

# Top 50 GLAZIERS

**Decreased backlogs, increased competition mark a tough year for U.S. glazing companies**

Compiled by Katy Devlin

Written by Katy Devlin, Jenni Chase and Sahely Mukerji

The economic recession hit U.S. contract glaziers hard in 2009, according to respondents to Glass Magazine's annual Top 50 Glaziers survey. Glazing firm officials reported challenges maintaining a backlog, securing new jobs, dealing with canceled projects, facing increased competition and working with decreased margins.

Of the companies that made this year's Top 50 and provided exact sales figures for 2008 and 2009, 55 percent reported a decrease in sales, compared to 18 percent of companies that reported a loss in 2008. The average sales decline in 2009 was 15.4 percent. For the 44 percent of companies that saw sales growth in 2009, the average increase was 19.6 percent.

Only one company in the top 10 reported an increase in sales from 2008 to 2009. Of those in the top 10 that reported a drop in sales, the average decline was 11.3 percent.

To cope with the challenging construction environment, some contract glazing firms, including Alexander Metals Inc., Nashville; ASI Ltd., Whitestown, Ind.; and Zephyr Aluminum LLC, Lancaster, Pa., expanded into new markets. Other companies beefed up their services, including SPS Corp., Fort Wayne, Ind., that added Building Information Modeling engineering capabilities. Trainor Glass Co., Alsip, Ill., began distributing and installing solar energy systems and stone facades. Tepco Contract Glazing Inc., Dallas, created a service work division to supplement the sagging commercial construction market. Builders Architectural Products Inc., Deerfield, Ill., expanded its Builders Architectural Repair & Testing division, and its building envelope consultation, testing and repair business.

Glass Magazine's Top 50 Glaziers also pursued different project types. Officials from Architectural Wall Systems Co.,

Glaziers from Architectural Wall Systems, West Des Moines, Iowa, work on the curtain-wall installation at Wellmark Corporate Headquarters, downtown Des Moines.





Des Moines, Iowa, said the company renewed its focus on smaller projects. Crawford Tracey Corp., Deerfield Beach, Fla., began targeting more healthcare projects, and Cartner Glass Systems, Charlotte, N.C., moved into more government work.

Some companies added locations, including through acquisitions. Enclos, Eagan, Minn., opened the Advanced Technology Studio in downtown Los Angeles. Trainor Glass added locations in Utah and Wyoming through acquisition, and added a retail design center in South Bend, Ind., as a startup operation. Giroux Glass, Los Angeles, bought a building in San Bernardino, Calif., and moved its fabrication division to the new location.

### About the list

The annual Top 50 rankings present what Glass Magazine believes to be the United States' 50 largest contract glazing firms, based on sales volumes. The glazing firms are ranked within eight sales categories, with short company biographies provided for each. Many of the biographies also include descriptions and photos of notable projects completed in 2009.

No list is perfect, and Glass Magazine does not make any definitive claims about these annual rankings. While the majority of the information included in the Top 50 comes directly from contract glazing firms, we use independent sources, such as Dun & Bradstreet, to determine information for other companies that belong in the rankings.

Some companies request that we not include them, or refuse to provide any information. We understand the sensitivity of releasing sales figures, and we attempt to respect that by presenting our Top 50 Glaziers in sales range categories. However, we try to create the most accurate list possible, and do not omit any firms simply because they ask. When we don't get an official answer, we try to gather information from other sources. If we are able to get an estimated figure, we include those companies, noting that their sales information has not been confirmed.

We believe the end result reflects the leading companies in the commercial glazing marketplace, at least from a sales perspective. At a time when so many companies are struggling, we would like to congratulate those companies on this year's list.

Our primary mission is to provide the most accurate information to our readers. While we admit the Top 50 Glaziers rankings will never be perfect, we do the best we can with the information available, and we always look to make the Top 50 better. If your company belongs on the list, let us know so we can recognize you properly. And if your company is on this list, but our estimates are wrong, please contact us. It is only with the cooperation of individual companies that Glass Magazine's Top 50 Glaziers rankings can be as accurate as possible. Questions or comments about this year's rankings, and requests to be included next year can be sent to [kdevlin@glass.org](mailto:kdevlin@glass.org).

## \$200 million to \$300 million

### Permasteelisa North America\*\*

**Headquarters:** Windsor, Conn.

**Web site:** [www.permasteelisausa.com](http://www.permasteelisausa.com)

**Employees:** 1,000

\*\*Estimates from Dun & Bradstreet

The Permasteelisa Group designs, produces and installs building envelopes, internal walls/partitions and internal furnishings for stores and offices. Permasteelisa started in 1997 as an interior operation, specializing in the turnkey service of interior fit-out of retail stores and commercial spaces. In 1998, under the name of Permasteelisa Cladding Technologies Ltd., the company started operating in the technological building envelopes market, providing design, engineering, manufacturing and installation of curtain walls and metal claddings. As of March 2008, Permasteelisa Group consolidated all U.S. subsidiaries to form Permasteelisa North America. Some recent notable projects include the Connecticut Center for Science and Exploration in Hartford, Conn., and One Bryant Park in New York City.

### Enclos Corp.

**Headquarters:** Eagan, Minn.

**Web site:** [www.enclos.com](http://www.enclos.com)

**Employees:** 225

With more than 50 offices across the United States—and locations in Canada, the Philippines, and Thailand—Enclos is an expert in the design, engineering, fabrication, assembly and erection of custom curtain-wall systems and structural glass facades, providing complete design/build services to the construction market. The firm has worked on

staff design advanced computer applications and explore new and experimental approaches to facade digital design with 3-D modeling, advanced graphic representation, design simulations, BIM and integrated project delivery. Among the projects Enclos completed in 2009 is the MGM CityCenter Aria Resort & Casino in Las Vegas.

### Benson Industries LLC\*\*

**Headquarters:** Portland, Ore.

**Web site:** [www.bensonglobal.com](http://www.bensonglobal.com)

**Employees:** 621

\*\* Estimates from Dun & Bradstreet

Benson Industries provides design, engineering, supply and installation of curtain wall and external cladding. Its services include design consultation, system design, prototype testing, quality assurance, project management, fabrication and assembly, and transportation. The company operates eight locations, five in the United States—Chicago; Dana Point, Calif.; Los Angeles; New York and Portland—and three abroad—Manila, Singapore and Ulsan, South Korea.

### Harmon Inc.

**Headquarters:** Eden Prairie, Minn.

**Web site:** [www.harmoninc.com](http://www.harmoninc.com)

**Employees:** 540

Harmon Inc. is a U.S. glass and glazing service contractor specializing in the entire lifecycle of a building's glazing needs, including curtain wall, storefronts and entrances, interiors, services and maintenance, renovation and green building design for office, retail, medical, education, airport, government and hospitality environments. The company has 12 locations: Eden Prairie; Bolingbrook, Ill.; Golden Valley, Minn.; Tukwila, Wash.; Englewood, Colo.; Lithia Springs, Ga.; Glen Burnie, Md.; Boynton Beach Fla.; Orlando, Fla.; West Chester, Ohio; Tampa, Fla.; and Chicago. In 2009, the company completed work on several notable projects, including Tower 333 in Bellevue, Wash.; 1999 K Street in Washington, D.C.; the New Orleans Marriott; the Georgia World Congress Center, Atlanta; the Hilton Baltimore Hotel; and 108 North State/Media Tower in Chicago.



many projects that involved specialized materials, complex geometry, and innovative structural and mechanical system designs. In 2009, Enclos opened the Advanced Technology Studio in downtown Los Angeles: a facade think tank that supports the company's Research & Development department, as well as the study of wall-system physics to optimize the impact of environmental factors. ATS

## \$100 million to \$200 million

### Walters & Wolf

**Headquarters:** Fremont, Calif.

**Web site:** [www.waltersandwolf.com](http://www.waltersandwolf.com)

**Employees:** 408

Walters & Wolf provides design, engineering, fabrication and installation of custom curtain wall and exterior and interior cladding systems. The company has five locations throughout Arizona, California, Nevada and Washington, and regional production facilities provide products to each location. Founded by John Walters and Randy Wolf in 1977, Walters & Wolf has expanded its construction scope over the years to include glass and glazing, doors, frames and hardware, as well as precast and glass fiber reinforced concrete products.

### Trainor Glass

**Headquarters:** Alsip, Ill.

**Web site:** [www.trainorglass.com](http://www.trainorglass.com)

**Employees:** 667

Trainor Glass Co. offers fabrication and installation of glass products and framing systems in architectural applications, including new construction, building rehabilitation, tenant interiors and custom specialty work. Its retail stores—open to the public—provide a variety of unique glass-related products for the home and office. Founded in 1953 and established in Chicago, the company has 22 locations. In 2009, it added locations in Utah and Wyoming through acquisitions, and added a retail design center in South Bend, Ind., as a startup operation. Notable projects completed in 2009 were: Two Alliance Center in Atlanta; the Wit Hotel in Chicago; the Legg Mason Tower in Baltimore; The Omni in Fort Worth, Texas; the Phoenix Convention Center Phase 2 in Arizona; the Tempe Gateway in Arizona; and 155 N. Wacker in Chicago.



### W & W Glass, LLC

**Headquarters:** Nanuet, N.Y.

**Web site:** [www.wwglass.com](http://www.wwglass.com)

**Employees:** 195

With offices in Nanuet, N.Y., and Hopewell Junction, Colo.,

W & W Glass is one of the largest glass and glazing companies in the United States and is the exclusive North American representative of the Pilkington Planar bolted glass system. The contract glazier partners with Sota Glazing of Brampton, Ontario, for its unitized curtain-wall work. In 2009, the company completed work on several projects in New York City,

including: the Cooper Union building, the Alice Tully Hall at Lincoln Center, and the New York-Presbyterian Hospital.



Cooper Union, New York

### Haley-Greer Inc.\*

**Headquarters:** Dallas

**Web site:** [www.haleylgreer.com](http://www.haleylgreer.com)

**Employees:** 350

\*Estimate based on prior-year reported data

Founded in 1979, Haley-Greer Inc. primarily serves the state of Texas but also works in Washington D.C., Louisiana, Virginia, North Carolina, California and Maryland. In 2009, the contract glazier worked on the new Dallas Cowboys Stadium, which features more than 320,000 square feet of glass, according to the Haley-Greer Web site. Last year, the company also received the “2009 Community Honor Award and Artist/Craftsman of the Year” award from the American Institute of Architects Dallas, for its work on the Winspear Opera House—now the AT&T Performing Arts Center—according to a release.

## \$50 million to \$100 million

### Giroux

### Glass, Inc.

**Headquarters:** Los Angeles

**Web site:** [www.girouerglass.com](http://www.girouerglass.com)

**Employees:** 144

Giroux Glass, an employee-owned glass, glazing and architectural metals contractor, builds and services complex multistory curtain walls, storefronts and unique fenestration installations. In May 2009, Giroux



Cain Library Addition, California State University, Dominguez Hills, Calif.

moved its fabrication division to a new building in San Bernardino, Calif. The move enabled the company to expand the division, perform work for its Los Angeles and Las Vegas branches, and house materials for upcoming projects at both locations. Among the notable projects Giroux Glass completed last year are the Cain Library Addition at The California State University campus in Dominguez Hills, Calif., and the Los Angeles Unified Central Learning Center.

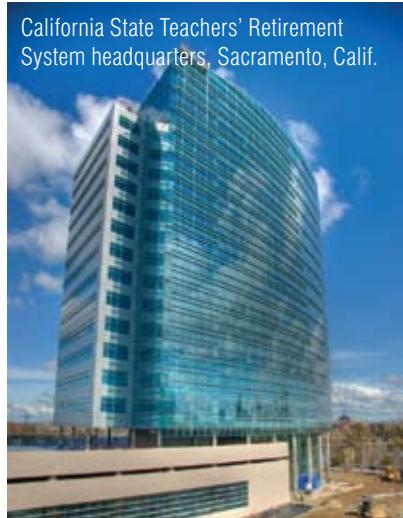
### Architectural Glass & Aluminum Co.

**Headquarters:** Alameda, Calif.

**Web site:** [www.ag-a-ca.com](http://www.ag-a-ca.com)

**Employees:** 50

Architectural Glass & Aluminum Co., a design/build curtain-wall contractor, has its own in-house systems design department. The team begins with a top-to-bottom review of the curtain-wall design, reviews the architectural aesthetic requirements given the performance criteria, and provides details that interface with other exterior enclosure substrates. The company also has a number of hand-picked and pre-qualified vendor and fabricator partnerships for operable windows and doors, entrances, cladding fabrication, railings, suspended glass walls and ornamental metals. Along with glazing, AGA's system infill capabilities include aluminum panels, composite materials and natural stone; it also has expertise integrating custom ornamental trims and sunscreens. Founded in 1970 in the San Francisco Bay area, the company has two offices. Notable projects completed in 2009 include the California State Teachers' Retirement System headquarters building, Sacramento, Calif.; Natomas East, Sacramento; @First Offices, San Jose, Calif.; and the Carlyle Residences, Los Angeles.



### TSI / Exterior Wall Systems

**Headquarters:** Landover, Md.

**Web site:** [www.tsiwalls.com](http://www.tsiwalls.com)

**Employees:** 150

TSI / Exterior Wall Systems was established in 1977 and has grown to become one of the largest building envelope, glass and glazing companies in the Baltimore/ Washington, D.C. area. The company designs, engineers, fabricates and installs architectural metal and glass curtain wall, metal panel systems and structural glass walls.

### CBO Glass

**Headquarters:** Alden, N.Y.

**Web site:** [www.cboglass.com](http://www.cboglass.com)

**Employees:** 175

CBO Glass was established in 1966 and is a full-service specialty glazing contractor. The company services the Northeast and Mid-Atlantic states. It designs, fabricates and installs unitized curtain-wall systems, pre-glazed punched windows and blast-resistant systems. The company has four locations, and in 2009, opened a design development company in Canada that provides in-house curtain-wall design and engineering. CBO worked on several high-profile projects in 2009, including the Washington Dulles International Airport-People Mover Station Train Tube Enclosure, a project that started in 2003; the Turnberry Towers-Hi Rise Condominiums, Arlington, Va.; Crystal Plaza II, a 20 story condominium-first floor retail space also in Arlington; and the National Oceanic and Atmospheric Administration Headquarters in Riverdale Park, Md.



### Continental Glass Systems\*

**Headquarters:** Hialeah, Fla.

**Web site:** <http://cgsfl.com>

**Employees:** 250

\*Estimate based on prior-year reported data  
Continental Glass Systems provides a full range of services in building envelope design and construction—curtain wall, windows, railings, skylights, metal panels and entrances—including pre-construction consulting, engineering services, project management and installation throughout the United States, according to the contract glazier's Web site. In February 2009, Continental Glass completed work on Florida's Jade Beach luxury residence tower, manufacturing and installing all of the interior glass for the project, including the bridge and penthouse railings, shower enclosures and doors, according to the site.

### Admiral Glass & Mirror

**Headquarters:** Houston

**Web site:** [www.admiralglass.net](http://www.admiralglass.net)

**Employees:** 387

Headquartered in Houston, with a satellite office in League City, Texas, Admiral Glass & Mirror's service offerings include custom and standard curtain walls, storefronts, commercial windows and entry doors, skylights, aluminum plate panels, aluminum composite panels and architectural terracotta tile. The company



Seismic  
Exchange  
Building III,  
Houston

also offers complete in-house fabrication of all systems and panels. Among the notable projects the glass and glazing subcontractor completed in 2009 is the Seismic Exchange Building III in Houston.

### Massey's Plate Glass & Aluminum Inc.\*\*

**Headquarters:** Branford, Conn.

**Web site:** [www.masseysglass.com](http://www.masseysglass.com)

**Employees:** 114

\*\* Estimates from Dun & Bradstreet

Massey's Plate Glass & Aluminum Inc. provides architectural glass and aluminum products, specialized craftsmanship and glazing project management. The company was founded in 1973 by Robert J. Massey, Sr., and it remains family owned and operated, with two locations, in Branford and Rhode Island. The company's work includes new public and private construction projects of all types and sizes, as well as building renovations and expansions.

### Karas & Karas Glass Co.

**Headquarters:** Boston

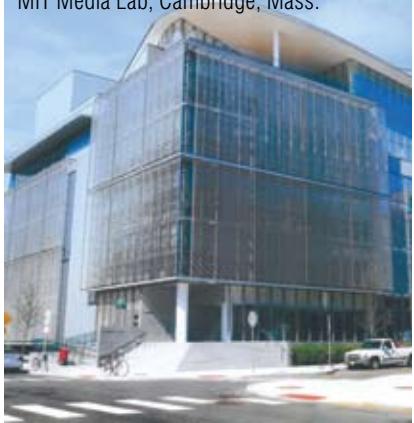
**Web site:** [www.karasglass.com](http://www.karasglass.com)

**Employees:** 80

Karas & Karas Glass Co. is a full-service glazing firm with more than 80 years in the industry. The Karas & Karas Wholesale Division provides glass and glazing supplies to contractors and distributors in the greater Boston area, and the Karas & Karas Contract Division provides engineering, fabrication and installation services. The company works in all

parts of the building envelope, including glass, metal, granite, composite panels, louvers, entrances, structural glass systems, skylights and more. A notable project the company completed in 2009 was the Massachusetts Institute of Technology Media Lab in Cambridge, Mass.

MIT Media Lab, Cambridge, Mass.



### ASI Ltd.

**Headquarters:** Whitestown, Ind.

**Web site:** [www.asilimited.com](http://www.asilimited.com)

**Employees:** 285

ASI Ltd. is a nationally recognized curtain-wall designer/manufacturer/contractor, and a supplier of metal panels, sunshades and ornamental shapes to curtain-wall contrac-

University of Chicago residence hall



tors through its ornamental division. ASI was incorporated in 1989 as a full-service glazing contractor. It grew, and in 2001, the company began offering services as a building enclosure specialist, taking responsibility for curtain walls, windows, metal panels and roofing. The company also expanded its geographic reach, forming a Core Group and a Special Projects Group, with the Core Group concentrating on existing customers in the local market. ASI completed several notable projects in 2009, including the University of North Carolina Bell Tower, Chapel Hill, N.C.; Barclays Arena, Brooklyn, N.Y.; and a University of Chicago residence hall.

## \$40 million to \$50 million

### Heinaman Contract Glazing

**Headquarters:** Lake Forest, Calif.

**Web site:** [www.heinaman.net](http://www.heinaman.net)

**Employees:** 29

Heinaman Contract Glazing is an architectural aluminum glazing firm that has been in operation for more than 20 years. From its origins as a family-owned business, Heinaman has achieved sustainable growth through a reputation of superior products and state-of-the-art technology. The company provides curtain-wall glazing, unitized glazing, aluminum panel systems, doors, windows, and various architectural aluminum and glass products. The company operates two locations, in Lake Forest and in Las Vegas. One notable project the company completed in 2009 was the 42-story Century Condo Project in Beverly Hills, Calif.

## SPS Corp.

**Headquarters:** Fort Wayne, Ind.

**Web site:** [www.spscorporation.com](http://www.spscorporation.com)

**Employees:** 159

SPS Corp., a contractor for architectural metal cladding, structural support, and glass and glazing systems, has three divisions: Panel, Curtain Wall and Retrofit. The Panel division has experience in all types of metal wall panels, from standard metal siding and roofing panels to custom met-



Novartis Flu and Vaccine Culture Center &  
Administrative Building, Holly Springs, N.C.

als and aluminum composite cladding systems, sun screens, louvers and support framing. The Curtain Wall division handles standard storefront entrances and windows, as well as high-end, high-performance glass and curtain-wall systems, monumental windows, point-supported glass walls, custom skylights and sunshading elements. The Retrofit division engineers and manages the material and labor operations of complicated structural support and metal roofing or wall-cladding systems on an existing structure. The glazier operates out of six offices. In 2009, it completed work on the UNC Cancer Hospital and Physicians Office Building, Chapel Hill, N.C.; the Novartis Flu and Vaccine Culture Center & Administrative Building, Holly Springs, N.C.; the Blue Cross/Blue Shield NC Durham Campus; the North Carolina State University Engineering Building III 5, Raleigh, N.C.; and the NASCAR Hall of Fame, Charlotte, N.C.

## \$30 million to \$40 million

### Tower Glass Inc.

**Headquarters:** Santee, Calif.

**Web site:** [www.towerglass.com](http://www.towerglass.com)

**Employees:** 125

Tower Glass Inc. is one of the largest glazing contractors in San Diego County, specializing in new construction. The company provides building envelope contracting as well as specialty products. It designs, engineers, fabricates and installs all types of glazing materials, and provides pre-construction and construction services. The company



Mission  
Hospital,  
Mission  
Viejo, Calif.

has two locations. In 2009, the glazier completed work on the Mission Hospital, Mission Viejo, Calif.

## Ajay Glass & Mirror Co.

**Headquarters:**

Canandaigua, N.Y.

**Web site:** [www.ajayglass.com](http://www.ajayglass.com)

**Employees:** 140

Ajay Glass & Mirror Co. is a full-service glass, glazing and exterior cladding contractor that can design, engineer and fabricate a variety of systems including curtain wall, storefront, metal panels and stone on truss. The company, which was started in 1958, employs 140 people out of two locations; it moved into a 92,000-square-foot Canandaigua facility in February. In 2009, the company completed the Dayton (Ohio) Air Traffic Control Tower.



Dayton (Ohio)  
Air Traffic  
Control Tower

## Architectural Wall Systems Co.

**Headquarters:** Des Moines, Iowa

**Web site:** [www.archwall.com](http://www.archwall.com)

**Employees:** 120

Established in 1991, Architectural Wall Systems provides exterior wall contracting services for commercial projects of all scopes and sizes. AWS offers design assistance, system engineering, interface detailing, budget assistance, project management and installation. AWS manufactures custom unitized curtain walls and open joint, pressure-equalized building skins that enhance building envelope performance; it also supplies well known, state-of-the-art-systems from global manufacturers. In 2009, the company completed two large headquarter projects, including the Wellmark corporate headquarters in downtown Des Moines, where the glazier manufactured

Wellmark corporate headquarters, Des Moines, Iowa



and installed the systems. The project features a custom-designed, laboratory-tested unitized stone and glass curtain-wall system that was engineered, designed, manufactured and erected by AWS. The large projects helped AWS weather the tough economic climate, according to company officials.

### Juba Aluminum Products Co., Inc.

#### Headquarters:

Concord, N.C.

#### Web site:

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

#### Employees:

146

Serving the southeastern United States, Juba Aluminum Products specializes in building exteriors, specifically curtain walls, storefronts and aluminum panels. The subcontractor works on new construction and recladding projects, and customizes its wall systems to avoid wasting generic systems that require installation of extra materials. Last year was a “year of planning” for the contract glazier, which closed

its Atlanta office in 2009. The company completed work on 400 South Tryon—formally the Wachovia Center—in Charlotte, N.C., in 2009. The skyscraper is now the city’s 11th tallest building, according to a release.

### TSG Industries Inc.

#### Headquarters:

Valdosta, Ga.

#### Web site:

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

#### Employees:

80

TSG Industries Inc. provides custom engineered glazing

systems consisting of curtain walls, metal wall panels, skylights

and custom aluminum architectural products. The company operates two locations, in Valdosta and in Lakeland, Fla. In 2009, the company began to expand its services throughout the southeastern United States. During the year, it completed several notable projects, including the Shands Cancer Hospital at the University of Florida, Gainesville, a 192-bed facility; storm damage renovation to the Omni Hotel at CNN Center in Atlanta; and the corporate headquarters for Aflac, Columbus, Ga.

### Zephyr Aluminum LLC

#### Headquarters:

Lancaster, Pa.

#### Web site:

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

#### Employees:

84

Zephyr Aluminum LLC, a commercial aluminum and glass contractor, provides project design support, budget pricing, in-house fabrication and installation services to the commercial building industry. Service areas include: aluminum framing and glass systems, architectural metals, security systems and interior elements. The company furnishes and installs aluminum storefronts, aluminum doors, aluminum windows, aluminum curtain wall, aluminum sunshades, aluminum panels, glass and glazing, glass entrances, glass canopies and skylights. Zephyr Aluminum started as a retail operation in 1953 and added a fabrication facility in 1956 to offer related products to dealers, building contractors, and later to the architectural and marine industries. Subsequently, the owners sold the residential home improvement and marine industry divisions to concentrate on commercial architectural work. Currently, the company has three offices. Notable projects that Zephyr Aluminum completed in 2009 include the Coppin State University Physical Education Building, Baltimore; the Star Building, Wilmington, Del.; and the Lehigh Valley Hospital, Allentown, Pa.

Star Building, Wilmington, Del.



### Crown Corr Inc.

#### Headquarters:

Gary, Ind.

#### Web site:

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

#### Employees:

100

Crown Corr Inc. furnishes and installs building enclosure systems including curtain wall, windows, metal panels and roofs. The company has four locations: Gary; Dallas, Texas; Portland, Ore.; and Indianapolis, Ind. It is family owned and operated, and was founded in 1960. In 2009, Crown Corr worked on CityCenter in Las Vegas.

## \$20 million to \$30 million

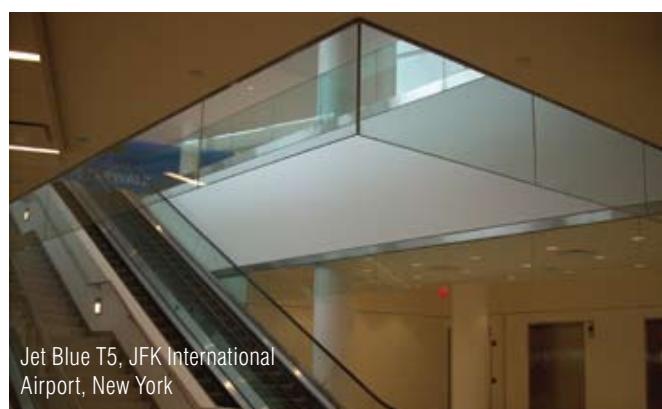
### **Champion Metal & Glass Inc.**

**Headquarters:** Deer Park, N.Y.

**Web site:** [www.championmetalglass.com](http://www.championmetalglass.com)

**Employees:** 50+

Founded in 1993, Champion Metal & Glass Inc. works with major private developers, construction managers and general contractors to complete projects in New York, New Jersey



Jet Blue T5, JFK International Airport, New York

and Connecticut. It provides exterior curtain-wall systems, structural glass walls, folding glass walls, ornamental and glass stairs and partitions, and entrances such as swing, revolving and automatic doors. In 2009, it completed T5, the Jet Blue Terminal 5 at New York's JFK International Airport.

### **MTH Industries\***

**Headquarters:** Hillside, Ill.

**Web site:** <http://mthindustries.com>

**Employees:** 117

\*Estimate based on prior-year reported data

This architectural glass and metal contractor offers services that include: architectural metals, ornamental and miscellaneous iron, remedial caulking, insulating units, windows, doors, storefronts, plate glass replacement, hardware, custom glass design, curtain wall, decorative glass, shower enclosure systems, and restoration and repair, according to the MTH Industries Web site. Active company subsidiaries include Illinois Bronze Works, Midwest Glass Co. and E.J. Hayes Glass & Mirror Co. The largest single contract taken by the company to date was for \$23.2 million for work performed on the United Airlines Terminal 1 at O'Hare Airport in Chicago, according to the site.

### **Walker & Laberge Co.\***

**Headquarters:** Norfolk, Va.

**Web site:** [www.walkerlaberge.com](http://www.walkerlaberge.com)

**Employees:** 104

\*Estimate based on prior-year reported data

One of the oldest commercial glass companies in the Hampton Roads, Va., community, Walker & Laberge has been involved in the majority of glass projects in the area, according to its Web site. The glazier does not limit its work to Hampton Roads, however; it also has completed major projects throughout Virginia, North Carolina, Maryland, Delaware and Washington, D.C., according to the site.

### **Carmel Architectural Sales\***

**Headquarters:** Anaheim, Calif.

**Web site:** <http://carmelsales.com>

**Employees:** 50

\*Estimate based on prior-year reported data

For more than 30 years, Carmel Architectural Sales has provided exterior building envelope solutions to the building industry, according to its Web site. Specializing in exterior glazing and cladding wall construction, Carmel provides products, technology and installation experience to create sustainable, watertight exterior cladding and glazing systems.

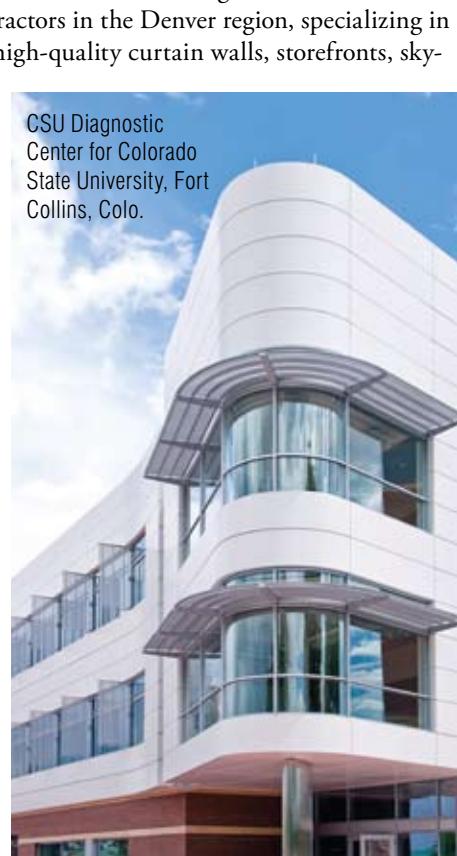
### **Metropolitan Glass Inc.**

**Headquarters:** Denver

**Web site:** [www.metroglass.com](http://www.metroglass.com)

**Employees:** 70

Metropolitan Glass Inc. is one of the largest and most established glazing contractors in the Denver region, specializing in the installation of high-quality curtain walls, storefronts, skylights and metal panel systems. Its field and office expertise enables MGI to furnish and install glass-related products in complex projects involving high engineering standards, demanding specifications and sophisticated products. The company's pre-construction services offer cost-effective solutions. A notable project that MGI completed in 2009 is the CSU Diagnostic Center for Colorado State University, Fort Collins, Colo.



## Ridgeview Glass Inc.

**Headquarters:** Upper Marlboro, Md.

**Web site:** [www.ridgeviewglass.com](http://www.ridgeviewglass.com)

**Employees:** 83

Ridgeview Glass Inc. is a family owned and operated glass contractor that focuses on curtain-wall projects with a high level of complexity and detail. The firm designs, engineers, fabricates and installs curtain walls, strip window systems, skylights, storefronts, operable windows, automatic entrances, revolving doors, panel systems, art glass and glazing for interiors, and bullet/blast-resistant and fire-rated systems. Ridgeview Glass specializes in service and repair work, small commercial construction, tenant/interior work and large construction projects.

## Crawford Tracey Corp.

**Headquarters:** Deerfield Beach, Fla.

**Web site:** [www.crawfordtracey.com](http://www.crawfordtracey.com)

**Employees:** 70

Crawford Tracey Corp. is a turnkey glazing contractor that develops, manufactures and installs custom and conventional impact and non-impact glazing systems. Florida building codes, especially in South Florida, have become increasingly tougher because of progressively harsh hurricane activity. Crawford Tracey specializes in the development and manufacturing of systems that meet or exceed those codes. Founded in 1956, the company serves the Southeastern United States and Caribbean markets from its two offices in Deer-

Omni Center,  
Miami



field Beach and Jacksonville, Fla. Products include impact glazing systems, curtain wall, ribbon windows, structural glazing, storefront, fixed glazing, sliding doors, entrances and interior glazing. Notable projects that Crawford Tracey completed in 2009 include the All Children's Hospital, St. Petersburg, Fla.; the Omni Center, Miami; and the Nova Southeastern University Lower School, Fort Lauderdale, Fla.

## \$10 million to \$20 million

### Galaxy Glass & Aluminum Inc.\*

**Headquarters:** Manchester, N.H.

**Web site:** [www.galaxyglass.biz](http://www.galaxyglass.biz)

**Employees:** 90

\*Estimate based on prior-year reported data  
Galaxy Glass & Aluminum maintains a state-of-the-art fabrication facility where it performs in-house fabrication of windows, curtain walls, storefronts, composite metal panels and entrances, according to its Web site. Its in-house engineering team is staffed with certified individuals trained in CAD design and drafting for the glass and glazing industry, and its fabricators and installers are all seasoned professionals, according to the site.

### Tepco Contract Glazing Inc.

**Headquarters:** Dallas

**Web site:** [www.tepcoglass.com](http://www.tepcoglass.com)

**Employees:** 85

Tepco Contract Glazing Inc. is a 28-year-old regional glazing contractor that specializes in the design, engineering, fabrication and installation of curtain walls, windows, glass and glazing. Tepco does business in 20 states out of two locations, in Dallas and Rogers, Ark. The company has a wholly owned subsidiary, Tepco Window Systems, Dallas. In 2009, the company completed several notable projects, including Westin Galleria, a 21-story hotel renovation in Dallas, and Dallas Tower - Mercantile, a 14-story office tower, also in Dallas.



### InterClad Inc.

**Headquarters:** Plymouth, Minn.

**Web site:** [www.eganco.com](http://www.eganco.com)

**Employees:** 60

InterClad Inc. engineers, fabricates and installs aluminum curtain wall, aluminum entrances and storefronts, glass and glazing, and metal composite panels. The company has installed more than \$130 million worth of cladding in the past eight years. Projects range from \$5,000 storefront and alu-



Target Field, Minneapolis

minimum entrance replacements to a \$10 million multibuilding corporate campus that encompasses 250,000 square feet of glass and 20,000 square feet of composite metal panels. The company completed several high-profile projects in 2009, including the Cargill Office Campus, Minneapolis, and Target Field, the Minnesota Twins ballpark in Minneapolis.

### Hilboldt Curtainwall Inc.

**Headquarters:** St. Louis

**Web site:** [www.hilboldt.com](http://www.hilboldt.com)

**Employees:** 53

Hilboldt Curtainwall Inc. specializes in the engineering, fabrication and installation of exterior wall systems. It works with architects, construction managers and developers to design, build and install high-quality exterior wall systems with an emphasis on prefabrication, according the glazier's Web site. The company primarily focuses on curtain walls.

### Alexander Metals Inc.

**Headquarters:** Nashville

**Web site:** [www.alexandermetalsinc.com](http://www.alexandermetalsinc.com)

**Employees:** 75

Alexander Metals Inc. is a commercial subcontractor that specializes in promotion, sales, fabrication and installation of architectural building products. The company focuses on building envelopes, specifically glass and metal panel related products. Several notable projects Alexander Metals completed in 2009 include the Vanderbilt Critical Care Facility and the Hutton Hotel, both in Nashville; and the Cookeville (Tenn.) Regional Medical Center.



Hutton Hotel, Nashville

### North American Curtainwall\*

**Headquarters:** Mukilteo, Wash.

**Web site:** <http://nacwall.com>

**Employees:** 70

\*Estimate based on prior-year reported data  
North American Curtainwall, established in 2002, specializes in the supply and installation of aluminum curtain wall, window wall and storefront systems, according to its Web site. Backed by 60 years of building envelope experience, the company is licensed in Canada, Washington, Oregon and California, the site reports.

### Bacon & Van Buskirk\*

**Headquarters:** Champaign, Ill.

**Web site:** [www.bvbglass.com](http://www.bvbglass.com)

**Employees:** 60

\*Estimate based on prior-year reported data  
Bacon & Van Buskirk sells and installs glass, mirrors, windows, doors and related products throughout central Illinois and west central Indiana. The company has been in business since 1937, and offers fenestration solutions including: residential and commercial glass replacement, glass tabletops, shelves and hand-



rails, insulating and safety glass, and commercial storefronts and curtain walls. In 2009, the company completed the University of Illinois Business Instructional Facility in Urbana-Champaign, a Leadership in Energy and Environmental Design project.

### Cherry Hill Glass Co. Inc.

**Headquarters:** Branford, Conn.

**Web site:** [www.cherryhillglass.com](http://www.cherryhillglass.com)

**Employees:** 50

Cherry Hill Glass Co., a commercial glazing contractor, supplies various cladding components to enhance building envelopes, including windows, doors, railings, can-



Lot E at Yale New Haven Hospital, Connecticut

opies and metal wall panels. The company was founded in 1992. A notable project it completed in 2009 is Lot E at Yale New Haven Hospital in New Haven, Conn.

### Cartner Glass Systems

**Headquarters:** Charlotte, N.C.

**Employees:** 38

Cartner Glass furnishes and installs all types of curtain walls, storefronts, windows, and aluminum and glass entrances. The glazier also installs sunshades made of various materials. In 2009, Cartner moved into more government projects, officials said. Notable projects in 2009 included the College of Charleston (S.C.) Science Center and the Medical University of South Carolina Dental School, Charleston.

### LCG Facades

**Headquarters:** Salt Lake City

**Web site:** [www.lcgfacades.com](http://www.lcgfacades.com)

**Employees:** 55

LCG Facades fabricates and installs all types of commercial curtain walls, window walls and storefront glazing. Offerings include glass handrails, sunshades, louvers, foam panels, aluminum plate panels, stainless steel plate panels, and wet joint and rain-screen-type composite aluminum panels. In 2009, the company received the "Specialty Contractor of the Year" award from the Associated General Contractors of Utah organization for the O.C. Tanner Flagship Store in Salt Lake City. Other notable projects completed in 2009 include: the Brigham Young University Idaho Auditorium & Manwaring Student Center in Rexburg, Idaho; and the Campbell County Recreation Center in Gillette, Wyo.



### American Glass and Metals Corp.

**Headquarters:** Plymouth, Mich.

**Employees:** Varies between 40 and 80

American Glass and Metals Corp. is a glazing contractor that furnishes and installs windows and curtain walls. The company focuses on work in the Midwest, primarily in Southern Michigan. It completed several notable projects in 2009, including the MotorCity Casino and Greektown Casino, both in Detroit, and the National Alabama Railcar Corp., Cherokee, Ala.

### R & R Window Contractors, Inc.

**Headquarters:** Easthampton, Mass.

**Web site:** [www.rrwindow.com](http://www.rrwindow.com)

**Employees:** 80

R & R Window Contractors specializes in the sales and installation of window, curtain wall, storefront, glass and glazing, panel, and door products for commercial entities in

Residence hall at Mount Holyoke College, South Hadley, Mass.



the public and private sector. In 2009, the company completed work on the new residence hall at Mount Holyoke College, South Hadley, Mass.

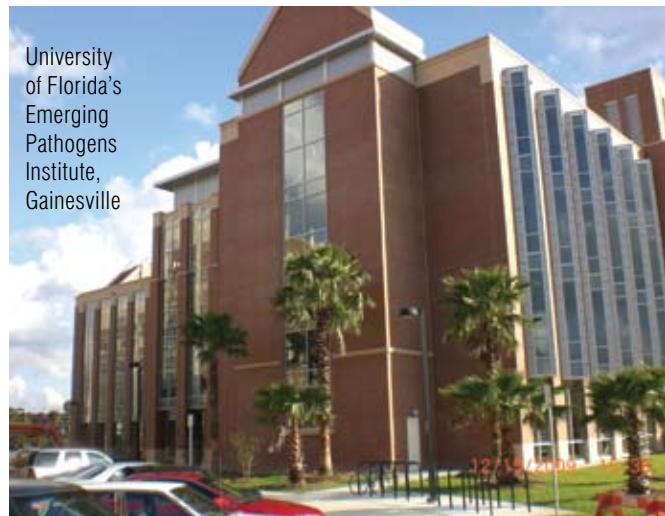
### Architectural Aluminum Techniques

**Headquarters:** Orlando, Fla.

**Web site:** [www.aatechniques.com](http://www.aatechniques.com)

**Employees:** 65

Architectural Aluminum Techniques is a full-service glass and glazing contractor that was founded in 1975 in Toronto, and has grown into one of the largest glazing contractors in Florida, according to the AAT Web site. The company is 100 percent family owned and operated. In 2009, AAT completed two notable public projects: the University of Central Florida Burnett Biomedical building in Orlando and the University of Florida's Emerging Pathogens Institute, Gainesville, Fla.



## Builders Architectural Products Inc.

**Headquarters:** Deerfield, Ill.

**Web site:** [www.ChicagoWindowExpert.com](http://www.ChicagoWindowExpert.com)

**Employees:** 12

Builders Architectural Products Inc. furnishes and installs windows, curtain walls, entrances, panels and louvers for high-rise, institutional and commercial projects. In 2009, the company completed several notable projects, including 235 Van Buren, a 48-story residential high-rise in Chicago, and 505 North State, a 36-story mixed use building, also in Chicago.

235 Van Buren, Chicago



## Carter Glass

**Headquarters:**

Kansas City, Mo.

**Web site:** [www.carterglass.net](http://www.carterglass.net)

**Employees:** 35

Carter Glass is a commercial glazing contractor with special expertise in channel glass walls, and custom storefronts and curtain walls. The firm operates out of two locations, in Kansas City and Springfield, Mo., and was founded in 1961. In 2009, the company completed the Two Hallbrook Place office building in Kansas City.

Two Hallbrook Place, Kansas City



## Less than \$10 million

### Austin Glass & Mirror Inc.

**Headquarters:** Austin, Texas

**Web site:** [www.austinglass.com](http://www.austinglass.com)

**Employees:** 55

Austin Glass & Mirror Inc. is a commercial glass and glazing contractor that has served central Texas for more than 25 years. The firm specializes in commercial glass, storefront, window, entrance and commercial window installations. The company's notable projects in 2009 include the Texas A&M University Health Science Center, College Station, Texas; the University of Texas Executive Education Center, Austin; and Giddings High School, Giddings, Texas.



Storefront system with decorative glass at Giddings Texas High School.

### Suntech of Connecticut, Inc.

**Headquarters:** North Branford, Conn.

**Web site:** [www.suntechofct.com](http://www.suntechofct.com)

**Employees:** 28

Backed by 30 years experience, Suntech of Connecticut offers aluminum window, curtain wall, glass, storefront, glass door, skylights, aluminum door, frame, metal panel and terracotta sunscreen services. In 2009, the company opened a residential window branch. It also has offices in Westport. Last year, Suntech completed work on the University of Massachusetts Amherst Integrated Sciences Building's aluminum windows, curtain wall, glass and terracotta sunscreen.

