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METAL & GLAZING

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The Nation's TOP Contract Glaziers

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Move Makers

USGlass Magazine's 2023 Listing of the Nation's Top 50 Contract Glaziers

Healthy backlogs, market and cost stability as well as supply chain improvements are just some reasons why contract glaziers are optimistic about the year ahead. 2022 was a solid, strong year for most of the nation's top contract glaziers. Many of the companies reporting for this year's **USGlass** magazine listing of the Top 50 contract glaziers continue to show sales increases, though there were a few notable dips.

Companies still have some concerns despite the positives. Not surprisingly, the biggest worry for the year ahead is a lack of skilled labor. Schedule delays, and overall concerns about the economy and a possible recession are also troubling.

As in years past, there was some fluctuation among the top five companies, including a new addition. Permasteelisa North America took the No. 1 spot with 2022 sales of \$403 million compared to \$295 million last year. This moved Harmon to No. 2 with sales of \$340.8 million, which is also what the company reported last year. Enclos remained in the No. 3 position, while Elicc bumped up from No. 5 to No. 4 with sales of \$247 million compared to

\$221.5 million. Reflection Window + Wall was the top five new addition, reporting sales of \$240 million.

There were also some ups and downs in sales across the entire list. Crown Corr moved into No. 6 from No. 8 with sales of \$203 million compared to \$170.7 million. Massesy's Plate Glass remained in 13th place, but saw sales jump from \$101 million to \$125 million. Another big mover was Seele. The company's U.S. operations jumped from No. 47 to No. 28 with sales of \$63.6 million compared to \$23.5 million.

The information in this section was provided to **USGlass** by the companies included here. Backlog is listed only when provided by the companies. Those companies marked with an * are estimated based on data and field reports from Key Media & Research.

01

Permasteelisa NA

Mendota Heights, Minn.
www.permasteelisagroup.com/america
President/CEO: Mike Kneeland
Number of Employees: 490
Number of Locations: 5
Years in Business: 25
2022 Sales: \$403 million

Permasteelisa engineered and manufactured the façade of the John A. Paulson Center, a 23-story academic building for New York University that has three glass-clad towers rising from a podium spanning a full city block.

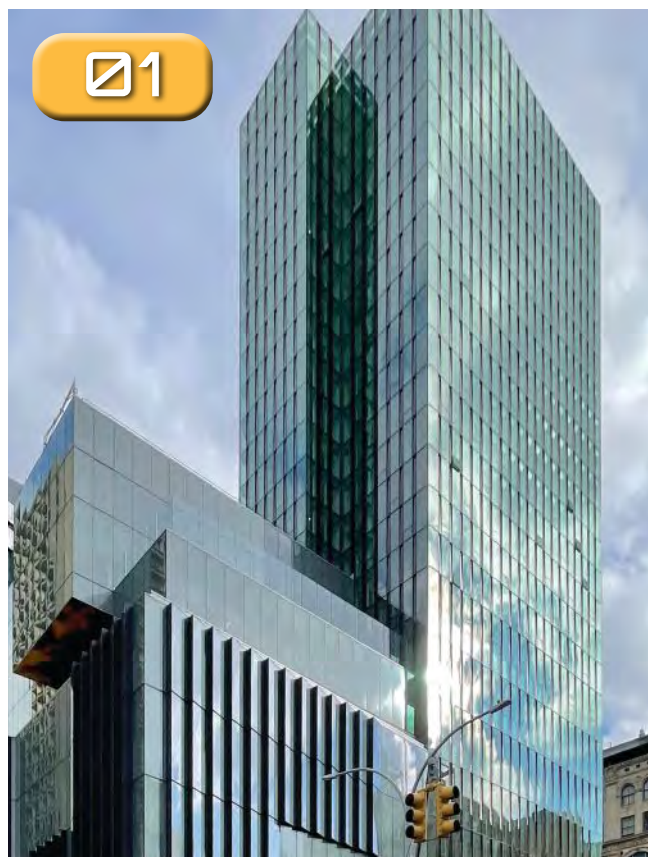


Photo: M. Young and Permasteelisa Group

02

Harmon Inc.

Bloomington, Minn.
www.harmoninc.com
 President/CEO: Troy Johnson
 Number of Employees: 650
 Number of Locations: 18
 Years in Business: 73
 2022 Sales: \$340.8 million
 83% Commercial
 3% Residential
 14% Other
 Backlog Change: Increased 17%

03

Enclos Corp.*

Eagan, Minn.
www.enclos.com
 President/CEO: Steve Danke
 Number of Employees: 400
 Number of Locations: 15
 Years in Business: 77
 2022 Sales: \$250 million
 87% Commercial
 8% Residential
 5% Other

04

Elicc Americas Corp.

Poway, Calif.
www.eliccgroupp.com
 President/CEO: Yizeng li
 Number of Employees: 123
 Number of Locations: 2
 Years in Business: 8
 2022 Sales: \$247.5 million
 100% Commercial
 Backlog Change: Increased 23%

05

Reflection Window and Wall

Chicago, Ill.
www.reflectionwindow.com
 President/CEO: Rodrigo d'Escoto
 Number of Employees: 170
 Number of Locations: 12
 Years in Business: 22
 2022 Sales: \$240 million
 20% Commercial
 80% Residential
 Backlog Change: Increased 100%

06

Crown Corr Inc.

Gary, Ind.
www.crownccor.com
 President/CEO: Dennis Pilkinton
 Number of Employees: 600
 Number of Locations: 6
 Years in Business: 62
 2022 Sales: \$203 million
 100% Commercial
 Backlog Change: Increased 10%

07

W&W Glass LLC

Nanuet, N.Y.
www.wwglass.com
 President/CEO: Mike, Jeff, Scott, Howard Haber
 Number of Employees: 200
 Number of Locations: 1
 Years in Business: 45
 2022 Sales: \$200 million
 100% Commercial
 Backlog Change: Increased 30%



Photo: John Draisey / ENCLOS

Enclos was responsible for the façade installation on the Gensler-designed Adobe North Tower in San Jose, Calif.

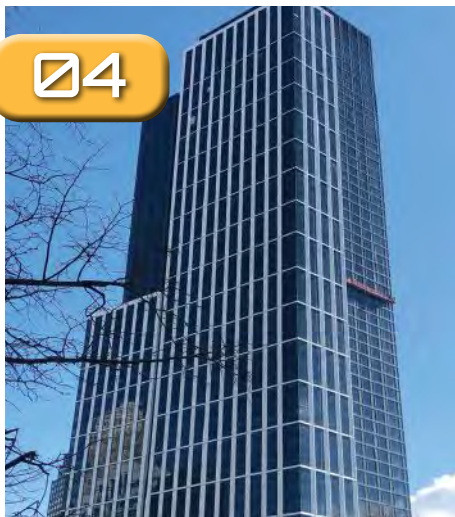


Photo: Elicc Group

Elicc's work on 25 Christopher Columbus Dr. in Jersey City, N.J., included unitized curtainwall with aluminum panels; unitized GFRC panels; and unitized thin-brick curtainwall panels.



Photo: Mike Saineghi, Reflection Window + Wall

Reflection Window + Wall has been involved in a number of projects in the Chicago area including the Cirrus (right) and Cascade towers that are part of the Lakeshore East development.

Building a Milestone: Permasteelisa Group Celebrates 50 Years

The Permasteelisa Group had already been operating for 26 years when it took on its first U.S. projects in 1999. One was 10 St. James Street in Boston; the other was the Walt Disney Concert Hall in Los Angeles. Since then, the Italian façade contractor has worked on many complex and unique projects worldwide. It is consistently ranked in the top five of USGlass magazine's annual listing of

company, while Permasteelisa has had an international focus since early on, its work remained mainly in Europe and Asia for many years.

"It was only in the late 1990s that the group arrived in the United States, the birthplace of skyscrapers," says the company information.

Today, Permasteelisa is a global industrial group with three brands, 30 companies and six production

A special anniversary logo features a broken line unfolding upwards to represent a building under construction while knowledge and ideas keep evolving.

bridge people, buildings and cities towards the future comes from."

The statement continues, "Our technical expertise has always enabled us to successfully tackle the most complex and challenging projects around the world. In recent years, our selective strategy has focused on highly complex and challenging projects in markets where our customers appreciate and value the advanced and distinctive solutions that differentiate us from our competitors."

The global glazing industry will face both challenges and opportunities in the years ahead.

"In the next ten years, 70 percent of the world's population will live in cities, putting sustainable development and other global challenges, including climate change, at the center," says the company statement. "Building while reducing the carbon footprint is paramount, and we are already on the right track. Many aging buildings contain sound structures and can be rehabilitated for different uses or use by future generations. Creative and efficient solutions for recladding existing buildings could be a massive opportunity for the facade industry."

After 50 years in business, what's next for Permasteelisa? "We constantly keep clients at the heart of our practice, providing pragmatic and tailored solutions, as well as guaranteeing soundness and reliability towards governments, universities, media, financial institutions and shareholders, but also towards our brands, employees and local communities," says the statement. "We always strive for the extra mile: our commitment is to go big, to make our people proud. The responsibility we feel on our shoulders is to leave a mark and improve society. This is where we want to be in the next 50 years: in a better society we have helped build."

Photo: shutterstv; Shutterstock.com



The Walt Disney Concert Hall in L.A. was one of Permasteelisa's first U.S. projects. It was designed by Frank Gehry.

the nation's top contract glaziers and took the No. 1 spot this year (*turn to page 36 to read more*). That gives Permasteelisa at least two things to celebrate, as this year also marks its 50th anniversary.

Permasteelisa's roots date back to 1973 with the founding of I.S.A., an aluminum window company based in Treviso, Italy, now home to the Group's headquarters. Shortly after its debut, I.S.A. turned to curtainwall with the acquisition of Permasteel, the Australian company that clad the Sydney Opera House. The company expanded globally with other acquisitions, including the Dutch Scheldebouw B.V. and Gartner in Germany.

According to information from the

plants in 20 countries. Some of its major projects worldwide include Hong Kong's tallest building, the International Commerce Center; Beekman Tower, the Guggenheim Museum and MoMA in New York; and the Walt Disney Concert Hall in Los Angeles, among others. The company has more than 60 projects underway, including Google offices in London and the U.S.

According to the company, Permasteelisa was born "with an engineering mindset: insightful understanding is etched in our DNA. Variants and variables are our everyday thrill: they are embedded in the unique diversity that sets our group and people apart. That's where our flair for solutions that

08

Walters & Wolf*

Fremont, Calif.
www.waltersandwolf.com
 President/CEO: Randy Wolf
 Years in Business: 43
 2022 Sales: \$200 million
 100% Commercial

09

Benson Industries*

Portland, Ore.
www.bensonglobal.com
 President/CEO: Lance Howard
 Number of Employees: 500
 Number of Locations: 9
 Years in Business: 97
 2022 Sales: \$200 million
 100% Commercial

10

Binswanger Glass

Memphis, Tenn.
www.binswangerglass.com
 President/CEO: Blake Hancock
 Number of Employees: 610
 Number of Locations: 45
 Years in Business: 151
 2022 Sales: \$171 million
 80% Commercial
 20% Residential

11

Flynn Group of Companies

Toronto, Ont.
www.flynncompanies.com
 President/CEO: Doug Flynn
 Years in Business: 44
 2022 Sales: \$150 million
 100% Commercial

12

Architectural Glass & Aluminum*

Livermore, Calif.
www.aga-ca.com
 President/CEO: John Buckley
 Number of Employees: 250
 Number of Locations: 4
 Years in Business: 51
 2022 Sales: \$150 million



Photo: © Joe Aker/Aker Imaging

10

Binswanger Glass installed the storefront entrance and aluminum curtainwall system for the Tilman J. Fertitta Family College of Medicine at the University of Houston.

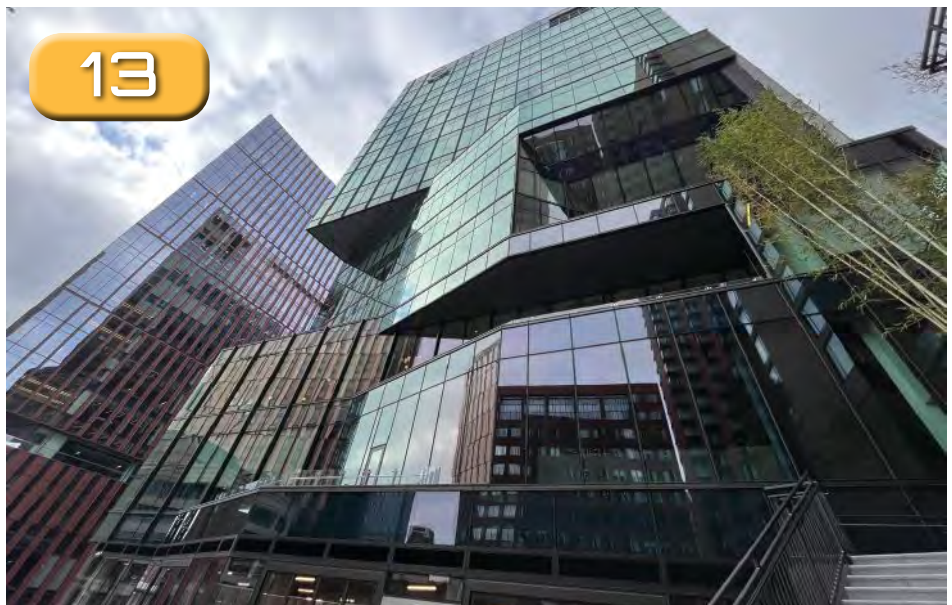


Photo: Massey's Plate Glass & Aluminum Inc.

13

Designed by Pickard Chilton, the Google headquarters in Cambridge, Mass., features glass and glazing systems installed by Massey's Plate Glass & Aluminum Inc.

13

Massey's Plate Glass & Aluminum Inc.

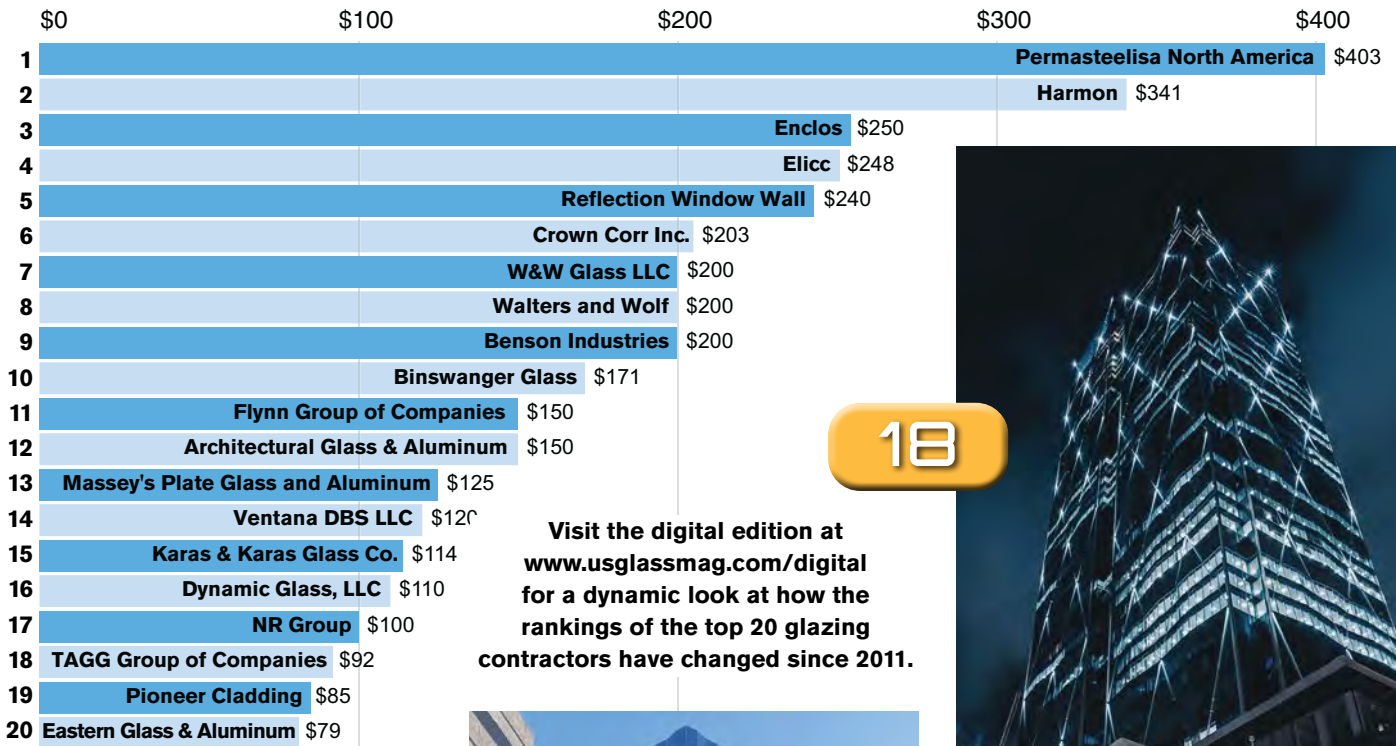
Branford, Conn.
www.masseyglass.com
 President/CEO: Bob Massey Jr.
 Number of Employees: 225
 Number of Locations: 3
 Years in Business: 50
 2022 Sales: \$125 million
 100% Commercial
 Backlog Change: Increased 11%

14

Ventana DBS LLC

Chicago, Ill.
www.ventana.vc
 President/CEO: Robert Trainor
 Number of Employees: 31
 Number of Locations: 5
 Years in Business: 9
 2022 Sales: \$120 million
 70% Commercial
 20% Residential
 10% Other
 Backlog Change: Increased 38%

Top 20 Glaziers Sales Volume for 2022 (in \$ Millions USD)



Source: Key Media & Research

Visit the digital edition at www.usglassmag.com/digital for a dynamic look at how the rankings of the top 20 glazing contractors have changed since 2011.

15

Karas & Karas Glass Co.

South Boston, Mass.
www.karasglass.com
 President/CEO: Joseph Karas
 Number of Employees: 140
 Number of Locations: 1
 Years in Business: 99
 2022 Sales: \$114 million
 70% Commercial
 30% Residential

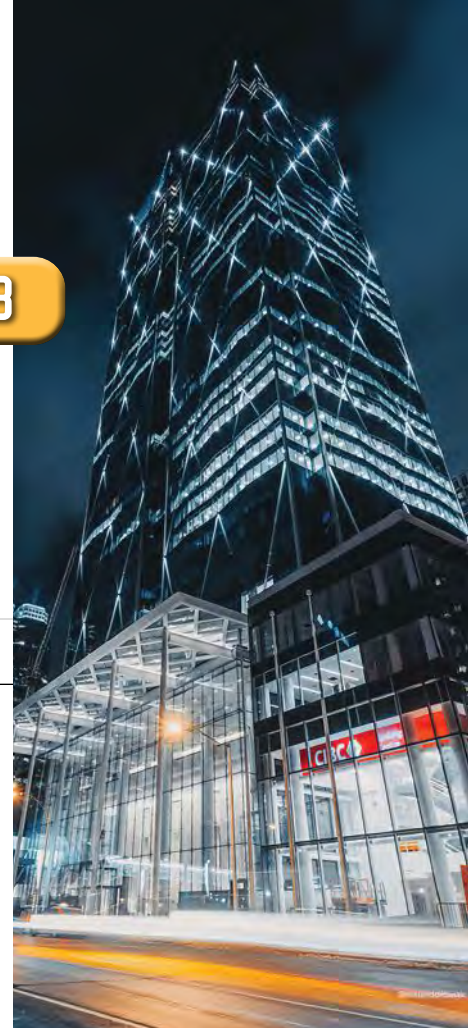
16

Dynamic Glass

Houston, Texas
www.dynamicglass.com
 President/CEO: Tom Gilligan
 Number of Employees: 390
 Number of Locations: 4
 Years in Business: 32
 2022 Sales: \$110 million
 40% Commercial
 60% Other
 Backlog Change: Increased 30%



The Winthrop Square Tower in Boston spans 700 feet tall, showcasing the glazing work of Karas & Karas.



81 Bay St. in Toronto was a \$38 million project for TAGG, which it completed with EllisDon as the general contractor and Hines as the Developer.

2022-2023 Top 5 Changes

	2022	2023
1	Harmon	Permasteelisa North America
2	Permasteelisa North America	Harmon
3	Enclos	Enclos
4	Walters & Wolf	Elicc
5	Elicc	Reflection Window + Wall

17

NR GROUP

West Palm Beach, Fla.
www.nrwindows.com
 President/CEO: Noshad Ali
 Number of Employees: 200
 Number of Locations: 2
 Years in Business: 33
 2022 Sales: \$100 million
 40% Commercial
 40% Residential
 20% Other
 Backlog Change: Increased 30%

18

TAGG Group of Companies

Toronto and Los Angeles
www.taggind.com
 President/CEO: Stephen Dulong
 Number of Employees: 240
 Number of Locations: 4
 Years in Business: 36
 2022 Sales: \$92 million
 82% Commercial
 18% Other
 Backlog Change: Increased 9%

19

Pioneer Cladding and Glazing Systems Inc.

Mason, Ohio
www.pioneerglazing.com
 President/CEO: Paul Robinson
 Number of Employees: 220
 Number of Locations: 6
 Years in Business: 23
 2022 Sales: \$85 million
 90% Commercial
 10% Other
 Backlog Change: Increased 16%

20

Eastern Glass & Aluminum

Norcross, Ga.
www.buildega.com/ega/
 President/CEO: Peter Kim
 Number of Employees: 125
 Number of Locations: 3
 Years in Business: 26
 2022 Sales: \$79 million
 100% Commercial
 Backlog Change: Increased 42%

21

GM&P Consulting and Glazing Contractors Inc.

Miami, Fla.
www.gmpglazing.com
 President/CEO: Giovanni Monti
 Number of Employees: 65
 Number of Locations: 2
 Years in Business: 12
 2022 Sales: \$78.4 million
 65% Commercial
 35% Residential
 Backlog Change: Increased 27%

22

Synergi LLC

Elkridge, Md.
www.synergillc.com
 President/CEO: Jim Admiraal
 Number of Employees: 102
 Number of Locations: 5
 Years in Business: 36
 2022 Sales: \$75.5 million
 100% Commercial
 Backlog Change: Increased 30%

23

Kovach Enclosure Systems

Chandler, Ariz.
www.kovach.net
 President/CEO: Brad Wright
 Number of Employees: 207
 Number of Locations: 1
 Years in Business: 54
 2022 Sales: \$75 million
 90% Commercial
 10% Residential
 Backlog Change: Increased 50%

24

SPS Corp.

Apex, N.C.
www.spscorporation.com
 President/CEO: Michael J. Russo
 Number of Employees: 90
 Number of Locations: 2
 Years in Business: 41
 2022 Sales: \$72 million
 70% Commercial
 10% Residential
 20% Other
 Backlog Change: Increased 27%

Photo: Trent Bell

22

In collaboration with OTJ Architects and HITT Contracting, Synergi designed, built and installed two feature stairs, along with glass guardrails and handrails, for the Washington, D.C., headquarters of Enviva.

23

100 Mill located in Tempe, Ariz., features glazing products installed by Kovach.

25

Integro Building Systems Inc.

Vaughan, Ont.
www.integrobuilt.com
 President/CEO: James Wilson
 Number of Employees: 150
 Number of Locations: 2
 Years in Business: 8
 2022 Sales: \$70 million
 75% Commercial
 25% Residential

26

Momentum Glass

Spring, Texas
www.momentum-glass.com
President/CEO: Omar Maalouf
Number of Employees: 240
Number of Locations: 4
Years in Business: 11
2022 Sales: \$65.3 million
80% Commercial
10% Residential
10% Other
Backlog Change: Increased 30%

27

Above All Store Fronts

Hauppauge, N.Y.
www.aboveallstorefronts.com
President/CEO: John Cashel
Number of Employees: 185
Number of Locations: 3
Years in Business: 30
2022 Sales: \$65 million
100% Commercial
Backlog Change: Increased 50%



Above All Store Fronts completed the glazing installation on a Carvana in Garden City, N.Y.

28

Seele Inc.

Long Island City, N.Y.
www.seele.com
President/CEO: Andreas Hafner
Number of Employees: 25
Number of Locations: 1
Years in Business: 21
2022 Sales: \$63.6 million
99% Commercial
1% Residential
Backlog Change: Increased 21%

29

Roschmann Steel & Glass Constructions Inc.

New Haven, Conn.
www.roschmann.group/en/
President/CEO: Dirk Schulte
Number of Employees: 300
Number of Locations: 4
Years in Business: 71
2022 Sales: \$54 million
90% Commercial
10% Residential
Backlog Change: Increased 10%

Photo: Above All Store Fronts



28



Photo: Seele

Seele was commissioned to provide glazing work for New York's Tiffany & Co. flagship store, which includes a new VIP showroom on the 8th - 11th floors.

29



Photo: Timothy Hursley

The Arkansas Museum of Fine Arts is undergoing an expansive renovation led by design architect Studio Gang with Roschmann Steel and Glass handling the façade.

30

Giroux Glass Inc.

Los Angeles, Calif.
www.girouxglass.com
 President/CEO: Nataline Lomedico
 Number of Employees: 230
 Number of Locations: 6
 Years in Business: 76
 2022 Sales: \$52.4 million
 80% Commercial
 20% Residential
 Backlog Change: Increased 60%

31

Best Contracting*

Gardena, Calif.
www.bestcontracting.com
 President/CEO: Sean Tiaba
 Number of Employees: 300
 Number of Locations: 2
 2022 Sales: \$50 million

32

Alliance Glazing Technologies*

Romeoville, Ill.
www.allianceglazing.com
 President/CEO: Brian Filipiak
 Years in Business: 30
 2022 Sales: \$50 million
 100% Commercial

33

RankerAMG*

Sacramento, Calif.
www.rankeramg.com
 President/CEO: Dave Ranker
 Number of Employees: 150
 Number of Locations: 2
 Years in Business: 17
 2022 Sales: \$50 million
 100% Commercial

34

Granite State Glass

Gilford, N.H.
www.granitestateglass.com
 President/CEO: William Marcotte
 Number of Employees: 240
 Number of Locations: 15
 Years in Business: 40
 2022 Sales: \$48 million
 35% Commercial
 45% Residential
 20% Other

35

Glass Solutions Inc.

Itasca, Ill.
www.gsichicago.com
 President/CEO: Jon Norris
 Number of Employees: 125
 Number of Locations: 1
 Years in Business: 24
 2022 Sales: \$44 million
 100% Commercial
 Backlog Change: Increased 30%



Photo: Ranger Specialized Glass Inc.

Ranger Specialized Glass was the glazing contractor on the recently completed **Hanover—Site A, Autry Park** project in Houston.



Photo: Cherry Hill Glass

The Charter Communications Headquarters in Stamford, Conn., features glazing work from **Cherry Hill Glass**.



Photo: Haley Greer

Haley-Greer recently worked with general contractor **EE Reed Construction** on the **Domain II** project in Austin, Texas.

36

Ranger Specialized Glass Inc.

Houston, Texas
www.rangerglass.com
President/CEO: Robert Malone
Number of Employees: 140
Number of Locations: 3
Years in Business: 40
2022 Sales: \$40.5 million
99% Commercial
1% Other

37

Cherry Hill Glass Co. Inc

Branford, Conn.
www.cherryhillglass.com
President/CEO: Kevin O'Neill
Number of Employees: 150
Number of Locations: 1
Years in Business: 31
2022 Sales: \$40 million
50% Commercial
50% Residential
Backlog Change: Decreased 30%

38

Haley Greer Inc.

Dallas, Texas
www.haleygreer.com
President/CEO: Letitia Haley Barker
Number of Employees: 120
Number of Locations: 2
Years in Business: 44
2022 Sales: \$40 million
100% Commercial
Backlog Change: Increased 25%

39

Ajay Glass Co.

Canandaigua, NY
www.ajayglass.net
President/CEO: Steve Stathopoulos;
President/Demetrios Stathopoulos,
CEO
Number of Employees: 140
Number of Locations: 3
Years in Business: 64
2022 Sales: \$39 million
100% Commercial

41



80 M Street in Washington, D.C., is a mass timber project that includes a three-story addition TSI completed with Erie Architectural.

Top 5 Companies by Number of Locations

Binswanger	45
Harmon	18
Enclos	15
Granite State Glass	15
Reflection Window + Wall	12

Top 5 Companies by Number of Employees

Harmon	650
Binswanger	610
Crown Corr	600
Benson	500
Permasteelisa	490

Photo: Mike Keller Photography

40

Kensington Glass Arts Inc.

Ijamsville, Md.
www.kensingtonglass.com
 President/CEO: John Reichlin
 Number of Employees: 189
 Number of Locations: 5
 Years in Business: 47
 2022 Sales: \$35.6 million
 98% Commercial
 1% Residential
 1% Other
 Backlog Change: Increased 12%

41

TSI Corporations

Upper Marlboro, Md.
www.tsicorporations.com
 President/CEO: Thomas Cornellier
 Number of Employees: 91
 Number of Locations: 1
 Years in Business: 45
 2022 Sales: \$32 million
 40% Commercial
 55% Residential
 5% Other
 Backlog Change: Decreased 48%

42

Alexander Metals Inc.

Nashville, Tenn.
www.alexandermetalsinc.com
 President/CEO: Alec T. Estes
 Number of Employees: 55
 Number of Locations: 1
 Years in Business: 30
 2022 Sales: \$31 million
 100% Commercial
 Backlog Change: Increased 20%

43

ACME Glass*

Orlando, Fla.
www.acmeglassorlando.com
 President/CEO: Walter Basso, Jr.
 Number of Employees: 160
 Number of Locations: 3
 Years in Business: 115
 2022 Sales: \$30 million

44

C/S Erectors*

San Ramon, Calif.
 President/CEO: Mike Carvin
 Number of Employees: 60
 Number of Locations: 1
 Years in Business: 36
 2022 Sales: \$30 million
 100% Commercial

45

Architectural Wall Systems*

Des Moines, Iowa
www.archwall.com
 President/CEO: Adam Boeckmann
 Number of Employees: 90
 Number of Locations: 2
 Years in Business: 32
 2022 Sales: \$30 million
 100% Commercial



Photo: Gateway Glazing Inc.

Gateway Glazing provided preglazed windows, slab covers, curtainwall and storefront doors for 318 Carpenter in Chicago.

46

Gateway Glazing Inc.

Saint Charles, Ill.
www.gatewayglazinginc.com
President/CEO: Dan Davidson
Number of Employees: 65
Number of Locations: 1
Years in Business: 32
2022 Sales: \$26.5 million
70% Commercial
20% Residential
10% Other
Backlog Change: Increased 50%

47

Performance Contracting Inc.

(PCI-Metro; formerly Metropolitan Glass)
Denver, Colo.
www.performancecontracting.com
President/CEO: Jason Hendricks
Number of Employees: 90
Number of Locations: 1
Years in Business: 36
2022 Sales: \$25 million
65% Commercial
30% Residential
5% Other

48

Mission Glass

Tumwater, Wash.
www.mission-glass.com
President/CEO: Jeff & Jamie Nickel
Number of Employees: 100
Number of Locations: 1
Years in Business: 15
2022 Sales: \$24.2 million
100% Commercial
Backlog Change: Increased 10%

49

Egan Company/InterClad

Champlin, Minn.
www.eganco.com
President/CEO: James Ford
Number of Employees: 50
Number of Locations: 1
Years in Business: 25
2022 Sales: \$23 million
55% Commercial
15% Residential
30% Other
Backlog Change: Decreased 10%



50

Miller Glass and Glazing Inc.

Pompano Beach, Fla.
www.millerglass.biz
President/CEO: Sidney S Miller
Number of Employees: 110
Number of Locations: 1
Years in Business: 27
2022 Sales: \$22 million
100% Commercial
Backlog Change: Decreased 23%



In phase two of the Larking project in Minneapolis, the Egan InterClad team installed more than 64,000 square feet of metal composite panels, including 12,000 square feet of metal flashings and 83,000 linear feet of subgirt.



Photo: Mychal Bohart with cm.focus Productions

For the Climate Pledge Arena in Seattle, Mission Glass and Glazing installed custom Kawneer 2500UT curtainwall chassis with 26-foot tall IGUs from AGNORA.

Top 40 Total Annual Sales

(billions of \$)

2011	\$1.5
2012	\$1.8
2013	\$1.9
2014	\$2.3
2015	\$3.0
2016	\$3.4
2017	\$3.6
2018	\$4.0
2019	\$4.2
2020	\$3.9
2021	\$4.5
2022	\$4.7

Top 20 Total Annual Sales

(billions of \$)

2011	\$1.2
2012	\$1.5
2013	\$1.5
2014	\$2.0
2015	\$2.5
2016	\$3.0
2017	\$2.8
2018	\$3.1
2019	\$3.2
2020	\$2.9
2021	\$3.3
2022	\$3.6

Source: Key Media & Research

Photo: Egan Company/InterClad

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Aluflam offers true extruded aluminum fire-rated vision doors, windows and glazed wall systems. A virtually limitless portfolio, fire-rated for up to 120 minutes, that comes pre-assembled and prepared for installation. We are the favorite of architects and installers alike.

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Photo: Mendoza Photography

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