

# GLASS MAGAZINE®

THE GLASS AND GLAZING AUTHORITY • MAY/JUNE 2022

GLASSMAGAZINE.COM

TOP



GLAZIERS

30 YEARS  
OF GROWTH,  
EVOLUTION,  
ADVANCEMENT



Protective glazing  
idea book

School security  
glazing

Managing supply  
chain problems

OFFICIAL  
PUBLICATION

**NGA**  
NATIONAL GLASS ASSOCIATION • IAGANA

GLASS.ORG

# TOP 50 GLASS



●  
THE LIST +  
PARTNERS

38

●  
SALES +  
GROWTH

46

●  
PRODUCTS +  
MARKETS

50

●  
LABOR +  
CHALLENGES

54

GLAZIER

SALES

STABILIZE

# GLAZIERS

MARKET

INSTABILITY

REMAINS

By

Norah Dick

● Glazing contractors are seeing work return. Glass Magazine's 2022 Top 50 Glaziers posted gross sales of an estimated \$3.8 billion last year, up from \$3.1 billion in 2020, and marking a return to pre-pandemic gross sales.

But while work may have returned, stability has not. Glazing contractors are facing market and project conditions that are better than at the start of the pandemic, but still very difficult. "We have a better than ever backlog, but our struggle is the surprise increases in costs of materials and lead-times," says John J. Cashel, owner of Above All Storefronts.

Supply chain, lead times and material costs and shortages have plagued glaziers this year, as they have for companies globally, requiring contractors to change how they do business. "Preplanning is a must, as we encounter supply chain delays," says Cassie Harker, president, Pacific Glazing. "Shortages are being seen in raw material supply, due to workers out due to COVID, and not having enough workers."

Glaziers of course also face potentially unique challenges in project delivery, being one of the final trades onsite. "As a glazing sub we can order in advance but the general contractors, and other trade partners, might not be on top of the supply chain issues, and their work must start before our work, so the project can still be delayed. That makes scheduling a challenge, and makes it difficult to retain our field and shop workforce," says Harker.

The 2022 edition of Top 50 Glaziers marks the 30th anniversary of Glass Magazine's annual standout industry report and ranking. Top 50 Glaziers offers data and analysis regarding the growth and obstacles facing glazing contractors working in the North American market.

The following pages offer a historical look at glazing contractor sales, as well as a breakdown of market opportunities, product and equipment investment, and challenges on the horizon. And of course, the report includes the annual Top 50 Glazier list, featuring leading U.S. glazing firms ranked by annual sales volume.

Visit [glassmagazine.com](http://glassmagazine.com) to see additional standout projects from Top 50 Glaziers and to download the in-depth Top 50 Market Report.

# THE LIST +

● Glass Magazine's Top 50 Glaziers celebrates 30 years this year and remains the longest-running glass industry ranking. Companies are included in this list based on company and financial data that are self-reported by survey. Glazing companies

on this list are ranked by gross sales. Some companies chose not to disclose financial and company information, and their listing reflects previous year submissions or research.

It is only with industry cooperation that Glass Magazine can continue

to compile the most accurate list of leading industry glaziers. If your company belongs on this list, or you want to update its information, contact Norah Dick, associate editor, at [ndick@glass.org](mailto:ndick@glass.org).

Sales Category	Ranking	Company Information	Additional Locations	Full-time Employees	Total Employees
\$200 million+	1	<b>Harmon Inc.</b> harmoninc.com Bloomington, MN	17	650	750
	2	<b>Yuanda USA Corp.</b> yuandacn.com Chicago, IL	1	20	20
	3	<b>Elicc Americas Corp.</b> eliccgroup.com Poway, CA	1	132	132
	4	<b>MiTek/Benson Curtain Wall and Glass Divisions</b> bensonglobal.com Portland, OR	7	500	500
	5	<b>Enclos*</b> enclos.com Eagan, MN	15	-	-
	6	<b>W&amp;W Glass</b> wvglass.com Nanuet, NY	1	200	200

# PARTNERS

● In an effort to recognize stand-out glazing partners, no matter their annual sales volume, Glass Magazine looked to industry suppliers for recommendations. As part of the 2022 Top Glass Fabricators annual survey, Glass Magazine asked leading fabricators to nominate the exceptional glazing partners they worked with during the previous year.

## Border Glass & Aluminum

Winnipeg, Canada

"[The project we worked on together] is the tallest tower in the Central Prairies of Canada up to Toronto. Border is an excellent partner, bringing all teams/partners of the project together to create a plan and work together to ensure everyone is successful and works together to overcome any challenges that arise." — Vitrum Glass Group

## AMG Contracting Services

Lindenhurst, NY

"Tempco and AMG worked together to match and produce a high-quality product at a much more cost-effective point." — Tempco Glass

## Honorable mentions

### Old Town Glass

Navato, CA  
Nominated by Garibaldi Glass

### Advanced Glazing Contractors

Blanchester, OH  
Nominated by Glenn Glass

### Cahaba Glass

Pelham, AL  
Nominated by Southern Wholesale Glass



300 Main Winnipeg, new luxury apartments located in Winnipeg, Manitoba, Canada. Top Glass Fabricator Vitrum Glass Group worked with Glazier Partner Border Glass & Aluminum to complete the project.

Sales Category	Ranking	Company Information	Additional Locations	Full-time Employees	Total Employees
\$100-200 million	7	<b>Crown Corr Inc.</b> crowncorr.com Gary, IN	6	595	595
	8	<b>Binswanger Glass</b> binswangerglass.com Memphis, TN	56	800	800
	9	<b>Flynn Group of Companies</b> flynncompanies.com Toronto, Ontario, Canada	35	6,000	6,000
	10	<b>Karas &amp; Karas Glass Co.</b> karasglass.com Boston, MA	1	80	120
	11	<b>Massey's Plate Glass &amp; Aluminum Inc.</b> masseysglass.com Branford, CT	3	200	230
	12	<b>Permasteelisa North America*</b> permasteelisagroup.com/america Bloomfield, CT	5	-	-
\$50-100 million	13	<b>NR Group</b> nrwindows.com West Palm Beach, FL	2	200	220
	14	<b>Dynamic Glass</b> dynamicglass.com Houston	4	375	375
	15	<b>Pioneer Cladding and Glazing Systems Inc.</b> pioneerglazing.com Mason, OH	5	262	291
	16	<b>TSI Corp.</b> tsicorporations.com Upper Marlboro, MD	-	150	150
	17	<b>Giroux Glass</b> girouxglass.com Los Angeles	5	219	224
	18	<b>Egan Company/InterClad</b> eganco.com Champlin, MN	2	75	75
	19	<b>Momentum Glass</b> momentum-glass.com Spring, TX	4	178	178

Sales Category	Ranking	Company Information	Additional Locations	Full-time Employees	Total Employees
	<b>20</b>	<b>Eastern Glass and Aluminum</b> buildega.com Norcross, GA	2	135	135
	<b>21</b>	<b>Above All Store Fronts Inc.</b> aboveallstorefronts.com Hauppauge, NY	2	190	190
	<b>22</b>	<b>Cherry Hill Glass Co.</b> cherryhillglass.com Branford, CT	-	160	180
	<b>23</b>	<b>SPS Corp.</b> spscorporation.com Apex, NC	2	85	85
\$30-50 million	<b>24</b>	<b>Lafayette Metal &amp; Glass Co.</b> lmgny.com Hauppauge, NY	1	98	148
	<b>25</b>	<b>Architectural Wall Systems</b> archwall.com Des Moines, IA	1	90	90
	<b>26/27/28</b>	<b>Countryside Glass and Mirror</b> countrysideglassandmirror.com St. Petersburg, FL	1	120	130
	<b>26/27/28</b>	<b>Haley Greer Inc.</b> haleygreer.com Dallas	1	100	100
	<b>26/27/28</b>	<b>Ranger Specialized Glass Inc.</b> rangerglass.com Houston	2	150	150
	<b>29</b>	<b>Glass Solutions Inc.</b> gsichicago.com Itasca, IL	1	100	100
	<b>30</b>	<b>Ajay Glass Co.</b> ajayglass.net Canandaigua, NY	2	140	140
	<b>31</b>	<b>Kensington Glass Arts</b> kensingtonglass.com Ijamsville, MD	4	225	225
	<b>32</b>	<b>Alphacladding</b> alphacladding.com Doral, FL	-	30	30

Sales Category	Ranking	Company Information	Additional Locations	Full-time Employees	Total Employees
	<b>33</b>	<b>Lindner Facades Inc.</b> lindner-group.com Colmar, PA	5	730	730
\$15-30 million	<b>34</b>	<b>R &amp; R Window Contractors Inc.</b> rrwindow.com Easthampton, MA	-	80	80
	<b>35</b>	<b>RynoClad Technologies Inc.</b> rynoclad.com Ontario, CA	1	70	70
	<b>36</b>	<b>Anderson Aluminum Corp.</b> andersoncompanies.com Columbus, OH	1	91	138
	<b>37</b>	<b>Aragon Construction Inc.</b> aragonconstruction.com Montclair, CA	1	80	120
	<b>38</b>	<b>MY Shower Door</b> myshowerdoor.com Ft. Myers, FL	10	155	155
	<b>39</b>	<b>Progress Glass Co.</b> progressglass.com San Francisco	1	90	90
	<b>40</b>	<b>Alexander Metals Inc.</b> alexandermetalsinc.com Nashville	-	60	60
	<b>41</b>	<b>seele Inc.</b> seele.com Long Island City, NY	-	20	50
	<b>42</b>	<b>National Enclosure Co.</b> nationalenclosure.com Ypsilanti, MI	3	35	80
	<b>43</b>	<b>Metropolitan Glass Inc.</b> metroglass.com Denver	1	75	75
	<b>44</b>	<b>Dallas Glass</b> dallasglass.net Salem, OR	1	84	84
	<b>45</b>	<b>Denison Glass &amp; Mirror</b> denisonglass.com Denison, TX	1	121	121

Sales Category	Ranking	Company Information	Additional Locations	Full-time Employees	Total Employees
	46	<b>Pacific Glazing</b> pacificglazing.com Hollister, CA	2	62	64
	47	<b>H.J. Martin and Son</b> hjmartin.com Green Bay, WI	2	863	863
	48/49	<b>Key Glass Inc.</b> keyglass.com Bradenton, FL	-	51	52
	48/49	<b>TepcoGlass LLC</b> tepcoglass.com Dallas	3	95	150
	50	<b>Crawford-Tracey Corp.</b> crawfordtracey.com Deerfield Beach, FL	1	93	93

**WOOD'S POWR-GRIP**  
**WPG**.COM

**REACHING NEW HEIGHTS**  
IN GLASS-HANDLING SAFETY AND EFFICIENCY, DRIVEN BY INTELLI-GRIP® TECHNOLOGY

PHOTO COURTESY OF HARMON INC

PHOTO COURTESY OF VISION SYSTEMS

**P1 CHANNEL LIFTER**  
CAPACITY: 700 LBS

**MRT4 MANUAL ROTATOR/ TILTER**  
CAPACITY: 700 LBS

**MRT8 MANUAL ROTATOR/ ASSISTED TILT**  
CAPACITY: 1,400 LBS

**MRPT16 MANUAL ROTATOR/ POWER TILTER**  
CAPACITY: 2,800 LBS

VACUUM LIFTERS AVAILABLE FOR EVERY SIZE OF GLASS OR CURTAIN WALL

**Original. Trusted. Powr-Grip®.**

For information on these products and many more, go to [wpg.com](http://wpg.com). Share your Powr-Grip photos with us @woodspowrgrip