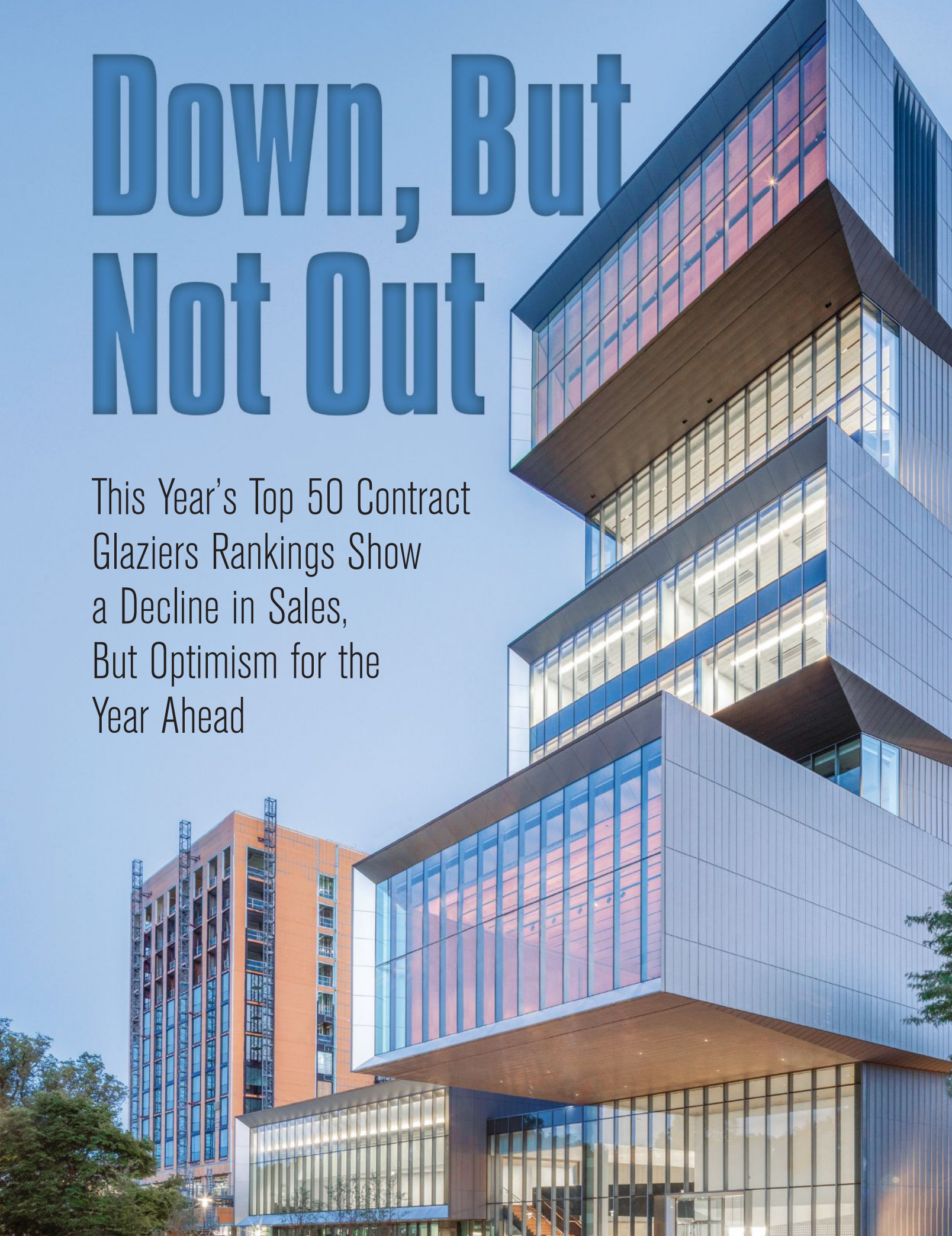


Down, But Not Out

This Year's Top 50 Contract
Glaziers Rankings Show
a Decline in Sales,
But Optimism for the
Year Ahead



A photograph of a modern building with a glass curtain wall, partially obscured by a large, leafy tree in the foreground. The building's facade is composed of large glass panels and metal framing. The sky is clear and blue.

#33

For the David M. Rubenstein Forum at the University of Chicago, **Glass Solutions'** scope included 31,500 square feet of its UCW 3400 Series 2-sided captured unitized curtainwall system.

If there was a word to describe the overall outlook surrounding the contracting glazing industry, that word might be cautious. Much of the industry survived the storm that began here in the U.S. last March when the country began to shut down due to the rapid spread of the coronavirus. While we haven't yet made it to the other side, many contract glaziers pointed to vaccine distribution (*see related article on page 30*) and an end to the COVID-19 pandemic as reasons for optimism this year.

"We hope to see the impacts of COVID-19 begin to subside resulting in more new construction projects, fewer COVID-19 precautions at jobsites and, most importantly, the ability to restore and maintain personal connections with our employees and customers," said Adam Boeckmann, president and CEO of Architectural Wall Systems in Des Moines, Iowa.

Given the many shutdowns across the country in 2020, it's probably not a surprise that sales for many contract glazing companies were down. According to this year's report, the top 20 contract glaziers on our list saw more significant declines in 2020 than the top glazing contractors group as a whole. Total sales among the top 20 contract glaziers declined 9% from 2019 to 2020, and average backlog among these companies declined 6% during the same period. However, when accounting for the top 40 glaziers, total sales declined 5%, but the average backlog among these companies increased by an average of 2%.

The top five companies on the list again remained the same as last year, though there were some shifts. Enclos, which held the top spot in 2020, dropped to No. 2, while Harmon, ranked No. 2 last year, moved to No. 1. Permasteelisa North America jumped to No. 3 from No. 5, followed by Walters & Wolf, ranked No. 3 in 2020, and Benson Industries which moved from No. 4 to No. 5.

There were ups and downs in sales across the entire list, with a few notable changes. Architectural Glass & Aluminum, which was No. 11 last year, moved up to No. 9 with sales jumping from \$135 million to \$156 million. Karas & Karas move from No. 13 to No. 11 with sales of \$114 million compared to \$92 million last year, and Gamma Windows and Wall moved from No. 15 to No. 13 with sales of \$111 million compared to \$80 million last year.

The information in this section was provided to USGlass by the companies included here. Combined annual sales listed include volume for both commercial and residential work only. A comparison of 2019 vs. 2020 is included for those companies that supplied their data both years. Those companies marked with an * are estimated based on data and field reports from Key Media & Research.



01

Harmon

Bloomington, MN
www.harmoninc.com

President/CEO: Troy Johnson
Years in Business: 65
Number of Locations: 18
Number of Employees: 600
2020 Sales: \$286.4 million; 2019: \$261 million
Commercial: 83%
Residential: 3%
Other: 14%



Photo: Dennis Chow/Enclos

Enclos provided design, engineering, procurement, assembly and installation of the Circa Tower's curtainwall facade. Circa is the first casino built from the ground up in downtown Las Vegas since 1980.

02

Enclos Corp.

St. Louis, MO
www.enclos.com

President/CEO: Steve Danke
Years in Business: 75
Number of Locations: 15
Number of Employees: 400
2020 Sales: \$284 million; 2019: \$337 million
Commercial: 100%

03

Permasteelisa North America

Mendota Heights, CA
www.permasteelisagroup.com

President/CEO: Mike Kneeland
Years in Business: 21
Number of Locations: 5
Number of Employees: 1600
2020 Total Sales: \$253 million;
2019: \$220 million
Commercial: 91%
Residential: 9%

04

Walters & Wolf*

Fremont, CA
www.waltersandwolf.com

President/CEO: Randy Wolf
Years in Business: 43
2020 Sales: \$250 million*; 2019: NA
Commercial: 100%

05

Benson Industries

Portland, OR
www.bensonglobal.com

President/CEO: Lance Howard
Years in Business: 96
Number of Locations: 10
Number of Employees: 400
2020 Sales: \$225 million; 2019: \$225 million
Commercial: 75%
Residential: 25%

06

W&W Glass, LLC

Nanuet, NY
www.wwglass.com

President/CEO: Mike, Jeff, Scott, Howard Haber
Years in Business: 42
Number of Locations: 1
Number of Employees: 200
2020 Sales: \$200 million; 2019: \$180 million
Commercial: 100%

07

Crown Corr Inc.

Gary, IN
www.crowncorr.com

President/CEO: Dennis Pilkinton
Years in Business: 61
Number of Locations: 4
Number of Employees: 500
2020 Sales: \$170.7 million; 2019: \$168 million
Commercial: 95%
Residential: 5%

08

Binswanger Glass

Memphis, TN
www.binswangerglass.com

President/CEO: Mark Newsome
Years in Business: 148
Number of Locations: 60
Number of Employees: 900
Locations Closed in '20: 1
2020 Sales: \$160 million;
2019: \$152 million
Commercial: 70%
Residential: 30%



Photo: Harmon

Located in Chicago, the Wolf Point East façade features 341,000 square feet of **Harmon's** UCW8000 curtainwall system, with a combination of multi-lite units with zero siteline vents, horizontal feature panels and vertical aluminum fins in 3-, 6- and 9-inch depth configurations.

#03

09

Architectural Glass & Aluminum

Livermore, CA
www.aga-ca.com

President/CEO: John Buckley
Years in Business: 50
Number of Locations: 4
Number of Employees: 250
Locations Opened in '20: 1
2020 Sales: \$156 million;
2019: \$135 million
Commercial: 76%
Residential: 24%



Photo: Max Touhey

One Vanderbilt in New York stands 1,400 feet tall and features 735,000 square feet of curtainwall designed, engineered, manufactured and installed by **Permasteelisa North America**.

#10

10

Massey's Plate Glass & Aluminum Inc.

Branford, CT
www.masseyglass.com

President/CEO: Bob Massey, Jr.
Years in Business: 48
Number of Employees: 200
Number of Locations: 3
2020 Sales: \$115 million;
2019: \$146 million
Commercial: 100%



Photo: Massey's Plate Glass

Massey's Plate Glass installed unitized curtainwall on the 53-story Bullfinch Crossing tower in Boston.

#08

Located in Bessemer City, N.C., **Binswanger's Commercial Contract** division installed the façade system at the Dholandia US corporate headquarters, including nearly 13,000 square feet of Tubelite storefront and curtainwall with Guardian SunGuard SNX 51/23.



Photo: Carlo Pieroni

11

Karas & Karas Glass Co.

South Boston, MA
www.karasglass.com

President/CEO: Joseph Karas
Years in Business: 96
Number of Locations: 1
Number of Employees: 140
2020 Sales: \$114 million; 2019: \$92 million
Commercial: 60%
Residential: 40%

12

Gamma Windows and Wall Inc.

Concord, Ontario
www.gammana.com

President/CEO: William Yu
Years in Business: 52
Number of Locations: 7
Number of Employees: 325
2020 Sales: \$111 million; 2019: \$80 million
Commercial: 20%
Residential: 70%
Other: 20%

#15



Photo: Elicc Americas Corp.

Elicc Americas Corp. was responsible for the façade installation of 111 West 57th St. in New York, which stands 1,428 feet.

13

GM&P Consulting and Glazing Contractors Inc.

Miami, FL
www.gmpglazing.com

President/CEO: Giovanni Monti
Years in Business: 11
Number of Locations: 3
Number of Employees: 100
2020 Sales: \$89 million;
2019: \$124 million
Commercial: 100%

14

Integro Building Systems

Toronto, Ontario
www.integrobuild.com

President/CEO: Christopher Liberta
Years in Business: 6
Number of Locations: 2
Number of Employees: 150
Locations Closed in '20: 1
2020 Sales: \$85 million;
2019: \$160 million
Commercial: 100%

15

Elicc Americas Corp.

Poway, CA
www.eliccgroupp.com

President/CEO: Yizeng Li
Years in Business: 6
Number of Locations: 2
Number of Employees: 83
2020 Sales: \$83 million; 2019: NA
Commercial: 100%

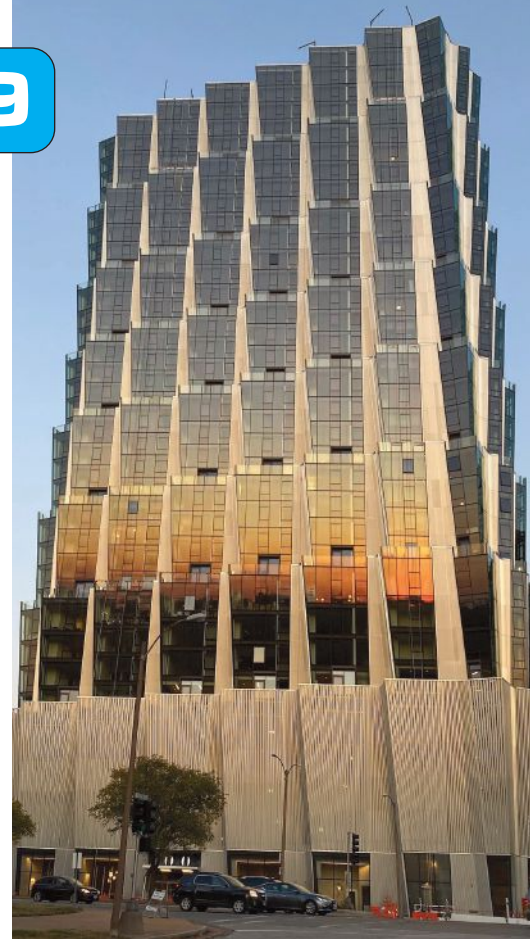
16

Dynamic Glass

Houston, TX
www.dynamicglass.com

President/CEO: Rick Cieslewicz
Years in Business: 31
Number of Locations: 3
Number of Employees: 300
2020 Sales: \$75 million;
2019: \$74.4 million

Photo: Ventana



Located in St. Louis, 100 Above the Park is the city's tallest residential tower and features an angled façade installed by **Ventana**.

17

Pioneer Cladding and Glazing Systems Inc.

Cincinnati, OH
www.pioneerglazing.com

President/CEO: Tom Heindol
Years in Business: 20
Number of Locations: 6
Number of Employees: 300
2020 Sales: \$70 million; 2019: \$81 million
Commercial: 60%
Residential: 10%
Other: 30%

18

Alliance Glazing Technologies*

Romeoville, IL
www.allianceglazing.com

President: Brian Filiplik
Years in Business: 29
2020 Sales: \$70 million*; 2019: NA
Commercial: 100%



Photo: Barbara Kotsos, Giroux Glass

The Clovis Community Medical Center in Clovis, Calif., was a recently completed design assist project for **Giroux Glass**.

19**Ventana DBS LLC**

Chicago, IL
www.ventana.vc

President/CEO: Robert Trainor
 Years in Business: 8
 Number of Locations: 3
 Number of Employees: 30
 2020 Sales: \$65 million;
 2019: \$70 million
 Commercial: 77%
 Residential: 23%

20**Giroux Glass Inc.**

Los Angeles, CA
www.girouxglass.com

President/CEO: Nataline Lomedico
 Years in Business: 75
 Number of Locations: 6
 Number of Employees: 250
 Locations opened in '20: 2
 2020 Sales: \$63 million; 2019: \$56.1 million
 Commercial: 90%
 Residential: 10%

21**TSI Corporations**

Upper Marlboro, MD
www.tsicorporations

President/CEO: Peter Cornellier
 Years in Business: 44
 Number of Locations: 1
 Number of Employees: 210
 2020 Sales: \$63 million; 2019: \$65.4 million
 Commercial: 44%
 Residential: 54%
 Other: 2%

States with the Highest Concentration of Top Contract Glaziers



DOWN, BUT NOT OUT

continued from page 39

22

Roschmann Steel & Glass Constructions Inc.

New Haven, CT
www.roschmann.group/en/

President/CEO: Tobias Karnagel
 Years in Business: 69
 Number of Locations: 5
 Number of Employees: 250
 2020 Sales: \$61.4 million; 2019: \$60 million
 Commercial: 90%
 Residential: 10%

23

Cherry Hill Glass Co. Inc

Branford, CT
www.cherryhillglass.com

President/CEO: Kevin O'Neill
 Years in Business: 30
 Number of Locations: 1
 Number of Employees: 180
 2020 Sales: \$61 million; 2019: \$53 million
 Commercial: 90%
 Residential: 10%

#26



Photo: Tom Kessler

Iowa State University's Student Innovation Center features a custom pleated curtainwall system installed by **Architectural Wall Systems**. Each unit incorporates two clear vision lites with a full-height shadow box on one side, allowing natural light into the building while reducing energy transfer.

24

Kovach Enclosure Systems

Chandler, AZ
www.kovach.net

President/CEO: Steve Kovach
 Years in Business: 52
 Number of Locations: 4
 Number of Employees: 300
 2020 Sales: \$60 million;
 2019: \$65.8 million
 Commercial: 100%

25

SPS Corp.

Apex, NC
www.spscorporation.com

President/CEO: Michael J. Russo
 Years in Business: 38
 Number of Locations: 2
 Number of Employees: 85
 2020 Sales: \$51 million;
 2019: \$42 million
 Commercial: 90%
 Residential: 10%

Top 5 Companies by Number of Locations

Binswanger	60
Harmon	18
Enclos.....	15
Granite State Glass	15
Benson	10
Gamma Windows & Wall.	7

Top 5 Companies by Number of Employees

Permasteelisa	1600
Binswanger	900
Harmon	600
Crown Corr.....	500
Benson	400
Enclos.....	400

#28



Photo: Egan Company

For the Omni Viking Lakes Hotel in Eagan, Minn., **Egan's InterClad** team enclosed the entire exterior envelope, including metal panels, and installed all of the interior and exterior glass, which included three different curtainwall systems containing three different colors.

#27

26

Architectural Wall Systems LLC

Des Moines, IA
www.archwall.com

President/CEO: Adam Boeckmann
Years in Business: 20
Number of Locations: 2
Number of Employees: 105
2020 Sales: \$49.9 million;
2019: \$62.8 million
Commercial: 100%

27

Kensington Glass Arts

Ijamsville, MD
www.kensingtonglass.com

President/CEO: John Reichlin
Years in Business: 43
Number of Locations: 3
Number of Employees: 195
2020 Sales: \$49 million; 2019: \$37.5 million
Commercial: 85%
Residential: 5%
Other: 10%

28

Egan Company/InterClad

Champlin, MN
www.eganco.com

President/CEO: Duane Hendricks
Years in Business: 23
Number of Locations: 1
Number of Employees: 75
2020 Sales: \$48.5 million
Commercial: 64%
Residential: 20%
Other: 15%

29

Eastern Glass & Aluminum

Norcross, GA
www.usaeastern.com

President/CEO: Peter Kim
Years in Business: 25
Number of Locations: 3
Number of Employees: 125
2020 Sales: \$47.6 million
Commercial: 90%
Other: 10%



For Franklin Square in Washington, D.C., **Kensington Glass Arts** installed a lobby entrance wall that uses a 25-foot tall laminated glass point-supported façade with fin wall supports and an all-glass box vestibule.

30

Above All Store Fronts Inc.

Hauppauge, NY
www.aboveallstorefronts.com

President/CEO: John Cashel
Years in Business: 29
Number of Locations: 1
Number of Employees: 175
2020 Sales: \$45 million; 2019: \$55 million
Commercial: 80%
Residential: 10%
Other: 10%

31

W.L. Hall Co.*

Hopkins, MN
www.wlhall.com

President/CEO: Craig Hall
Years in Business: 74
Number of Locations: 2
Number of Employees: 140
2020 Total Sales: \$45 million*; 2019: NA
Commercial: 98%
Residential: 2%

32

TepcoGlass LLC

Dallas, TX
www.tepcoglass.com

President/CEO: Gary Jean
Years in Business: 35
Number of Locations: 4
Number of Employees: 160
Locations opened in '20: 1
2020 Sales: \$44.5 million; 2019: \$42 million
Commercial: 70%
Residential: 30%

33

Glass Solutions

Itasca, IL
www.gsichicago.com

President/CEO: Andy Hill
Years in Business: 21
Number of Locations: 1
Number of Employees: 100
2020 Sales: \$43 million; 2019: \$45 million
Commercial: 100%

TOP 20 CONTRACT GLAZIERS

Average total sales change
from 2019 to 2020:

-9%

Average backlog change
from 2019 to 2020:

-6%

TOP 40 CONTRACT GLAZIERS

Average total sales change
from 2019 to 2020:

-5%

Average backlog change
from 2019 to 2020:

+2%



Photo: Buzz Cruce, C/S Erectors

For the San Francisco Conservatory of Music, Bowes Center, **C/S Erectors** installed a custom double walled curtainwall, unitized curtainwall with integrated custom mechanical louvers and operable window vents. The project also features oversized structural silicone glazed curtainwall with high STC requirements, custom sunshades and unitized roofscreen.

34

Admiral Glass Co.

Houston, TX
www.admiralglass.net

President/CEO: Lane Craft
Years in Business: 37
Number of Locations: 3
Number of Employees: 216
2020 Sales: \$42.5 million;
2019: \$47.5 million
Commercial: 85%
Residential: 2%
Other: 13%

35

C/S Erectors Inc

San Ramon, CA

President/CEO: Mike Carvin
Years in Business: 34
Number of Locations: 1
Number of Employees: 122
2020 Sales: \$42 million;
2019: \$45 million
Commercial: 100%

36

RankerAMG Inc.

Sacramento, CA
www.rankeramg.com

President/CEO: Dave Ranker
Years in Business: 15
Number of Locations: 2
Number of Employees: 112
2020 Sales: \$40.1 million;
2019: \$45.56 million
Commercial: 100%

37

Granite State Glass

Gilford, NH
www.granitestateglass.com

President/CEO: William Marcotte
Years in Business: 38
Number of Locations: 15
Number of Employees: 240
2020 Sales: \$40 million; 2019: \$40 million
Commercial: 40%
Residential: 50%
Other: 10%

38

Ajay Glass Co.

Canandaigua, NY
www.ajayglass.net

President/CEO: Steve Stathopoulos; President/
Demetrios Stathopoulos, CEO
Years in Business: 62
Number of Locations: 2
Number of Employees: 135
2020 Sales: \$38.3 million; 2019: \$45.9 million
Commercial: 100%

39

Alexander Metals Inc.

Nashville, TN
www.alexandermetalsinc.com

President/CEO: Alec T. Estes
Years in Business: 28
Number of Locations: 1
Number of Employees: 76
2020 Sales: \$35 million; 2019: \$39.5 million
Commercial: 95%
Other: 5%

40

National Enclosure Co.

Ypsilanti, MI
www.nationalenclosure.com

President/CEO: David Sauld
Years in Business: 63
Number of Locations: 3
Number of Employees: 80
2020 Sales: \$34.2 million;
2019: \$28.7 million
Commercial: 100%

41

Ranger Specialized Glass Inc.

Houston, TX
www.rangerglass.com

President/CEO: Robert Malone
Years in Business: 37
Number of Locations: 3
Number of Employees: 145
Locations opened in '20: 1
2020 Sales: \$34 million;
2019: \$43.5 million
Commercial: 100%

Crawford-Tracey was responsible for the glazing installation on the St. Joseph Hospital Tower project located in Tampa, Fla..

42

ACME Glass

Orlando, FL
www.acmeglassorlando.com

President/CEO: Walter Basso, Jr.
 Years in Business: 112
 Number of Locations: 4
 Number of Employees: 176
 Locations opened in 2020: 1
 2020 Sales: \$31 million; 2019: \$32.2 million
 Commercial: 85%
 Residential: 10%
 Other: 5%

43

Crawford-Tracey Corp.

Deerfield Beach, FL
www.crawfordtracey.com

President/CEO: Raymond E. Crawford
 Years in Business: 64
 Number of Locations: 2
 Number of Employees: 110
 2020 Sales: \$30.5 million; 2019: \$33.3 million
 Commercial: 13.6%
 Residential: .04%
 Other: 86.36%

44

Countryside Glass and Mirror

St. Petersburg, FL
www.countrysideglassandmirror.com

President/CEO: Kenneth Miner
 Years in Business: 44
 Number of Locations: 1
 Number of Employees: 140
 2020 Sales: \$30 million;
 2019: \$30 million
 Commercial: 100%

45

David Shuldiner

Bushwick Brooklyn, NY
www.davidshuldiner.com

President/CEO: Brian K. Land
 Years in Business: 161
 Number of Locations: 1
 Number of Employees: 80
 2020 Sales: \$30 million
 Commercial: 75%
 Residential: 25%

2020 vs. 2021: The Top Five

	2020		2021
1.	Enclos	1.	Harmon
2.	Harmon	2.	Enclos
3.	Walters & Wolf	3.	Permasteelisa North America
4.	Benson Industries	4.	Walters & Wolf
5.	Permasteelisa North America	5.	Benson Industries



Photo: Lucas Blair Simpson, © SOM

seele Inc. installed the free-form steel and glass roof of the recently completed Moynihan Train Hall in New York.

46

Northern Glass Inc

Elk Grove Village, IL
www.nglass.com

President/CEO: Eric Martinson
Years in Business: 21
Number of Locations: 1
Number of Employees: 100
2020 Sales: \$28.5 million;
2019: \$29.8 million
Commercial: 100%

47

ACE Glass

Little Rock, AR
www.aceglass.net

President/CEO: Courtney Little
Years in Business: 35
Number of Locations: 2
Number of Employees: 84
2020 Sales: \$24.5 million; 2019: \$31 million
Commercial: 96%
Residential: 2%
Other: 2%

48

Metropolitan Glass Inc.

Denver, CO
www.metroglass.com

President/CEO: Sean Moore
Years in Business: 57
Number of Locations: 1
Number of Employees: 85
2020 Sales: \$23.5 million
Commercial: 95%
Other: 5%

49

H.J. Martin and Son

Green Bay, WI
www.hjmartin.com

President/CEO: Edward Martin
Years in Business: 90
Number of Locations: 2
Number of Employees: 974
2020 Sales: \$23.2 million
Commercial: 95%
Residential: 5%

50

Seele Inc.

New York, NY
www.seele.com

President/CEO: Andreas Hafner
Years in Business: 20
Number of Locations: 1
Number of Employees: 20
2020 Sales: \$23 million; 2019: \$66 million
Commercial: 30%
Residential: 10%
Other: 60%

USG

Is your company a
top contract glazier?
To be considered
for the 2022 list email
Ellen Rogers at
erogers@glass.com.

Editor's Note: Several contract glaziers that made the previous (2020) list could not confirm for 2021, but would likely qualify based on our estimates.