

Growth Spurt

Several Companies
See Major Jumps in
the USGlass Magazine
2020 Top 50 Contract
Glaziers



06

The facade enclosure at The Shops and Restaurants at Hudson Yards, installed by **W&W Glass**, is a custom, two-sided structurally glazed system supported by dual vertical tension cables. Each curved, laminated lite of glass on the facade was custom bent, dot silk-screened, and chemically tempered. W&W also provided the entrances and a glass canopy at the base.

It's our early version of March Madness. And if bets had been placed as to where companies would fall on this year's **USGlass Magazine** listing of the top contract glaziers, there'd be a lot of upset brackets. Just like in college basketball, sometimes the underdogs pull from behind and change everything.

While there was some vertical movement to this year's rankings, for most companies, the growth far outweighed the dips, indicating a solid year of productivity.

The top five companies remained the same as last year, though the order changed a bit. Permasteelisa North America, which has consistently held the top spot, dropped to No. 5, and Enclos moved into the No. 1 spot. Harmon shifted from No. 3 to No. 2, while Walters & Wolf and Benson shifted to No. 3 and 4 respectively. While Permasteelisa North America's dip may seem deep, according to the company, it's not unexpected, but "part of a revised business plan for North America, focusing on profitability in our core business units and markets. [It's] not necessarily a reflection on the construction market."

The shifts in the top five, however, aren't the most notable changes to this year's list. Several companies saw significant increases in revenue that bumped them well into the next round of rankings. Integro, ranked No. 18 in 2018, move to No. 8 this year with sales increasing from \$70 million to \$160 million. Massey's Plate Glass moved up six spots to No. 10, with sales increasing to \$146 million from \$76 million. But the biggest Cinderella story was Dynamic Glass, which jumped 26 spots, moving from No. 43 to No. 17 with sales more than doubling from \$31 million to \$74.4 million.

According to Dynamic Glass chief financial officer, Scott Coulter, growth drivers included significant investments in people and equipment over the past several years.

"Prior to 2019, we expanded our facility in Houston, opened new locations in Dallas and Austin and launched a metal panel focused division. Our backlog started to really grow beginning in early 2018 and continued throughout the year," says Coulter. "We realized the results of these investments in 2019 with significant revenue growth." He adds that backlog remains strong and they expect continued growth in 2020.

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 2018 vs. 2019 is included for those companies that supplied their data both years. Those companies marked with an asterisk (*) are estimated based on data and field reports from Key Media & Research.

Residential: 25%
2019 Annual Sales: \$225 million

05

Permasteelisa North America

Mendota Heights, CA
www.permasteelisagroup.com

President/CEO: Mike Kneeland
Years in Business: 20
Number of Employees: 1600
Number of Locations: 7
Commercial: 91%
Residential: 9%
2019 Total Sales: \$220 million
2018 Total Sales: \$460 million

06

W&W Glass LLC

Nanuet, NY
www.wwglass.com

President/CEO: Mike, Jeff, Scott, Howard Haber
Years in Business: 41
Number of Employees: 200
Number of Locations: 1
Commercial: 100%
2019 Annual Sales: \$180 million
2018 Total Sales: \$150 million

01

Enclos

Eagan, MN
www.enclos.com

President/CEO: Bruce Bornhurst
Years in Business: 74
Number of Employees: 550
Number of Locations: 15
Commercial: 100%
2019 Total Sales: \$337 million
2018 Total Sales: \$333 million

04

Benson Industries

Portland, OR
www.bensonglobal.com

President/CEO: Lance Howard
Years in Business: 94
Number of Employees: 800
Number of Locations: 10
Commercial: 75%

02

Harmon

Bloomington, MN
www.harmoninc.com

President/CEO: Brad Austin
Years in Business: 64
Number of Employees: 600
Number of Locations: 18
Commercial: 100%
2019 Total Sales: \$261 million
2018 Total Sales: \$290 million

03

Walters & Wolf

Fremont, CA
www.waltersandwolf.com

President/CEO: Randy Wolf
Years in Business: 42
Commercial: 100%
2019 Total Sales: \$250 million*

01

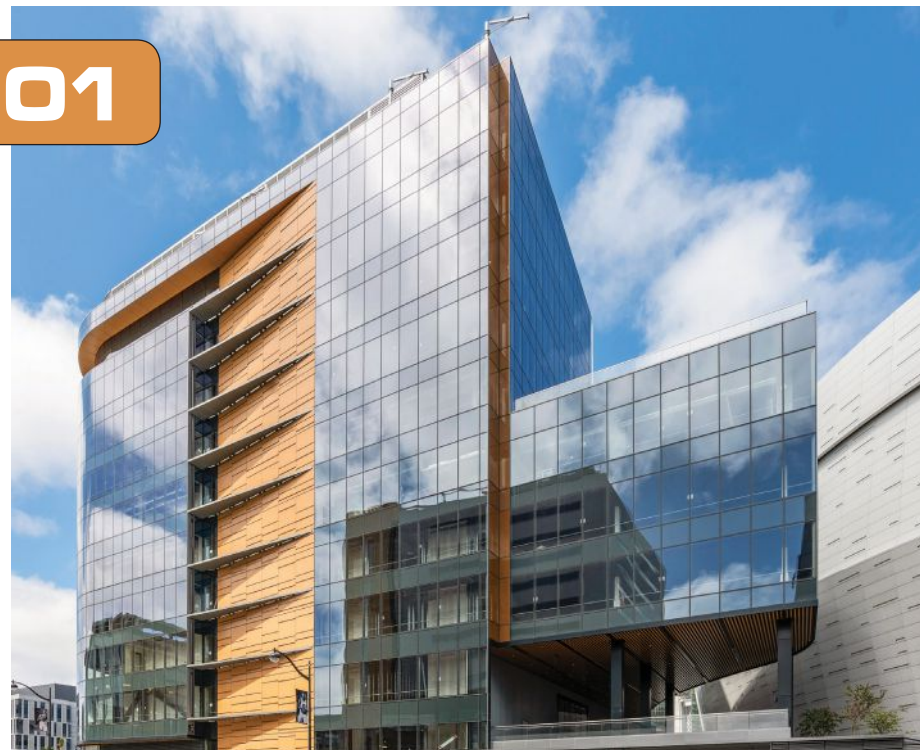


Photo: John Driscoll / Enclos Corp.

Enclos was the contract glazier on the Chase Center Towers in San Francisco, which feature 193,836 square feet of curtainwall area comprised of 2,560 units with an additional 7,400 feet of handrail.



The University of Rhode Island Engineering Building's unitized curtainwall system, installed by **Massey's Plate Glass**, was designed to accommodate 1-1/2-inch deflection as it's anchored to a bridge structure spanning 150 feet. The unitized curtainwall was supplied by United Architectural Metals.

07

Crown Corr Inc.

Gary, IN
www.crowncorr.com

COO: Dennis Pilkinton
 Years in Business: 60
 Commercial: 100%
 2019 Annual Sales: \$168 million

08

Integro Building Systems

Hilton Head Island, SC
www.integrobuilt.com

President/CEO: Jim Mitchell
 Years in Business: 5
 Number of Employees: 150
 Number of Locations: 3
 Commercial: 90%
 Residential: 10%
 2019 Annual Sales: \$160 million
 2018 Total Sales: \$70 million

09

Binswanger Glass

Memphis, TN
www.binswangerglass.com

President/CEO: Mark Newsome
 Years in Business: 148
 Number of Locations: 61
 Commercial: 100%
 2019 Total Sales: \$152 million
 2018 Total Sales: \$165 million

10

Massey's Plate Glass & Aluminum Inc.

Branford, CT
www.masseysglass.com

President/CEO: Bob Massey, Jr.
 Years in Business: 47
 Number of Employees: 350+
 Number of Locations: 3
 Commercial: 100%
 2019 Total Sales: \$146 million
 2018 Total Sales: \$76 million

11

Architectural Glass & Aluminum

Livermore, CA
www.aga-ca.com

President/CEO: John Buckley
 Years in Business: 50
 Number of Employees: 350
 Number of Locations: 3
 Commercial: 65%
 Residential: 35%
 2019 Total Sales: \$135 million
 2018 Total Sales: \$94 million

12

M&P Consulting and Glazing Contractors Inc.

Miami, FL
www.gmpglazing.com

President/CEO: Giovanni Monti
 Years in Business: 36
 Number of Employees: 80
 Number of locations: 5
 Commercial: 100%
 2019 Annual Sales: \$124 million

13

Karas & Karas Glass Co.

South Boston, MA
www.karasglass.com

President/CEO: Joseph Karas
Years in Business: 96
Number of Employees: 110
Number of Locations: 1
Commercial: 60%
Residential: 40%
2019 Total Sales: \$92 million
2018 Total Sales: \$96 million

14

Pioneer Cladding and Glazing Systems

Mason, OH
www.pioneerglazing.com

President/CEO: Tom Heinold
Years in Business: 20
Number of Employees: 360
Number of Locations: 6
Commercial: 100%
2019 Total Sales: \$81 million
2018 Total Sales: \$66 million

15

Gamma North America

Concord, Ontario, Canada
www.gammana.com

President: William Yu
Years in Business: 53
Number of Employees: 350
Number of Locations: 8
Commercial: 50%
Residential: 50%
2019 Annual Sales: \$80 million

16

Alliance Glazing Technologies

Romeoville, IL
www.allianceglazing.com

President: Brian Filipiak
Years in Business: 28
Commercial: 100%
2019 Annual Sales: \$75 million*

17

Dynamic Glass LLC

Houston, TX
www.dynamicglass.com

President/CEO: Rick Cieslewicz
Years in Business: 30
Number of Employees: 270
Number of Locations: 3
Commercial: 100%
2019 Total Sales: \$74.4 million
2018 Total Sales: \$31 million

18

Ventana DBS LLC

Chicago, IL
www.ventana.vc

President/CEO: Bob Trainor
Years in Business: 7
Number of Employees: 30
Number of Locations: 3
Commercial: 100%
2019 Total Sales: \$70 million
2018 Total Sales: \$60 million



Photo: Mike Keller Photography

21

The University of Maryland Brendan Iribe Center for Computer Science and Engineering features an Erie AP curtainwall, SYP glass and **TSI** fabricated metal panels.

18

Ventana DBS LLC was selected to design, manufacture and install the exterior wall systems at the new Cook County Central Campus Health Center located in the heart of the Illinois Medical District.



Photo: Clayco

19

seele

New York, NY
www.seele.com

President/CEO: Andreas Hafner
Years in Business: 19
Number of Employees: 195
Commercial: 98%
Residential: 2%
Total Sales: \$66 million

20

Kovach Enclosure Systems LLC

Chandler, AZ
www.kovach.net

President/CEO: Troy Garrett
Years in Business: 51
Number of Employees: 355
Number of Locations: 5
Commercial: 100%
2019 Total Sales: \$65.8 million
2018 Total Sales: \$105 million

21

TSI Corporations

Upper Marlboro, MD
www.tsicorporations.com

President/CEO: Peter Cornellier
Years in Business: 43
Number of Employees: 201
Number of Locations: 1
Commercial: 40%
Residential: 60%
2019 Total Sales: \$65.4 million
2018 Total Sales: \$63.5 million

22

Architectural Wall Systems LLC

Des Moines, IA
www.archwall.com

President/CEO: Adam Boeckmann
Years in Business: 29
Number of Employees: 115
Number of Locations: 2
Commercial: 100%
2019 Total Sales: \$62.8 million
2018 Total Sales: \$53.1 million



The upper façade of PUMA's new flagship store in New York features 390 square meters of glass and metal, as well as 157 square meters on the ground floor façade, all installed by **seele**.

23

Roschmann Steel & Glass Constructions Inc.

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

President/CEO: Tobias Karnagel
Years in Business: 68
Number of Employees: 250
Number of Locations: 5
Locations Opened in '19: 1
Commercial: 90%
Residential: 10%
2019 Total Sales: \$60 million
2018 Total Sales: \$35 million

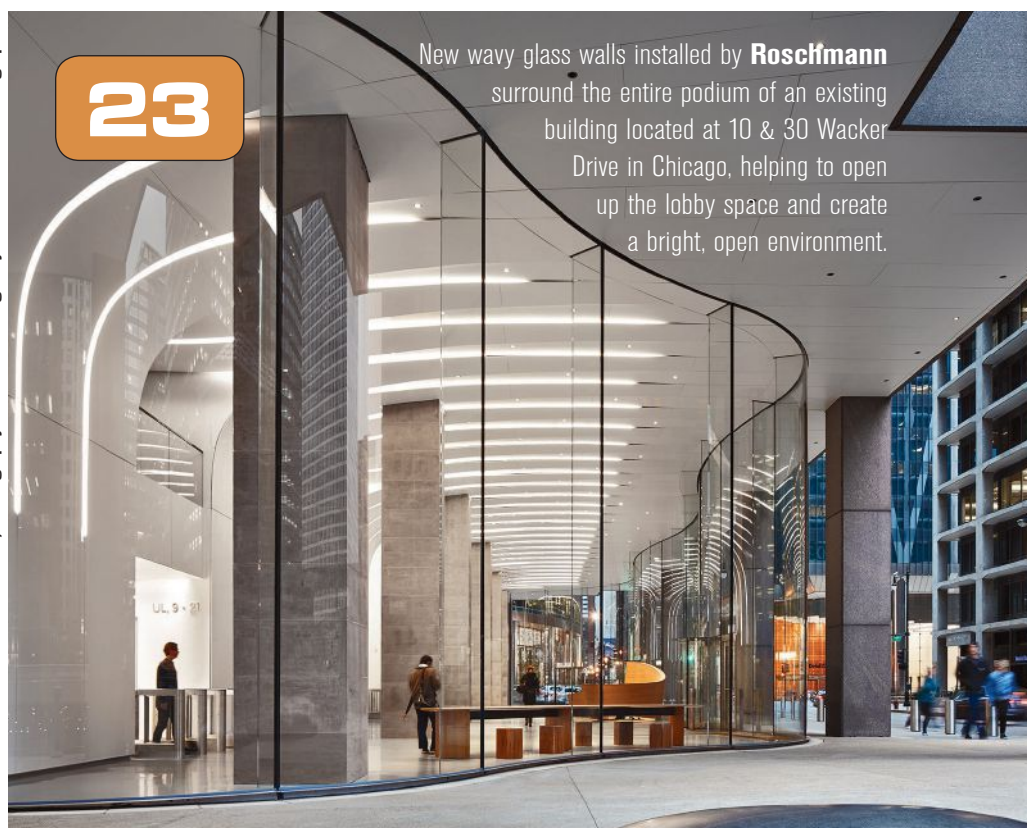
24

Giroux Glass Inc.

Los Angeles, CA
www.girouxglass.com

President/CEO: Nataline Lomedico
Years in Business: 74
Number of Employees: 223
Number of Locations: 5
Commercial: 85%
Residential: 15%
2019 Total Sales: \$56.1 million
2018 Total Sales: \$58 million

Photo: © Krueck Sexton Partners/Photography: Kendall McCaugherty © Hall-Merrick Photographer



New wavy glass walls installed by **Roschmann** surround the entire podium of an existing building located at 10 & 30 Wacker Drive in Chicago, helping to open up the lobby space and create a bright, open environment.

25

Above All Storefronts

Hauppauge, NY

www.aboveallstorefronts.com

Owner: John Cashel

Years in business: 27

Number of employees: 210

Locations: 1

Commercial: 100%

2019 Annual Sales: \$55 million

26

Cherry Hill Glass Co. Inc.

Branford, CT

www.cherryhillglass.com

President/CEO: Kevin O'Neill

Years in Business: 29

Number of Employees: 150

Number of Locations: 1

Commercial: 100%

2019 Total Sales: \$53 million

2018 Total Sales: \$36.5 million

36



Photo: SPS Corp.

SPS Corp. completed the Regency Woods II in Cary, N.C., in early 2019, installing 48,000 square feet of Kawneer 1600 curtainwall glazed with Viracon VRE 6-46 glass. The company also manufactured and installed 1,800 square feet of ACM panels around the building.

27

W.L. Hall Co.

Hopkins, MN

www.wlhall.com

President/CEO: Craig Hall

Years in Business: 73

Number of Employees: 140

Number of Locations: 2

Commercial: 98%

Residential: 2%

2019 Total Sales: \$50 million

2018 Total Sales: \$62 million

28

Admiral Glass Co.

Houston, TX

www.admiralglass.net

President/CEO: Lane Craft

Years in Business: 35

Number of Employees: 225

Number of Locations: 3

Commercial: 98%

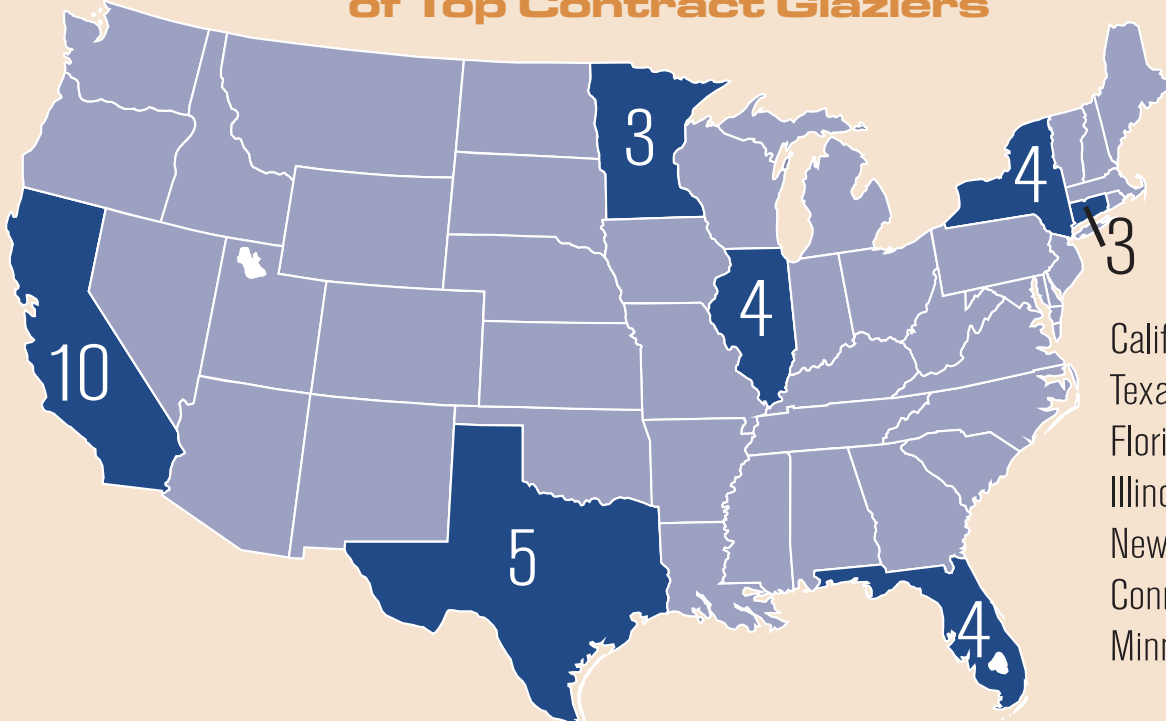
Residential: 1%

Automotive: 1%

2019 Total Sales: \$47.5 million

2018 Total Sales: \$47.9 million

States with the Highest Concentration of Top Contract Glaziers



California.....	10
Texas	5
Florida	4
Illinois.....	4
New York	4
Connecticut.....	3
Minnesota.....	3

29**Ajay Glass Co.**

Canandaigua, NY
www.ajayglass.com

President: Steve Stathopoulos
 CEO: Demetrios (Jim) Stathopoulos
 Years in business: 62
 Number of Employees: 180
 Number of locations: 2
 Commercial: 100%
 2019 Sales: \$45.94 million
 2018 Total Sales: \$32.2 million

30**RankerAMG Inc.**

Sacramento, CA
www.rankeramg.com

President/CEO: Dave Ranker
 Years in Business: 14
 Number of Employees: 104
 Number of Locations: 2
 Commercial: 100%
 2019 Total Sales: \$45.56 million

31**Glass Solutions**

Itasca, IL
www.gsichicago.com

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

32**C/S Erectors Inc.**

San Ramon, CA
www.cserectors.com

President/CEO: Mike Carvin
 Years in Business: 32
 Number of Employees: 50
 Number of Locations: 1
 Commercial: 100%
 2019 Total Sales: \$45 million

30

For the 1800 Van Ness project in San Francisco, **RankerAMG** was responsible for a number of glazing features, including the design-build window wall and curtainwall, as well as the ACM projected surrounds at the windows and the glass railings.

33**Ranger Specialized Glass Inc.**

Houston, TX
www.rangerglass.com

President/CEO: Robert Malone
 Years in Business: 36
 Number of Employees: 160
 Commercial: 100%
 2019 Annual Sales \$43.5 million
 2018 Total Sales: \$43 million

34**TepcoGlass**

Dallas, TX
www.tepcoglass.com

President/CEO: Gary Jean
 Years in Business: 34
 Number of Employees: 196
 Number of Locations: 3
 Commercial: 100%
 2019 Total Sales: \$42 million

35**Lafayette Metal and Glass Co.**

Hauppauge, NY
www.lmgny.com

CEO: Hillary Hulteen
 Years in Business: 121
 Number of Locations: 2
 2019 Total Sales: \$42 million*

36**SPS Corp.**

Apex, NC
www.spsccorporation.com

President/CEO: Michael J. Russo
 Years in Business: 38
 Number of Employees: 85
 Number of Locations: 2
 Commercial: 100%
 2019 Total Sales: \$42 million
 2018 Total Sales: \$38 million

37

Granite State Glass

Gilford, NH

www.granitestateglass.com

President/CEO: William Marcotte

Years in Business: 37

Number of Employees: 226

Number of Locations: 15

Locations Opened in '19: 1

Commercial: 50%

Residential: 30%

Automotive: 20%

2019 Total Sales: \$40 million

38

Haley-Greer Inc.

Dallas, TX

www.haleygreer.com

President/CEO: Letitia Haley Barker

Years in Business: 41

Number of Employees: 140

Number of Locations: 2

Commercial: 100%

2019 Total Sales: \$40 million

2018 Total Sales: \$45 million

**Top 5 Companies
by Number of
Locations**

Binswanger	61
Harmon	18
Enclos.....	15
Granite State Glass	15
Benson	10
Permasteelisa.....	7

**Top 5 Companies
by Number of
Employees**

Permasteelisa	1600
Binswanger* (2018)....	827
Benson	800
Harmon	600
Enclos.....	550

42

Kensington Glass Arts Inc. installed 44 interior glass doors and 679 sidelites for the American Institutes of Research in Arlington, Va. The company removed a window from each floor so they could crane the glass into the space since the elevator was small, and then reinstalled them once the glass was craned in.

39

Alexander Metals Inc.

Nashville, TN

www.alexandermetalsinc.com

President/CEO: Alec T. Estes

Years in Business: 28

Number of Employees: 110

Number of Locations: 1

Commercial: 100%

2019 Total Sales: \$39.5 million

2018 Total Sales: \$30 million

40

RynoClad Technologies

Ontario, CA

www.rynoclad.com

President/CEO: Vic Wright

Years in Business: 8

Commercial: 100%

2019 Total Sales: \$40 million*

41

Tower Glass

Santee, CA

www.towerglass.com

President/CEO: Evelyn Swaim

Commercial: 100%

Total Sales: \$40 million*

42

Kensington Glass Arts Inc.

Ijamsville, MD

www.kensingtonglass.com

President/CEO: David Stone

Years in Business: 43

Number of Employees: 195

Number of Locations: 3

Commercial: 100%

2019 Annual Sales: \$37.5 million

2018 Total Sales: \$40.6 million

43

Josloff Industries LLC

Newark, NJ

www.josloffglass.com

President/CEO: Alberta Josloff

Years in business: 116

Number of Employees: 95

Locations: 1

Commercial: 100%

2019 Annual Sales: \$35-40 Million

44

Elicc Americas Corp.

Escondido, CA

www.eliccgroupp.com

CEO: Ethan Li

Number of Locations: 2

2019 Annual Sales: \$35 million*

47

In 2019 **Ace Glass** worked on a number of unique projects, including Hendrix Creative Quad, located at Hendrix College in Conway, Ark.

45

Crawford Tracey Corp.

Deerfield Beach, FL
www.crawfordtracey.com

President/CEO: Raymond Crawford
 Years in Business: 64
 Number of Employees: 124
 Number of Locations: 2
 Commercial: 98%
 Residential: 2%
 2019 Total Sales: \$33.3 million
 2018 Total Sales: \$28.8 million

46

ACME Glass

Orlando, FL
www.acmeglassorlando.com

President/CEO: Walter Basso
 Years in Business: 111
 Number of Locations: 4
 Number of Employees: 192
 Commercial: 99%
 Residential: 1%
 2019 Total Sales: \$32.2 million

47

ACE Glass

Little Rock, AR
www.aceglass.net

President/CEO: Courtney Little
 Years in Business: 33
 Number of Employees: 129
 Number of Locations: 2
 Commercial: 96%
 Residential: 4%
 2019 Total Sales: \$31 million
 2018 Total Sales: \$23 million

48

Countryside Glass and Mirror

St. Petersburg, FL
www.countrysideglassandmirror.com

President/CEO: Kenny Miner
 Years in Business: 42
 Number of Employees: 120
 Number of Locations: 1
 Commercial: 100%
 2019 Total Sales: \$30 million

Top 40 Total Annual Sales (in Billions of Dollars)

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	\$4.1

Top 20 Total Annual Sales (in Billions of Dollars)

2008	\$1.7
2009	\$1.1
2010	\$1.1
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

Total annual revenues for the top 20 and top 40 glazing contractors combined has increased nine years in a row, though growth was slower in 2019 than in 2018.



Photo: Fosters + Partners

National Enclosure Company LLC worked with Foster + Partners architects to design, fabricate and install the façade on the Norton Museum of Art in West Palm Beach, Fla. The project features one of the largest custom large-missile impact rated steel and glass façades in south Florida to date.

49

Northern Glass Inc.

Elk Grove Village, IL
www.nglass.com

President/CEO: Eric Martinson
Years in Business: 18
Number of Locations: 1
2019 Annual Sales: \$29.8 million
2018 Annual Sales: \$38.4 million

50

National Enclosure Company LLC

Ypsilanti, MI
www.nationalenclosure.com

President/CEO: David Sauld
Years in Business: 62
Number of Employees: 77
Number of Locations: 3
Commercial: 100%
2019 Total Sales: \$28.7 million
2018 Total Sales: \$27.3 million

USG

In cases of companies having the same revenue, reported backlog was used to determine the rankings.

Moving Up: Unitized Continues to Grow

% of curtainwall installed in U.S. that is unitized/pre-glazed

2017 17%

2018 22%

2019 25%

2020-P 25%

2021-P 26%

The share of curtainwall installed in the U.S. that is unitized/pre-glazed has grown consistently since 2017. When accounting for the top 50 contract glaziers alone, that share is even higher, as larger firms tend to install unitized glazing systems on a more regular basis than smaller contractors.

(P=projected)

SOURCE: Key Media & Research