

# GLASS • MAGAZINE®

THE GLASS AND GLAZING AUTHORITY • MAY/JUNE 2021

GLASSMAGAZINE.COM

## TOP 50 GLAZIERS

SALES SINK BUT OPPORTUNITIES REMAIN IN THE  
PANDEMIC-AFFECTED INDUSTRY

SCHOOL SECURITY  
GLAZING

GLAZING  
APPRENTICESHIP  
PROGRAMS

OFFICIAL  
PUBLICATION

**NGA**  
NATIONAL GLASS ASSOCIATION with IGANA

GLASS.ORG

TOP



# GLAZIERS

## DYNAMIC COMPANIES NAVIGATE A CHANGED ECONOMY



### THE LIST

50



### SALES + CAPACITY

52



### MARKET + INVESTMENT

56



### LABOR + CHALLENGES

60



### INDUSTRY BENCHMARKS

64

Last year's report found Top 50 Glaziers toward the start of the pandemic, confronting new impacts on labor and the economy. A year on, short-term changes have become long-term adaptations, as businesses continually adjust to life and work with COVID-19.

"The coronavirus has obviously had a major impact on our economy, and I believe we'll feel the ripple effects of this for a while," says Ryan Woodruff, vice president of Egan Co./InterClad. "It will take some time for our economy to recover as once-viable markets become obsolete and new markets emerge."

Like many industries, construction faces a slowdown on many fronts, and uncertainty in the future. "We feel that the pandemic will have a lagging effect on our industry," says Joseph Marshall, president, Midway Glass & Metal Installers Inc. "We are seeing a growth in the bidding process but a slowdown in the awarding process of real estate owners to construction managers."

"Continued requirements to adapt to ever increasing market challenges whether staff safety, scope and schedule of projects and supply chain concerns before they materialize, sets a dynamic playing field with more need for planning than ever before, and we continue to adapt," says Bill Wilson, vice president of Business Development, Kensington Glass Arts Inc.

The Top 50 Glaziers survey and report, now in its 29th year, offers a comprehensive look at the realities facing the glass and glazing industry in North America. It presents industry performance data, identifies leading headwinds, and tracks market and product trends. And it presents a ranking of leading U.S. glazing firms. 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.

01

# THE LIST

Company	Additional Locations	Full-time Employees	Total Employees
---------	----------------------	---------------------	-----------------

## Over \$200 million

<b>Harmon Inc.</b> harmoninc.com, Bloomington, MN	17	623	625
--	----	-----	-----

<b>Enclos Corp.</b> enclos.com, Eagan, MN	15	400	400
--	----	-----	-----

<b>W&amp;W Glass</b> wwglass.com, Nanuet, NY	-	200	200
---	---	-----	-----

<b>Benson Industries</b> bensonglobal.com, Portland, OR	5	600	600
--	---	-----	-----

## \$100-200 million

<b>Crown Corr Inc.</b> crowncorr.com, Gary, IN	3	500	500
---	---	-----	-----

<b>Yuanda USA Corp.</b> yuandacn.com, Chicago	5	20	20
--	---	----	----

<b>Binswanger Glass</b> binswangerglass.com, Memphis, TN	60	800	800
---	----	-----	-----

<b>Massey's Plate Glass &amp; Aluminum</b> masseysglass.com, Branford, CT	3	200	300
--	---	-----	-----

<b>Flynn Group of Companies</b> flynncompanies.com, Toronto	35	6,000	6,000
--	----	-------	-------

<b>Permasteelisa North America*</b> permasteelisagroup.com, Windsor, CT	5	-	-
--	---	---	---

Company	Additional Locations	Full-time Employees	Total Employees
---------	----------------------	---------------------	-----------------

<b>Steel Encounters*</b> steelencounters.com, Salt Lake City, Utah	1	-	-
---	---	---	---

## \$50-100 million

<b>Dynamic Glass</b> dynamicglass.com, Houston	3	295	295
---	---	-----	-----

<b>Pioneer Cladding and Glazing System</b> pioneercladding.com, Mason, OH	5	278	316
--	---	-----	-----

<b>TSI Corp.</b> tsicorporations.com, Upper Marlboro, MD	-	225	225
---	---	-----	-----

<b>Giroux Glass</b> girouxglass.com, Los Angeles	5	256	260
---	---	-----	-----

<b>Above All Store Fronts</b> aboveallstorefronts.com, Hauppauge, NY	-	100	100
---	---	-----	-----

<b>Cherry Hill Glass Co.</b> cherryhillglass.com, Branford, CT	-	185	200
---	---	-----	-----

<b>Architectural Wall Systems</b> archwall.com, Des Moines, IA	1	105	105
---	---	-----	-----

<b>SPS Corp.</b> spscorporation.com, Apex, NC	1	85	85
--	---	----	----

## \$20-50 million

<b>Egan Co./InterClad</b> eganco.com, Brooklyn Park, MN	2	75	75
--	---	----	----



Now in its 29th year, the Top 50 Glaziers industry ranking has the distinction of being the longest-running glass industry ranking. Companies on the list are ranked by gross sales, and submitted to Glass Magazine editors by survey. For those companies that did not submit sales, editors have estimated sales volume based on independent sources to determine the most accurate industry ranking.

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).

Company	Additional Locations	Full-time Employees	Total Employees
<b>Tepcoglass LLC</b> tepcoglass.com, Dallas	4	200	250
<b>Ranger Specialized Glass Inc.</b> rangerglass.com, Houston	2	-	150
<b>Haley-Greer*</b> haleygreer.com, Dallas	2	-	-
<b>Karas &amp; Karas Glass Co.*</b> karasglass.com, Boston	1	132	132 - 160
<b>Ajay Glass Co.</b> ajayglass.com, Canandaigua, NY	1	125	125
<b>Kensington Glass Arts Inc.</b> kensingtonglass.com, ljamsville, MD	4	205	205
<b>Alexander Metals Inc.</b> alexandermetalsinc.com, Nashville, TN	1	70	70
<b>National Enclosure</b> nationalenclosure.com, Ypsilanti, MI	3	34	76
<b>Crawford-Tracey Corp.</b> crawfordtracey.com, Deerfield Beach, FL	1	107	120
<b>Lafayette Metal and Glass</b> lmgny.com, Hauppauge, NY	2	120	125
<b>RynoClad Technologies Inc.</b> rynoclad.com, Ontario, CA	1	200	200
<b>ACE Glass</b> aceglass.net, Little Rock, AR	1	53	71

Company	Additional Locations	Full-time Employees	Total Employees
<b>Metropolitan Glass Inc.</b> metroglass.com, Denver	1	90	90
<b>H.J. Martin and Son</b> hjmartin.com, Green Bay, WI	2	947	947
<b>seele Inc.</b> seele.com, New York City	1	20	50
<b>Denison Glass &amp; Mirror Inc.</b> denisonglass.com, Denison, TX	-	100	125
<b>Key Glass Inc.</b> keyglass.com, Bradenton, FL	-	52	52

## \$20 million and under

<b>8G Solutions</b> 8g-solutions.com, Kansas City, MO	2	83	83
<b>AFI Glass &amp; Architectural Metal Inc.</b> AFIGlass.com, Poughkeepsie, NY	-	36	50
<b>Horizon Glass &amp; Glazing Co.</b> horizonglass.net, Denver	-	97	97
<b>AAC Glass Inc.</b> aacglassincsf.com, Hayward, CA	1	40	40
<b>Forno Enterprises Inc.</b> fornoenterprises.com, Trout Creek, NY	11	35	50
<b>Specified Systems Inc.</b> specifiedsystems.com, Canonsburg, PA	2	39	67
<b>Pikes Peak Glass and City Glass Co.</b> pikespeakglass.com/cityglasscompany.net, Colorado Springs, CO	1	95	95
<b>Glazing Concepts Inc.</b> glazingconceptsinc.com, Corona, CA	-	55	55
<b>Synergi LLC</b> synergillc.com, Elkridge, MD	2	76	150
<b>Element13 Facades</b> element13facades.com, Denver	-	4	20
<b>Aurora Glazing Solutions</b> auroraglazing.com, Vancouver, BC	1	57	57
<b>Midway Glass &amp; Metal Installers Inc.</b> midwayglass.com, Carlstadt, NJ	-	35	35
<b>O'Nan Glass &amp; Window</b> Lexington, KY	-	25	35

\*Company information, including gross sales, is an estimate and is not confirmed by the company.