

The 5th Annual

It's nice to know where you stand, especially among your competitors. Who's able to do more sales with fewer people? Who's got all they need in their backyard of Los Angeles or Chicago? Take a page from the glazing contractors listed below, as they made up some of the top earning subs for 2008, based on information they submitted to USGlass.

Top Glazing Contractors

Based on 2008 sales revenue for the commercial glazing business segment

1 Enclos Corp.

Eagan, Minn.

2008 Annual Sales: \$305 million

President/CEO: Gregg Sage

of Locations: 18; **# of Employees:** 650

Years in Business: 33

www.enclos.com

Enclos Corp., one of the largest specialty contractors in the United States, designs, engineers, fabricates and installs exterior facades and curtainwall cladding systems.

2 Harmon Inc.

Bolingbrook, Ill.

2008 Annual Sales: \$291 million

President/CEO: Russell Huffer (CEO of parent company Apogee Enterprises)

of Locations: 9; **# of Employees:** 1,015

Years in Business: 60

www.harmoninc.com

Harmon provides glass installation for new construction, renovation and service. The company focuses on the office, healthcare, education, government and entertainment/hotel markets throughout most of the United States.

3 Walters & Wolf

Fremont, Calif.

2008 Annual Sales: \$181 million

President/CEO: Randy Wolf

of Locations: 5; **# of Employees:** 669

Years in Business: 31

www.waltersandwolf.com

Walters & Wolf provides high quality design, fabrication and installation of custom curtainwall and exterior cladding systems. Regional production facilities allow single-source responsibility, commitment to quality and on-time delivery.

4 Trainor Glass Co.

Alsip, Ill.

2008 Annual Sales: \$178 million

President/CEO: Thomas Trainor (president), Robert Trainor (CEO)

of Locations: 16; **# of Employees:** 677

Years in Business: 56

Trainor Glass possesses a dedicated project management team that delivers projects on time and on budget. The company houses manufacturing facilities that feature excellent safety and quality control programs.

5 Haley-Greer Inc.

Dallas, Texas

2008 Annual Sales: \$100 million

President/CEO: Letitia Haley Barker (president); Donald Haley (CEO)

of Locations: 3; **# of Employees:** 300+

Years in Business: 30

www.haleygreer.com

Haley-Greer is a professional installer of high performance window wall and curtainwall systems on commercial projects. In conjunction with general contractors the company works directly with owners and architects to turn a vision into reality.

6 W&W Glass LLC

Nanuet, N.Y.

2008 Annual Sales: \$75 million

President/CEO: Michael, Jeffrey, Howard and Scott Haber (co-managing members)

of Locations: 2; **# of Employees:** 250

Years in Business: 31

www.wwglass.com

W&W Glass is one of the largest glaziers in the United States and the exclusive North American representative of the Pilkington Planar structural glass system.

7 TSI Exterior Wall Systems Inc.

Landover, Md.

2008 Annual Sales: \$63 million

President/CEO: Victor Cornelli

of Locations: 1; **# of Employees:** 145

Years in Business: 31

TSI Exterior Wall Systems is a glazing subcontractor specializing in high-end custom curtainwall, windows, entrances, panel walls and canopy systems in projects in Washington, D.C., and Baltimore.



8 Massey's Plate Glass & Aluminum Inc.

Branford, Conn.

2008 Annual Sales: \$56 million

President/CEO: Laura J. Massey (president); Robert J. Massey Jr. (CEO)

of Locations: 3; **# of Employees:** 150

Years in Business: 36

www.masseysglass.com

Since 1973, Massey's Plate Glass & Aluminum has strived to provide on-budget and on-time projects. The company offers design consultation, technical expertise and single-source efficiency. It performs its own fabrication and specializes in unitized wall systems.

9 ASI Limited

Whitestown, Ind.

2008 Annual Sales: \$54.9 million

President/CEO: Ken W. Smith

of Locations: 1; **# of Employees:** 275

Years in Business: 20

ASI Ltd. is a curtainwall designer and manufacturer that supplies and installs facade solutions throughout the United States. ASI also produces ornamental metals that are required within the exterior design. It prides itself on its ability to take a project from design development to completion, in-house.

Photo courtesy of W&W.

48 Forno Enterprises Inc.

Trout Creek, N.Y.

2008 Annual Sales: \$6 million

President/CEO: Michael Spaccaforno

of Locations: 1; # of Employees: 30

Years in Business: 20

www.fornoenterprises.com

Forno Enterprises Inc. is a full-service architectural aluminum and glass company that specializes in storefronts, curtainwalls, sloped glazing, skylights and metal fascia panels on commercial and residential projects.

49 Superior Glass Inc.

Superior, Wis.

2008 Annual Sales: \$3.5 million

President/CEO: Knute Petersen

of Locations: 3; # of Employees: 30

Years in Business: 75

Superior Glass is a full-service contact glazing, commercial and residential window supplier and installer. The company also provides residential glass, mirror, window and shower door installations.

50 Palms to Pines Mirror & Glass

Indio, Calif.

2008 Annual Sales: \$1 million

President/CEO: Larry Carlton

of Locations: 1; # of Employees: 30

Years in Business: 30

www.p2pmglass.com

Palms to Pines Mirror & Glass provides commercial glazing of all kinds, and all focuses on high-end custom residential work using only the highest quality materials.

The Biggest Lite

It's true, it's not the size of the lite but how well it's installed that matters. But let's face it—there's something pretty cool about telling friends over a drink about the day you installed "the big one." Based on submissions from our top glazing contractors, USGlass has the story on five of the country's biggest glass installations.

1. Water Tower Storefront in Chicago - 38,056 square inches

MTH Industries in Chicago set this big lite—measuring 142 by 268 inches by $\frac{7}{8}$ -inch thick—in the Water Tower storefront with a crane back in 1982. Although the building has since been remodeled, it's left a massive marker to match.

2. Mohegan Sun Casino in Uncasville, Conn. - 37,440 square inches

Massey's Plate Glass & Aluminum in Branford, Conn., installed 36 of these 10-by 26-foot unitized panels around the casino. According to Robert Massey, Jr., chief executive officer, the biggest challenge of installing this massive lite "was just getting it to the site." Having a fabrication site only five miles away made the special arrangements for hauling these heavy units a little bit easier.

General Motors Building, New York



Photo courtesy of W&W Glass.

3. Jewel Box in Los Angeles - 37,440 square inches

When Los Angeles-based Giroux Glass was asked to temporarily remove and reinstall a large 10- by 26-foot annealed lite of glass for the filming sequences of several scenes of the *Rush Hour 3* shoot, the engineers of the building expressed concerns about the probable damage during the glass removal that might affect the expensively "raised" terrazzo floor tiles that covered the extensive ground level plaza directly below. The massive lite to be removed was on the second floor of the Jewel Box, a building between the two high-rise Arco Towers, in downtown Los Angeles. The engineers were sure that the weight of the men, machinery and 1,800 pounds of glass would crush the tiles. Gil Martus, Giroux Glass' project manager, brought in a 42-foot, 3-story rolling scaffold and tower that was weight-proportioned to protect the tiles, and directed the tiles be covered with steel plates.

The Giroux crew mounted the power cups to the glass and broke the seal with a team of eight glaziers, each one dedicated to a specific task. Once the lite was removed, it was rotated by crane down to the street and rolled, scaffold and all, out of screen shot. Once the scene was completed the lite was rolled back, reinstalled and sealed. Much to the engineers' delight, not a single tile was damaged.

4. Solae in St. Louis - 35,712 square inches

Hilboldt Curtainwall Inc. in St. Louis installed these 4- by 62-foot panels of



Photo courtesy of Hilboldt Curtainwall.

Solae Global Headquarters, St. Louis

Viracon's VE 1-40 low-E insulating glass, within Hilboldt's 2.5-inch curtainwall system, in the Solae Global Headquarters in St. Louis.

According to chief executive officer Jane Hilboldt, "Our biggest challenge on panelizing this job was the coordination from manufacturing to the installation sequence since we were dealing with six different radiuses and a random pattern of fritted glass—resulting in each panel being unique."

5. General Motors Building in New York - 32,220 square inches

W&W Glass in Nanuet, N.Y., set this 90-by 360-inch $\frac{3}{4}$ -inch float glass into the General Motors Building on Fifth Avenue. According to Scott Haber, managing partner, "It was custom-made right off the float line because it's not something somebody stocks." Something that big—no kidding! Haber says the lite was shipped directly to W&W from the former Libbey Owens Ford.