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glass

magazine

TOP 50
GLAZIERS
25TH
ANNIVERSARY
EDITION



+

COMMERCIAL
WINDOW
SHOWCASE

25 YEARS
OF GPD

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TOP 50
GLAZIERS



2017 ANNUAL
REPORT

U.S. GLAZIERS REPORT INVESTMENTS AND EXPANSIONS DURING THIRD
CONSECUTIVE YEAR OF STRONG GROWTH



\$3.79
BILLION

NORTH AMERICAN COMBINED SALES FOR TOP 50 GLAZIERS REACHED \$3.79 BILLION IN 2016, UP 25 PERCENT FROM THE COMBINED TOTAL OF \$3.03 BILLION IN 2015.

for the jobsite and manipulators for lifting heavy glass at jobsites, plus material storage racking of various types, forklifts and more.

The investments help glaziers meet higher demand and calls for more complex systems. However, the additional equipment also eases the strain of the top-reported challenge: lack of qualified labor.

“Not unlike last year, some of the largest challenges of 2016 included finding quality new hires who fit our high expectations, especially during times of such high construction growth in our area,” says Giroux’s Kotsos.

“Finding good tradesmen and glaziers with retrofit experience continues to be a difficult but overcome-able obstacle,” says Dan Sandoval, principal, No. 43 Wind Ready Inc., windready.com.

Several companies pointed to increasing material lead times as an issue—one that is only exacerbated in the busier market. “Our biggest challenge has been managing overworked supply chains,” says Marty Trainor, vice president of preconstruction for No. 14 Ventana Build-Systems LLC, ventana.vc.

Several others reported still-low profit margins. The biggest challenge for No. 27 SPS Corp., spscorporation.com, was “maintaining an acceptable margin level in a highly competitive market. While there has been a good amount of work available, the selling price has been slow to come up, keeping margins fairly low,” says Jon Clark, director of sales and estimating.

“Our largest challenge was competitors bidding with low margins that we see as professionally irresponsible,” says

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ARCHITECTURAL WALL SYSTEMS

Architectural Wall Systems, archwall.com, served as a prime subcontractor for the exterior envelope package of the new University of Iowa Voxman School of Music building in Iowa City. The new facility replaced the previous School of Music building, which was destroyed by floods in 2008.

The building is approximately 190,000 square feet and includes 150 individual rehearsal spaces, performance spaces and a 700-seat concert hall. LMN Architects, lmnarchitects.com, along with Neumann Monson Architects, neumannmonson.com, designed a custom exterior skin, which is comprised primarily of curtain wall and terracotta. Acoustic performance was a major factor in the design, which led to triple insulating units, double-glazed windows, and multiple interior sound-lock walls. The “warped” curtain wall at the east elevation presented unique challenges and, in combination with the twisted terracotta tile cladding, became a distinctive, defining feature of the exterior façade, according to AWS officials. Mortenson Construction, mortenson.com, was the construction manager. Viracon, viracon.com, fabricated the glass. Wausau Window & Wall Systems, wausauwindow.com, supplied the glazing systems, including its Superwall, and Invision 7250 and 7250I-UW Unitized Curtainwall. The project achieved LEED Gold certification. Photos by Angela Sleep Photography.



Andy Canter, president of No. 46 Ridgeview Glass Inc., ridgeviewglass.com. “We are still seeing this issue in 2017, but to a lesser extent, as the abundance of projects are limiting the number of competitors bidding on projects.”

Additional challenges included managing complex design-assist projects, tight construction schedules and rising operational costs.

The following Top 50 Glaziers annual report presents an in-depth look at the U.S. contract glazing market, including a statistical representation of the market on pages 76-79; top challenges and supplier solutions on pages 80-81; and the list of the Top 50 Glaziers in the United States, based on 2016 sales volume, pages 64-75. The report also highlights high-profile projects from Top 50 Glazier companies.

THREE NEW COMPANIES JOINED THE TOP 50 GLAZIERS LIST IN 2016

No. 7—GMP Consulting & Glazing Contractors Inc., Miami
gmpglazing.com

No. 23—Above All Store Fronts Inc. Hauppauge, New York
aboveallstorefronts.com

No. 28—Kensington Glass Arts Ijamsville, Maryland
kensingtonglass.com

ONE COMPANY CLOSED LOCATIONS IN 2016

No. 9—Binswanger Glass, binswangerglass.com, closed two locations, in Roanoke and Harrisonburg, Virginia.

FOUR COMPANIES OPENED LOCATIONS IN 2016

No. 29—Dynamic Glass, dynamicglass.com, opened a Dallas office with five employees.

No. 38—Egan Co., eganco.com, relocated operations from Plymouth to Champlin, Minnesota. The larger space allows for more capacity in the InterClad fabrication shop.

No. 41—Koch Corp. [Strong Tower Construction], kochcorporation.com, added a new fabrication factory in Louisville, Kentucky, which employs approximately 18 full-time employees.

No. 43—Wind Ready Inc., windready.com, completed construction on its new location in Northwest Miami-Dade County.

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LCG Facades

lcfgacades.com
Salt Lake City, UT

Previous rank: 23/24
Sales: Down 8.0%
U.S. locations: One
Full-time employees: 145
Total employees: 145

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Tepco Contract Glazing Inc.

tepcoglass.com
Dallas, TX

Previous rank: 27
Sales: Up 4.5%
U.S. locations: Three
Full-time employees: 107
Total employees: 107

38

Egan Co.

eganco.com
Brooklyn Park, MN

Previous rank: 21/22
Sales: Down 34.4%
U.S. locations: Three
Full-time employees: 80
Total employees: 80

39

Synergi LLC

synergillc.com
Hanover, MD

Previous rank: 42
Sales: Up 42.9%
U.S. locations: Three
Full-time employees: 35
Total employees: 40

40

\$10 TO \$20
MILLION

AHC Glass

ahcglassinc.com
Hayward, CA

Previous rank: 39
Sales: Up 30.1%
U.S. locations: One
Full-time employees: 72
Total employees: 75

41

Koch Corp. (Strong Tower Construction)

kochcorporation.com
Louisville, KY

Previous rank: N/A
Sales: Up 11.9%
U.S. locations: Two
Full-time employees: 26
Total employees: 75

42

Denison Glass & Mirror Inc.

denisonglass.com
Denison, TX

Previous rank: 44
Sales: Up 16.7%
U.S. locations: One
Full-time employees: 107
Total employees: 107

43

Wind Ready Inc.

windready.com
Miami, FL

Previous rank: 40
Sales: Up 4.0%
U.S. locations: One
Full-time employees: 70
Total employees: 70

44

MG McGrath Architectural Glass & Glazing*

mgmcgrath.com
Maplewood, MN

Previous rank: 37
Sales: Down 3.1%
U.S. locations: One
Full-time employees: 50
Total employees: 60

*[formerly AMG Architectural Glass & Glazing]