

Cream

of the Crop

Top Glazing Contractors in 2011 Share Their Hopes, Concerns

These are among the toughest times in the contract glazing industry, yet industry leaders remain. Here is a snapshot of the industry's top glazing contractors, as excerpted from the Annual Big Book of Lists that will appear in the May issue of USGlass Magazine.

All information listed below was submitted by the glazing contractors listed; annual sales listed include volume for commercial work only and backlog change refers to the increases or decreases in reserved projects since last year.

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Rank	Company	2010 Sales	President/CEO	Locations	Employees	Years in Business	Backlog Change
1	Trainor Glass Co. www.trainorglass.com Alsip, Ill.	\$173 million	Robert Trainor (CEO), Thomas Trainor (president)	23	667	58	0%
2	Harmon Inc. (owned by Apogee Enterprises) www.harmoninc.com Bloomington, Minn.	\$150 million	Brad Austin	11	539	61	-10%
3	Enclos Corp. www.enclos.com Eagan, Minn	\$148 million	Gregg Sage	12	300	36	N/A%
4	Walters & Wolf www.waltersandwolf.com Fremont, Calif.	\$127 million	Randy Wolf	5	425	34	+7.2%
5	W&W Glass LCC www.wwglass.com Nanuet, N.Y.	\$105 million	Michael, Jeffrey, Howard and Scott Haber (co-managing members)	1	195	35	-5%
6	ASI Limited www.asilimited.com Whitestown, Ind.	\$65.2 million	Ken W. Smith	1	254	22	—
7	Massey's Plate Glass & Aluminum Inc. www.masseysglass.com Branford, Conn.	\$49 million	Robert J. Massey Jr. (CEO), Laura J. Massey (president)	3	More than 100	38	-20%
8	TSI Exterior Wall Systems Inc. www.tsiwalls.com Landover, Md.	\$45 million	Victor Cornellier	1	about 125	33	-25%
9	SPS Corp. www.spsccorporation.com Apex, N.C.	\$38.0 million	Michael J. Russo	3	164	29	+39%
10	CBO Glass www.cboglass.com Alden, N.Y.	\$33 million	Paul F. Hogan Jr. (CEO), Gilbert A. DiMaio (president)	3	240	46	+5%

Photo: TSI Exterior Wall Systems.

PNC Place in Washington, D.C., which features products and installation by TSI/Exterior Wall Systems Inc. and TSI/Architectural Metals Inc., is the largest LEED Platinum certified office building in the city and an example of continued demand for high-performance glass office buildings.

Get Listed!

The May issue of **USGlass** will include more information from the top glazing contractors. To make sure you're included, contact Megan Headley at 540/720-5584, ext. 114 or e-mail mheadley@glass.com, Subject: Book of Lists.

Rank	Company	2010 Sales	President/CEO	Locations	Employees	Years in Business	Backlog Change
11	seele Inc. www.seele.com New York	\$25.6 million	Attila Arian	1	35	9 (in U.S., 33 in Germany)	0%
12	Ridgeview Glass Inc. www.ridgeviewglass.com Upper Marlboro, Md.	\$20 million	Andrew E. Canter, Jr.	1	100	29	-20%
13	MTH Industries www.mthindustries.com Hillside, Ill.	\$17.7 million	Lyle R. Hill	1	102	124	+12%
14	Alexander Metals Inc. www.alexander-metalsinc.com Nashville	\$16.6 million	Alec Estes	1	70	19	+10%
15	Cherry Hill Glass Co. Inc. www.cherryhillglass.com Branford, Conn.	\$15 million	Kevin O'Neill	1	50	1	—
16	Metropolitan Glass Inc. www.metroglass.com Denver, Colo.	\$14.5 million	Michael Smith	1	50	47	-32%
17	Window Consultants Inc. www.window-consultants.com Owings Mills, Md.	\$12.2 million	Steve Downing	1	11	20	+9%
18	Hilboldt Curtainwall Inc. www.hilboldt.com St. Louis	\$11.5 million	Jane Hilboldt (CEO), Dennis Hilboldt (president)	1	44	6	-40%
19	Crawford Tracey Corp. www.crawfordtracey.com Deerfield Beach, Fla.	\$8 million	Raymond Crawford	2	65	55	-50%
20	Sound Glass Sales Inc. www.soundglass.com Lakewood, Wash.	\$7.9 million	Warren Willoughby	2	72	28	0%