

# TOP 50 GLAZIERS

Sales activity on the rise for U.S. contract glaziers, but challenges persist

BY KATY DEVLIN

**2012** was another year of improvement for U.S. contract glazing firms, with more than 75 percent of the Top 50 Glaziers reporting a year-over-year sales increase. While most companies' sales remained below their pre-recessionary peak—more than 60 percent of companies reported lower sales in 2012 compared to 2007—most firms appeared to be emerging from the downturn.

Increasing sales volume does not necessarily translate to rising profits, however. Many glaziers indicate that they continue to face low profit margins, particularly for “completion of projects sold during a poor economy due to lower profits,” says Andy Canter, president of #25 Ridgeview Glass Inc. The biggest challenge in 2012 was “successfully completing low-margin, high-labor jobs contracted during the recession years,” agrees Leo Karas,

treasurer and former president of #13 Karas & Karas Glass Co.

Additionally, low bidders continue to affect many in the market. The biggest challenge for #20 Cherry Hill Glass Co. was “unrealistic pricing from competition clouding up the market,” says Kevin O’Neill, owner. Diana Bernal, marketing executive for #45/46 Key Glass, says differentiation and education are critical when “bidding against competitors who do not understand specifications of projects, codes and what it takes to execute the work. To overcome this, we spend a lot of time in the design stages offering our expertise to architects and general contractors with the hopes they see the value and education in a complete bid and realize the costs associated.”

Contract glaziers report they are also feeling the effects of the closures of other glazing firms. The biggest challenge in 2012 for #16 Kovach Building Enclosures was

“absorbing a majority of Trainor Glass’ southwest office, field and plant staff, and merging the different schools of thought,” says James Hatch, preconstruction manager. Officials from #35/36 Walker & Laberge Co. say they faced challenges “taking on projects from companies going out of business.” Tom Schlotfeldt, president of #14 Architectural Wall Systems, says the closures have also affected bonding. “Our biggest challenge in 2012 related to our bonding relationship. Our surety left our industry due to losses from other contractors, which left AWS scrambling. We have worked through that issue; however, it was a distraction that we did not need,” he says.

Closures at the supplier level have also presented glaziers with challenges. Paul Becks, executive vice president for #15 National Enclosures Inc., says “the primary challenge is the identification of financially viable suppliers

that have the appropriate resources. The market has been hit hard through contraction and financial failures, making a shortage of viable sources.”

The 2013 Top 50 Glaziers Special Report has expanded to offer a more complete picture of the state of the contract glazing market in the U.S. The following feature provides the list of Top 50 Glaziers—based on 2012 sales volume—market statistics related to bid levels, profit margins, competition, and building segment activity; and a gallery of recent notable interior and exterior projects. The report also looks at the U.S. glazing market over the past several years, from the peak building years, through the Great Recession, to today.

#### About the list

The annual Top 50 rankings present what Glass Magazine editors believe to be the United States’ 50 largest contract glazing firms, based on sales volumes. The glazing firms are ranked within nine sales categories.

The majority of the information included in the Top 50 comes directly from contract glazing firms. All but two companies provided sales figures for this year’s report. However, some companies declined to provide any information.

We understand the sensitivity of releasing sales figures; however, we do not omit any firms simply because they ask. In cases where a company declines to provide information, we use independent sources to determine its ranking.

If your company belongs on the list, or you would like to update its information, please contact us. It is only with the cooperation of individual companies that Glass Magazine’s Top 50 Glaziers rankings can be as accurate as possible. Questions or comments about this year’s rankings, and requests to be included next year, can be sent to Katy Devlin at [kdevlin@glass.org](mailto:kdevlin@glass.org).

## the BIG PICTURE

Nine new companies made the Top 50 Glaziers list this year

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**No. 6** GAMMA, DIVISION OF FAR EAST GLOBAL GROUP LTD.  
Markham, Ontario, [www.gammainternational.org](http://www.gammainternational.org)

**No. 16** KOVACH BUILDING ENCLOSURES  
Chandler, Ariz., [www.kovach.net](http://www.kovach.net)

**No. 35/36** JOSLOFF INDUSTRIES LLC  
Newark, N.J., [www.josloffglass.com](http://www.josloffglass.com)

**No. 39** A.F.I. GLASS & ARCHITECTURAL METAL INC.  
Poughkeepsie, N.Y., [www.afiglass.com](http://www.afiglass.com)

**No. 40** AMG ARCHITECTURAL GLASS AND GLAZING  
Maplewood, Minn., [www.amgagg.com](http://www.amgagg.com)

**No. 43/44** HORIZON GLASS  
Denver, [www.horizonglass.net](http://www.horizonglass.net)

**No. 43/44** CURTIS GLASS CO.  
Troy, Mich., [www.curtisglass.com](http://www.curtisglass.com)

**No. 49/50** AUSTIN GLASS AND MIRROR INC.  
Austin, Texas, [www.austinglass.com](http://www.austinglass.com)

**No. 49/50** ARAGON CONSTRUCTION INC.  
Montclair, Calif., [www.aragonconstruction.com](http://www.aragonconstruction.com)

Two companies reported opening or closing locations in 2012

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**No. 1** HARMON INC.  
Bloomington, Minn., [www.harmoninc.com](http://www.harmoninc.com), opened three locations, all in Texas: Dallas, Austin, Houston.

**No. 2** ENCLOS CORP.  
Eagan, Minn., [www.enclos.com](http://www.enclos.com), opened one location in Chino, Calif., and closed one location in Pomona, Calif.

# THE LIST

Top 50 U.S. glaziers based on 2012 sales

## \$150 MILLION TO \$200 MILLION

### 1. Harmon Inc.

PREVIOUS RANK: 4  
 SALES: Up 20 percent from 2011 to 2012  
 HEADQUARTERS: Bloomington, Minn.  
 U.S. LOCATIONS: 14  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 594/594  
 WEBSITE: www.harmoninc.com

### 2. Enclos Corp.

PREVIOUS RANK: 3  
 SALES: Up 10.3 percent from 2011 to 2012  
 HEADQUARTERS: Eagan, Minn.  
 U.S. LOCATIONS: 18  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 415/415  
 WEBSITE: www.enclos.com

### 3. Permasteelisa North America Corp.\*

PREVIOUS RANK: 2  
 HEADQUARTERS: Windsor, Conn.  
 U.S. LOCATIONS: 6  
 Employees: 1,000  
 WEBSITE: www.permasteelisagroup.com

### 4. Benson Industries\*

PREVIOUS RANK: 1  
 HEADQUARTERS: Portland, Ore.  
 U.S. LOCATIONS: 5  
 EMPLOYEES: 621  
 WEBSITE: www.bensonglobal.com

## \$100 MILLION TO \$150 MILLION

### 5. Walters & Wolf

PREVIOUS RANK: 5  
 SALES: Up 38.6 percent from 2011 to 2012  
 HEADQUARTERS: Fremont, Calif.  
 U.S. LOCATIONS: 5  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 515/515  
 WEBSITE: www.waltersandwolf.com

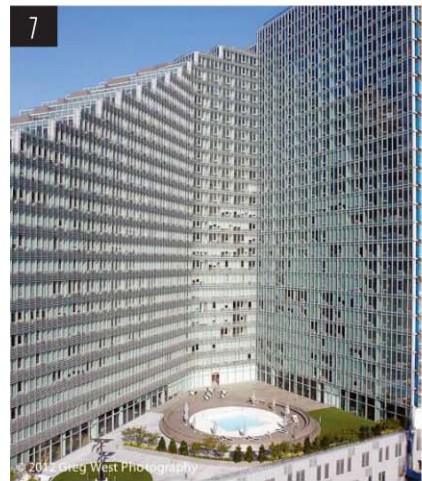
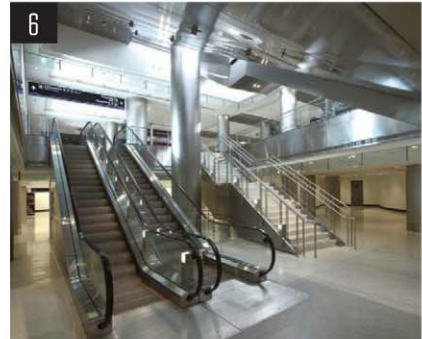
## \$50 MILLION TO \$100 MILLION

### 6. Gamma Windows and Walls International Inc.\*\*

PREVIOUS RANK: N/A  
 SALES: Up 8.9 percent from 2011 to 2012  
 HEADQUARTERS: Markham, Ontario  
 NORTH AMERICAN LOCATIONS: 9  
 EMPLOYEES: 460  
 WEBSITE: www.gammainternational.org

### 7. W&W Glass Inc.

PREVIOUS RANK: 6  
 SALES: Down 10.5 percent from 2011 to 2012  
 HEADQUARTERS: Nanuet, N.Y.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 150/150  
 WEBSITE: www.wwglass.com



2. Enclos Corp. completed an extensive reclad at the Jacob K. Javits Convention Center in New York. The project includes a 459,000-square-foot, four-sided structurally glazed façade system.

6. A recent notable project for Gamma included the Miami International Airport.

7. A notable project for W&W Glass Inc. was the Mercedes House in New York City.

**\*The silent players** The majority of the information included in the Top 50 Glaziers comes directly from contract glazing firms; this year, 48 of the Top 50 confirmed their 2012 sales figures. However, some companies request that we not include them or refuse to provide any information. We understand the sensitivity of releasing sales figures; however, we do not omit any firms simply because they ask. In cases where a company declines to participate, we use independent sources that include Manta, Dun & Bradstreet and Hoovers, as well as prior-year submissions and other industry sources to determine their ranking. Companies marked with an asterisk are those that declined to provide information for the 2013 Top 50 Glaziers survey, but that Glass Magazine editors believe should be included. Their estimated rank is based on the independent sources described above.

\*\*Gamma's sales figures include all North American sales for 2012.



**\$40 MILLION TO \$50 MILLION**

**8. Architectural Glass & Aluminum**

PREVIOUS RANK: 7  
SALES: Up 9.7 percent from 2011 to 2012  
HEADQUARTERS: Livermore, Calif.  
U.S. LOCATIONS: 3  
FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 125/160  
WEBSITE: [www.aga-ca.com](http://www.aga-ca.com)

**9. TSI/Exterior Wall Systems Inc.**

PREVIOUS RANK: 10  
SALES: Up 26 percent from 2011 to 2012  
HEADQUARTERS: Upper Marlboro, Md.  
U.S. LOCATIONS: 1  
FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 105/150  
WEBSITE: [www.tsicorporations.com](http://www.tsicorporations.com)

**10. Tower Glass Inc.**

PREVIOUS RANK: 11/12  
SALES: Up 28 percent from 2011 to 2012  
HEADQUARTERS: Santee, Calif.  
U.S. LOCATIONS: 2  
FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 200/240  
WEBSITE: [www.towerglass.com](http://www.towerglass.com)

**11. Admiral Glass & Mirror**

PREVIOUS RANK: 13/14  
SALES: Up 35.5 percent from 2011 to 2012  
HEADQUARTERS: Houston  
U.S. LOCATIONS: 2  
FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 212/212  
WEBSITE: [www.admiralglass.net](http://www.admiralglass.net)

**12. Massey's Plate Glass & Aluminum Inc.**

PREVIOUS RANK: 9  
SALES: No change from 2011 to 2012  
HEADQUARTERS: Branford, Conn.  
U.S. LOCATIONS: 2  
FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 100/150  
WEBSITE: [www.masseyglass.com](http://www.masseyglass.com)

**13. Karas & Karas Glass Co.**

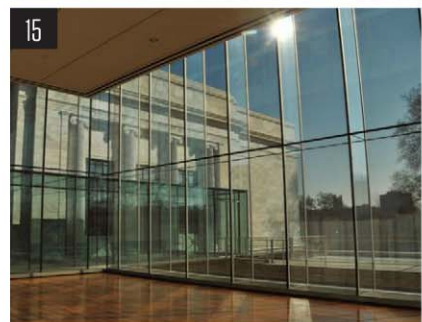
PREVIOUS RANK: 21  
SALES: Up 124.2 percent from 2011 to 2012  
HEADQUARTERS: Boston  
U.S. LOCATIONS: 2  
FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 52/96  
WEBSITE: [www.karasglass.com](http://www.karasglass.com)

**14. Architectural Wall Systems Co.**

PREVIOUS RANK: 13/14  
SALES: Up 29.3 percent from 2011 to 2012  
HEADQUARTERS: West Des Moines, Iowa  
U.S. LOCATIONS: 2  
FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 50/150  
WEBSITE: [www.archwall.com](http://www.archwall.com)

**15. National Enclosure Co.**

PREVIOUS RANK: 20  
SALES: Up 102.2 percent from 2011 to 2012  
HEADQUARTERS: Pontiac, Mich.  
U.S. LOCATIONS: 4  
Employees: 100 to 128  
WEBSITE: [www.nationalenclosure.com](http://www.nationalenclosure.com)



9. TSI/Exterior Wall Systems served as glazing contractor for Washington, D.C.'s Consolidated Forensics Lab.

13. Karas & Karas supplied and installed more than 300,000 square feet of unitized curtain wall for the Fan Pier project in Boston.

14. Architectural Wall Systems served as glazing contractor on the TD Ameritrade project in Omaha, Neb. Photo by Tom Kessler

15. National Enclosure Co. completed the glazing on the West Gallery at the Cleveland Museum of Art Phase II. Photo by Eric B. Photography

**\$30 MILLION TO \$40 MILLION**

**16. Kovach Building Enclosures**

PREVIOUS RANK: N/A  
 SALES: Up 131 percent from 2011 to 2012  
 HEADQUARTERS: Chandler, Ariz.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 207/207  
 WEBSITE: www.kovach.net

**17/18. Haley-Greer Inc.**

PREVIOUS RANK: 24  
 SALES: Up 16.7 percent from 2011 to 2012  
 HEADQUARTERS: Dallas  
 U.S. LOCATIONS: 2  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 120/120  
 WEBSITE: www.haleygreer.com

**17/18. SPS Corp.**

PREVIOUS RANK: 11/12  
 SALES: Down 14.6 percent from 2011 to 2012  
 HEADQUARTERS: Apex, N.C.  
 U.S. LOCATIONS: 2  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 125/125  
 WEBSITE: www.spscoperation.com

**19. Alliance Glazing Technologies**

PREVIOUS RANK: 22  
 SALES: Up 58.7 percent from 2011 to 2012  
 HEADQUARTERS: Romeoville, Ill.  
 U.S. LOCATIONS: 2  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 105/120  
 WEBSITE: www.agmindustries.com

**\$20 MILLION TO \$30 MILLION**

**20. Cherry Hill Glass Co.**

PREVIOUS RANK: 28  
 SALES: Up 83.3 percent from 2011 to 2012  
 HEADQUARTERS: Branford, Conn.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 85/120  
 WEBSITE: www.cherryhillglass.com

**21. Ajay Glass Co.**

PREVIOUS RANK: 25  
 SALES: Up 34.6 percent from 2011 to 2012  
 HEADQUARTERS: Canandaigua, N.Y.  
 U.S. LOCATIONS: 2  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 140/140  
 WEBSITE: www.ajayglass.net

**22. Champion Metal and Glass Inc.**

PREVIOUS RANK: 18  
 SALES: Down 5.7 percent from 2011 to 2012  
 HEADQUARTERS: Deer Park, N.Y.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 53/143  
 WEBSITE: www.championmetalglass.com

**23. R&R Window Contractors Inc.**

PREVIOUS RANK: 26  
 SALES: Up 32.8 percent from 2011 to 2012  
 HEADQUARTERS: Easthampton, Mass.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 103/106  
 WEBSITE: www.rrwindows.com

**24. Giroux Glass Inc.**

PREVIOUS RANK: 27  
 SALES: Up 18.6 percent from 2011 to 2012  
 HEADQUARTERS: Los Angeles  
 U.S. LOCATIONS: 4  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 117/120  
 WEBSITE: www.girouxglass.com



16. A recent notable project for Kovach Building Enclosures was the San Carlos Health Clinic in Peridot, Ariz.

19. In 2012, Alliance Glazing Technologies completed the glazing installation at the Horseshoe Casino in Cincinnati.

23. R&R Window Contractors Inc. was the subcontractor for the Easthampton Savings Bank project, which features curtain wall, storefront, sunshades, glass railing, automatic sliding door and composite panels. The building features 10,000 square feet of curtain wall and storefront material.

24. Giroux Glass completed the interior and exterior glazing contract for the Stamps.com building in El Segundo, Calif. The project included an exterior curtain wall, along with bent radius glass for the interior staircase.



**25. Ridgeview Glass Inc.**

PREVIOUS RANK: 23  
 SALES: Up 1 percent from 2011 to 2012  
 HEADQUARTERS: Upper Marlboro, Md.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 85/85  
 WEBSITE: www.ridgeviewglass.com

**26/27. Crown Corr Inc.**

PREVIOUS RANK: 15  
 SALES: Down 46.4 percent from 2011 to 2012  
 HEADQUARTERS: Gary, Ind.  
 U.S. LOCATIONS: 4  
 WEBSITE: www.crowncorr.com

**26/27. LCG Facades**

PREVIOUS RANK: 31/32/33  
 SALES: Up 17.6 percent from 2011 to 2012  
 HEADQUARTERS: Salt Lake City  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 85/85  
 WEBSITE: www.lcgfacades.com

**\$10 MILLION TO \$20 MILLION**

**28. Alexander Metals Inc.**

PREVIOUS RANK: 34  
 SALES: Up 37.7 percent from 2011 to 2012  
 HEADQUARTERS: Nashville, Tenn.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 100/100  
 WEBSITE: www.alexandermetalsinc.com

**29/30. Egan Co. d/b/a InterClad**

PREVIOUS RANK: N/A  
 HEADQUARTERS: Plymouth, Minn.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 50/50  
 WEBSITE: www.eganco.com

**29/30. Juba Aluminum Products Co.**

PREVIOUS RANK: 51  
 SALES: Up 80 percent from 2011 to 2012  
 HEADQUARTERS: Concord, N.C.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 100/100  
 WEBSITE: www.jubaproducts.com

**31/32. Heinaman Contract Glazing**

PREVIOUS RANK: 17  
 SALES: Down 43.4 percent from 2011 to 2012  
 HEADQUARTERS: Lake Forest, Calif.  
 U.S. LOCATIONS: 2  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 23/73  
 WEBSITE: www.heinaman.net

**31/32. Koch Corp.**

PREVIOUS RANK: 19  
 SALES: Down 27.3 percent from 2011 to 2012  
 HEADQUARTERS: Louisville, Ky.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 22/74  
 WEBSITE: www.kochcorporation.com

**33. Metropolitan Glass Inc.**

PREVIOUS RANK: 29  
 SALES: Down 4.3 percent from 2011 to 2012  
 HEADQUARTERS: Denver  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 70/70  
 WEBSITE: www.metroglass.com

**34. Zephyr Aluminum LLC**

PREVIOUS RANK: 38  
 SALES: Up 48.1 percent from 2011 to 2012  
 HEADQUARTERS: Lancaster, Pa.  
 U.S. LOCATIONS: 3  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 65/65  
 WEBSITE: www.zephyraluminum.com



27. LCG Facades served as the contract glazier for the Old Mill Project in Salt Lake City, which features 65,000 square feet of glass and 23,000 square feet of ACM and plate column covers.

31/32. Heinaman Contract Glazing recently installed the glass and glazing on the new Las Vegas City Hall.

33. A recent notable project for Metropolitan glass was the DaVita World Headquarters in Denver.



**35/36. Josloff Glass Co.**

PREVIOUS RANK: N/A  
 SALES: Up 50 percent from 2011 to 2012  
 HEADQUARTERS: Newark, N.J.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 40/40  
 WEBSITE: [www.josloffglass.com](http://www.josloffglass.com)

**35/36. Walker & Laberge Co.**

PREVIOUS RANK: 31/32/33  
 SALES: Up 5.3 percent from 2011 to 2012  
 HEADQUARTERS: Norfolk, Va.  
 U.S. LOCATIONS: 3  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 100/100  
 WEBSITE: [www.walkerlaberge.com](http://www.walkerlaberge.com)

**37. Modern Mirror & Glass Co.**

PREVIOUS RANK: 41  
 SALES: Up 50 percent from 2011 to 2012  
 HEADQUARTERS: Roseville, Mich.  
 U.S. LOCATIONS: 1  
 EMPLOYEES: 40 to 50  
 WEBSITE: [www.modernglass.net](http://www.modernglass.net)

**38. Hilboldt Curtainwall Inc.**

PREVIOUS RANK: 36  
 SALES: Up 22.7 percent from 2011 to 2012  
 HEADQUARTERS: St. Louis, Mo.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 45/45  
 WEBSITE: [www.hilboldt.com](http://www.hilboldt.com)



**39. A.F.I. Glass & Architectural Metal Inc.**

PREVIOUS RANK: N/A  
 SALES: Up 61.3 percent from 2011 to 2012  
 HEADQUARTERS: Poughkeepsie, N.Y.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 35/40  
 WEBSITE: [www.afiglass.com](http://www.afiglass.com)

**40. AMG Architectural Glass and Glazing**

PREVIOUS RANK: N/A  
 SALES: Up 50 percent from 2011 to 2012  
 HEADQUARTERS: Maplewood, Minn.  
 U.S. LOCATIONS: 1  
 EMPLOYEES: 53  
 WEBSITE: [www.amgagg.com](http://www.amgagg.com)

**41. Specified Systems Inc.**

PREVIOUS RANK: 39  
 SALES: Up 13.9 percent from 2011 to 2012  
 HEADQUARTERS: Canonsburg, Pa.  
 U.S. LOCATIONS: 2  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 29/55  
 WEBSITE: [www.specifiedsystems.com](http://www.specifiedsystems.com)

**42. Bacon & Van Buskirk**

PREVIOUS RANK: 37  
 SALES: Down 6.5 percent from 2011 to 2012  
 HEADQUARTERS: Champaign, Ill.  
 U.S. LOCATIONS: 2  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 49/49  
 WEBSITE: [www.bvbglass.com](http://www.bvbglass.com), [www.bamuntins.com](http://www.bamuntins.com)



38. The new University of Missouri Patient Care Tower in Columbia, Mo., features Hilboldt Curtainwall's high performance proprietary curtain wall. The project also incorporates a stair tower with a dogwood pattern, a healing garden with a sloped wall, aluminum sunshades and vertical glass fins.

39. A.F.I. Glass & Architectural Metal Inc. completed the Lehman College New Science Facility in Port Chester, N.Y.

43/44. Horizon Glass was the recipient of the Colorado Glazing Contractor's Association "King of the Hill" Award for the renovations and upgrades to the Cherry Creek Mall Parking Deck Structures in Denver. The scope of work included furnishing and installing hundreds of high-end decorative, laminated glass panels and custom engineered stainless steel cladding framing systems.

**43/44. Horizon Glass**

PREVIOUS RANK: N/A  
 SALES: Up 177 percent from 2011 to 2012  
 HEADQUARTERS: Denver  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 60/60  
 WEBSITE: [www.horizonglass.net](http://www.horizonglass.net)





**43/44. Curtis Glass Co.**

PREVIOUS RANK: N/A  
 SALES: Down 15.3 percent from 2011 to 2012  
 HEADQUARTERS: Troy, Mich.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 38/38  
 WEBSITE: www.curtisglass.com

**\$5 MILLION TO \$10 MILLION**

**45/46. JMD Architectural Products**

PREVIOUS RANK: 45  
 SALES: Up 27.6 percent from 2011 to 2012  
 HEADQUARTERS: Tipp City, Ohio  
 U.S. LOCATIONS: 2  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 38/47  
 WEBSITE: www.jmdinc.com

**45/46. Key Glass LLC**

PREVIOUS RANK: 48  
 SALES: Up 64.4 percent from 2011 to 2012  
 HEADQUARTERS: Bradenton, Fla.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 45/47  
 WEBSITE: www.keyglass.com

**47. AHC Glass**

PREVIOUS RANK: 44  
 SALES: Up 13.3 percent from 2011 to 2012  
 HEADQUARTERS: Hayward, Calif.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 55/75  
 WEBSITE: www.ahcglassinc.com



**48. D-M Products Inc.**

PREVIOUS RANK: 39  
 SALES: Down 45.5 percent  
 HEADQUARTERS: Bethel Park, Pa.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 25/25  
 WEBSITE: www.dmproductsinc.com

**49/50. Austin Glass and Mirror Inc.**

PREVIOUS RANK: N/A  
 SALES: Up 12.5 percent from 2011 to 2012  
 HEADQUARTERS: Austin, Texas  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 64/64  
 WEBSITE: www.austinglass.com

**49/50. Aragon Construction Inc.**

PREVIOUS RANK: N/A  
 HEADQUARTERS: Montclair, Calif.  
 U.S. LOCATIONS: 1  
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 18/98  
 WEBSITE: www.aragonconstruction.com



43/44. A recent notable project for Curtis Glass Co. was the Martin Luther King Jr. Senior High School in Detroit. Read a complete feature about the project on Page 18 of the May 2013 issue.

45/46. Key Glass LLC installed an impact-resistant curtain wall with integrated sunshades on the Manatee Technical Institute in Bradenton, Fla. The project features insulating, laminated, impact-resistant glass.

48. D-M Products Inc. served as glazing contractor for the UPMC East hospital project in Pittsburgh.

49/50. (Top) Austin Glass and Mirror installed a laminated glass floor and railing at the Formula 1 racetrack in Austin.

49/50. (Bottom) Aragon Construction installed 4,000 square feet of exterior glazing, 12,000 square feet of aluminum composite panels, and 2,000 square feet of architectural louvers at the Los Angeles County High School for the Arts.