

# Cream of the Crop

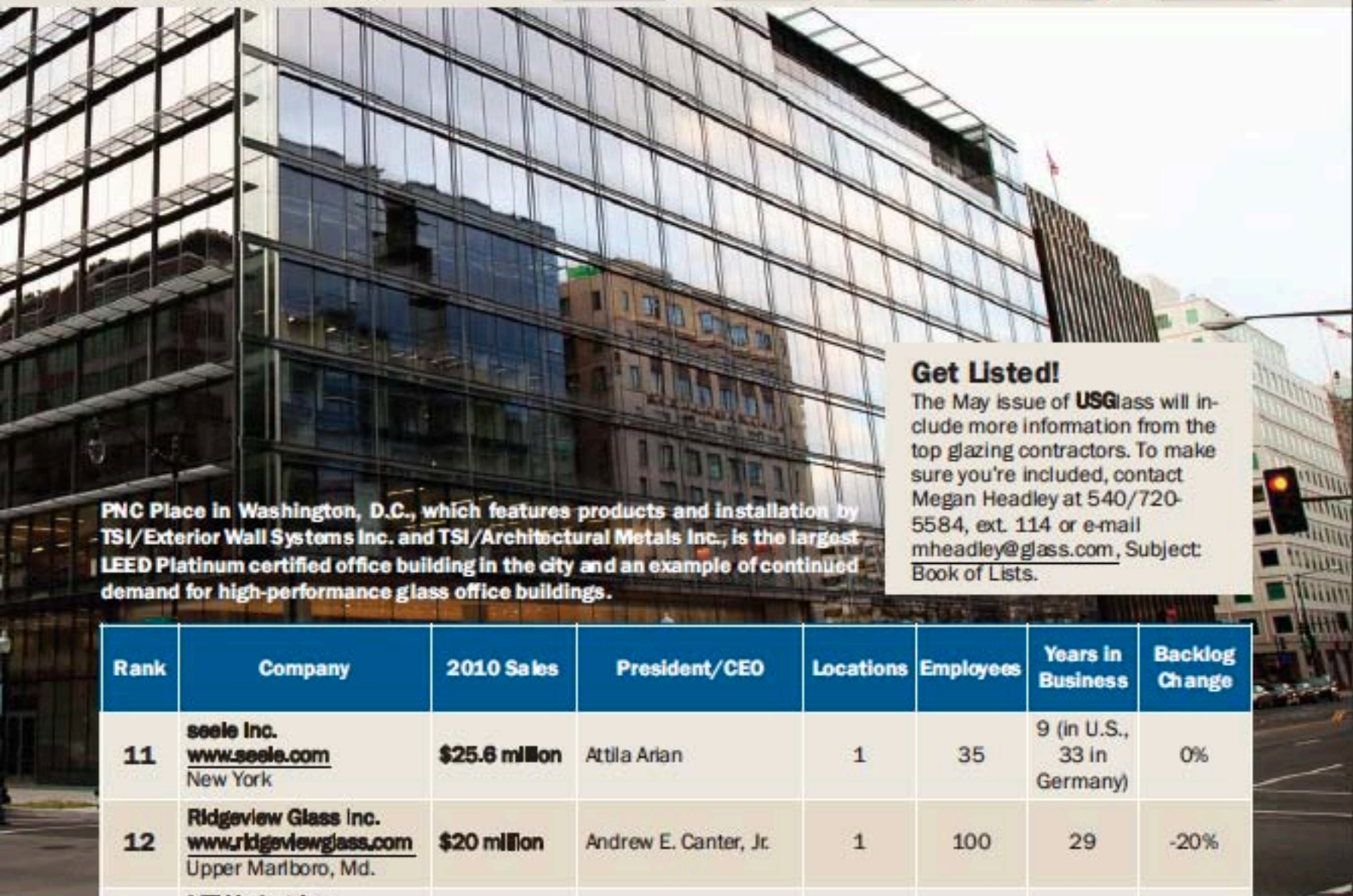
## Top Glazing Contractors in 2011 Share Their Hopes, Concerns

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



**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](mailto:mheadley@glass.com). Subject: Book of Lists.

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

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**What Are the Top Glazing Contractors Optimistic About for 2011?**

<b>Tranor Glass Co.</b>	With a very strong customer base, we started 2011 with a healthy backlog from 2010 and we have a solid team in place to effectively manage that backlog and seek new sales. Our expansion into markets such as solar and stone façades are showing good results.
<b>Enclos Corp.</b>	Increase in projects on the market in 2011
<b>Walters &amp; Wolf</b>	Increased activity in private sector work
<b>W&amp;W Glass</b>	Financial lending will finally loosen up
<b>ASI Limited</b>	That companies/competitors gain backlog and we see industry margins start to climb back to pre-2008 numbers
<b>TSI Exterior Wall Systems Inc.</b>	Return of private market, e.g. office buildings, hotels, etc.
<b>SPS Corp.</b>	We are optimistic as we have an adequate backlog of jobs to carry us through the first six months of 2011. We are hopeful that in the second half of the year the economy will strengthen in our area. We are optimistic about the return of private sector jobs vs. public.
<b>CBO Glass</b>	Buyers of glass and glazing are recognizing the importance of envelope performance and are concentrating on glass contractors for their experience and quality work.
<b>seele Inc.</b>	Government funds for public projects
<b>MTH Industries</b>	Overall economic growth
<b>Cherry Hill Glass Co. Inc.</b>	There is more work to price
<b>Metropolitan Glass Inc.</b>	Increased opportunities
<b>Window Consultants Inc.</b>	We are optimistic about increased government and private spending.
<b>Hilboldt Curtainwall Inc.</b>	Our backlog for 2011 is greater than 2010, and we anticipate a continued increase in overall sales.
<b>Sound Glass Sales Inc.</b>	The number of projects out to bid (significantly improved from '10), as well as increasing consumer confidence.



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