

INSIDE: GANA's BEC Conference Heads Back to Las Vegas

US Glass METAL & GLAZING

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The Nation's Top Contract Glaziers

Also Inside:

- Glass Usage Report
- New Business in Education
- Software—the Move to Robotics



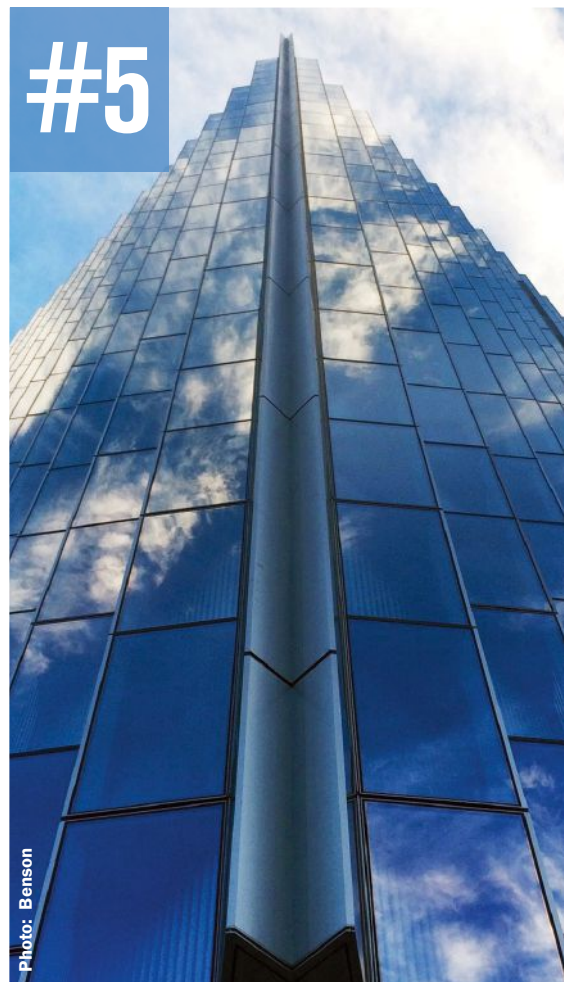
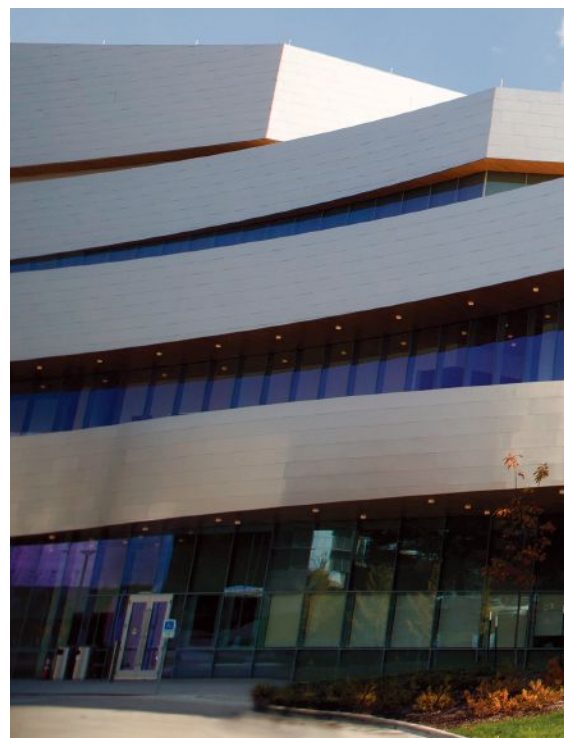
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LARGEST CIRCULATION OF ANY GLASS MAGAZINE

50

THE BIG

USGlass
Magazine's
2017 Ranking of
the Nation's Top
Contract Glaziers



Benson Industries has been involved with many major curtainwall glazing projects, such as the SOM-designed Los Angeles Federal Courthouse in Los Angeles.

When it comes to the year ahead, the contract glazing industry is excited—and for a lot of good reasons: solid backlogs and bidding activities, as well as positive economic and construction activities (*see box on page 36 for more*). At the same time, there's still plenty to worry about. And the biggest problem? Finding skilled labor. That's been an increasing concern, and contract glaziers mention it when asked about their worries for 2017 (*see page 37*).

Whether worried or optimistic, many contract glaziers are looking back on 2016 with good feelings. According to this year's listing of the nation's top 50 contract glaziers, many companies reported not only increased sales, but also backlog compared to the year before.

As you read through this year's list, you may notice there wasn't a lot of movement among the ranks when compared to last year's list. Many companies stayed within a few places compared to their position in 2016. One impressive jump, though, was Denver-based Metropolitan Glass, which moved from No. 40 in 2016 to No. 26 this year. The company's sales increased from \$16.3 million to \$27.5 million; backlog is also up 68 percent. Also seeing a big sales increase was Karas & Karas. The company stayed in the No. 9 spot, but saw sales grow from \$69 million to \$89 million and a 20-percent increase in backlog.

The information included in this section is derived from a number of sources, including submissions from the companies themselves, industry interviews, as well as our own estimates. Annual sales listed include volume for both commercial and residential work only. The backlog change refers to the increases or decreases in reserved projects. Change in backlog is included only when provided by the company. Companies are ranked based on their 2016 annual sales (in some cases projected); in the case of a tie, we used the reported backlog to determine those rankings.

*When not available, annual commercial sales were estimated.**



Photo: AWS

#6



Photo: W&W

The Riverside Center Building 2 located at 21 West End Ave. in New York was designed by SLCE Architects and features a unitized curtainwall façade installed by W&W Glass.

AWS was the prime contractor for the exterior envelope package of the new University of Iowa Hancher Auditorium Replacement Facility in Iowa City, Iowa. Designed by Pelli Clarke Pelli Architects along with OPN Architects, AWS was responsible for the exterior envelope including metal framing and sheathing, permeable and non-permeable air barrier, mineral wool insulation, custom 2-mm-thick stainless steel panels, custom two-sided structurally glazed curtainwall and custom skylight systems.

1. Permasteelisa North America Corp.

Windsor, Conn.

www.permasteelisagroup.com

President: Alberto De Gobbi

Years in business: 26

Number of employees: 1,000+

2015 annual sales: \$581.6 million*

*This number is estimated based on Permasteelisa Group's 2015 Annual Report, converting from euros to dollars, at the exchange rate of day.

2. Enclos

Eagan, Minn.

www.enclos.com

President: Bruce Bornhurst

Years in business: 72

Number of employees: 793

Locations: 15

Commercial: 100%

2016 annual sales: \$480 million

3. Walters & Wolf

Fremont, Calif.

www.waltersandwolf.com

President/CEO: Randy Wolf

Years in business: 39

Number of Employees: 789

Locations: 6

Commercial: 100%

2016 annual sales*: \$269 million

*Estimated based on 2015 annual sales

4. Harmon Inc.

Bloomington, Minn.

www.harmoninc.com

President/CEO: Brad Austin

Years in business: 61

Number of employees: 600

Locations: 16

Commercial: 100%

2016 annual sales: \$265 million

Backlog change: Decreased

5. Benson Industries Inc.

Portland, Ore.

www.bensonglobal.com

President/CEO: Lance Howard

Years in business: 90

Number of employees: 525

Locations: 10

Commercial: 100%

2016 annual sales: \$260 million

Backlog change: Decreased by 20%

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THE BIG 5-0

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#27

6. W&W Glass LLC

Nanuet, N.Y.

www.wwglass.com

President/CEO: Mike, Jeff, Howard and Scott Haber

Years in business: 39

Number of employees: 225

Locations: 1

Commercial: 100%

2016 annual sales: \$180 million

Backlog change: Increased by 10%

7. Binswanger Glass

Memphis, Tenn.

www.binswangerglass.com

President/CEO: Tim Curran

Years in business: 145

Number of employees: 970

Locations: 66

Commercial: 72%

Residential: 15%

2016 annual sales: \$136.7 million

Backlog change: Increased by 20%

8. Architectural Glass & Aluminum

Livermore, Calif.

www.aga-ca.com

President/CEO: John Buckley

Years in business: 46

Number of employees: 320



Metropolitan Glass worked on the re-skinning of this office building in Boulder, Colo. The project won the Associated General Contractors of Colorado ACE awards, Bronze Award of Merit for Best Building Project under \$2 million for specialty contractors.

Locations: 3

Commercial: 60%

Residential: 40%

2016 annual sales: \$125 million

Backlog change: Increased by 5%

9. Karas & Karas

South Boston, Mass.

www.karasglass.com

President/CEO: Joe Karas

Years in business: 92

Number of employees: 130

Locations: 1

Commercial: 100%

2016 annual sales: \$89 million

Backlog change:

Increased by 20%

10. Alliance Glazing Technologies

Romeoville, Ill.

www.allianceglazing.com

President/CEO: Brian Filipiak

Years in business: 26

Number of employees: 275

Locations: 3

Commercial: 100%

2016 annual sales: \$82.6 million

Backlog change: Increased by 20%

11. Massey's Plate Glass & Aluminum Inc.

Branford, Conn.

www.masseyglass.com

President/CEO: Robert J. Massey Jr.

Years in business: 44

Number of employees: 200+

Locations: 3

Commercial: 100%

2016 annual sales: \$65 million

Backlog change: Increased by 10%

12. Pioneer Cladding and Glazing Systems

Mason, Ohio

www.pioneerglazing.com

President/CEO: Tom Heinold

Years in business: 16

Number of employees: 274

Locations: 5

Commercial: 80%

Residential: 20%

2016 annual sales: \$66 million

Backlog change: Decreased by 10%

13. Kovach Building Enclosures

Chandler, Ariz.

www.kovach.net

President/CEO: Scott Bourdo

Years in business: 48

Number of employees: 300

Locations: 4

Commercial: 100%

2016 annual sales: \$53 million

Backlog change: Increased by 62%

14. W. L. Hall Co.

Hopkins, Minn.

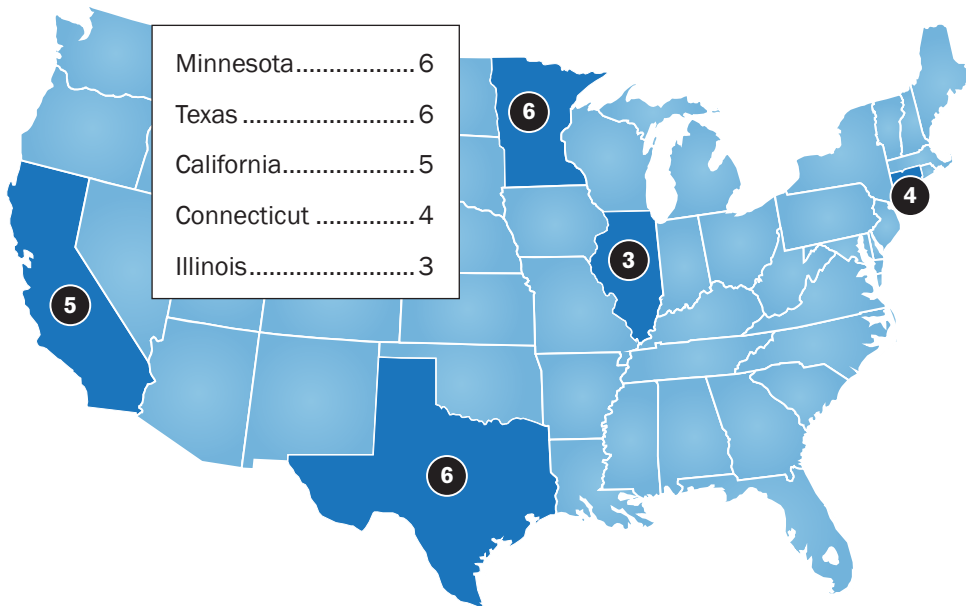
www.wlhall.com

President/CEO: Craig Hall

Years in business: 69

Number of employees: 140

States with the Highest Concentration of Top Contract Glaziers



Locations: 2
Commercial: 100%
2016 annual sales: \$53 million
Backlog change: Increased by 12%

15. Haley-Greer

Dallas, Texas
www.haleygreer.com
President/CEO: Letitia Haley Barker
Years in business: 38
Number of employees: 140
Locations: 2
Commercial: 100%
2016 annual sales: \$50 million

16. Admiral Glass Co.

Houston, Texas
www.admiralglass.net
President/CEO: Les Craft
Years in business: 32
Number of employees: 350
Locations: 3
Commercial: 95%
Residential: 3% (2% auto)
2016 annual sales: \$46.5 million
Backlog change:
Decreased by 25%

17. TSI Corporations

Upper Marlboro, Md.
www.tsicorporations.com
President/CEO: Victor Cornellier
Years in business: 39
Number of employees: 200
Locations: 1
Commercial: 60%
Residential: 40%
2016 annual sales: \$46.1 million
Backlog change:
Increased by 58%

18. Giroux Glass Inc.

Los Angeles, Calif.
www.girouxglass.com
President/CEO: Nataline Lomedico
Years in business: 70
Number of employees: 201
Locations: 4
Commercial: 74.4%;
Residential: 25.6%
2016 annual sales: \$43.7 million
Backlog change:
Increased by 41%

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Photo: Patrick Flood Photography LLC

The Grande Cheese headquarters in Fond du Lac, Wis., features an extensive glass and glazing façade installed by H.J. Martin.



Photo: Cherry Hill Glass

The Hartford Hospital Bone & Joint Institute in Hartford, Conn., sports a multi-story glass stairwell, as well as curtainwall, strip windows and more installed by Cherry Hill Glass.

The Glass Half Full...

Here's why contract glaziers are optimistic:

We continue to see strong bidding activity for good, solid projects in most of our markets. — Harmon Inc.
Our 2017 backlog, although lower than this time last year, is still historically large. Growth appears to be slow but steady and the number of project award opportunities is robust. — Benson Industries
A new administration committed to improving the atmosphere for business to operate with less government intervention and lower taxes. — W&W
We are optimistic about the opportunities for safely driving profitable growth and the Binswanger Glass team. — Binswanger
Construction spending will remain strong. Election results will create optimism and strong construction spending. — Alliance Glazing Technologies
Residential, educational and medical. — Pioneer Cladding & Glazing Systems
Strong local economy and your highly educated work force. — W.L. Hall
We are optimistic that the trend in increased construction starts will continue, and bring larger projects to the market. We are also optimistic that the national market will drive continued growth in our expansion markets. — Kovach
That elections are over and the oil and gas price will go up. — Admiral Glass Co.
Starting multiple Class A office projects in and around Washington, D.C. — TSI
We are optimistic about continued growth in the construction industry. — Giroux Glass
We continue to see strong bidding opportunities in our core markets for work in 2017 and the first quarter 2018. — Ajay Glass
That the election is over and positive market signs. — Cherry Hill Glass
Owners are starting to realize the benefits of utilizing a single source for the exterior envelope. — Architectural Wall Systems
We have invested heavily to hire new talent, increase capacity, improve systems and implement processes. We have a very strong team and attractive growth opportunities that we have yet to capitalize on. — Dynamic Glass
We have a strong backlog running into mid-2018 and project outlook is good thru mid-2019. — C/S Erectors
An increase in economic and overall employment growth. — Metropolitan Glass
It should be a good year with great projects. — LCG Facades
We are optimistic about the prospects of tax reform, which will create more investment potential for us in manpower and equipment. We are also hoping for a streamlining of the tax filing system which will reduce our accounting and tax filing costs. — Specified Systems
We are encouraged by the improvement of the overall construction market in the Southeast. We are also excited about the prospects of an improved bottom line as new technologies and equipment come online. — SPS
That upcoming work has higher margins than previous years. — TEPCO
Positive outlook in the commercial construction market with sizable projects. — Egan
Being able to get our name established and getting more work in-house. — High Rise Glazing
The continued development of private multi-story and mixed-use projects. Selecting the best developers and general contractors to partner with [and our] expansion into markets outside of the Midwest. — Ford Metro
Overall economic conditions with new leadership in Washington and a reduction in government efforts to penalize business. — Dothan
Backlog and ... increasing profit margins. — Curtis Glass
Repeal of the Affordable Care Act. — Midland Glass
Completion of the largest project in our history--replacement of nearly 7,000 historic windows in occupied apartments. — Graboyes
We have a large signed backlog exceeding \$25 million. — Sunset Glazing

THE BIG 5-0

continued from page 35

19. Ajay Glass Co.

Canandaigua, N.Y.

www.ajayglass.com

President/CEO:

Steve Stathopoulos, president/
Demetrios Stathopoulos, CEO

Years in business: 58

Number of employees: 180

Locations: 2

Commercial: 100%

2016 annual sales: \$42.2 million

Backlog change: Increased by 50%

20. Glass Solutions Inc.

Elmhurst, Ill.

www.gsichicago.com

President/CEO: Andy Hill

Years in business: 18

Locations: 1

Commercial work: 100%

2016 annual sales: \$38 million

21. Cherry Hill Glass Co. Inc.

Branford, Conn.

www.cherryhillglass.com

President/CEO: Kevin O'Neill

Years in business: 25

Number of employees: 130

Locations: 1

Commercial: 95%

Residential: 5%

2016 annual sales: \$34 million

Backlog change: Increased by 5%

22. Josloff Industries LLC

Newark, N.J.

www.josloffglass.com

President/CEO: Alberta Josloff

Years in business: 114

Number of employees: 62

Locations: 1

Commercial: 100%

2016 annual sales: \$32.5 million

(estimated)

23. Crawford-Tracey Corp.

Deerfield Beach, Fla.

www.crawfordtracey.com

President/CEO: Raymond Crawford

Years in business: 60

Number of employees: 100

Locations: 2

Commercial: 95%

Residential: 5%

2016 annual sales: \$31.4 million

Backlog change: Increased by 3%

...The Glass Half Empty

And here's why they are worried in 2017:

24. Architectural Wall Systems LLC

Clive, Iowa

www.archwall.com

President/CEO: Robert (Bob) Marsh

Years in business: 26

Number of employees: 76

Locations: 2

Commercial: 100%

2016 annual sales: \$30 million

Backlog change: Increased by 15%

25. SPS Corp.

Apex, N.C.

www.spscorporation.com

President/CEO: Michael J. Russo

Years in business: 36

Number of employees: 82

Locations: 2

Commercial: 100%

2016 annual sales: \$30 million

Backlog change: Decreased by 5%

26. Dynamic Glass LLC

Houston, Texas

www.dynamicglass.com

President/CEO: Rick Cieslewicz

Years in business: 26

Number of employees: 130

Locations: 2

Commercial: 100%

2016 annual sales: \$29 million

27. Metropolitan Glass Inc.

Denver, Colo.

www.metroglass.com

President/CEO: Sean Moore

Years in business: 52

Number of employees: 85

Locations: 1

Commercial: 95%

Residential: 5%

2016 annual sales: \$27.5 million

Backlog change: Increased by 68%

28. C/S Erectors Inc.

San Ramon, Calif.

www.cserectors.com

President/CEO: Mike Carvin

Years in business: 30

Number of employees: 78

Locations: 1

Commercial: 100%

2016 annual sales: \$25 million

Backlog change: Increased by 50%

continued on page 38

We are concerned about eroding bid margins as a result of flatter growth projections for building beyond 2017. —Harmon Inc.
Any sudden changes in the economy that would adversely affect construction investment and starts. —Benson Industries
Foreign companies dumping materials here due to a devaluation of their currency. —W&W
Office buildings; finding good employees. —Pioneer Cladding & Glazing Systems
Political gridlock and an aging commercial construction workforce. —W.L. Hall
In 2016, there were multiple projects that were delayed due to a variety of unforeseen factors related to budgets and a lack of skilled labor, which delayed our scope of work significantly. There is some concern that this will continue to be a problem. —Kovach
That the growth will not be as quick as predicted. —Admiral Glass Co.
What the possible overbuilding in multi-family may do to construction finance lending, as well as the effects it may have on other construction market segments. —TSI
We are concerned about recruiting top-notch employees who are a fit for us. —Giroux Glass
Labor demand is outpacing availability currently and appears as though it may continue in certain markets. —Ajay Glass
Material suppliers being over committed and lead times extending. —Cherry Hill Glass
Recruiting young people into the trades. —Architectural Wall Systems
The market in Houston remains challenging. Sustained low oil prices have reduced the number of projects which means competition is up and margins are down. —Dynamic Glass
Field work force glaziers. —C/S Erectors
Oversaturation of the multi-family and office markets. —Metro Glass
Flat growth. —LCG Facades
Increased material costs due to increased demand combined with market prices being subverted by companies that either knowingly or unknowingly bid too low. —Specified Systems
Shortage of skilled labor. —Crawford Tracey
We are very concerned about the lack of experienced personnel in the industry, both in the field and the office. Out of town competition continues to be a worry as protecting the "home" market becomes paramount. —SPS
Potential skilled labor shortage. —TEPCO
Lack of resources (i.e. project managers, field leaders, and qualified field personnel) to support strong market. —Egan
Potential labor shortages for all aspects of the business. —High Rise Glazing
The further recruitment of talented labor. —Ford Metro
Availability of employees with a good work ethic. We seem to have become a society [of people] that does not believe it has to work to succeed. —Dothan Glass
Labor shortage. —Curtis Glass
Shortage of trained workers. —Midland
Suppliers' ability to meet production/delivery schedules. —Graboyes
Feeling pretty good about the upcoming year, don't have to weigh heavily on sales. —Sunset Glazing

THE BIG 5-0

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29. R & R Window Contractors Inc.

Easthampton, Mass.

www.rrwindow.com

President/CEO: Roger A. Fuller

Years in business: 39

Number of employees: 87

Locations: 1

Commercial: 99%

Residential: 1%

2016 annual sales: \$25 million

Backlog change:

Increased by 25%

30. National Enclosure Co. LLC

Ypsilanti, Mich.

www.nationalenclosure.com

President: David Sauld

Years in business: 59

Number of employees: 100

Locations: 2

Commercial: 100%

2016 annual sales: \$24.8 million

Backlog change:

Increased by 23.8%

31. LCG Facades

Salt Lake City, Utah

www.lcgfacades.com

President/CEO: Kris Standiford

Years in business: 9

Number of employees: 125

Locations: 1

Commercial: 100%

2016 annual sales: \$23 million

Backlog change:

Decreased by 5%

32. H.J. Martin & Son Inc.

Green Bay, Wis.

www.hjmartin.com

President/CEO: Edward N. Martin

Years in business: 86

Number of employees: 600

Locations: 2

Commercial: 100%

2016 annual sales: \$22.9 million

(glass and glazing division only)

Backlog change: Increased by 21%

33. TEPSCO Contract Glazing Inc.

Dallas, Texas

www.tepcoglass.com

President/CEO: William C. Keen

Years in business: 35

Number of employees: 110

Locations: 3

Commercial: 100%

2016 annual sales: \$22 million

Backlog change:

Increased by 2%

34. Egan Company/InterClad

Champlin, Minn.

www.eganco.com

President/CEO: Jim Malecha

Years in business: 18

Number of employees: 44

Locations: 1

Commercial: 100%

2016 annual sales: \$21 million

Backlog change:

Increased by 100%

35. Alexander Metals Inc.

Nashville, Tenn.

www.alexandermetalsinc.com

President/CEO: Alec Estes

Years in business: 25

Number of employees: 85

Locations: 1

Commercial: 100%

2016 annual sales: \$20 million

Backlog change:

Increased by 50%

36. High Rise Glazing Specialists

Seattle, Wash.

www.highriseglazingspecialists.com

President/CEO: Jeremy Vargas

Years in business: 8

Number of employees: 75

Locations: 4

Commercial: 100%

2016 annual sales: \$20 million

Backlog change:

Increased by 20%

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The Dupont Hilton Residential Tower in Washington, D.C., is one project example by Pioneer Cladding & Glazing Systems.



The exterior of 170 Tracer Lane in Waltham, Mass. by Galaxy Glass & Aluminum, includes curtainwall with LED lit deep covers, ribbon windows, insulated metal panel cladding, composite metal panel cladding and roof screens.

THE BIG 5-0

continued from page 38

Top 5 Companies by Number of Employees

Permasteelisa.....	1000+
Binswanger Glass.....	970
Walters & Wolf.....	789
Enclos.....	700
Harmon.....	600

Top 5 Companies by Locations

Permasteelisa.....	50+
Binswanger Glass.....	66
Harmon.....	16
Enclos.....	15
Benson.....	10

37. Koch Corp., a Strong Tower Company

Louisville, Ky.

www.kochcorporation.com

President/CEO: Benjamin Feinn

Years in Business: 80

Number of employees: 64

Locations: 2

Commercial: 100%

2016 annual sales: \$19.7 million

Backlog change:

Increased by 130%

38. Ford Metro Inc.

Rochester, Minn.

www.fordmetro.com

President/CEO: Kevin Swanson

Years in business: 31

Number of employees: 62

Locations: 1

Commercial: 97%

Residential: 3%

2016 annual sales: \$17.8 million

Backlog change: Increased by 7%

39. Advanced Performance Glass Inc.

South Windsor, Conn.

www.advancedperformanceglass.com

President/CEO: Tom Rooke (president), Gary Rooke (vice president)

Years in business: 29

Number of employees: 45

Locations: 1

Commercial: 100%

2016 annual sales: \$16 million

Backlog change: Increased by 25%

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#45



Photo: Palm Beach Glass Specialties

Palm Beach Glass Specialties partnered with Glidden-Spina Architects, Hedrick Brothers Construction and Schumacher Volvo of the Palm Beaches to design and facilitate Volvo's first impact glass showroom.

#47



Photo: Midland Glass

Midland Glass Co. has been the contract glazier on a range of project types, including the Eagle Brook Church in Woodbury, Minn.

#31



Photo: Edward Alexander Photography

LCG Facades worked in a design-assist fashion to secure the Jon Huntsman School of Business in Logan, Utah at Utah State University. Designed by GSBS Architects and built by Spindler Construction, the project features 36,500 square feet of custom curtainwall, 42,000 square feet of ACM panels and plate column covers, among various other interior glazing details.

THE BIG 5-0

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40. Dothan Glass Co Inc.

Dothan, Ala.

www.dothanglass.com

President/CEO: Earl G Pitman, Jr.

Years in business: 85

Number of employees: 130

Locations: 5

Commercial: 68%

Residential: 23%

2016 annual sales: \$15.3 million

Backlog change: Increased by 5%

41. Sunset Glazing

La Mesa, Calif.

www.sunsetglazing.com

President/CEO: Don Witte

Years in business: 37

Number of employees: 25-35

Locations: 1

Commercial: 100%

2016 annual sales: \$15.3 million

Backlog change: Decreased by 1%

42. Curtis Glass Co.

Troy, Mich.

www.curtisglass.com

President/CEO: Robert D Luscombe

Number of employees: 42

Locations: 1

Years in business: 31

Commercial: 100%

2016 annual sales: \$15 million

Backlog change: Increased by 10%

43. Galaxy Glass & Aluminum Inc.

Manchester, N.H.

www.galaxyglass.biz

President/co-owner: Dan Simpson

(co-owner/president); Mark Brown
(co-owner/vice president)

Years in business: 27

Number of employees: 60

Locations: 2

Commercial work: 100%

2016 annual sales: \$15 million

Backlog change: Increased by 7.5%

44. Ace Glass

Little Rock, Ark.

www.aceglass.net

President/CEO: Courtney Little

Years in business: 31

Number of employees: 110

Locations: 2

Commercial: 90%

Residential: 10%

2016 annual sales: \$15 million

Backlog change: Decreased by 50%

Annual Sales Over the Years (*estimated)

Company	2016	2015	2014	2013
Admiral Glass	\$46.5 million	\$62 million	\$60.5 million	\$46 million
Architectural Glass & Aluminum	\$125 million	\$108 million	\$108 million	\$82 million
Enclos	\$480 million	\$299.5 million*	\$271.5 million	\$173.4 million
Harmon	\$265 million	\$240 million	\$220 million	\$197 million
Karas & Karas	\$89 million	\$69 million	\$70.1 million	\$52.6 million
Massey's Plate Glass	\$65 million	\$60 million	\$57 million	\$52 million
W&W	\$180 million	\$130 million	\$110 million	\$100 million
Walters & Wolf	\$269 million*	\$269 million	\$212.5 million	\$178.9 million

Contract glaziers have seen ups and downs in sales over the past few years. This chart looks at how some companies that have historically ranked high on our list have changed.

45. Palm Beach Glass Specialties Inc.

West Palm Beach, Fla.

www.pbglass.com

President/CEO: Jodie Kenney

Years in business: 29

Number of employees: 40

Locations: 2

Commercial: 60%

Residential: 40%

2016 annual sales: \$14 million

Backlog change: Increased by 36%

46. Specified Systems Inc.

Canonsburg, Pa.

www.specifiedsystems.com

President/CEO: Bill Wilson

Years in business: 25

Number of employees: 31

Locations: 2

Commercial: 98%

Residential: 2%

2016 annual sales: \$13.9 million

Backlog change: Decreased by 15%

47. Midland Glass Co.

Hopkins, Minn.

www.midlandglass.com

President/CEO: Alex Ugorets

Years in business: 29

Number of employees: 49

Locations: 1

Commercial: 98%

Residential: 2%

2016 annual sales: \$13.3 million

Backlog change: Increased by 25%

48. Graboyes Commercial Window Co.

Philadelphia, Pa.

www.graboyes.com

President/CEO: John Scott

Years in business: 32

Number of employees: 55

Locations: 1

Commercial: 100%

2016 annual sales: \$13 million

Backlog change: Increased by 35%

49. TIE Bacon & Van Buskirk

Champaign, Ill.

www.bvbglass.com

President/CEO: Rod Van Buskirk

Years in business: 79

Number of employees: 49

Locations: 2

Commercial: 60%

Residential: 10%

2016 annual sales: \$12 million

Backlog change: Increased by 10%

49. TIE Spring Glass and Mirror Ltd.

Spring, Texas

www.springglass.net

President/CEO: Dorothy Bardwell

Years in Business: 35

Number of Employees: 47

Locations: 1

Commercial: 100%

2016 Annual Sales: \$12 million

Backlog change: Increased by 10%

50. Vision Enclosure Walls Inc.

Dallas, Texas

www.vewus.com

President/CEO: Mark Hogan

Years in Business: 11

Number of Employees: 55

Locations: 1

Commercial: 78%

Residential: 22%

2016 Annual Sales: \$12 million

Backlog change: Decreased by 48% ■