

## New Giroux Glass CEO Aims to Carry on Ambitions of Predecessor

Posted on [January 8, 2015](#) by [Nick St. Denis](#)

Fourteen years ago, it was Anne-Merelie Murrell’s “enthusiasm and integrity” that drew Nataline Lomedico to the Giroux Glass company. A decade and a half later, Lomedico says the manner in which that enthusiasm and integrity is reflected in the company itself is what has kept her there.



Nataline Lomedico (left) and Anne-Merelie Murrell (right).

Effective the first of this month, Murrell has stepped down as chief executive officer of Giroux Glass after 24 years in that role. That move opens the door for Lomedico, who has been with the company for 14 years and most recently served as its chief financial officer, to take the reins as CEO.

Murrell is now focusing on her role as chairperson of the board, which will continue to keep her plenty busy.

“I’m completely honored that Anne-Merelie has the confidence to allow me to take on this role,” Lomedico told USGNN.com™.

Murrell says the company did an “intensive search,” both outside and inside of the company, regarding how the CEO change would be handled.

She says the search spanned approximately two years, though as time went on, it became evident that she didn’t have to look too far.

“Through this search, we realized that the strongest people for the job were within our own company—and the *person* was Nataline,” says Murrell. “She’s guided us through many financial decisions, and because of her vitality, dedication, vision and strength, she has the admiration and excitement from our peers. ... I felt we really should look into every avenue, and we did, so I feel very comfortable having Nataline as our leader.”

Lomedico says her vision for the structure of the company can be summed in one word: “Accountability.”

“Our structure is about being a leader as an individual and accountability,” she says. “We don’t have an organizational chart—we have an accountability chart. The importance isn’t the title, but rather what each and every partner is responsible for. It’s not a ‘reporting to’ structure, it’s a ‘reporting through’ structure.”

When Murrell purchased the company in 1991, Giroux Glass made \$800,000 in sales and had 10 employees. It was primarily an on-call service business. Shortly after the purchase, Giroux added to its repertoire specialty work in commercial contracts and high-end design, as well as high-end residential properties.

Since then, the company has grown to become one of the country’s largest glazing and curtainwall firms, and had its highest sales year of \$75 million in 2009. Murrell envisions the company blowing past that number in the next decade.

“We have new visions and new energy, and [Lomedico] is going to take this company to well over \$100 million within 10 years,” says Murrell. “It’s very exciting for me.”

There's certainly no shortage of work of late for Giroux, which is currently working on a \$10-million project at Los Angeles International Airport. It also has the ongoing \$4.2-million renovation of The Quad in Las Vegas, Nev., a \$3.5-million courthouse job in Madera, Calif and a \$1.4-million hospital project in Tehachapi, Calif., among other large non-residential jobs.

On the private residential front, Giroux is on a \$4-million job for a 42,000-square-foot home in Malibu, as well as a couple other \$1.5-million-plus projects in high-end California neighborhoods.

"I'm very excited," says Murrell, "very excited about the future."

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