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TOP 50 GLAZIERS

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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.

the BIG PICTURE

Nine new companies made the Top 50 Glaziers list this year

No. 6 GAMMA, DIVISION OF FAR EAST GLOBAL GROUP LTD. Markham, Ontario, www.gammainternational.org

No. 16 KOVACH BUILDING ENCLOSURES Chandler, Ariz., www.kovach.net

No. 35/36 JOSLOFF INDUSTRIES LLC Newark, N.J., www.josloffglass.com

No. 39 A.F.I. GLASS & ARCHITECTURAL METAL INC. Poughkeepsie, N.Y., www.afiglass.com

No. 40 AMG ARCHITECTURAL GLASS AND GLAZING Maplewood, Minn., www.amgagg.com

No. 43/44 HORIZON GLASS Denver, www.horizonglass.net

No. 43/44 CURTIS GLASS CO. Troy, Mich., www.curtisglass.com

No. 49/50 AUSTIN GLASS AND MIRROR INC. Austin, Texas, www.austinglass.com

No. 49/50 ARAGON CONSTRUCTION INC. Montclair, Calif., www.aragonconstruction.com

Two companies reported opening or closing locations in 2012

No. 1 HARMON INC. Bloomington, Minn., www.harmoninc.com, opened three locations, all in Texas: Dallas, Austin, Houston.

No. 2 ENCLOS CORP. Eagan, Minn., 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.

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

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

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

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

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

\$40 MILLION TO \$50 MILLION

13. Karas & Karas Glass Co.

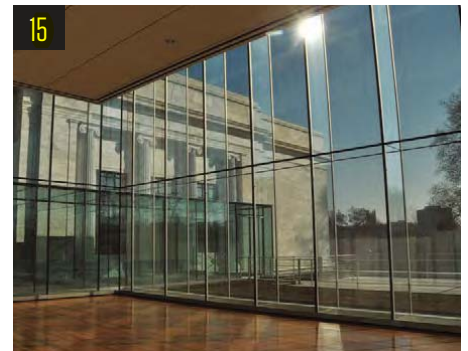
PREVIOUS RANK: 21
SALES: Up 124.2 percent from 2011 to 2012
HEADQUARTERS: Boston
U.S. LOCATIONS: 2
FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 52/96
WEBSITE: www.karasglass.com

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

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



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.spscorporation.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.

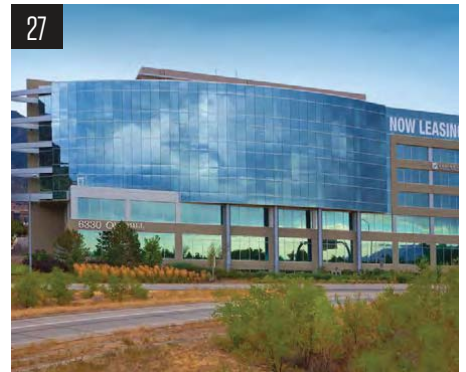
PREVIOUS RANK: 19
 SALES: Down 27.3 percent from 2011 to 2012
 HEADQUARTERS: Louisville, Ky.
 U.S. LOCATIONS: 1
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 22/74
 WEBSITE: www.kochcorporation.com

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

35/36. Walker & Laberge Co.

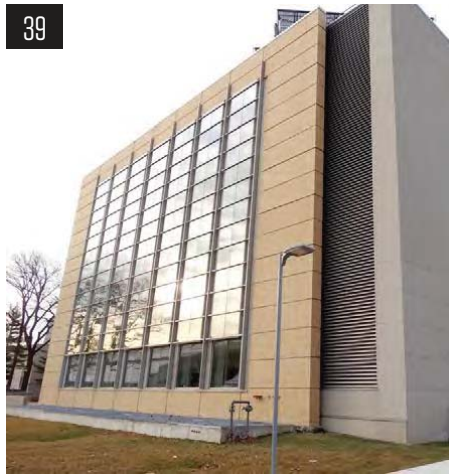
PREVIOUS RANK: 31/32/33
 SALES: Up 5.3 percent from 2011 to 2012
 HEADQUARTERS: Norfolk, Va.
 U.S. LOCATIONS: 3
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 100/100
 WEBSITE: www.walkerlaberge.com

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

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



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

40. AMG Architectural Glass and Glazing

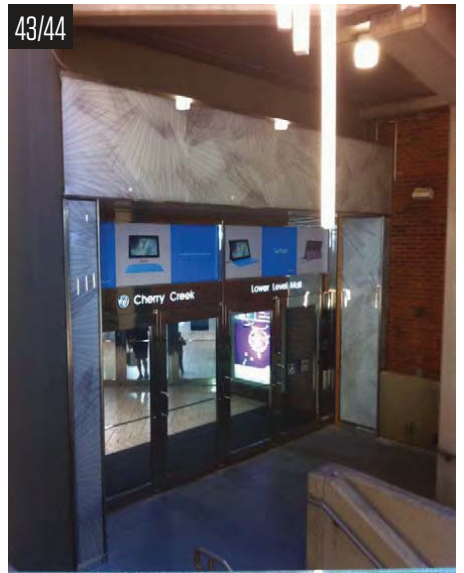
PREVIOUS RANK: N/A
 SALES: Up 50 percent from 2011 to 2012
 HEADQUARTERS: Maplewood, Minn.
 U.S. LOCATIONS: 1
 EMPLOYEES: 53
 WEBSITE: www.amgagg.com

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

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,
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 17.7 percent from 2011 to 2012
 HEADQUARTERS: Denver
 U.S. LOCATIONS: 1
 FULL-TIME EMPLOYEES/TOTAL EMPLOYEES: 60/60
 WEBSITE: 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.