

# Window&Door®

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The Information Source for the Fenestration Industry

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## MEET THE TOP SPECIALISTS

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No manufacturers.  
No big boxes. Just...

# THE TOP SPECIALISTS

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In a crowded home improvement market, consumers are faced with a plethora of choices when it comes to window and door replacement, as are builders seeking products for new construction projects. And while a number of companies—from big box stores to full-service remodelers—offer window and door products and installation services, they aren't "specialists" in the field. In an effort to highlight the unique expertise of dealers and distributors that do primarily focus on the window and door market, *Window & Door* introduces the first national Top Specialists rankings.

This new list—the latest in *Window & Door*'s prestigious "top list" editorial that includes the Top 100 Manufacturers—ranks dealers and distributors specializing in windows, doors, skylights, sunrooms and related products for the new construction, remodeling and replacement markets, based on sales volume. To qualify for these rankings, sales of windows, doors, skylights and related prod-

# STS

ucts, accessories and services must account for more than 50 percent of a company's 2013 estimated total sales. LBM dealers and distributors, home improvement dealers, etc., might have large window and door sales volumes, but they do not qualify for the Top Specialists rankings if sales of window and door products account for less than 50 percent of total annual sales. In addition, companies must be independently owned and operated. Specialty divisions of lumber yards, manufacturers or other businesses do not qualify, unless the entire business qualifies.

Because *Window & Door* already prepares annual rankings of the Top 100 Manufacturers, the Top Specialists does not rank companies that manufacture windows, doors, skylights, etc., even though many manufacturers run retail operations. Companies in the Top Specialists rankings may have shops for window mulling, pre-hanging, cutting trim materials or other such activities.

## THE SCOPE

The Top Specialists list is *Window & Door's* first effort to identify the largest independently owned, specialty window and door companies in the United States, and as such, is by no means comprehensive. The list is based on the submissions of window and door companies across the U.S. that were willing to provide information including annual sales data, number of employees, product lines offered, and customers and markets served. Ninety percent of the companies on the following pages provided exact sales information for this new editorial. For those firms that chose not to participate, but that we still felt belonged on the list, we relied on estimates from industry insiders and other sources, noting that their sales information has not been confirmed.

For additional information on how your company can be included in the Top Specialists rankings, see "We Want You!" on Page 20, and contact Jenni Chase at 703/442-4890 ext. 164, [jchase@glass.org](mailto:jchase@glass.org).

**MORE THAN \$100 MILLION**

**Power Home  
Remodeling Group Inc.**

*Chester, Pa.*

[www.powerhr.com](http://www.powerhr.com)

Years in business: 22

Locations: Nine

Employees: 1,450

Region or state(s) served:

Philadelphia; Baltimore; Washington, D.C.; Northern Virginia; Delaware; Northern New Jersey; New York City; Stratford, Conn.; Marlborough, Mass.; Atlanta; Chicago; Western Wisconsin; Detroit

Customers served: Homeowners

Markets served: Single-family replacement

Window and door product lines/  
services: Windows, patio doors,  
entry doors, screen/storm products,  
exterior trim, installation

Employees: 75

Region or state(s) served: Texas, California, Arizona, New Jersey, New York, Connecticut, Wisconsin, Louisiana

Customers served: Homeowners, builders, remodeling contractors, dealers/retailers

Markets served: Single-family new construction, single-family remodeling, and single-family replacement; multi-family new construction, multi-family remodeling, and multi-family replacement; light commercial; institutional

Window and door product lines/  
services: Windows, patio doors,  
entry doors, interior doors, skylights,  
sunrooms, patio enclosures, screen/  
storm products, interior trim, exterior  
trim, installation

**Universal Windows Direct**

*Oakwood Village, Ohio*

[universalwindowsdirect.com](http://universalwindowsdirect.com)

Years in business: 12

Locations: Two

Employees: 60

Region or state(s) served: Midwest region; Las Vegas; Charlotte, N.C.

Customers served: Homeowners, builders, remodeling contractors, dealers/retailers

Markets served: Single-family new construction, single-family remodeling, single-family replacement; multi-family new construction, multi-family remodeling, multi-family replacement; light commercial; institutional

Window and door product lines/  
services: Windows, patio doors,  
entry doors, interior doors, skylights, sunrooms, patio enclosures, screen/storm products, interior trim, exterior trim, installation

**Window Nation**

*Glen Burnie, Md.*

[www.windownation.com](http://www.windownation.com)

Years in business: Nine

Locations: Six

Employees: 65

Region or state(s) served: Ohio, Pennsylvania, Delaware, Maryland, Virginia, Washington, D.C.

Customers served: Homeowners

Markets served: Single-family replacement

Window and door product lines/  
services: Windows, patio doors,  
entry doors, exterior trim, installation

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

**American Vision Windows\***

*Simi Valley, Calif.*

[www.americanvisionwindows.com](http://www.americanvisionwindows.com)

Years in business: 14

Locations: Four

Customers served: Homeowners

Window and door products lines/  
services: Windows, entry doors,  
patio doors, installation

**All Purpose Windows  
and Doors\***

*Salt Lake City*

[www.allpurposewindows.com](http://www.allpurposewindows.com)

Years in business: 28

Locations: Three

Window and door product lines/  
services: Windows, installation

**Paramount Builders Inc.**

*Virginia Beach, Va.*

[www.paramountbuilders.com](http://www.paramountbuilders.com)

Years in business: 23

Locations: Seven

Employees: 281

**\$50 MILLION TO \$100 MILLION**

**Hansons\***

*Troy, Mich.*

[www.hansons.com](http://www.hansons.com)

Years in business: 25

Locations: 10

Window and door product lines/  
services: Replacement windows

**\$30 MILLION TO \$50 MILLION**

**Grand Openings /  
Dimensional Millwork Inc.**

*Dallas*

[grandopenings.com](http://grandopenings.com), [dmica.com](http://dmica.com),  
[nedmi.com](http://nedmi.com), [dmiaz.com](http://dmiaz.com)

Years in business: 30

Locations: 15

\* INFORMATION NOT CONFIRMED BY COMPANY





The storefront of All-Weather Window, Doors & Siding's Kansas City, Mo., location

Markets served: Single-family new construction, single-family remodeling, single-family replacement; multi-family replacement

Window and door product lines/services: Windows, patio doors

#### **Advanced Window Systems LLC**

*Berlin, Conn.*

[www.advancedwindowssystems.com](http://www.advancedwindowssystems.com)

Years in business: 36

Locations: One

Employees: 21

Region or state(s) served: Connecticut and western Massachusetts

Customers served: Homeowners

Markets served: Single-family remodeling, single-family replacement; multi-family remodeling, multi-family replacement; light commercial

Window and door product lines/services: Windows, patio doors, entry doors

#### **All-Weather Window, Doors & Siding Inc.**

*Mission, Kan.*

[www.allweatherkc.com](http://www.allweatherkc.com)

Years in business: 28

Locations: Two

Employees: 14

Region or state(s) served: Greater Kansas City

Customers served: Homeowners, builders, remodeling contractors

Markets served: Single-family new construction, single-family remodeling, single-family replacement; multi-family new construction, multi-family remodeling, multi-family replacement

Window and door product lines/services:

Windows, patio doors, entry doors, screen/storm products, interior trim, exterior trim, installation

#### **Architectural Window Supply**

*Annapolis, Md.*

[www.archwin.com](http://www.archwin.com)

Years in business: 18

Locations: One

Employees: Five

Region or state(s) served: Maryland, Virginia, Washington, D.C.

Customers served: Homeowners, builders, remodeling contractors

Markets served: Single-family new construction, single-family remodeling, single-family replacement; light commercial; institutional

Window and door product lines/services: Windows, patio doors, entry doors, interior doors, skylights



## SPECIAL REPORT: 2014 TOP SPECIALISTS

### California Energy Consultant Service

Rancho Cordova, Calif.  
[www.calenergyexteriors.com](http://www.calenergyexteriors.com)

Years in business: 33  
Locations: One  
Employees: Ten  
Region or state(s) served: Greater Sacramento area and San Francisco Bay area, Calif.  
Customers served: Homeowners  
Markets served: Single-family replacement; multi-family replacement  
Window and door product lines/services: Windows, patio doors, entry doors, skylights, interior trim, exterior trim

### Clear Choice Windows and More Inc.

Largo, Fla.  
[www.clearchoicewindows.com](http://www.clearchoicewindows.com)

Years in business: Ten  
Locations: One  
Employees: 32  
Region or state(s) served: West coast of Florida  
Customers served: Homeowners, builders, remodeling contractors  
Markets served: Single-family new construction, single-family replacement; multi-family replacement  
Window and door product lines/services: Windows, patio doors, entry doors, screen/storm products, interior trim, exterior trim, installation

### Definis & Sons

Philadelphia  
[www.definis.com](http://www.definis.com)

Years in business: 54  
Locations: One  
Employees: 11  
Region or state(s) served: Delaware Valley  
Customers served: Homeowners

Markets served: Single-family replacement  
Window and door product lines/services: Windows, patio doors, entry doors, sunrooms, patio enclosures, screen/storm products, exterior trim, installation

### Door & Window Plus

South El Monte, Calif.  
[www.doorandwindowplus.com](http://www.doorandwindowplus.com)

Years in business: 14  
Locations: One  
Employees: Nine  
Region or state(s) served: Southern California  
Customers served: Homeowners, remodeling contractors  
Markets served: Single-family new construction, single-family remodeling, single-family replacement  
Window and door product lines/services: Windows, patio doors, entry doors, interior doors, interior trim, installation

### Exclusive Windows & Doors of Austin LLC

Austin, Texas  
[www.exclusivewindowsanddoors.com](http://www.exclusivewindowsanddoors.com)

Years in business: 12+  
Locations: One  
Employees: 12  
Region or state(s) served: Austin and central Texas  
Customers served: Homeowners, builders, remodeling contractors  
Markets served: Single-family new construction, single-family remodeling; light commercial  
Window and door product lines/services: Windows, patio doors, entry doors, skylights

### General Millwork Supply Inc.

San Marcos, Calif.  
[www.gmswindowsanddoors.com](http://www.gmswindowsanddoors.com)

Years in business: 23  
Locations: One  
Employees: Four  
Region or state(s) served: San Diego county; southern California  
Customers served: Homeowners, builders, remodeling contractors  
Markets served: Single-family remodeling  
Window and door product lines/services: Windows, patio doors, entry doors, interior doors, skylights, interior trim, exterior trim

### Glass Tech Inc.

Fresno, Calif.  
[glasstechwindows.com](http://glasstechwindows.com)

Years in business: 17  
Locations: One  
Employees: 12-15  
Region or state(s) served: Central valley of California  
Customers served: Homeowners, builders, remodeling contractors  
Markets served: Single-family new construction, single-family remodeling, single-family replacement; multi-family new construction  
Window and door product lines/services: Windows, patio doors, installation

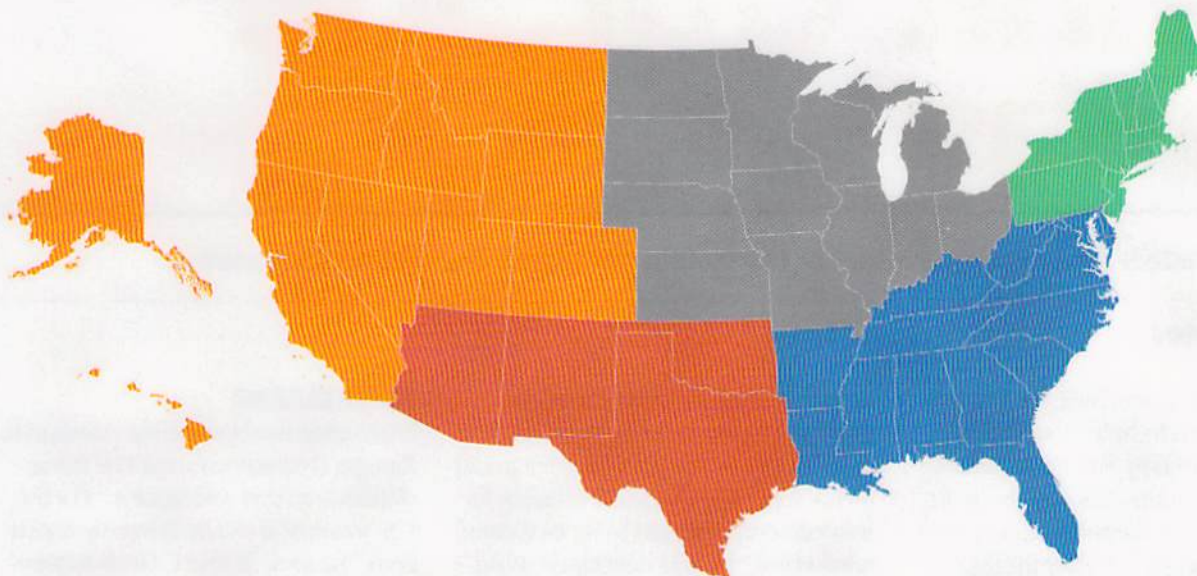
### J.C. Tonnotti Window Co.

Southington, Conn.  
[www.jctonnotti.com](http://www.jctonnotti.com)

Years in Business: 30  
Locations: One  
Employees: About 20  
Region or state(s) served: Central Connecticut  
Customers served: Homeowners  
Markets served: Single-family remodeling, single-family replacement; multi-family remodeling, multi-family replacement



# TOP SPECIALISTS BY REGION



## Northeast

A.B.E. Doors & Windows  
Advanced Window Systems  
Architectural Window Supply Inc.  
Definis & Sons Window & Door Co.  
J.C. Tonnotti Window Co.  
Lifetime Aluminum  
Matus Windows  
New Jersey Siding & Windows Inc.  
New York Sash  
Pace Window & Door Corp.  
Power Home Remodeling Group  
Somerville Aluminum  
Springhouse Window & Door  
Tom Adams Windows & Carpets  
West Shore Window & Door Inc.  
Window-Fix  
Window Nation  
Windows & Doors by Brownell  
Windows on Washington  
Windows R Us of Pittsburgh

## Southeast

Accurate Windows Inc.  
Carrollwood Window & Door Inc.  
Clear Choice Windows and More Inc.  
E.F. San Juan  
FAS Windows & Doors

HBS Inc.  
Hullco Exteriors  
North Georgia Replacement Windows  
Paramount Builders  
P.B.S. Inc., T/A The Window Man  
Seacoast Window & Door  
Window Classics Corp.  
Weather Tite Windows  
Window World of Raleigh Inc.

## Midwest

All-Weather Windows, Doors & Siding  
American Weather TECHS  
Apex Energy Solutions  
C&L Ward  
Exclusive Windows  
Hansons  
Old Mission Windows  
Suburban Construction Inc.  
Universal Windows Direct  
Weather Tight  
WindowPRO  
Woodland Windows & Doors Inc.

## Southwest

Brennan Enterprises  
Exclusive Windows & Doors of Austin

Grand Openings Inc./  
Dimensional Millwork  
Jones & Associates  
River Valley Window  
Southwest Door & Window  
Southwest Exteriors

## West

Agoura Sash & Door Inc.  
American Vision Windows  
All Purpose Windows and Doors  
Associated Building Supply Inc.  
California Energy Consultant Services  
Custom Exteriors  
Door & Window Plus  
General Millwork Supply Inc.  
Glass Tech Inc.  
Hall's Window Center  
Hardy Windows  
K&H Home Solutions  
Newman Replacement Windows  
Perfection Glass  
SolarGlass Window & Door  
Superior Products Home  
Improvements  
Vinyl Designs  
Walker Windows  
Window Factory