

# A YEAR LIKE NO OTHER

## The Annual Top Door and Window Dealers

**F**aced with the challenges of temporary shutdowns, social distancing and a need for new sales strategies, you might expect to find that door and window dealers struggled in 2020—and some did. But by and large, the industry’s top performers found a way to come out on top, capitalizing on increased demands. Nearly two thirds of those reporting revenues increased by an average of 23%.

### METHODOLOGY

In order to construct our annual list, [DWM]’s editors scour the industry via every available source to compile a complete ranking of door and window dealers. From that, our research editor conducts field surveys, gathering each company’s latest annual sales figures and other information. After gathering the related data, a profile is sent to a representative at each company for review and confirmation. By compiling a complete list of companies with \$2 million or more in annual revenues, our ranking represents a compilation of the industry’s top dealers, including those that sell, sell and install, or even handle their own manufacturing. While in the past we’ve gathered and calculated parent franchises as individual dealers, our editors now gather information for each independently-owned operation. The number of employees includes full- and part-time, and all sales are listed in U.S. dollars, even if they hail from Canada. If a company did not provide their information, revenues are estimated based on available research. Companies are ranked by their projected door and window revenue, based on the percentage of their business devoted to fenestration. For the ranking of companies that are 100% in the door and window industry, see page 3.

#### LEGEND

Revenues marked by asterisks (\*) are estimated based on average change among all dealers.

**Unk.** = Unknown/Unable to Verify

### Top Dealers 2021

Rank	Company and Location
1	Power Home Remodeling, Chester, Pa.
2	Champion Window Co., Cincinnati
3	Window Nation, Fulton, Md.
4	Great Day Improvements LLC dba Patio Enclosures and Stanek Windows, Macedonia, Ohio
5	Windows USA LLC, Royal, Ark.
6	NewSouth Window Solutions LLC, Tampa, Fla.
7	West Shore Home, Mechanicsburg, Pa.
8	Universal Windows Direct, Bedford Heights, Ohio
9	Castle Windows, Mount Laurel, N.J.
10	American Vision Windows, Simi Valley, Calif.
11	Thompson Creek Windows, Lanham, Md.
12	Storm Tight Windows, Deerfield Beach, Fla.
13	RF Installation, Grand Prairie, Texas
14	The Window Source, Gettysburg, Pa.
15	Westeck Windows and Doors, Chilliwack, British Columbia
16	Homefix Custom Remodeling, Baltimore
17	Hansons, Troy, Mich.
18	Woodbridge Home Exteriors Inc., Dallas
19	Drexel Building Supply, Campbellsport, Wis.
20	Ambassador Home Improvements dba Renewal by Andersen of Central PA, Mechanicsburg, Pa.
21	Home Performance Alliance, St. Petersburg, Fla.
22	Associated Building Supply Inc., Oxnard, Calif.
23	Hardy Window Company Inc., Placentia, Calif.
24	Paradise Exteriors, Boynton Beach, Fla.
25	K Designers, Gold River, Calif.
26	Renewal by Andersen of Orange County, Laguna Hills, Calif.
27	The Southard Corp., Great Bend, Kan.
28	California Deluxe Windows, Chatsworth, Calif.
29	Weather Tite Windows, Tampa, Fla.
30	Tundraland Home Improvements, Kaukauna, Wis.
31	Plowman’s Windows and Doors, Millville, N.J.
32	Comfort Windows, Syracuse, N.Y.
33	APCO Window and Door, Columbus, Ohio
34	Custom Remodelers Inc., Lino Lakes, Minn.
35	MaxHome, New Orleans
36	Architectural Visions/AVI, Alpharetta, Ga.
37	Newpro Operating LLC, Woburn, Mass.
38	Mad City Windows, Madison, Wis.
39	One Stop Windows and Doors Inc., Torrance, Calif.
40	Western Products, Fargo, N.D.

Website	Locations	2019 Revenue (in millions)	2020 Revenue (in millions)	Years in business	Employees	% business D+W	Projected Revenue D+W
powerhrg.com	16	708.0	959.4*	29	2600	53%	508.5
championwindow.com	50+	348.0	428*	68	1300	60%	256.8
windownation.com	12	161.0	192.0	15	416	95%	182.4
greatdayimprovements.com	58	92.8	194.3	11	645	90%	174.8
windowsusa.com	1	127.6*	157*	54	83	100%	157.0
newsouthwindow.com	10	97.3	123.0	11	450	100%	123.0
westshorehome.com	17	222.0	418.0	14	1400	25%	104.5
universalwindowsdirect.com	8	110.0	135.3*	18	300	75%	101.5
castlewindows.com	6	85.8*	105.5*	43	128+	95%	100.2
americanvisionwindows.com	5	67.3*	82.8*	21	240+	100%	82.8
thompsoncreek.com	3	76.6*	94.2*	41	340	85%	80.1
stormtightwindows.com	2	56.8*	70*	13	45+	100%	70.0
rfinstallations.com	2	58*	71*	26	100	92%	65.3
thewindowsource.net	50	58*	71*	13	182	90%	63.9
westeckwindows.com	7	40.6*	50*	21	230	100%	50.0
homefixcustomremodeling.com	7	80.9	99.5*	31	100+	50%	49.8
hansons.com	12	95.0	116.9*	32	300	40%	46.8
woodbridgeclassic.com	4	50.5	62.1*	32	100-150	75%	46.6
drexelteam.com	8	192.0	253.0	36	600	18%	45.5
rbcentralpa.com	1	34.8*	42.8*	43	77	100%	42.8
hpawindows.com	1	34.8*	42.8*	11	Unk.	100%	42.8
abscal.com	9	38.3	40.5	28	32	100%	40.5
orangecountywindowanddoor.com	2	30.3	40.3	23	152	100%	40.3
paradisexteriors.com	2	23.6	40.0	15	150	100%	40.0
k-designers.com	8	42.9*	52.8*	43	400+	75%	39.6
rbacc.com	1	31.3*	38.5*	37	110	100%	38.5
weloveournewwindows.com	7	31.3*	38.5*	69	105	97%	37.3
cdwindows.com	3	30.2*	37.2*	21	48	100%	37.2
weathertitewindows.com	1	32.5	35.4	15	35	100%	35.4
tundraland.com	5	53.5	87.4	12	400	40%	35.0
plowmanswindows.com	1	26.7*	32.8*	42	7	100%	32.8
comfortwindows.com	5	42.4	43.2	41	300+	70%	30.2
apco.com	1	24.4*	30*	58	100+	95%	28.5
customremodelersinc.com	1	23.3*	28.5*	30	130+	96%	27.4
maxhomenow.com	2	23.2*	28.5*	13	100+	95%	27.1
avivindowsanddoors.com	7	21.3	26.2*	11	35	100%	26.2
newpro.com	2	44.0	58*	76	200	45%	26.1
madcitywindows.com	3	34.8*	42.8*	22	40	60%	25.7
onestopwd.com	4	22.7	24.6	40	35+	100%	24.6
westernproducts.com	5	25.5*	31.4*	73	200+	75%	23.6

## Top Dealers Selling Exclusively Doors and Windows

Rank	Company and Location	2020 Revenue (in millions)	% business D+W
1	Windows USA LLC, Royal, Ark.	157*	100%
2	NewSouth Window Solutions LLC, Tampa, Fla.	123.0	100%
3	American Vision Windows, Simi Valley, Calif.	82.8*	100%
4	Storm Tight Windows, Deerfield Beach, Fla.	70*	100%
5	Westeck Windows and Doors, Chilliwack, British Columbia	50*	100%
6	Ambassador Home Improvements dba Renewal by Andersen of Central PA, Mechanicsburg, Pa.	42.8*	100%
7	Home Performance Alliance, St. Petersburg, Fla.	42.8*	100%
8	Associated Building Supply Inc., Oxnard, Calif.	40.5	100%
9	Hardy Window Company Inc., Placentia, Calif.	40.3	100%
10	Paradise Exteriors, Boynton Beach, Fla.	40.0	100%
11	Renewal by Andersen of Orange County, Laguna Hills, Calif.	38.5*	100%
12	California Deluxe Windows, Chatsworth, Calif.	37.2*	100%
13	Weather Tite Windows, Tampa, Fla.	35.4	100%
14	Plowman's Windows and Doors, Millville, N.J.	32.8*	100%
15	Architectural Visions/AVI, Alpharetta, Ga.	26.2*	100%
16	One Stop Windows and Doors Inc., Torrance, Calif.	24.6	100%
17	Gilkey Window Company Inc., Cincinnati	22.0	100%
18	Window World of St. Louis, Bridgeton, Mo.	19.9*	100%
19	East Coast Windows and Doors Inc., Pompano Beach, Fla.	19.7*	100%
20	Windows, Doors and More, Seattle	18.5*	100%
21	Window World of Phoenix LLC, Phoenix	18.5*	100%
22	Window World of Baton Rouge LLC, Baton Rouge, La.	18.5*	100%
23	Walker Windows, Anaheim, Calif.	17.0	100%
24	Perfect Choice Exteriors LLC, Creve Coeur, Ill.	16*	100%
25	Woodland Window and Doors Inc., Roselle, Ill.	15.7*	100%
26	Newman Windows and Doors, Carlsbad, Calif.	14.8*	100%
27	Pace Window and Door Corp., Victor, N.Y.	13.1*	100%
28	Window Pro, Cleveland	12.3*	100%
29	Carrollwood Window and Door, Tampa, Fla.	12.0	100%
30	Armorvue Window and Door, Boca Raton, Fla.	11.8*	100%
31	Old Mission Windows, Traverse City, Mich.	9.8*	100%
32	Paul Ryan Windows of Houston, Houston	9.8*	100%
33	Windows Direct USA, Cincinnati	8.7*	100%
34	Spring House Window and Door, Spring House, Pa.	8.6*	100%
35	Excel Windows, Glendale Heights, Ill.	8.6*	100%
36	EntryPoint Windows and Doors of Atlanta, Buford, Ga.	7.0	100%
37	Discount Window and Door, Anaheim/Los Angeles	6.7	100%
38	AHT Wisconsin Windows, Clintonville, Wis.	6.7*	100%
39	Window Fix, Brooklyn, N.Y.	6.5	100%
40	Gulfside Windows, Doors and More, Oldsmar, Fla.	6.5	100%

## Top Dealers 2021

Rank	Company and Location
41	Lifetime Windows and Siding, Denver
42	Gilkey Window Company Inc., Cincinnati
43	Royal Home Improvement, Royal, Ark.
44	Gulf Coast Windows, Houston
45	Agoura Sash and Door, West Lake Village, Calif.
46	Window World of St. Louis, Bridgeton, Mo.
47	East Coast Windows and Doors Inc., Pompano Beach, Fla.
48	C&L Ward (Bros.), Davison, Mich.
49	Appleby Systems Inc., York, Pa.
50	Windows, Doors and More, Seattle
51	Window World of Phoenix LLC, Phoenix
52	Window World of Baton Rouge LLC, Baton Rouge, La.
53	PJ Fitzpatrick, New Castle, Del.
54	Paramount Builders, Virginia Beach, Va.
55	Walker Windows, Anaheim, Calif.
56	Weather Tight Corp., West Allis, Wis.
57	Perfect Choice Exteriors LLC, Creve Coeur, Ill.
58	Woodland Window and Doors Inc., Roselle, Ill.
59	Bellari Home Remodeling, Branchburg, N.J.
60	Feldco Windows, Siding and Doors, Des Plaines, Ill.
61	Newman Windows and Doors, Carlsbad, Calif.
62	FAS Windows and Doors, Orlando, Fla.
63	Southern Siding and Window Co., Augusta, Ga.
64	Morgan Exteriors Inc., Lutz, Fla.
65	Hall's Window Center, Rancho Cordova, Calif.
66	Hullco, Chattanooga, Tenn.
67	Pace Window and Door Corp., Victor, N.Y.
68	All County Exteriors, Lakewood, N.J.
69	Brennan Enterprises, Arlington, Texas
70	Lei Home Enhancements, Cincinnati
71	All Weather Seal of West Michigan, Lowell, Mich.
72	Window Classics Corp., Pembroke Park, Fla.
73	Window Pro, Cleveland
74	TrueView Windows and Glass, Phoenix/Denver
75	Yankee Home Improvement, Chicopee, Mass.
76	Carrollwood Window and Door, Tampa, Fla.
77	Carolina Home Remodeling, Charlotte, N.C.
78	Armorvue Window and Door, Boca Raton, Fla.
79	HBS Inc., Vero Beach, Fla.
80	Window Concepts of Minnesota, St. Paul, Minn.

	Website	Locations	2019 Revenue (in millions)	2020 Revenue (in millions)	Years in business	Employees	% business D+W	Projected Revenue D+W
	lifetimewindowcolorado.com	1	19.3	32.9	11	58	67%	22.0
	gilkey.com	5	22.0	22.0	43	110	100%	22.0
	royalwindows.com	1	11.0	22.0	24	13	95%	20.9
	gulfcoastwindows.com	2	19.7*	24.2*	40	20	85%	20.6
	agourasash.com	1	18.0	22.1*	37	25	90%	19.9
	windowworldstlouis.com	1	16.2*	19.9*	Unk.	Unk.	100%	19.9
	eastcoastwindows.com	1	16.0	19.7*	23	28	100%	19.7
	goclward.com	4	29*	35.7*	49	80+	55%	19.6
	applebysystems.com	3	25.5*	31.4*	44	85+	62%	19.5
	windowshowroom.com	1	15*	18.5*	28	20	100%	18.5
	windowworldphoenix.com	1	15.1*	18.5*	Unk.	Unk.	100%	18.5
	windowworld-btr.com	1	15.1*	18.5*	31	Unk.	100%	18.5
	pjfitz.com	1	29*	35.7*	41	100	51%	18.2
	paramountbuilders.com	7	25.3	35.1	30	200+	50%	17.6
	walkerwindows.com	1	17.0	17.0	21	55	100%	17.0
	weathertightcorp.com	1	18.2*	22.4*	35	100	74%	16.6
	perfectchoiceexteriors.com	2	13.0	16*	12	18	100%	16.0
	woodlandwindows.com	1	12.8*	15.7*	52	49	100%	15.7
	bellarinj.com	1	18.1*	22.3*	71	60	70%	15.6
	4feldco.com	10	12.8*	15.7*	44	100	95%	14.9
	newmanwindows.com	3	12.0	14.8*	27	68	100%	14.8
	faswd.com	2	18.4	15.0	16	42	98%	14.7
	southernindustries.com	3	12.7*	15.6*	54	150+	90%	14.1
	morganexteriorsinc.com	4	30.6	35.0	25	100	40%	14.0
	hallswindowcenter.com	1	11.6*	14.3*	45	42	97%	13.8
	hullcoexteriors.com	2	11.2	18.9	44	45	72%	13.6
	pacewindows.com	3	10.7*	13.1*	35	85+	100%	13.1
	allcountyexteriors.com	1	16.2*	20*	38	50+	65%	13.0
	brennancorp.com	1	15.1*	18.5*	42	25+	70%	13.0
	leihomeenhancements.com	34	31.3*	38.5*	Unk.	Unk.	33%	12.7
	allweathersealinc.com	2	12.8*	15.7*	39	30	80%	12.6
	windowclassics.com	7	13.0	13.0	43	37	95%	12.4
	windowpro.com	1	10.0	12.3*	94	20	100%	12.3
	trueviewglass.com	2	15.0	18.5*	21	100	66%	12.2
	yankeehome.com	1	11.6*	14.3*	17	50+	85%	12.1
	carrollwoodwindow-door.com	1	10.7	12.0	29	30	100%	12.0
	carolinahomeremodeling.com	1	11.3	13.9*	20	20+	85%	11.8
	armorvue.com	5	9.6	11.8*	9	28	100%	11.8
	hbsglass.com	1	11.0	12.8	48	38	90%	11.5
	windowconceptsminn.com	1	13.3	16.0	22	60	71%	11.4

## Top Dealers Selling Exclusively Doors and Windows

Rank	Company and Location	2020 Revenue (in millions)	% business D+W
41	Quillen Bros., Bryan, Ohio	5.7*	100%
42	Franklin Windows and Doors, Carmel, Ind.	5.0	100%
43	Zen Windows of Charlotte, Charlotte, N.C.	4.3	100%
44	A.B.E. Doors and Windows, Allentown, Pa.	4.1	100%
45	BM Windows Inc., San Diego	4.0	100%
46	The Men With Tools Windows Doors and Hardwood Floors, Staten Island, N.Y.	2.8	100%
47	Paul Ryan Windows of Austin/San Antonio, Porter, Texas	2.5*	100%
48	Zen Windows of Denver, Denver, Colo.	2.2	100%

# DESPITE THE CIRCUMSTANCES

For top dealers, 2020 was about more than just managing. It was about growth.

by **Drew Vass**

**F**or most door and window dealers, 2020 was filled with juxtapositions. As a global pandemic grew and raged, they had to continue operating while looking out for the safety of their employees and customers. As some areas of the economy crumbled (most notably restaurants and hospitality) and the supply chain weakened, demand for doors and windows grew stronger. Shut inside, people came out in droves for home improvements.

“We were confident things were going to get very bad for us financially and wanted to be prepared. The exact opposite happened,” says Joel Fleischman, president of Drexel Building Supply in Campbellsport, Wis.

As a result, “We had to figure out how we could still do our jobs, while keeping everyone safe, but making it work for our customers,” says Bob Shackford, president of Paramount Builders in Va. Beach, Va. “But we figured it out.”

As a company that traditionally leans on door-to-door sales, “When COVID-19 hit, canvassing became a big no-no, so we had to figure out a new way,” Shackford says. “I have to give our owner all of the credit in the world. He said we have to find new ways to advertise and come up with a brand-new plan.” That plan included television advertising—something Paramount had never attempted prior to the pandemic. It was a huge gamble, he says, but also one that paid off. In 2019, Paramount’s revenues were \$25.3 million; in 2020, they grew to \$35.1 million.

## Upending Odds

Paramount’s success in 2020 might sound at odds with increased unemployment and struggling local economies, but data gathered for [DWM]’s annual Top Dealers list shows that even amid a pandemic, 60% of the companies providing revenue figures experienced increases.

“We’ve connected with a large group of people who’ve been home during the day but were never home before. That gave them time to look at their homes in ways they never had,” says Mike Finley, Paramount’s sales manager. “Suddenly they weren’t spending money on summer vacations,” Shackford adds. “They weren’t taking trips to Disney World; they weren’t paying to send the kids to summer camps, because no one could go anywhere. Instead, they said, ‘Let’s put this money into our homes.’”

As orders rained in, however, a pandemic worsened some of the industry’s long-standing issues, making it harder to deliver. Ahead of 2020, door and window companies reported they were plagued by a lack of labor. As unem-

## Top Dealers 2021

Rank	Company and Location
81	Tom Adams Windows and Carpets, Churchville, Pa.
82	Exclusive Windows Inc., Willowbrook, Ill.
83	Peoria Siding and Window Co., Washington, Ill.
84	Coastal Supply, Delray Beach, Fla.
85	Window World of Richmond, Richmond, Va.
86	Unified Window Systems, Hempstead, N.Y.
87	North Georgia Replacement Windows, Roswell, Ga.
88	Mountainview Window and Door, Denver
89	American Home Design, Goodlettsville, Tenn.
90	Northwest Exteriors Inc., Rancho Cordova, Calif.
91	Old Mission Windows, Traverse City, Mich.
92	Paul Ryan Windows of Houston, Houston
93	Windows Direct USA, Cincinnati
94	Spring House Window and Door, Spring House, Pa.
95	Excel Windows, Glendale Heights, Ill.
96	E.F. San Juan Inc., Youngstown, Fla.
97	Install America, Mohnton, Pa.
98	Vinyl Window Broker, Tustin, Calif.
99	White Aluminum and Windows, Leesburg, Fla.
100	American Home Renewal, San Francisco, Calif.
101	Windows on Washington, Ltd., Dulles, Va.
102	AAA Window Siding Doors, Lincoln, Ill.
103	EntryPoint Windows and Doors of Atlanta, Buford, Ga.
104	Chapman Windows and Doors, West Chester, Pa.
105	Durante Home Exteriors, Birmingham, Ala.
106	Burnett Windows and Siding, Tulsa, Ok.
107	Discount Window and Door, Anaheim/Los Angeles
108	AHT Wisconsin Windows, Clintonville, Wis.
109	Euro-Tech Inc., Bensenville, Ill.
110	Window Fix, Brooklyn, N.Y.
111	Gulfside Windows, Doors and More, Oldsmar, Fla.
112	American WeatherTechs, West Chester, Ohio
113	Maui Windows and Doors, Wailuku, Hawaii
114	S&K Roofing, Siding and Windows, Eldersburg, Md.
115	US Home Exteriors, Alamance, N.C.
116	Best Window and Door Co., Johnstown, Pa.
117	DiGiorgi Roofing and Siding Inc, Beacon Falls, Conn.
118	FOR Energy, Tempe, Ariz.
119	The Window Depot LLC, Tampa, Fla.
120	Quillen Bros., Bryan, Ohio

	Website	Locations	2019 Revenue (in millions)	2020 Revenue (in millions)	Years in business	Employees	% business D+W	Projected Revenue D+W
	tomadamswc.com	4	17.6	16.8	66	44	67%	11.3
	exclusivewindows.com	1	12.1	12.3	26	14	90%	11.1
	peoriasiding.com	1	9.3*	11.4*	44	30+	95%	10.8
	shopcoastalsupply.com	1	14.5*	17.8*	12	30	60%	10.7
	windowworldrichmond.com	1	9.6	11.8*	21	10	90%	10.6
	unifiedwindows.com	5	17.0	20.9*	32	123	50%	10.5
	ngwindows.com	1	7.9	10.5	17	20	99%	10.4
	mtnview.us	2	8.5	10.5*	9	30	98%	10.2
	americanhomedesign.com	1	23.2*	28.5*	43	90+	35%	10.0
	northwestexteriors.com	7	24.4*	30*	28	Unk.	33%	9.9
	oldmissionwindows.com	1	8.0	9.8*	36	20+	100%	9.8
	paulryanwindows.com	1	8.0	9.8*	9	12	100%	9.8
	windowsdirectusa.com	4	7.1	8.7*	7	34	100%	8.7
	shwdinc.com	3	7.0	8.6*	32	15+	100%	8.6
	excelwindows.com	2	7*	8.6*	43	20+	100%	8.6
	efsanjuan.com	1	17.0	17.0	45	85	50%	8.5
	installamerica.net	14	15.1*	18.5*	65	60	45%	8.3
	vinylwindowbroker.com	1	7*	8.6*	33	50	95%	8.1
	whitealuminum.com	6	21.6*	26.5*	64	115	30%	8.0
	renewal.com	1	16.3	16.3	24	32	47%	7.7
	windowsonwashington.net	1	8.0	9.1	16	20	80%	7.3
	tripleasiding.com	1	9.3*	11.4*	39	30	63%	7.2
	entrypointatlanta.com	1	4.5	7.0	18	32	100%	7.0
	chapmanwindowsdoors.com	1	7.0	8.6*	27	31	80%	6.9
	godurante.com	2	13.9*	17.1*	20	35	40%	6.8
	burnettinc.com	1	5.8*	7.1*	42	18	95%	6.8
	discountwd.com	2	6.0	6.7	12	14	100%	6.7
	ahtwindows.com	3	5.4	6.7*	54	48	100%	6.7
	eurotechinc.net	2	9.0	11.1*	29	48	60%	6.6
	windowfix.com	1	9.5	6.5	35	60	100%	6.5
	gulfsidefl.house	1	6.9	6.5	5	25	100%	6.5
	americanweathertechs.com	2	7.3	11.7	26	14	53%	6.2
	mauiwindowsanddoors.com	1	5.1*	6.3*	8	23	98%	6.2
	skroofing.com	2	29*	35.7*	41	40	17%	6.1
	ushomexteriors.com	2	5.8*	7.1*	17	50+	85%	6.1
	mybestwindow.com	1	7.2	6.6	73	30+	90%	5.9
	digjorgiinc.com	2	22.4	23.6	88	100+	25%	5.9
	forenergy.com	10	8.1*	23.0	11	30	25%	5.8
	thewindowdepotllc.com	2	7*	8.6*	12	Unk.	66%	5.7
	quillenbrosinc.com	1	4.6*	5.7*	21	24	100%	5.7

ployment expanded and federal stimulus checks made their way to potential workers, those issues only worsened, some dealers say. “It seems like the labor shortage has gotten worse since demand suddenly increased in May of 2020,” says Phillip Isaacs, president of California Energy Consultant Service in Rancho Cordova, Calif. Now, as legislators call for increases to the federal minimum wage rate, already, “We have found that even [those in] semi-skilled labor are demanding premium wages,” Isaacs says. “For what they bring to the table, it makes it very difficult to make a profit.”

In a surprising twist, some companies report that by changing the way they work, they were able to increase production with fewer people or hours. At Drexel Building Supply, after shutting down for two weeks, “What we did realize, we somehow did in a 32-hour week, Fleischman says. “And if we can do that, we can go to 40-hour work weeks forever,” he adds. Many of his employees received raises to compensate for their usual overtime pay, he says.

### Delayed Shipments

With the year starting off on mandatory shutdowns, inevitably, manufacturers and material suppliers fell behind, adding lag to the supply chain for doors, windows and other materials.

“Pre-pandemic, lead times were about four to six weeks to get windows, so our customers would wait approximately six to eight weeks to get their projects installed,” says Jennifer Lanigan, director of marketing for Clear Choice Home Improvements in Manchester, N.H. “Since the pandemic began, it has been 10-plus weeks just for our windows to be delivered, with no resolve in sight. Our average time from purchase to install on window projects is now about 16 weeks due to a growing backlog.”

Fleischman describes the supply chain as “complete chaos,” adding, “It’s out of our control, but an unfortunate situation.”

In cases where manufacturers have managed to keep up—or at least provided accurate expectations—dealers have shown loyalty, they say. But when push comes to shove, for “the ones that can’t seem to get things together, we have worked at finding substitutes,” one dealer tells [DWM]. At the same time, once manufacturers manage to catch up, “we will have great years of increased revenue ahead of us,” says John Wilding, founder of FAS Windows and Doors in Orlando, Fla.

Manufacturers aren’t the only ones under an eye of scrutiny these days, either. Inflated backlogs have some companies taking a closer look at which customers and projects they want to tackle. After a year of strong demand and with the same expectations going forward, “We have advised our sales team to be vigilant on qualifying customers,” Isaacs says. “We are trying to focus on larger, more local projects, while staying clear of customers who appear to be quarrelsome and/or overly budget conscious.”

Those leftovers could end up in the hands of newbies, some dealers suggest, as more door and window companies surface, looking to take advantage of an inflated market. This isn’t the first time the industry has seen an influx of opportunistic-minded people, Shackford says, as a similar pattern occurred in the early 2000s amid a boom in new construction. But when the market cooled, many of those newcomers didn’t survive, he adds. There were also plenty of follow up jobs for his company, he says, cleaning up shoddy workmanship—something he expects could add to demand even further going forward.

At the same time, the pandemic has already weeded some companies out, Shackford suggests. “Any company that was willing to step up and be adaptable survived [2020],” he says. “It’s the ones that couldn’t manage to think or operate outside of the box that took hits.” Regarding the position that 2020 placed most dealers in, “Do you just say, ‘Oh well, that’s how we’ve always done it and we’re going to continue,’” he asks, “or are you adaptable to change and willing to work within the environment you find yourself in?”

[DWM]

### Top Dealers 2021

Rank	Company and Location
121	Exovations, Cumming, Ga.
122	Carolina Windows and Doors, Greenville, N.C.
123	Franzoso Contracting, Croton-on-Hudson, N.Y.
124	Southwest Exteriors, San Antonio
125	Snap Construction, Bloomington, Minn.
126	Allied Remodeling of Central Maryland, Towson, Md.
127	Schmidt Siding and Window Co., Mankato, Minn.
128	Advanced Window Systems LLC, Berlin, Conn.
129	Rogers Roofing Siding Windows, Hammond, Ind.
130	Franklin Windows and Doors, Carmel, Ind.
131	Continental Siding, Independence, Mo.
132	The Acri Co., Milan, Ill.
133	The Window Store Home Improvements, St. Anthony, Minn.
134	Larson Siding and Windows, Rochester, Minn.
135	New Jersey Siding and Windows, Randolph, N.J.
136	Zen Windows of Charlotte, Charlotte, N.C.
137	Opal Enterprises, Naperville, Ill.
138	A.B.E. Doors and Windows, Allentown, Pa.
139	BM Windows Inc., San Diego
140	Gem Aluminum Window Manufacturing Inc. d/b/a GEM Windows and Doors, Toronto
141	Home Town Restyling, Hiawatha, Iowa
142	Omaha Door and Window Company Inc., Omaha, Neb.
143	Clear Choice Home Improvements, Manchester, N.H.
144	New York Sash, Whitesboro, N.Y.
145	McDaniel Window and Door, Florence, Ala.
146	K&H Home Solutions, Denver
147	Window World of NW Pennsylvania, Erie, Pa.
148	Cat Exteriors, Sacramento, Calif.
149	Window Depot USA of Atlanta, Atlanta
150	California Energy Consultant Service, Rancho Cordova, Calif.
151	Window Depot USA of Richmond, Richmond, Va.
152	Window Depot USA of West TX, San Angelo, Texas
153	The Men With Tools Windows Doors and Hardwood Floors, Staten Island, N.Y.
154	Paul Ryan Windows of Austin/San Antonio, Porter, Texas
155	Krumwiede Home Pros, Bensenville, Ill.
156	Window Depot USA of Milwaukee, Milwaukee, Wis.
157	Zen Windows of Denver, Denver, Colo.

Website	Locations	2019 Revenue (in millions)	2020 Revenue (in millions)	Years in business	Employees	% business D+W	Projected Revenue D+W
exovations.com	1	16.4	17.5	25	60	32%	5.6
cwdnc.com	1	7.0	8.6*	36	35	65%	5.6
franzoso.com	4	14*	17.3*	41	75	32%	5.5
southwestexteriors.com	1	9.4	11.5*	32	39	45%	5.2
snapconstruction.com	1	7*	8.6*	13	20	60%	5.1
alliedremodeling.com	1	16.2*	20*	24	37	25%	5.0
schmidtmarkato.com	1	8.1*	10*	72	50+	50%	5.0
advancedwindowssystems.com	1	8.1*	10*	24	15	50%	5.0
rogersroofing.com	1	7.4*	9.1*	52	15+	55%	5.0
franklinwindowanddoor.com	1	4.7	5.0	9	16	100%	5.0
continentalsiding.com	4	26.7*	32.8*	38	65+	15%	4.9
acricompany.com	1	7*	8.6*	53	14	56%	4.8
windowstoremn.com	2	15.1*	18.5*	19	40+	25%	4.6
larsonsidngandwindows.com	1	5.8*	7.1*	63	25+	65%	4.6
newjerseywindow.com	1	5.6	6.9*	22	20	65%	4.5
zenwindowsnc.com	1	2.0	4.3	6	3	100%	4.3
opalenterprises.net	2	5.2	6.4*	18	18	65%	4.2
abedoors.com	1	3.8	4.1	47	26	100%	4.1
bmwindowsca.com	1	3.2	4.0	13	12	100%	4.0
gemwindows.com	1	3.3	4.1*	60	13	95%	3.9
hometownrestyling.com	1	10.1	10.8	35	75	36%	3.9
omahadoor.com	1	13.5	14.1	62	96	26%	3.7
clearchoicehomeimprovement.com	1	14.6	14.4	17	46	25%	3.6
newyorksash.com	1	4.9	6.2	32	29	58%	3.6
mcdanielwd.com	1	2.9*	3.6*	45	19	93%	3.3
khwindows.com	1	6.6	6.3	65	25	51%	3.2
replacementwindowserie.com	1	2.6	3.2*	16	6	95%	3.0
catexteriors.pro	3	13.9*	17.1*	5	Unk.	17%	2.9
windowdepotatlanta.com	1	2.4	3*	12	9	98%	2.9
calenergyexteriors.com	1	7.3	5.6	40	19	51%	2.9
windowdepotrichmond.com	1	2.7	3.3*	9	15	84%	2.8
windowdepotwtx.com	1	2.7	3.3*	10	14	86%	2.8
themenwithtools.com	2	1.9	2.8	7	9	100%	2.8
paulryanwindows.com	1	2.0	2.5*	2	3	100%	2.5
krumwiederroofing.com	1	4.6*	5.7*	68	Unk.	40%	2.3
windowdepotmilwaukee.com	1	2.8	3.4*	8	12	64%	2.2
zenwindowsdenver.com	1	1.0	2.2	7	3	100%	2.2