

Freedonia Private Companies Report #1161

# Plastic Windows & Doors

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Pages: 262

Hundreds of private companies are active in the U.S. plastic windows and doors industry.

*Plastic Windows & Doors - Private Companies Report* profiles more than 130 private U.S. producers of plastic windows and doors. This information will assist you as a valuable decision making tool for acquisitions, joint ventures and cooperative agreements.

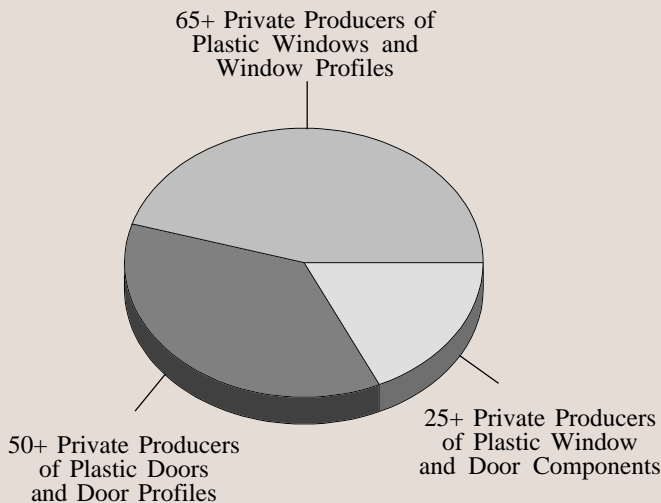
Examine the report highlights, sample pages and table of contents on the following pages and see how *Plastic Windows & Doors - Private Companies Report* can serve as a valuable decision making tool for your company.

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Types of Private Companies Profiled



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### IV PRIVATE COMPANY PROFILES..... 64-262

# Companies Profiled

*\* Sample profiles  
on pages 4 and 5*

Accord Manufacturing  
Acorn Window Systems Incorporated  
Action Windows Incorporated  
AFCO Industries Incorporated  
Alpha Window Systems Limited  
American Jewel Window Systems  
American Window and Glass Incorporated  
Andersen Corporation  
Atrium Companies Incorporated  
    Best Built Incorporated  
    Champagne Industries Incorporated  
    Heat Incorporated  
    Thermal Industries Incorporated  
Barnett Millworks Incorporated  
Bristolite Skylights  
Building Material Distribution  
Burns, Morris & Stewart LP  
Central Plastics Incorporated  
Champion Window Manufacturing Inc.  
Chase Industries Incorporated  
    Durus  
    Econo Max Manufacturing  
Christi Plastics Incorporated  
CMS Holding Company  
    Olympic Manufacturing Company  
Complast Incorporated  
Coronet Window Company  
CPI International Incorporated  
    Clear Plastics International Incorporated  
Crane Plastics Holding Company  
Croft Metals Incorporated  
Custom Window Systems Incorporated  
Davidson Plastics Corporation  
Dimensional Plastics Corporation  
Dor-Win Manufacturing Company  
Eckel Industries Incorporated  
    RubbAir Door Incorporated  
Faerber's BEE Window Incorporated  
    BEE Window  
Fimbel Door Corporation  
Fowler Products Incorporated  
Fox Lite Incorporated  
    Skymaster Skylights  
Fypon Limited  
Gerkin Windows & Doors  
Gilkey Window Company Incorporated

Gossen Corporation  
GSH Industries  
    Web Plastics Company  
GT Plastics Incorporated  
H&M Vinyl Windows Incorporated  
    FlexMaster  
Harvey Industries Incorporated  
Hayfield Window & Door Company  
Hess Manufacturing Company  
High Performance Manufacturing Company  
Hudson Extrusions Incorporated  
Hunsinger Plastic Extrusions Incorporated  
Hurd Millwork Company Incorporated  
Hy-Lite Products Incorporated  
Ideal Window Manufacturing  
Innova Group Incorporated  
    Tuckahoe Manufacturing  
Intek Plastics Incorporated  
INTERSTATE Building Materials  
J&L Building Materials Incorporated  
Jeld-Wen Incorporated  
    Summit Window & Patio Door  
    Willmar Windows  
JHS Building Products Incorporated  
JJJ Specialty Company Incorporated  
Jones Paint & Glass Incorporated  
JSM Vinyl Products Incorporated  
Kasson & Keller Incorporated  
Keller Products Incorporated  
Kolbe & Kolbe Millwork Company Incorporated  
Lansing (Ted) Corporation  
Larmco Windows Incorporated  
LaVanture Plastic Extrusion Technologies  
LB Plastics Incorporated  
The Loxreen Company Incorporated  
Lyf-Tym Building Products Company Incorporated  
Mathews Brothers Company  
Mercer Industries Incorporated  
Mercury Plastics Incorporated  
Merrimack Valley Wood Products Incorporated  
MI Home Products Incorporated  
    Better-Bilt Incorporated  
Midwest Building Components  
Mikron Industries Incorporated  
    Spectus Systems Incorporated  
Milgard Manufacturing Incorporated  
Moss Supply Company  
Mueller Door Company  
MW Manufacturers Incorporated  
    Patriot Manufacturing  
Nebula Glass International Incorporated  
    Glasslam  
NEWPRO Incorporated  
Paltech Products Corporation  
Pease Industries Incorporated  
Pella Corporation  
    Viking Industries Incorporated  
Petro Plastics Company Incorporated  
PH Tech Incorporated  
Plaskolite Incorporated

Plasteco Incorporated  
Plastic Extruded Products Company  
Plyco Corporation  
Polaris Technologies  
Poly Vinyl Company Incorporated  
Preferred Plastics Incorporated  
Pro Window & Door Incorporated  
Prototype Plastic Extrusions Company  
Quality Aluminum Products  
REHAU Incorporated  
Reliant Building Products Incorporated  
    Alenco  
    Care-Free Aluminum Window Group  
Republic Windows & Doors Incorporated  
Rockwell Window Company Incorporated  
ROW Window Company  
Royal Aluminum Company Incorporated  
Rusco Window Company of Roanoke Incorporated  
Ryan Development Corporation  
Schlegel Systems Incorporated  
SeaGate Plastic Products  
    Innovative Plastic Products  
Seaway Manufacturing Corporation  
Silver Line Building Products Corporation  
Simonton Windows  
Soft-Lite LLC  
Soniplastics Incorporated  
Stanek Vinyl Windows  
Superseal Manufacturing Company Incorporated  
Survivor Technologies Group Incorporated  
    Kensington Windows Incorporated  
Target Aluminum Incorporated  
Tempco Products Company  
Therma-Tru Corporation  
Thermal Swing Windows  
Timeline Vinyl Products Incorporated  
TMI Incorporated  
TriLite Company  
United Plastics Corporation  
United Window & Door Manufacturing Incorporated  
VEKA Incorporated  
Ventana USA  
Vinyl Kraft Incorporated  
Vinyl Tech Window Fabricators Incorporated  
Vinylex Corporation  
Vinylmax Corporation  
Vinylume Products Incorporated  
Virep Incorporated  
Viwinco Incorporated  
Wasco Products Incorporated  
Weather King Windows & Doors Incorporated  
Weather Shield Manufacturing Incorporated  
Wellington Window and Door Company  
West Coast Vinyl Incorporated  
West Window Corporation  
Westlake Polymers Corporation  
    North American Profiles Limited  
Windowmaster Products  
Woodgrain Millwork Incorporated  
Windsor Windows

# Detailed Company Profile

More than 130 private company profiles are compiled and range from detailed to brief company descriptions. (See Samples)

All companies are individually contacted and the majority of the companies verify the data.

Hard to obtain sales and employment figures, key products and services and an overview of corporate operations are provided.

## PRIVATE COMPANY PROFILES

### Crane Plastics Holding Company

2141 Fairwood Avenue  
Columbus, OH 43207  
County: Franklin  
County Code: 39049

Phone: 614-443-4891  
Fax: 614-443-1436  
Web Address: <http://www.crane-plastics.com>

Annual Sales: **SAMPLE PROFILE**  
Employment: **SAMPLE PROFILE**  
Key Executive: **SAMPLE PROFILE** CEO

Key Products: vinyl siding, custom profile extrusions and proprietary plastic products

Census Code SIC(s): 3082; 3086; 3089

SIC Description(s): unsupported plastic profile shapes; plastic foam products; miscellaneous plastic products

Crane Plastics Holding Company, formerly Crane Plastics Company, manufactures vinyl siding and custom thermoplastic, cellular polyvinyl chloride (PVC) and composite profile extrusions, as well as proprietary plastic products such as gutter guards, engineered plastic retaining walls and composite plastic decking. In September 1999, the Company reorganized and became the parent for six independent operating units: Crane Plastics Siding (VIPCO brand siding); Crane Plastics Manufacturing (custom profile extrusions); TimberTech Limited (wood composite decking systems); Crane Products (extrusion-based products including gutter guards, vinyl sheet piling and stadium seat covers); CPC Tooling Technologies (plastic extrusion tooling and equipment); and Crane Blending Center

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(continued)

special color, or a high-gloss surface for increased weatherability. In addition, these extrusions can be cut and fashioned like wood, or welded like any other vinyl profile. Applications for Crane's cellular PVC extrusions include window and door components, blinds, store fixtures and furniture.

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(continued)

# Brief Company Profile

These profiles give you insight into the operations of private companies, and can help you:

- Identify companies for investment, merger, and/or acquisition opportunities based on size, products, and location.
- Evaluate the position of your competitors based on sales and/or employment figures.

## PRIVATE COMPANY PROFILES

### JHS Building Products Incorporated

Highway 37 North  
Clarksville, TX 75426  
County: Red River  
County Code: 48387

Phone: 903-427-5666  
Fax: 903-427-2098  
Web Address: [http://www.jhsbuildingproducts.com/jhs\\_building\\_products.htm](http://www.jhsbuildingproducts.com/jhs_building_products.htm)

Annual Sales: **SAMPLE PROFILE**  
Employment:  
Key Executive: and Owner

Key Products: fabrication of insulated glass, and manufacture of aluminum and vinyl windows, sliding glass doors, aluminum storm doors and skylights

Census Code SIC(s): 3089: 3231: 3442

## PRIVATE COMPANY PROFILES

### Republic Windows & Doors Incorporated

930 West Evergreen Avenue  
Chicago, IL 60622  
County: Cook  
County Code: 17031

Phone: 312-932-8000  
Fax: 312-932-8050

Annual Sales: **SAMPLE PROFILE**  
Employment:  
Key Executive:

Key Products: vinyl windows and patio doors  
Census Code SIC(s): 3089  
SIC Description(s): miscellaneous plastic products

Republic Windows & Doors manufactures vinyl windows and patio doors. The Company's window styles include awning, bow, bay, casement, double hung, single hung and horizontal sliding.

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products; glass products, made of molding and trim

glass and manufactures aluminum and m storm doors and skylights for use in e product line centers on the ems. Available in double hung, single and specialty shaped models, HAR- n and frames, a multichambered frame ble weatherstripped sash profiles, tilt d welded sloped sills. Customers of building supply centers, wholesale

# Market Overview

The Market Overview Section discusses factors influencing supply and demand, including residential and nonresidential building construction trends.

This information helps you:

- Determine what external factors will impact future supply and demand
- Measure your market and sales potential based on supply and demand forecasts.
- Propose new areas for product development based on market trends & innovations.

## MARKET OVERVIEW

### Other Plastic Windows & Doors

Shipments of other plastic window and door products are forecast to rise five percent per annum to \$1.4 billion in 2003. These products include patio doors, storm doors, skylights and decorative windows. Gains will be realized in miscellaneous window and door accessories. Gains will also be realized in wood and metal products, including in nonresidential construction. These materials had previously seen little use.

As with the prime window segment, vinyl is the predominant plastic resin utilized in these products, benefitting from its superior performance attributes relative to other traditional window and door materials. Vinyl offers good durability, lower average prices than wood, strength and thermal properties similar to wood. These features have allowed vinyl to make substantial inroads into market niches traditionally dominated by other materials (e.g., storm doors and windows). Specialty window and door designs (such as skylights and patio doors) are also particularly amenable to vinyl construction, which allows for substantial flexibility in shape and other dimensions.

Other plastic window and door products can be classified as specialty windows and doors (primarily skylights, roof windows, decorative windows and patio doors), storm windows and doors, and miscellaneous windows and doors (primarily entry doors, garage doors, closet doors, screens and accessories). Although specialty windows and doors account for the greatest share of shipments, miscellaneous windows and doors will see by far the strongest growth, advancing over ten percent annually through 2003. The outlook for the various types of other plastic windows and doors is outlined in the following table.

### OUTLOOK FOR OTHER PLASTIC WINDOWS

Types	Outlook
Specialty Windows & Doors	Decelerating construction expenditures and product enhancement
Storm Windows & Doors	Despite lower prices than traditional metal products, vinyl is expected to gain market share due to greater availability, weight advantage

# Industry Structure

Gain a better understanding of your competition and analyze your company's position in the industry with information about the characteristics of leading plastic window and door manufacturers including total sales, capabilities and regional concentration.

This information helps you:

- Evaluate diversification opportunities based on product lines of other private companies.
- Understand barriers to entry based on industry concentration.
- Develop positioning strategies based on size of competitors.

## INDUSTRY STRUCTURE

### Plastic Windows

Plastic window products include a range of styles (e.g., awning, bay, bow, casement, double hung, etc.) as well as replacement windows. The most common resin used for the frames is vinyl, although aluminum is also used. Vinyl has become increasingly popular. Most private window manufacturers are among the smallest firms, produce a wide range of window styles, and are geographically concentrated. There are two reasons for this integration. First, most companies do not produce their own profiles, but instead purchase them from specialized plastic processing companies which can produce a range of shapes and styles. It is therefore relatively easy for companies to produce multiple styles, with little capital investment. Second, since many window manufacturers entered the industry through the production of replacement windows, which are almost exclusively custom manufactured, they find it necessary to produce a range of styles. These firms typically carry this custom production over into windows for new construction. As a result, private companies, ranging from Reliant Building Products, one of the leading plastic window and door manufacturers, to the \$5 million American Jewel Window Systems, offer a range of window products as well as patio doors. Both companies produce awning, bay, bow, casement, double hung, horizontal sliding, single hung and specialty shaped windows.

Selected Private Plastic Window & Window Profile Manufacturers	Corporate Sales (mil \$)*	Principal Plastic Window & Window Profile Products									
		Awning	Bay	Bow	Casement	Double Hung	Horizontal Sliding	Roof Windows/Skylights	Single Hung	Specialty	Other/Unspecified
Faerber's BEE Window	17	•	•	•				•		•	
Fowler Products	3										•
Fox Lite								•			
Gerkin Windows & Doors					•		•	•		•	
Gilkey Window				•	•	•	•			•	
Gossen											•
GSH Industries											•
GT Plastics	4										•
H&M Vinyl Windows	10	•			•	•	•			•	

\* Sales are 1998 estimates of total corporate sales including products other than plastic windows and window profiles.

## *Report Highlights*

- Private companies are among the leading manufacturers of plastic windows, doors and many components including window and door weatherstripping.
- Five private companies each have plastic window and/or component door sales of at least \$100 million, and nine other private firms have between \$50 million and \$100 million.
- A privately-held company, Silver Line Building Products, was the leading plastic window and door producer in the US in 1998.
- Michigan, Ohio and Pennsylvania are home to the greatest concentrations of private plastic window and door manufacturing establishments, with more than 30 each.
- The \$3.4 billion plastic window and door market in the US is projected to grow seven percent per annum through the year 2003.

# *About The Freedonia Group*

## *Advantages of Freedonia Reports*

The Freedonia Group, Inc. is a leading international industry report/database company.

Since 1985, Freedonia has published over 1,400 titles covering areas such as building materials, chemicals, plastics, industrial components and equipment, household goods, coatings and adhesives, health care, packaging, security, and many other industries.

Private companies reports encompass not only Freedonia's notable industry forecasts, but also market shares, product information and sales and employment figures for **private companies**. Corporate analysts are constantly monitoring privately-held companies to provide the most up-to-date and comprehensive profiles. Freedonia is able to gather and prepare this proprietary information based on our reputation as a leading market research firm.

By obtaining Freedonia's report on private companies in the plastic windows and doors industry, you will be able to:

- **Identify companies for possible investment, merger, and /or acquisition opportunities** based on size, products and location.
- **Measure your market and sales potential** based on demand forecasts.
- **Propose new areas for product development** based on material trends.
- **Develop positioning strategies** based on size and geographic location of competitors.
- **Evaluate diversification opportunities** based on product lines of other private companies.
- **Understand barriers to entry** based on industry concentration and market shares.

# *Our Customers*

Freedonia's clients include major US and international companies in the manufacturing, services, consulting and financial sectors.

Typical purchasers of Freedonia studies :

- **Key Executives**
- **Corporate Planners**
- **Market Researchers**
- **Financial Analysts**
- **Information Centers**
- **New Product Developers**
- **Merger & Acquisition Specialists**

Since 1985 we have provided research to customers ranging in size from global conglomerates to one person consulting firms. More than 90% of the industrial companies in the Fortune 500 use Freedonia research to help with their strategic planning.

Some of Freedonia's customers in the plastic windows and doors industry include: Andersen, Pella Corporation and CertainTeed.

Because Freedonia is a source for reliable information, our forecasts have been cited in numerous publications such as *The Financial Times*, *The Wall Street Journal* and *USA Today*.

# Related Studies and Reports

*For more information about these or other Freedonia titles, please contact us at:*

**The Freedonia Group, Inc.**

**Phone: (440) 684-9600**

**(800) 927-5900**

**Fax: (440) 646-0484**

## ***Prefabricated Housing***

The cost advantages of factory production will aid US demand for prefabricated housing, which will account for over one-third of all housing starts in 2003. Growth will be constrained, however, by a downturn in housing starts. Regional demand will rise fastest in the South, which accounted for over half of the market in 1998. This study analyzes the \$20 billion US prefabricated housing industry to 2003 and 2008 by type, market and region. It also profiles key firms and presents market share data.

#1177. . . . . 10/99. . . . . \$3,500

## ***Wood & Competitive Residential Building Materials***

Engineered wood and nonwood alternatives will enjoy the greatest gains in demand, fostered by product innovations and widening cost advantages over solid wood. With new construction markets lagging, better opportunities will exist in residential repair and improvement demand. This study analyzes the 98 billion square foot US residential building materials industry to 2003 and 2008 by material, product, market and geographic region. The study also presents market share data and profiles key companies.

#1169. . . . . 9/99. . . . . \$3,500

## ***Millwork - Private Companies Report***

The US millwork industry encompasses hundreds of private firms which produce wood windows, wood doors, architectural millwork, columns, mantels, stairs, etc. Several private companies are among the overall market leaders, while others are leading niche players. This report profiles more than 150 privately-held producers of millwork (e.g., Andersen, Jeld-Wen, Pella and Woodgrain Millwork). The report also presents market share data, forecasts industry demand and examines recent acquisition trends.

#1148. . . . . 8/99. . . . . \$3,000

## ***Flat Glass***

Demand for flat glass in the US will exceed six billion square feet by the year 2003, with most demand related to the construction and motor vehicle industries. Building construction will continue to account for a large percentage of flat glass demand as greater use in residential repair and replacement applications partially offsets a projected decline in housing starts. This study forecasts demand for the US flat glass industry in dollars and square feet, profiles major producers and presents market share data.

#1137. . . . . 7/99. . . . . \$3,300

## ***Windows & Doors***

Demand for windows and doors in the US will reach \$22 billion in 2003, with growth driven by repair and improvement demand. Net imports will decline as export opportunities for US producers improve. Vinyl and other plastic window and door demand will lead growth over other materials. This study analyzes the US window and door industry to 2003 and 2008 by product, material, market and geographic region. The study also profiles key producers, discusses competitive strategies and presents market share data.

#1125. . . . . 6/99. . . . . \$3,500

## ***World Flat Glass***

A slowing US market and the Asian money crisis will decelerate world flat glass demand to a 3% annual growth rate. Nonetheless, the flat glass market will benefit from growth in global fixed investment of 4% annually, supporting glass used in construction. Asia will remain the largest geographic market and still outpace the global average in growth. This study analyzes flat glass markets worldwide to 2002 and 2007 by region and for over 20 key countries. It also presents market share and profiles key companies.

#1085. . . . . 2/99. . . . . \$3,900

## ***Plastics in Windows & Doors***

The US plastics in windows and doors market will grow over 5% annually based on advantages over wood and metal, and improvements in window stability and wear. Growing contractor acceptance of plastics and consumer demand for low maintenance will benefit the new construction market. This study analyzes the US market for plastics in windows and doors to 2002 and 2007 by resin, type and market. It also profiles key firms and details market share.

#1051. . . . . 11/98. . . . . \$3,500

