

2003

Outstanding Business

Balancing act

United Glass & Panel Systems shattered growth records through diversification.

By Morgan Lewis Jr.

When the economy is strong, people want to invest in new buildings. When the economy is in a slump, as it was in 2002, they are more likely to repair or improve what they have.

Luckily for Tom Nesbitt, president of United Glass & Panel Systems, his company is prepared to serve both markets.

United Glass designs, engineers, manufacturers and installs glass and panel systems for new construction, and in the past has followed up with service and maintenance on its work. Thanks to that demand, last year Nesbitt launched the service arm of his business as a separate division.

“Besides creating a more complete offering for our customers, this also makes great business sense for our company by providing a balanced income

stream,” Nesbitt says.

The service work, in addition to the new construction projects United landed last year — including Malone College’s science building, Mount Union Library and the Millennium Building — helped the company boost sales by 30 percent over the previous year.

This enormous growth required the company to expand from its 8,000-square-foot facility to a 25,000-square-foot headquarters in North Canton.

“We have been very fortunate that the greatest adversity we faced was keeping up with our own growth,” Nesbitt says.

HOW TO REACH: United Glass & Panel Systems, (330) 433-9220