



Brian Hurley, president/CEO, Graham Architectural Products, poised to take York commercial window manufacturer to new heights.

## Looking to a Green, Diversified Future

### Graham Architectural Products Corp.

1551 Mt. Rose Avenue, York PA 17403-2909

Phone: 717.849.8100

Fax: 717.849.8148

Web Site: [www.grahamwindows.com](http://www.grahamwindows.com)

Mission: Manufacturer of architectural windows and doors

Employees: 375

Top Executive: Brian Hurley, President and CEO

Products/Services: Prestigious, historical renovations focusing on the manufacture of windows for institutional and government buildings.

Year Founded: 1972



Ever since the company was founded by Don Graham in 1972, Graham Architectural Products Corporation in York has held a prominent place in the prestigious historical renovation market, focusing on the manufacture of windows for institutional and government buildings of historic architectural prominence.

Last October, Brian J. Hurley was named president/CEO of the company, which is part of the Graham Group, a York-based privately held entity that includes three "legacy industrial businesses" with combined sales approximating \$3 billion. Graham Architectural Products manufactures heavy commercial architectural aluminum windows and doors, with specialties in historical renovation, acoustical, hurricane and blast-mitigation products.

Hurley, 42, and a native of West Chester, Pa., took the helm at Graham Architectural Products after serving five years as president of Modernfold, Inc., the Greenfield, Ind., manufacturer of operable partitions systems.

"While Graham's core business in classical retrofit windows remains strong," says Hurley, "the company is looking to grow, not just through historic window sales, but through increased sales of specialty products with specific protective qualities. These include acoustical windows that protect against street noise, hurricane-rated windows that protect against wind damage, and blast-mitigation windows that can protect human lives from terrorist attack."

According to Hurley, Graham's fast-growing blast mitigation business has contributed significantly to recent company growth. "Graham is currently the industry leader in blast mitigation window sales. At the same time, Graham will stay true to the markets that have served us well in the past. We are looking to expand geographically, filling in some gaps in our coverage. Our focus will be on the historical window market, educational markets, blast mitigation and hurricane protection projects, and projects requiring acoustical protection. We will

also be looking at potential acquisitions."

Hurley believes that the green building movement will have a strong, sustaining impact on the commercial window business and on Graham's future. "Graham will support this important movement through its manufacturing processes, product design, energy performance and involvement in LEED building certification. We will continuously invest in green products and practices. The powder-coat paint applied to Graham windows and doors is VOC-free. We recycle glass, aluminum and other plant waste. And, of course, Graham products deliver not only strong thermal performance, but also protect building inhabitants from potential harm from high winds, street noise and even bomb blast threats. Graham is a member of the United States Green Building Council (USGBC), which defines and provides important recognition to LEED-certified projects."

In all the markets Graham serves, says Hurley, "Our guiding principle is to provide consistently high-quality products, produced in a timely fashion to service the needs of the customers. An important goal at Graham Architectural will be to become a more customer-focused organization to maximize sales growth in all regions of the country."

Toward achieving these goals, Hurley stresses the importance of generating fresh ideas and input from key people, some of whom also come from outside the commercial window industry. "Even before my arrival, in recent times, Graham had been bringing in some very qualified outsiders to key positions within the organization. For example, Paul Hoeft, our vice president, director of operations, has helped Graham organize the plant in a way that allows us to realize better parts and materials inventory management. Another is Fred Trimmer, our vice president, finance, who also joined Graham from outside of the window industry. And, of course, the industry perspective is also provided by people like longtime Graham executive, Dennis Kelly, our executive vice president, and a former chairman of the American Architectural