

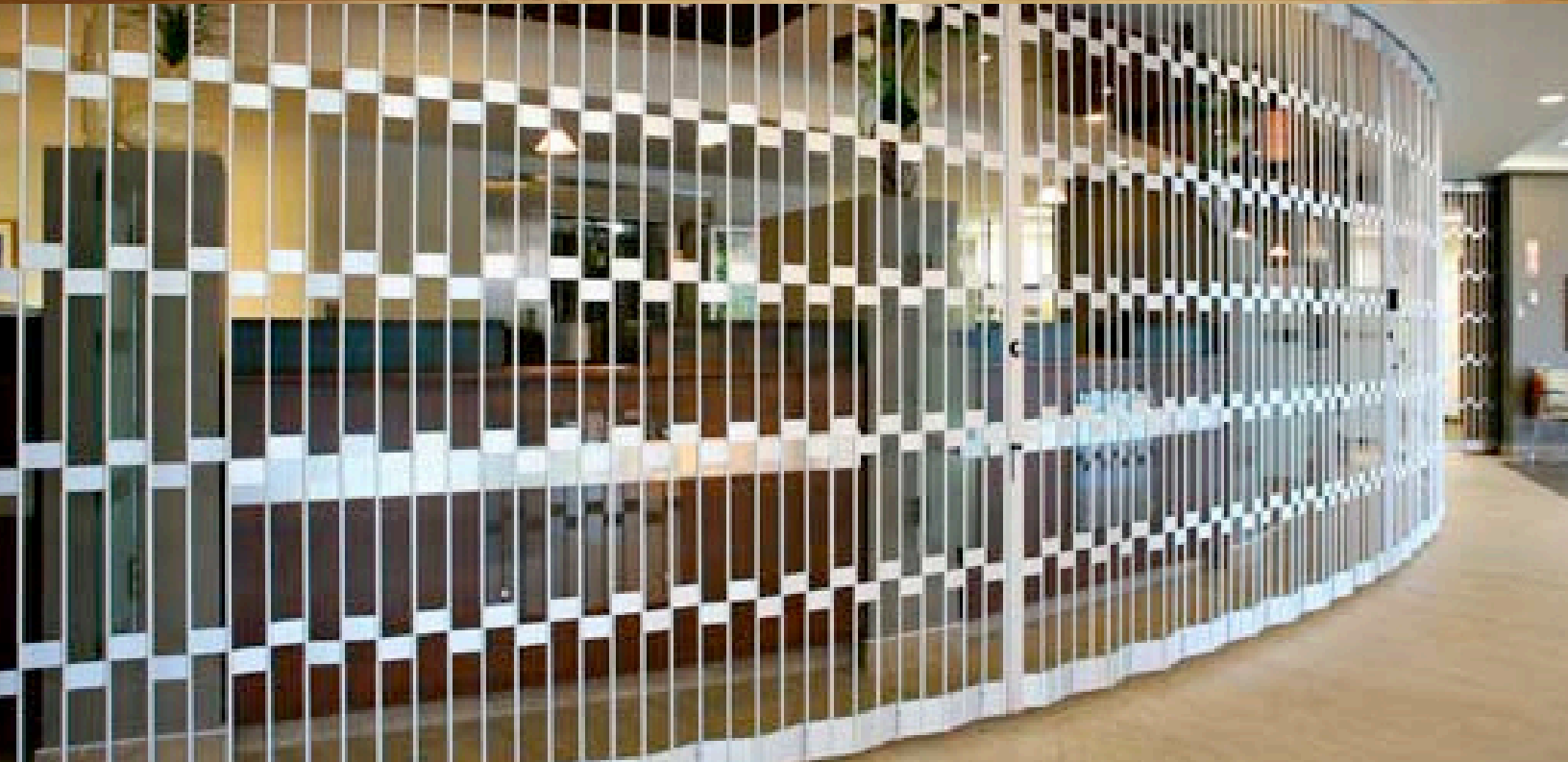


HORIZON GLASS

RESIDENTIAL +
COMERCIAL

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Now equally owned by estimator Doug Arnold and general manager Matthew Andrushak, Horizon Glass has spent over four decades building a glazing and window business out of Brandon, Manitoba, and its fastest growth today is coming out of a newer Winnipeg office.



Building on Trust: How Horizon Glass Leverages 45 Years of Heritage for Regional Expansion

For over four decades, Horizon Glass Ltd. has served as a trusted residential and commercial glazing specialist out of Brandon, Manitoba. Today, the company is accelerating into its next era through a unified leadership structure and rapid expansion across the province and beyond.

STREAMLINED LEADERSHIP AND STRATEGIC GROWTH

Horizon Glass has been a fixture of the Manitoba glazing industry since 1979, building its reputation on commercial storefronts, curtain wall, and residential window and door work across the province.

Following a recent buyout, the company entered a new chapter under a simplified ownership structure: Douglas Arnold and Matthew Andrushak now stand as equal 50/50 partners.

The division of responsibilities between the two is deliberate. Arnold manages operations and estimating from the core Brandon fabrication hub, where the company's manufacturing and administrative foundation remains anchored.

Andrushak relocated to spearhead the company's new Winnipeg office, an expansion that has quickly proven itself. Armed with four office staff and five installation crews, the Winnipeg branch has become Horizon Glass's primary engine for growth, driving a projected 12 percent increase in revenue this year.

The two-city structure allows the company to serve its long-standing rural and western Manitoba client base from Brandon while competing directly for commercial work in the province's largest market.



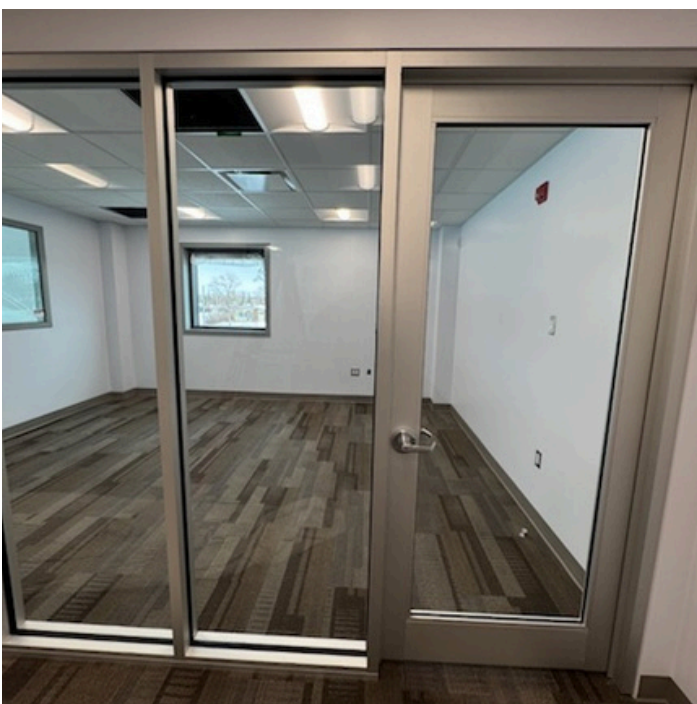
REPUTATION-DRIVEN PARTNERSHIPS

Horizon Glass has more than doubled in size over the past decade, expanding its reach well beyond Manitoba into eastern Saskatchewan, Nunavut, and eastern Ontario.

That growth has come without a formal marketing program. The company eschews advertising in favour of word-of-mouth recommendations and long-standing relationships with general contractors, many of whom have returned to Horizon Glass project after project for years.

That reputation is reinforced through active industry involvement. Arnold serves as a director on the board of the Construction Association of Rural Manitoba, and the company holds active memberships in both the Manitoba Home Builders' Association and the Canadian Home Builders' Association.

Across all of it runs a consistent culture built on fair pricing, dependability, and mutual trust, the same principles that have carried the company through 45 years in a competitive trade.



BALANCING TRADITION WITH MODERN EFFICIENCY

Coordinating complex glazing projects across multiple regions and two offices requires flexibility, and Horizon Glass has been deliberate about which parts of its process to modernize and which to protect. Trade-specific plan takeoffs still rely on specialized human expertise, a discipline the company considers too consequential to automate.

Around that core, however, Horizon Glass actively integrates modern tools. AI meeting summaries keep cross-office teams in Brandon and Winnipeg aligned, and automated progress-payment software streamlines billing across active projects. By pairing traditional craftsmanship with evolving technology, Horizon Glass continues to deliver high-quality commercial storefronts and residential solutions across Manitoba and beyond, with its next 45 years built on the same foundation as its first: trust, earned one project at a time.

"Tech has definitely changed as it always does. It's continuing to evolve. Automation and less human input."



QUALITY EXPRESSED

Horizon Glass has roughly doubled in size over the past five to ten years, growth Arnold attributes mainly to commercial work. The company does little formal advertising, relying instead on word of mouth built over decades in Brandon: neighbours, past clients, and referrals from people who already know the name. Its residential division has stayed a steady, if smaller, part of the business alongside that commercial growth.



"We've built that relationship and trust in the community of being here for as long as we have, that we do quality work at a fair price."

FOLLOWING THE GROWTH TO WINNIPEG

Arnold expects roughly twelve percent growth this year over last, with Winnipeg and its surrounding area remaining the company's clearest path forward as it becomes better known in a larger market. The company's reach occasionally extends further: Arnold mentions a recently booked project in Nunavut and some service work in eastern Ontario, both routed through the Winnipeg office.



"Winnipeg is definitely our immediate trajectory. We're looking at probably about 12% growth even this year over last year."





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