

SUCCESS means

GLENCO



For 60 years now, Glenco, Inc., has served as a premier provider of structural steel fabrication for projects in every single state west of the Mississippi River, and is headquartered in Clovis, N.M.

In 1954, Stanley J. Glenn started building above- and below-ground tanks and small, miscellaneous projects. As the company grew over the next 45 years and Stanley L. Glenn, Stanley J. Glenn's son, took over, Glenco ventured into fabricating structural steel for buildings, and slowly moved away from building tanks. Now with third-generation President Matthew Glenn at the helm, the company specializes strictly in structural steel fabrication, and operates daily in New Mexico, Texas and Oklahoma.

"You learn in college that in order to be successful, you have to have a niche," Matthew says. "Our niche is: we don't have a niche." Glenco doesn't discriminate when it comes to supplying steel – and says businesses that do often find themselves at a loss for business. "If we're qualified to fabricate it, we can do it."

Glenco has provided fabricated steel for nuclear power plants, government buildings, schools, churches, and ev-

erything in between. Matthew is proud to say Glenco has provided structural fabricated steel for between 60 and 70 percent of the buildings on Cannon Air Force Base, excluding housing units. Locals may recognize a very distinct steel structure in the dome of the Citizen's Bank building near Marshall Middle School on Main Street, for which Glenco provided materials.

"The proudest part about being a part of this company is driving around town and being able to say, 'We did that,' 'We did that,'" Matthew says. "We don't have a trophy building; for us, we're just proud we've done so much in Clovis and around the area."

Matthew says one thing he has learned since he took over five years ago as president is that relationships matter – with customers and clients, as well as his employees. "The people employed here have made us what we are today and they are where we came from," Matthew says. "Without the people, it wouldn't work." During the recession, Matthew said there were two years where margins were nonexistent, but the company chose not to lay anyone off during that time. Instead, they fought.

"You fight. You go out and fight tooth and nail for what you can get," he says. "If there was work out there, we went

out and fought for it. What benefitted us most was the idea that if our trucks can go, we can deliver the steel a project needs."

He's also spent a lot of time nurturing the relationships he has with his customers and client base, making sure each and every job is done right. "We stick with what we do – it doesn't matter what the building is, we're going to do it right."

Along those lines, Matthew prides himself in "incorporating old school ways in current business," he says. "To me, it's the small things – we still work off a handshake and when you call us, you get to talk to a live person."

"In our industry, there are not a lot of different ways to build what we build," he says. "So if someone is looking to hire us, they're going to get an old-school shop that does things the new way."

Business Stats:

Glenco, Inc.

Employees: 19

Product/Service: Structural Steel Fabrication

Geographic Market Served: New Mexico, Texas and Oklahoma (daily); with projects in every state west of the Mississippi River

Year Established: 1954