

COMPANY OVERVIEW

2025



HMI
INNOVATORS IN GLASS

Who is HMI?

We are a team of *craftspeople.*
artisans.
designers.
dreamers.

HMI is a leading USA-based manufacturer of custom and stock shower door enclosures for the remodeling and new construction markets. With 3 locations across the US, we are in the key markets to support our customers.

At HMI Glass, our team is dedicated to educating you on the infinite choices that glass offers. We supply the extensive variety of glass products you need, from semi-custom shower enclosures to fully-custom works of art, all backed by deep industry knowledge and respect for the craft.

Our High Quality Custom Glass Is Manufactured In America

Using the highest quality materials and the latest in glass technology, the majority of HMI products are handcrafted in our Boston, MA and Louisville, KY facilities. Along with our Arlington, TX distribution facility, we are proud to play a role in the fabric of American manufacturing.

Each facility owns a *unique identity*,
while remaining unified as the HMI brand.



HMI
INNOVATORS IN GLASS

Company Facts

Established 1946, HMI is one of the oldest American custom shower glass & shower hardware companies in the USA.

3 Facilities:

- Louisville, KY - 260,000 sq ft.
- Whitinsville ("Boston"), MA - 32,000 sq ft
- Arlington, TX - 40,000 sq. ft.

Product Categories:

- Custom Shower Glass
- Sliding Shower Hardware
- Heavy Glass Hardware
- Glass Railings
- Glass Walls
- Various Architectural Flat Glass Products
- C.10 Glass Coating
- HMI Essentials - Tools for the Trade

Capabilities:

- Tempering (KY & MA)
- Digital In-Glass Printing (KY & MA)
- Lamination (MA)

Markets Served:

- Residential
- Commercial
- Hospitality



“ Our longevity in the custom shower glass market is a testament to not only the quality of our products, but to the caliber of our people. ”

- Rob Zawtocki, CEO

Customer Support

From the moment the phone rings...

TECHNICAL DESIGN

38 Employees

Our Technical Design Teams are assigned to regions, repeatedly working with the same accounts that they truly “get to know.” Experts in the art of designing shower configurations, assigning hardware and assisting with creative solutions. “Tech Design” as they are known, turns out quotes same day- a hallmark of the HMI customer service experience.

The art of listening...

REGIONAL SALES REPRESENTATIVES

12 Territory Managers

HMI Territory Managers are our “boots on the ground.” Relationship driven, these sales managers are dedicated to understanding the nuances and unique needs of their diverse customers.

Turn-key solutions when volume and timing matter.

HOSPITALITY SALES

4 Employees

HMI’s hospitality team works with contract glass projects from as early as research and development all the way through to installation and after care. Our experts on the hospitality team understand spec writing, designing for repetitive use and the true importance of forward momentum in the workflow off large scale projects.

From our facilities to the bathrooms of America...

HMI SHIPPING PARTNER

CARDINAL LOGISTICS

What we support?

GLAZIERS

MARKETING
RESOURCES

QUALITY
PRODUCTION

PARTNERS

Facilities



3 Facilities

410 Employees

14 Shower Enclosure Series

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LOUISVILLE

Our flagship fabrication factory, in the heartland of America.



HMI's center of operations also serves as our main training facility and as a think tank for our shower glass & hardware products.

BOSTON

The center of excellence for HMI's specialty glass products, digital glass printing, and laminated glass.



Our east coast facility, home to our in-house design division, challenges the old conventions of shower design and beyond.

TEXAS

Servicing Glass Professionals in Texas and beyond for over 35 years.

HMI's Arlington, TX distribution center is the original and longest running shower glass facility in the region. Expert knowledge, team culture.



HMI Promise

Service

At HMI Glass, exceptional service is more than a promise—it's a structured part of how we do business. Our unique Pod system ensures that each customer is supported by a dedicated team of service professionals (real humans!) with intimate knowledge of custom shower design. These Pods provide focused service tailored to our customer's unique business needs. From product questions to custom requests and resolving issues quickly, HMI teams take pride in our lasting partnerships, delivering an experience that sets us apart.

Product

We are proud to craft the finest glass shower doors & shower hardware in the industry. By combining top-tier heavy glass fabrication with unmatched design flexibility, our products elevate the aesthetic of America's modern bathroom and meet the practical demands of daily use. From frameless and semi-frameless options to a full range of innovative styles, we provide customers with beautiful, functional solutions. Our hardware is engineered to last—tested for over 50,000 cycles - performing twice as long as most competitive products. HMI glass + hardware = reliability our customers can count on.

Quality

Quality is the foundation of everything we do at HMI Glass. With three specialized manufacturing facilities, we maintain tight control over every step of the production process. Each order—especially custom ones—is executed with precision and care. Our commitment to quality is backed by a lifetime warranty, a promise we've upheld for more than thirty years. This isn't a marketing trend; it's a core principle that reflects our dedication to excellence and long-term customer trust.

Delivery

Timely delivery is a critical part of our partnership value, and we're continually improving to meet and exceed customer expectations. Our logistics operations are expanding with additional routes and upgraded internal systems, helping us get custom orders where they need to be, exactly when they're needed. We understand how crucial accurate and on-time delivery is to our customers' bottom line. Working tirelessly to ensure we're not just meeting deadlines, HMI knows that we are delivering peace of mind.

Ways to Order

1. Call or email our Technical Design Department.

Louisville, KY 800-826-2577

502-969-4059 (main)

louisvillesalees@hmiglass.com

Boston, MA 800-767-5954

401-762-5953 (main)

bostonsales#hmiglass.com

Arlington , TX 877-746-9371

817-640-7220 (main)

texassales@hmiglass.com

HMI Hospitality Division 800-826-2577

502-969-4059 (main)

hospitality@hmiglass.com

2. Reach out to your dedicated HMI Territory Manager

3. Our online order entry program FLO has recently launched - a new way to order complete shower units, hardware, installation kits and more.



Our digital shower-design platform created to take your team *from quote to close* with the *click* of a (few) buttons.

- ◆ 24 / 7 quoting
- ◆ Real time pricing + options
- ◆ Use on any web accessible device
- ◆ Access to order history
- ◆ Installation guides + product training tools
- ◆ Set retail pricing for accuracy every time
- ◆ Promotions, updates and more!

Tools to Sell

Take advantage of our *Exclusive Partner* content.

Our in house marketing department serves as a value add to our exclusive partners. Look inside the HMI Dealer Portal on hmiglass.com/dealerportal for tools designed specifically to drive sales, close quotes in the field and elevate our customers own brands.

Quick links to direct you to our tools to help you sell:

HMI Shower Product Guide

<https://hmiglass.com/shower-product-guide/>

HMI Shower Visualizer

<https://hmiglass.com/customization/>

HMI Hardware Book

<https://hmiglass.com/heavy-hardware-guide/>

HMI Essential Tools Brochure

<https://hmiglass.com/essentials/>

HMI EP Marketing Brochures

<https://hmiglass.com/brochures/>

HMI High Resolution Photography

<https://hmiglass.com/ep-gallery/>



Two side-by-side download sections. The left section, titled "MARKETING BROCHURES", shows a hand holding a brochure for "CELESTIAL J. Sliding Shower Doors" and includes a "DOWNLOAD NOW >>>" button. The right section, titled "HIGH-RES PHOTOGRAPHY", shows a bathroom interior with a shower featuring a colorful mural and a toilet, and includes a "DOWNLOAD NOW >>>" button.

“ Today's customer lives in a world of Pinterest... lifestyle photos of products that inspire their own spaces. The HMI brand was built to speak to those consumers. ”

- Leigh Berberian
Creative Marketing Director

Brand

Brand Identity

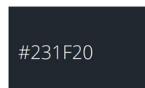
The HMI brand's look, feel and functionality was designed to appeal to our customer's customer. By offering an **upscale aesthetic** in our website, high resolution imagery, videos and social media we purposely target what today's consumer seeks in a **lifestyle brand**. HMI Partners often comment that they close deals often and easily when showing a homeowner or prospective client the **tools that represent** the HMI brand.



PANTONE 6 C

C = 60%
M = 60%
Y = 60%
K = 100%

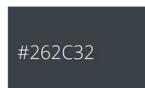
R = 0
G = 0
B = 0



PANTONE 419 C

C = 70%
M = 67%
Y = 64%
K = 74%

R = 35
G = 31
B = 32



PANTONE 4280 C

C = 80%
M = 68%
Y = 58%
K = 64%

R = 38
G = 44
B = 50



PANTONE 446 C

C = 73%
M = 62%
Y = 54%
K = 42%

R = 61
G = 68
B = 74



PANTONE 7544 C

C = 57%
M = 36%
Y = 32%
K = 2%

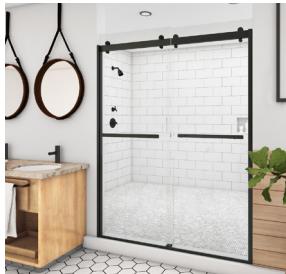
R = 120
G = 144
B = 156

HMIGLASS.COM

PRODUCTS



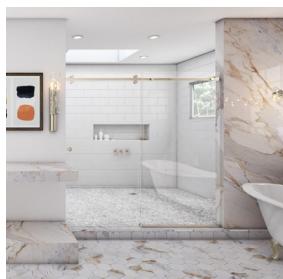
Shower Enclosures



CAPITAL

Capital's linear good looks speak to classic rolling shower door design.

As at home in a modern farmhouse as it is in a city dwelling, the Capital's distinct header is the go-to for those who like substance to their shower hardware. Add wall jambs or opt for a streamlined jamb-less version. This popular enclosure is ideal for large, multi-unit projects, while it also graces upscale bathroom designs of all genres.



CELESTIAL

The beauty of Celestial lies in its thoughtful engineering.

Custom glass panels hover above the rollers and hardware, creating an airy, suspended effect. As practical as it is lovely, Celestial's quiet glide and slim-line profile elevate it to a new classic in modern bathroom design.



CLASSIC

The name says it all. HMI's enduring, consistent, go-to slider "Classic" was built for budgets but is made to last. We've reimagined our Classic Series with a Platinum level header, now standard on all configurations. Simple design that has substantial merits when entry level pricing matters & quality counts.



EMPIRE

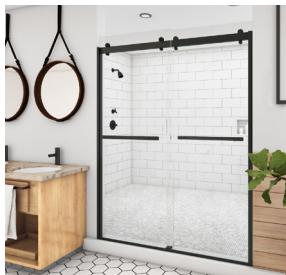
Behold Empire, our bold, industrial design take on frameless glass sliding door enclosures. Large rollers offer a heavy duty, weighted look and feel, while the effortlessly smooth glide makes Empire an obvious choice for modern, upscale bathroom inspiration.



EURO

An HMI classic shower enclosure, Euro is a bypass semi-frameless series known for its reliable quality and unassuming aesthetic. This is sliding shower door design that never ages, anchored by our commitment to quality and value.

Shower Enclosures



FRAMELESS

An HMI frameless shower is the gold standard in custom shower design. Virtually limitless in size and layout, creating your sanctuary space means looking at your bathroom through a new lens. With guidance from your glass professional, architect, designer and/or our in-house design & engineering experts, your dream shower is only steps away. Frameless custom showers fit beautifully into new construction projects, but are equally at home in bathroom renovations. Maximize space, open up site lines, honor windows and architectural details by designing for your space, not around it. Its time to imagine your #showerfirst.



SKYLINE

Clean lines and architectural design are the hallmarks of our Skyline frameless sliding-glass enclosure. Widely acclaimed as the shower design of choice for hotel applications & a favorite of homeowners seeking a minimalist aesthetic. Skyline's exceptionally smooth-gliding rollers are an understated luxury.



TRUFIT

When versatility is necessary, look to TruFit for a clean, classic solution.

TruFit enclosures easily accommodate imperfect vertical surfaces – allowing you to create a contemporary, frameless design that's made to fit. TruFit enclosures can be installed on fiberglass showers, and feature reversible swing doors for ease of installation. TruFit is a brilliant go-to for both home bathroom renovations and hospitality retrofit projects.



UPTOWN GRAND

Our Uptown collection bridges the worlds of semi-frameless and frameless shower design. Metal wall jambs offer the ease of installation that traditional framed showers are known for, but the clear polycarbonate strike between the door and panel create a near invisible midline. Look to the stylized Uptown Grand for a header-less option. Perfect for bathroom renovations with fiberglass surround showers, Uptown is an upscale, upgrade in semi-frameless swing door design.



VISTA

Once a design trend, mullioned shower doors have proven themselves to be a modern classic.

Introducing Vista™ by HMI. Our geometric, grid style patterns are a nod to industrial meets vintage style. Fully custom grid lines are designed for your shower's unique configuration. HMI Canvas - Digital In-Glass Printing challenges traditional mullion applications with its ease of cleaning and anti-microbial properties.

Shower Enclosures



CANVAS

Anything is possible using HMI Canvas. Create works of art with our digital printing technology.

In digital printing, microscopic particles of glass combine with ceramic frit inks and fuse to the glass in the tempering ovens. The result? Art becomes one with the glass, creating a scratch and fade resistant new surface. The new darling of interior designers, architects, the hospitality industry and discerning homeowners looking for one of a kind, next level glass products.



PRIVA-TECH

Modesty is now synonymous with custom glass in the modern bathroom! Delight in a spectrum of classic or on-trend colors, choose from crisp print lines or soft fades, play with opacities and more. Your sight lines and privacy areas are fully customizable. Enjoy the merits of a custom glass shower and still own obscurity where it matters.



CAST GLASS

Cast glass is an artisanal glass technique in which a piece of smooth glass is kiln-fired onto a mold to create three-dimensional pattern and texture. The result is a multi-sensory work of art that conveys bespoke luxury and elevated design.

Offers 11 standard cast options: Affinity, Retro Seedy, Flurry, Rain, Lava, Storm, Leather, Tranquility, Linen, Wisp and Fluted



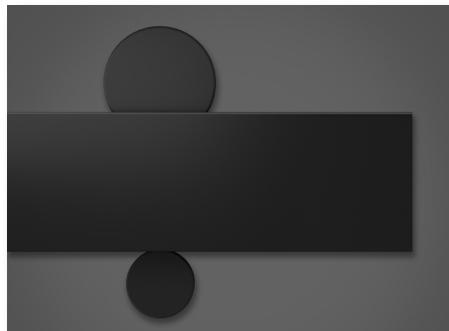
PATTERN GLASS

Pattern glass provides a personalized touch and an additional layer of style to a room. Offering obscurity, depth, and visual interest, pattern glass allows you to customize showers, cabinet doors, room dividers and more. Your glass professional and HMI Exclusive Partner has tips on how to choose the perfect pattern glass for your space.

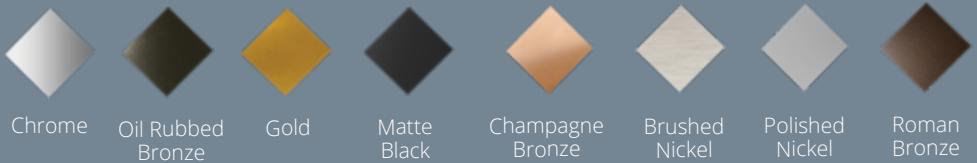
Offers 6 standard pattern options: Acid Wash, Grey, Aquatex, Rain, Bronze and Obscure

Hardware & Finishes

Since 1946, HMI has consistently striven for *technical excellence* in our products. Our deep *knowledge* of shower glass and hardware is evident within our *collection of products that last*.



Hardware Finishes



Essentials & Options

- HMI Canvas Tool Bag
- HMI Glass Cleaner 19 oz.
- HMI 25' Tape Measure
- HMI Essential Setting Blocks
- HMI 12 to 1 Ratio Caulk Gun
- HMI Drill Bits
- X.3® Silicone
- Palmer QuikSet Mirro-Mastic 10.1 oz.
- Palmer SuperSet Mirro-Mastic 10.1 oz.
- Palmer Mirro-Mastic 11 oz. and 1 gal.
- HMI Magnetic Torpedo Level
- HMI Essential Levels
- HMI Essential Level(s) Carrying Case
- HMI Trucker Hat



Glass Protectant

HMI's C.10® Glass Protectant powered by EnduroShield®. C.10 is an ultra-thin transparent coating that adheres to the surface and provides protection that will repel both water and oil-based stains. Untreated glass is porous and as a result absorbs mineral deposits and soap scum, making it difficult overtime. C.10 is eco-friendly. EnduroShield® reduces your cleaning time by up to 90%. Lifetime Limited Warranty.



ShowerGuard®

An advanced, permanent layer bonded to glass when it's made. The patented layer doesn't degrade.

Ensures the surface is smooth, even microscopically, so impurities can't embed to cause corrosion and lasting discoloration.

Limited Lifetime Warranty

Corporate Programs



Our concierge program for elite HMI Exclusive Partners. Annual sales goals drive incentives and rebates available to our top revenue generating accounts.



A program tailored to chain glass shops, bath remodelers and multi-door clients. Volume driven, grounded in customer service and the attention to detail that large customers require.



Welcome our Hospitality Division, a modern approach in hotel & multi-use shower project management. Our seasoned team guides specification writing, proposal, shower design and after installation care. From factory floor to door...we bring value and flow to each unique project.



If you are our customer, you are our partner. From the very first order, HMI accounts enjoy value added benefits in marketing, communication and the first in-class customer service HMI is known for.

Corporate Programs



When we row in the same direction, success is imminent. This internal campaign sets the energy for what HMI embodies inside and outside our physical walls.



No flaws in our deliverables may be a reach. But every HMI facility strives to come as close to this mantra as humanly possible.



Safety is always on our minds and at the heart of our facilities. This corporate culture campaign serves to highlight the poignancy of minimizing accidents on and off the factory floor.



Our employees are our family, and they rely on the corporate benefits and programs that support their families. This Human Resources initiative lays the groundwork for the multiple programs we offer our team.

Corporate Programs



ENVIRONMENTAL SOCIAL GOVERNANCE

Environmental & Social Governance

A timely program that holds our company and our people accountable to care for the earth, our principles and each other.

From recycling glass, plastic edging, water usage within our factories and beyond, HMI is committed to reducing our carbon footprint. We are educating ourselves on the myriad of ways we can become a more socially conscious & holistically mindful organization.



Diversity & Inclusion Council

Today the HMI Team represents 11 nationalities, but tomorrow may welcome so many more. This internal group seeks to unify and highlight the unique differences while celebrating the commonalities that bind us together as a collective whole.

Contact Us



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*"If you want to know the
future, look at the past."*

- Albert Einstein

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