

FACES Behind ^{The} BUSINESS

Bigger is not Better, Better is Better!

BARNABY & SONS
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Left to right - Shannon, Michael, Oliver and Ethan Barnaby.

Barnaby & Sons has been in business since 1947. Mike Barnaby runs the small family owned and operated business out of Murrells Inlet and services all of the Grand Strand and PeeDee areas. His father, Leon Barnaby, started this business 64 years ago, and Mike continues to expand and grow the company from its original roots. Quality craftsmanship, dependability and a commitment to excellence are all things that his father ingrained in him and he practices those characteristics daily with his business. He is a fair, dependable, ethical and grateful businessman that believes in playing by the rules. He offers no gimmicks, just a fair price for quality service that he takes great pride in. His No. 1 priority is a happy customer; he has never had an unsatisfied customer.

Barnaby & Sons is known for doing business the old-fashioned way, and for being someone you can really

trust. Windows, doors, kitchens, siding, patio enclosures and insulation are their specialties. I do this for my family, said Barnaby. If you don't have passion for your business, then you won't be successful. I must be successful to provide the best for my children. My competition doesn't drive me, it's the happiness of my customer. If I am going to work on somebody's home, I feel that they need to know every part of what is going to happen. My customers need to be given all of the information so that they can make an educated decision about what they want to do.

Mike is not the sit at the office behind a desk kind of boss, he is out there everyday working on customers homes with his team of certified installers. He stands behind his products and his work.

Curtis Register from Alside/Revere Building Products

has supplied products to the Barnaby family for four years. Mike always worries about what people think of his service, Register said. If his customers only knew how much he genuinely cared about their well being, they would never worry about what he will do for them. He is very passionate about what his customers think of the quality of his workmanship.

Barnaby & Sons offers everything a homeowner needs to feel confident in the contractor they choose to work on their home. They offer lifetime-warranted and top-quality craftsmanship and products, employ fully certified and insured employees, operate an informative website, and are an Energy Star Partner, as well as an approved partner for Santee Cooper's Smart Energy Loans and Progress Energy's rebate programs.

WRITTEN BY *Jennifer Lombardi*