



The Professional Builder's Choice

## Contractor Profile

### Local remodeler's success took a different path – Film career morphed into a building career



Paul sets up his mobile office on the jobsite working with crew, sub-contractors and the owners to ensure the project runs smoothly and on time.



Paul received assistance from both Truitt & White and Marvin Windows, who worked with a CAD specialist that created a life-size drawing of the windows to ensure precision installation in the curved wall.

Paul Barkley set out to produce film but ended up remodeling homes. That may seem a strange scenario, but dig deeper and you'll find the two trades are, in fact, not all that unrelated.

"Working as a contractor is similar to what it takes to put a film together," Paul says, "because you're carefully putting many pieces into one finished project."

Much like a well-edited film relies on a certain sequence to create the feeling and character of a scene, Paul uses this same concept when building a new living space. "I want to make space look like it belongs," he says.

Following graduation with a degree in film, he intended to build a film career but found film wasn't the sort of work he wanted to do.

And so Paul founded his own residential remodeling business, Barkley Builders, Inc., in 1992.

Paul most enjoys the versatile nature of the remodeling business. "What makes it attractive to me is that no two projects are the same," he says. "You don't see the same floor plan; it doesn't ever become repetitive.

"People often ask me: Why don't you just concentrate on or specialize in one thing?" Paul continues. "But that's why I do this – because it doesn't become tedious or monotonous."

Paul accepts the challenges of being a contractor with pleasure. "I like when the situation isn't in the manual and you have to figure it out and use your creativity and expertise," he says.

Much of Barkley Builders' remodels begins with windows and doors. "And then we typically get called back to do

another project," Paul says. "A lot of our work comes from word of mouth and repeat clients."

Paul works with Truitt & White for window and door products and services. "Truitt & White is always ready to deal with whatever comes up," says Paul. "I have nothing but good things to say about Truitt & White. The first word that comes to mind is service and they know how to define that word."

Barkley Builders Inc. uses Marvin, Andersen and Milgard doors and windows. "Marvin is definitely my favorite," Paul says. "They are top in quality, fit and finish and by far the best that I've worked with."

As a builder, Paul appreciates the feeling of confidence he has knowing that when problems arise—as they can in remodeling—Truitt & White backs their product. "They're ready to deal with whatever comes up," he says. "That kind of service can't be competed with."

Paul also appreciates how quick Truitt & White salespeople are to step up when there's a problem with an order. "That speaks volumes over the competition," he says.

Paul has worked with his Truitt & White sales rep Gary Nosti for years, long before Gary moved across the Bay and, because he valued him so much, followed Nosti when he moved. "He has expertise and attention to detail and personality – he's a good guy," Paul says. "He makes me feel like my project is the most important whether it's two windows or twenty."

Paul counts on Gary and the entire Truitt & White crew to find a solution to any problem that arises. He recalls a recent challenging job that required

five windows be installed in a curved wall; precise layout was critical.

Paul received assistance not only from Gary but from Marvin Window and Doors rep Chris Martin, who worked with a CAD specialist creating a life-size drawing of how the windows were to be lined up. "We taped the life-size drawing to the floor and built on that," Paul says. "Nobody's ever done that for me before."

Paul stays current with the industry's latest building trends, new products and materials, and developments by being involved with local building organizations and assorted trainings. He has earned a variety of credentials, becoming a NARI certified remodeler, a Build It Green Certified Green Building Professional, NAHB certified graduate remodeler and AAMA certified master installer. "I'm always trying to further my education, keep up to date and set myself apart," he says.

Paul doesn't view major expansion or huge financial growth as a definition for success. "I enjoy going out and putting on a tool belt and working on the job rather than having a big crew and managing headaches," Paul adds.

Paul defines success by meeting the client's vision and delivering a good product, whether it's a new window or a kitchen remodel. And having a supplier such as Truitt & White with the same values helps Barkley Builders Inc. successfully deliver and succeed on each project, every time.

For more information on Paul and his work, visit [www.barkleybuilders.com](http://www.barkleybuilders.com).