

# Structural Integrity

## ARW Drywall Co., Inc.

Owner - Tony Whaley

**Success Magazine:** Tony, how long have you been in business?

Tony Whaley: ARW Drywall Co., Inc. has been in business since April, 2005.

**SM:** What did you do prior to starting this company?

TW: I was previously employed with a contractor out of Syracuse for just short of twenty years.

**SM:** What was the motivating factor that pushed you to go out on your own?

TW: I have firmly believed that life is like climbing a never-ending ladder—we all have the ability to determine how high we climb. As an employee of a family owned business, I realized that there was a large market being overlooked that did not fit the profile of the company I was with. I believed that I could capitalize on this market, and with a little hard work I could be profitable as the owner of my own business.

**SM:** What can clients expect from ARW Drywall?

TW: Clients can expect to partner with a company that believes in doing everything right. Our employees have an outstanding work ethic, and we take pride in the quality of our finished product. We are true to our word.

**SM:** What has been your biggest challenge since becoming an entrepreneur?

TW: Paper work, paperwork, paperwork—insurance and government requirements. I never realized what all of this would entail.

**SM:** What is your secret for dealing with adversity?

TW: We build great relationships with the other trades to ensure a cooperative jobsite. There is a right and a wrong. We try our best to do what is right and we expect the same from everyone else. Everything can be worked out fairly. Getting emotional or angry has never solved any problem, but that doesn't mean that at times

you won't have to fight for what is right.

**SM:** What types of services do you provide?

TW: The services that we provide include exterior and interior metal framing, insulation, sheet-rock, taping, acoustical ceilings, and what ever else a client may need at the time—if the price is right.

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**SM:** What project are you most proud of and why?

TW: I have been asked this before and still don't have any one favorite project. I take the same pride in our work whether the project is small or large, plain or extravagant. To drive down the road and say to my children “we built that building” means the same for every project we have done.

**SM:** As a fairly new business, have you found it difficult to split your time between work and family life?

TW: As a new business that has continued to grow, I work between sixty and seventy hours a week so, yes, it has been very difficult to split my time between family and business. I will say, though, that if I want to see the boys play



football or participate in a Boy Scout outing I will take the time to go, but I also know that I will need to make it up late at night or over the weekend.

**SM:** What would you like people to know about ARW Drywall?

TW: We believe in everything we do—whether it is our commitment to safety, good business practices, building with quality and integrity, or completing a job within schedule. We believe in education and promotion of our employees, creating great opportunities for everyone willing to work for them. We believe in being the kind of contractor we would like to have working on a project of our own. And most importantly, we believe in the highest level of performance, earning each client's repeat business.

**ARW**  
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