



Barnes of FITCO has helped his company raise its profile considerably in recent years

June 06, 2008 - Owners Developers & Managers

Shamus Barnes is the president and co-owner of FITCO, a leading New York metropolitan area furniture installation and moving company, and a part of the Advance Relocation Resource Group. A dynamic executive and exceptional project manager, Shamus has demonstrated the insight and ability to make FITCO a fixture in the New York City commercial facility service market. Under his direction, and due in part, to his strategic marketing efforts, FITCO has raised its profile considerably in recent years.

Barnes worked for one of the largest moving companies in New York City before deciding to start FITCO in 1996. Since then, FITCO has steadily grown its annual revenue from less than \$1 million in its first year to approximately \$10 million today. With his innovative business development approaches, Barnes has been the driving force behind this success. Today, the company is flourishing in terms of revenue and client base. The company regularly completes projects for many high profile and Fortune 500 Companies. Barnes' clients include Alliance Bernstein, Proskauer Rose LLP, Frank Crystal, Google, HSH Nord Bank, First Republic Bank, Loews Corp. and The Atlantic Group.

Barnes is a pro-active leader who is known for his organizational skills as well as his ability to multi-task complex projects. His focus on professionalism and efficiency has resulted in consistently exceeding client expectations and delivering projects on time and on budget. Barnes is intimately involved with every major project and often personally manages them from the planning and scheduling stages, straight through to their completion. His management style and talent for customer acquisition and service have made FITCO a leader in the NYC market.

The company regularly partners with well-known furniture dealers like WB Wood to install furniture systems and workstations for some of the most well-know companies in the world. The companies recently paired up to complete a massive furniture installation project for a professional sports league. The project was sizable and spanned 5 full floors. FITCO teams were able to install 322 Herman Miller workstations, 45 private offices, 3 Geiger executive private offices, 10 conference rooms, 235 lateral file cabinets and 800 chairs in one month. The completion of large scale projects on a short deadline is a trademark of Barnes' and testament to his logistical management skills.

Barnes is known for his support for local charities and organizations in his community. He is a volunteer for The Wounded Warrior project. This group teaches injured soldiers how to water-ski and snowboard. In addition, Barnes serves as a ski and snowboard instructor for physically challenged people for the Adaptive Sports Foundation at Windham Mountain. In addition, Barnes coaches his son's baseball team and daughters' lacrosse and soccer teams.

An active participant of the Building Owners and Managers Association (BOMA); International Facility Management Association (IFMA); CoreNet Global and the Building Contractors Association

(BCA), Shamus has an extensive network of contacts and is well known in the city's facility management circles.

For more information visit www.fitcony.com.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540