

Barnes Dennig Client Success Story | Kona Ice | Transcript

Tony Lamb, Founder & CEO, Kona Ice

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Tony Lamb:

I'm Tony Lamb. I'm the founder and CEO of Kona Ice. We started this company back in 2007. We had one truck that I had built. It was one of those ideas that hit, and I was very lucky. I was at the right place at the right time with the right idea. It worked on a large scale. And so 20 years later, we have 2000 plus trucks on the road. We have another thousand pieces of ancillary equipment. We've started a second brand called Traveling Toms, which is a coffee truck. And we have about 400 of those, and that's actually probably going to be bigger than Kona.

What makes it easy to work with Barnes Dennig is the personalities and the relationships you develop over time. And because of the people and the personnel that are there have been there a long time, you share these intimate financial details and you continue to share. And then as your life grows and your business grows and things change and kids and in your personal life and in your business life, just like a family. That's what makes it so nice is because I have more long-term relationships at Barnes Dennig than I do sometimes in my executive suite at my company.

What I've enjoyed so much is watching Barnes Dennig grow just as much as I've grown, if not more. They keep bringing in more and more services through the years. I've been here so long, even the family office to come in and be able to help me grow that side of my business life, my personal life. I sit down with Laura a lot proactively and say, "Okay, what's coming next year?" So it's nice to have a team that's been there so long that we can keep referring back to and then can predict the future.

As we go through our lives and we get to choose at some point who we work with we have chosen to work with Barnes Dennig, and it's on a myriad of reasons. It's because of great services, it's because of a large portfolio of services that you guys provide, but it's as more important or as much important, it's the personalities. It's the relationships that you develop. That's what I think is so great about Barnes Dennig.

That was a good line. You're going to want to emphasize that. I'm trying to hit some winners here. Come on, come on.

Interviewer: You're like Austin Riley. I'm telling you.

Tony Lamb: That's right.