



Noel Tait.

*“... read what the client wants and provide it in the most efficient way possible.”*

## creative solutions create efficiencies

Noel and Sharyn Tait who bought the family business Cooper Webley Limited in early 2006 are one of the new breed of people involved in the manufacture of residential and commercial joinery in Nelson. The firm has been around since 1964 and is well known for production of traditional joinery for such things as bars, screens, wardrobes and prehung doors.

Cooper Webley has also gained a reputation as a leading kitchen, bathroom and laundry manufacturer for the high end of the market. “Success in this sector means you have to provide a high quality service to a demanding clientele – you have to be able to read what the client is looking for. Often this means finding creative solutions for the client.” comments Mr Tait. “This has to be balanced against running an efficient operation that strives to do the basics as best it can. The challenge is to find better ways to do things wherever possible.”

Their factory and showroom in the suburb of Tahunanui covers some 500 square metres and employs a total of thirteen staff. For kitchen manufacture, the firm provides a full package from advice on design to manufacture and installation.

Mr Tait continues “We cover a wide range of manufacturing always bearing in mind the need to have a good balance between residential and commercial work. The commercial work



*A Morbidelli router and Brandt edgebander form the engine room of the Cooper Webley manufacturing set up.*

covers both new construction such as shop fit outs as well as renovation work. Things have been pretty hectic this year so far and the pattern looks to be rolling through to 2008.”

The firm has been involved in a number of high profile commercial projects around Nelson including the Nelson i Site on the corner of Trafalgar and Halifax Sts, City Fitness in Quarantine Road, as well as all the kitchen and joinery componentry for the Murchison Community Hospital.

“The market we deal with here in Nelson is growing. We have seen the move toward being a more “Service Orientated Business” as the way to go. In the field of kitchen design, the popularity of solid surface benchtops has continued to grow with clients looking to name brands for their componentry. We use a wide range of suppliers for various product. For example, we use suppliers such as Burns & Ferrall as well as a range of well known benchtop surfaces including Corian, Formica, Laminex product and granite to name just a few.”



For further information contact

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