

# Business of the Month



Debbie - at the heart of the business

## Wakefield Bros DIY

# Debbie provides the right solutions for the kitchen and home

THERE remain a few people who still appear surprised at the notion of a woman working in a 'hands on' capacity at a large DIY business. Especially when the service includes such skills as glass cutting. They are silenced, however, at Wakefield Brothers DIY in Orford Lane, Warrington as Debbie's skills and knowledge of the business are clearly universal.

This level of service is typical of Wakefield Brothers. It has been a family run business for more than 100 years and enjoys a long-term reputation for

providing quality, friendliness and all-round excellent advice.

Debbie, however, hadn't initially intended to move into the business at all.

As she recalled:

"After leaving school, I went to college to study accountancy and, after qualifying, I worked in a solicitors."

"It was only when my father bought out the business from his brother that he asked me to work part-time - I would do the wages and also worked in Asda at The Cockhedge Centre in personnel."

As such, a life working in the office seemed the most obvious

way forward - However leaving to get married and have children proved to be the turning point.

When Debbie returned to work, around 11 years ago, she started to work full-time at Wakefield Brothers, which included working downstairs and dealing directly with the public.

"At the time the business was mostly DIY, she stated and that aspect swiftly provided her with a grounding in all aspects of the business."

"I found that I greatly enjoyed serving people and learning more and more about their needs."

**Smoking 'police' to patrol bars and shops**

**CIG BROTHER**  
Sweeping machine will catch secret smokers in pubs.

**Smoke-ban 'snoopers' are poised to strike**

**CIG SPIES COMING TO EVERY TOWN IN BRITAIN**

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Sweeping machine will catch secret smokers in pubs.

### HAVE YOU PLANNED FOR THE SMOKING BAN?

New smoke-free legislation is coming into force in England from July 1st. The aim of the law is to protect workers and the general public from the harmful effects of second-hand smoke. The new legislation covers all workplaces, including health care and educational establishments. It will also apply to factories, offices, restaurants, cinemas, leisure centres and shopping centres. Work vehicles and public transport vehicles will also be covered by the new legislation.

#### Q: WHAT WILL I NEED TO DO TO COMPLY WITH THE SMOKE-FREE LAW?

A: YOU WILL NEED TO TAKE ALL "REASONABLE STEPS" TO ENSURE NO ONE SMOKES ANYWHERE ON THE PREMISES.

#### Q: HOW CAN I DO THIS?

A: BY LAW YOU WILL BE REQUIRED TO DISPLAY NO SMOKING SIGNS. IT IS ALSO ADVISABLE TO INSTALL CIG-ARRETE - THE WORLDS ONLY BESPOKE DETECTION AND MONITORING SYSTEM-IN HARD TO MONITOR AND HIDDEN AREAS SUCH AS TOILETS, STAIRWELLS AND BUILDING ENTRANCE AND EXIT POINTS.

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# Business of the Month



Debbie's father, George

Kitchens and glass cutting currently at the forefront

## Big changes during the past decade

DURING the past 10 years, the business has changed a great deal. While DIY is still a large part of the business, the mainstay has become a thriving kitchen replacement service, where doors and worktops are tailor-made to suit individual needs as well as contract joinery for schools. The work is often carried out in their own workshops.

"It's proving very busy," said Debbie, who often visits customers homes to offer individual advice.

"Kitchen replacement doors can halve the cost of a new kitchen and there really is no

need to build the full framework again.

Other aspects of the business include bedroom furniture such as sliding doors for fitted wardrobes, made-to-measure units and even occasional bathrooms.

"We enjoy being able to cater for the customer's individual needs," she said.

"Our glass cutting service is currently proving extremely popular. We can cut any kind of glass to size.

"I don't miss being in the office. I am happier out here, helping the public and being on-hand to find the right products for them."



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