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comace

**Celebrating 30 years
of excellence** see p 14

Paul Williams founder
of Comace

Celebrating 30 yrs of excellence



The Comace team with their fleet and present premises

How it all started

From the humble beginnings in December 1981 the founder Mr Paul Williams's Comace has grown from strength to strength from a small shed in Lonsdale S.A. to one of the most recognised businesses in its industry in Adelaide today.

Back then manufacturing sporting trophies in a business named The Wood Works, he worked during the day as an apprentice cabinet maker and most of any hours left over in the small shed.

As a young man his dream was to run his own business and as opportunities

presented themselves the business expanded into different areas until in 1992 he formed the company Comace Pty Ltd.

Performing maintenance work for Coles Myer and shopfitting for Just Jeans led to various high profile companies being regular clients which in turn grew the business and the staff numbers to a current level of 26 full time employees.

Paul truly believes the calibre of staff, the high profile clients, mixed with the dedication to supply quality service have been a recipe for success and gaining a good professional reputation within the industry.

Looking back over 30 years reveals the realisation of a dream by building on experience.

The original wooden sporting trophies created from offcuts showed a special talent and artistry, earning the young Paul Williams a reputation for high quality and good value - an attribute he recognised as a winner right through his development.

The next stage of the business was the manufacture of domestic furniture and kitchens where the same passion for quality and detail marked the fledgling enterprise as one to watch.

This success attracted attention from larger customers looking for exceptional value and successful tenders for maintenance resulted in work for Coles, Myer and Woolworths groups.

The experience in the commercial world led to expansion into shopfitting for high profile companies like Just Jeans, Country Road, Vodaphone and others.

The excellence and value was recognised further afield by larger clients and Westfield, Centro and Lend Lease sought the Comace style.

A dedicated maintenance team was added to the business, servicing private, commercial and council properties.

As the business expanded while maintaining the same excellence in customer satisfaction, new horizons opened including commercial joinery for aged care, medical centres, schools, office fitouts.

Comace joinery clients include high profile building companies like Hansen Yuncken, Marshall & Brougham, Badge Construction, Multiplex, SJ Weir and others.

These companies were sought by Comace as preferred clients with the intent to form long term relationships through quality service, products and dedication to the tasks at hand.

Some of these contracts exceed the one million dollar mark and Comace has settled comfortably into this niche of the market.

Achievements worth noting over the years include attainment of OH&S Certification AS4801; Quality Systems Certification ISO9001; Shopfitters Association accreditation No 2 in Australia.



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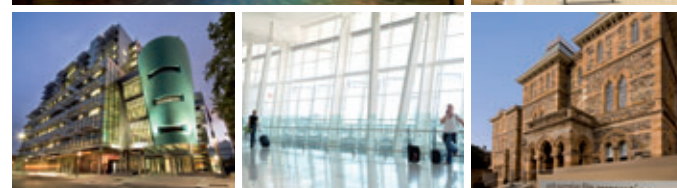
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Congratulations to Comace
on 30 successful years



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Southern Cross Care at
a lands Par

The company's standards have been recognised by the overnment providing grants to assist in expansion. High - end professionalism is evident in the technology adopted by Comace, such as special software for time management and systems control.

There is also the dedicated OH&S and Quality assurance Manager, and dedicated financial in house accountant.

Professional organisation memberships include the Master Builders Association, CEO institute and local business organisation ERBA .

Comace has been built on all the proven values of business success, many of them internal initiatives observed by Paul Williams throughout his development.

High on this list is the training, upskilling and development of staff.

Senior staff are encouraged to achieve management diploma level, with skills in marketing, finance, lean manufacturing and leadership courses.

Schoolbased and adult apprenticeships are undertaken and completed as part of the corporate plan.

Training for Comace leaders is mandatory in the professional skills of OH&S, senior first aid, emergency evacuation and fire fighting.



itout at the Tenyson Centre a milestone pro ect for Comace.



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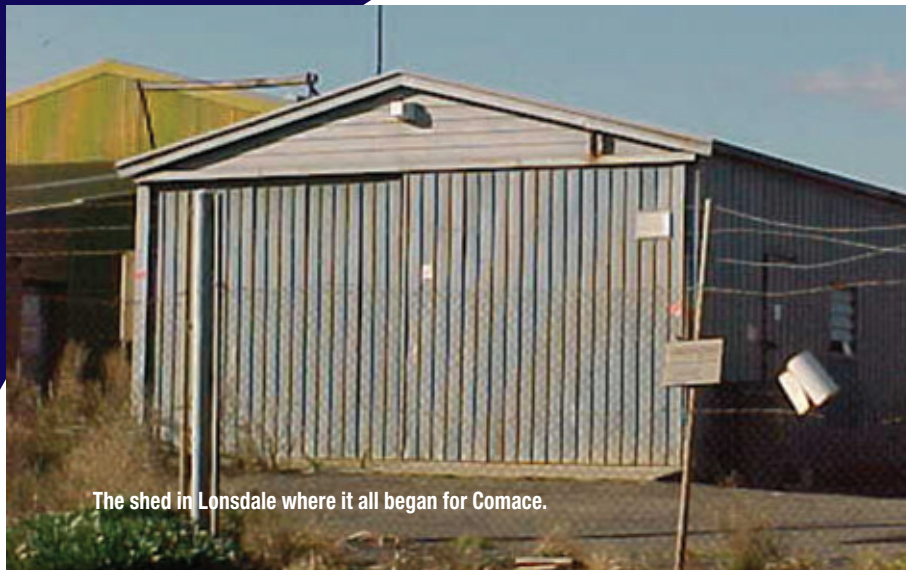
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The shed in Lonsdale where it all began for Comace.

Ongoing training is routine for general upskilling in forklift, high access, and job ready skills, Australian Industry Petroleum training for high risk areas.

Thirty years on, Comace is looking at a future of continuing expansion in size and range of services on offer.

The company has purchased more factory space to expand manufacturing operations and has a plan to double turnover in the next five years.

The plan is well structured with systems, processes and trained staff in place. Recognised qualifications will be added to the brand through a Chain of Custody and Environmental ISO14001 accreditations

Paul Williams acknowledges the success of Comace would not have been as brilliant without considerable help along the way.

He says, "Most importantly, our staff who are encouraged to be highly motivated with an open and honest work environment, great culture, ethos and morale have contributed hugely to the longevity of the firm.

"Quite a few have achieved long service and beyond. Without good staff there is no business.

"I would like to recognise people within organisations for their support and assistance and not to forget their patience while dealing with me.

"Some of these are Innovate S.A. team, Enterprise Connect team, True North Organisational Development, Duncan Murphy Chartered Accountants, Breathe Marketing, Empower Marketing NZ and yes even our bank, ANZ."



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