

CHRIS CORNISH,  
ARBUTUS  
FURNITURE &  
CLOSETS



- **The future is looking very bright. After an uncertain 2020, we have come through stronger than when we entered it.**
- **Our team is dedicated to executing on our existing strategy, continue improving our process and delivery, and excited to accelerate our growth.**
- **We have an exciting upgrade plan for our shop machinery, showroom improvements and our delivery fleet.**

# Making the most of space

MAY 2021

PROFESSIONALISM  
QUALITY  
INNOVATION



## If you want it Arbutus builds it

Chris Cornish purchased Arbutus Furniture & Closets in 2018. This 35 year old company offers design, manufacture and installation of custom furniture and storage and storage solutions in the residential, commercial and institutional markets. Currently a staff of 16 they are actively recruiting to add more members to their production and installation teams to help them meet the growing needs from their customers.

The company has a fairly evenly distributed market between their Interior Design and Homebuilder partners, direct to consumers and contract work with Developers and Landlords on large multi-family projects.

### What Arbutus is known for?

Chris Cornish will tell you that Arbutus has built a reputation for delivering innovative custom designs and quality products at fair prices. But Chris firmly believes his company's primary strength is their people.

Between this and their innovative storage solutions, we asked Chris to share more about his company.

**CKCA:** What are your strengths? What do you think your company is known for?



**ARBUTUS**  
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**Chris:** We produce a high quality, competitively priced product, delivered with care and attention. We have team members who care about the products we deliver, and they genuinely care about our customers' satisfaction. We stand by everything we build, and pride ourselves on pleasing our customers. As a result, we have tre-

### Living in Place

**CKCA:** With the trend towards Living in Place, people are making improvements to their home and storage is increasingly important, what trends are you seeing and how is this impacting your business?

**Chris:** Living in Place is a term that is coming up more frequently. Our designers provide solutions every day for customers looking to improve the functionality, convenience and efficiency of their living spaces. From integrated lighting in storage areas with motion detectors or remote control, easy to use blind corner solutions, servo assisted drawer slides, push-to-open mechanisms and flap stays with gas springs, we have an in-



mendous loyalty from our team, some of whom have been with us 20 years. The same can be said for our loyal customers, in some cases spanning 3 generations in the same family.

credible array of tools, devices and technologies to help our clients live more comfortably in their spaces. We are also providing clients with motorized blinds

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# Every square inch counts!

and solar shading solutions, to increase the comfort and energy efficiency of their spaces.

## Trends in storage

As far as trends that we are seeing, the unexpected "working from home" dynamic we saw in 2020, and the focus on spending more time at home, really sparked a surge in projects creating home gyms, hybrid spaces to accommodate studies and hobbies, as well as indulging recreational spaces. Many clients finally tackled their garages, improving their storage for off-season items, tools and yard maintenance equipment, sports gear, bikes, skis, as well as adapting these spaces into multi-purpose rooms.

One of our favourite recent projects was in the ski resort of Whistler, and our clients created custom personal storage for each family member, racks and hooks for all of their sports equipment, plus an "Apres Lounge" with a incredibly clever secure bar, with fold down table, concealed in one of the cabinets. Immediately, their garage became the envy of the neighbourhood, and the obvious destination for post-mountain libations.

**CKCA:** What is the most popular storage system requested from clients and why?

**Chris:** By far, our most frequent request is for converting a spare bedroom into a multi-purpose space with a wall bed, custom storage units and a desk for a work-from-home setup.

## Maximizing space

**CKCA:** What do you think kitchen cabinet manufacturers should consider building that can help them adapt to the new demands in storage?

**Chris:** We have always had compact "convenience" desks in kitchens, however, building out more robust and functional work stations adjacent to kitchens has become more common. Integrating charging stations, under cabinet lighting, grommets, pull out mechanisms for printers, white boards, tack boards, utilizing every available square inch. As customers demand more functionality and efficiency out of their homes, we have to maximize all the rooms in the house.

**CKCA:** What challenges do you face as a business?

**Chris:** Looking forward we are facing multiple challenges. Staffing is becoming more difficult, particularly in Vancouver where the cost of living is very high, in turn causing wage pressures. We are also seeing mounting price increases from suppliers all across the board. Just last week, one of our TFL suppliers advised of an overnight price increase of 30%.

We are still feeling the effects of supply chain disruptions, and we expect to have continued shipping issues over the short to medium term going forward.

As a company we are proud of what we have achieved, and we are excited to continue on our path of customer, and employee satisfaction.



## Our Industry Knows Their Space Intimately

CKCA is pleased to have Arbutus Furniture & Closets as a member. In the kitchen cabinet industry many manufacturers are building far beyond just the kitchen space and creating many other functional spaces in the home. In fact, one could say that our industry gets to know the space they work with intimately. The trend towards better storage and multi-functional space presents unique opportunities that continue to keep our industry innovating and driving forward. We wish Arbutus Furniture & Closets continued success!



**CKCA Members can carry the CKCA logo with pride on their website.**

**Reach out to us any time to get the logo.**

**[info@ckca.ca](mailto:info@ckca.ca)**