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Neighbours of

# HESPELER VILLAGE



Meet  
*Graham's and  
Son Interiors!*

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## Full Service Interior Design



The Graham family have been in the Hespeler area for many years. Gail belongs to the Jardine family, who settled in Hespeler over 200 years ago and founded A. B. Jardine Ltd, which manufactured tools and equipment for the blacksmithing industry. In the early years of their marriage, Wayne and Gail lived on Queen Street West, and they later moved out to Puslinch where they raised their son, Matthew.

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Matthew has been involved in the business since he was a teenager. Initially he worked as a helper and an installer, but as his experience and knowledge grew he progressed to roles in sales and business management, and is now the company's General Manager.

By Susan Hastings

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We've all watched design shows on TV where a home is transformed in a few days, and although the results might look good from a distance, you just know that it really isn't going to last. A successful update or renovation requires product knowledge, experience, good relationships with the sub-trades and a flair for design that will transform the client's dream into reality.

Perfect Drapery Services was established

in 1975, the same year Wayne and Gail Graham were married. Over the years, the operational name was gradually changed to Graham's and Son Interiors to better reflect the expanded services they provide. In addition to window treatments such as custom draperies, blinds and shutters, Graham's and Son Interiors now offers complete interior design services, including furniture refinishing and reupholstery, flooring products and interior painting and space planning. Their experienced design team can even help you add value to your home with a kitchen or bathroom renovation.

With over 40 years in the business, the Grahams know that a satisfied customer is a repeat customer. Personalized service, attention to detail and professionalism have become the hallmark of their business, and when combined with meticulous project management the result is a well-conceived and well-executed renovation. “We are very grateful for the many clients that have made our company the success that it is today,” Wayne says, “and we are very proud to say that the greatest growth has happened as a result of repeat clients and referrals.”



Many design companies charge for in-home consultations, but Graham's and Son Interiors does not. In fact, Wayne recommends that clients view fabrics and materials in their own home since lighting can have such a large effect on how we perceive colour. "Showroom lighting can be deceiving," he says, "and we strive to eliminate client disappointment."

Meeting the client in their home "gives us a sense of their taste, preferred colour palette and the amount of space available," notes Matthew. "It also gives our customers the chance to visually describe what it is they want from the renovation."

Although Graham's and Son Interiors still offers a complete window treatment service, they now provide design services throughout the home. "We take your project from the planning stage right through to completion. The beauty of our service is that you are working with one person from start to finish, and not handling several trades" but you are still assured of professional expertise. This removes much of the stress that renovating a home can create. "We have a reliable team of trades that we work with on a regular basis, to limit delays wherever possible, and to create the best workmanship."

Wayne and his family have worked diligently over the years to build their business from the ground up, and they are now well-known in the Tri Cities area and beyond. "I chose this type of business due to my love of planning and designing," Wayne observes, "I truly love working with people. I very much enjoy problem-solving and choosing styles, colour and design. And I especially love



watching a project take form. The result is always so gratifying."

But their life isn't all about work. Most weekends in the summer, Wayne and Gail can be found boating on Georgian Bay, and over the years they have made close friends of their neighbours on "The Bay". They are also involved in the community, and are sponsors of the Big Bike Ride which raises funds for the Heart and Stroke Foundation.

Graham's and Son Interiors is all ready for the next generation. Matthew and his wife

Meagan recently welcomed their second son Holton to the family, a big brother for three year old Hunter. Matthew comments that he feels fortunate to be instilled with the values of a close-knit community – values that have helped shape Graham's and Son's special brand of customer service, and values that he will pass on to his sons.

Do you know a neighbour who has a story to share? Nominate your neighbour to be featured in one of our upcoming issues! Contact us at [shastings@bestversionmedia.com](mailto:shastings@bestversionmedia.com).



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