

KZN Visits:

Clive Sanders, manager of the Bulk Store in KZN, picked me up at 6am from my hotel in a not such a desirable area in Durban and we arrived in **Margate** just after 8am. It seems that these Natallers are early risers because by that time Chris and Vivienne Koekemoer and their staff were in full swing.

A husband and wife combination in business, in my experience, make a formidable team and in Margate's case, this is no exception. Their experience, knowledge and loyalty to the group throughout the years makes them invaluable to our group.

From there it was, I think – everything was a bit of a blur – a 4 hour drive to the north to Pieter van As' Lumber City in **Richards Bay**. His Lumber City is in the middle of where all the action is regarding the building trade. What struck me about Pieter's store was his cabinet hardware section. The same concept was noticed in all of our very successful Lumber City's.

Enigiemand wat enigiets wil sien wat hul kombuis kan verfraai, hoef net na sy winkel toe te kom. Alles van vlekvrystaal toebehore na mandjies, 'n magdom van handvatsels en knoppies om van te kies en dan al die hardeware waaraan 'n mens kan dink wat van Lumber City in Richardsbaai 'n eenstop winkel maak.



Die ingang van Lumber City Margate



The sales area and hardware section of Lumber City Richards Bay