

Innovate or Stagnate:

The circumstances in our economy, political and business has changed dramatically over the last 10 or so years and it is my belief that if we continue practicing the same business principles than a decade ago, our business will either stagnate or die.

When you are in the servicing business, whether you build and install cupboards or installing windows and doors, the secret is to completely finish the job as quickly and efficiently as possible. The moment you have to go back to finish the job, the prospective client has found flaws with numerous little insignificant things. The result – payment problems.

Shawn van der Heever of Lumber City Vanderbijlpark identified this problem some time ago and racked his brain to firstly avoid leaving site before everything was done and secondly to avoid his staff running around to find items that they forgot at the factory to complete the job.

He converted one of his Hyundai's to a fully equipped workstation. This vehicle houses everything that the installers might need to finish the job properly. From a generator, compressor, all stock of hardware that might be needed, coffee, microwave, fridge and first aid stations, an inverter to step up the electricity from the 12V battery to 220V, ladders and bakkies, floodlights to work at night, and much, much more.

There is no doubt that he will save time and money with this new idea.



In between the coffee and first aid station is the inverter
And flood lights. Compressor below the counter top.

Net 1 die' maand:

Louis de Jager van Oudtshoorn verjaar die 25ste. Veels geluk Louis, ons hoop dis 'n goeie jaar vir jou.

Are you just making a living or are you making a difference?

Remember our slogan?: "If you don't make a Difference you don't Matter"?



Purpose built canopy. Space at the top for ladders & bakkies



All hardware items and tools neatly stocked and catalogued.
Note the vice fixed to the drop side.



Hardware box (left) contains drawer runners, adjustable feet, etc.
At the back is the cut-off saw, generator, extension leads & tools.
Pull out rack for the fridge.