

Enamoured customer buys renowned shop



Veranda's dynamic new owner has some big plans in store. By KEREN BELLOS

ON visiting Veranda for the first time, Sandy Harvey immediately fell in love with everything she saw.

"When we first visited, I said to my husband, 'I love everything about the store and I'd love to buy everything in it' – and that's what I did," she told *Residential* with a smile.

At a time when many retailers were closing their doors, Mrs Harvey – who hails from South Australia and is always seeking new challenges – decided to take the plunge and buy her first business, acquiring the renowned Claremont store from its creator Sharyn Bagios last November.

It's been a busy yet exciting few months for the 46-year-old, who learnt the ropes from Mrs Bagios during the busiest time on the retail calendar, while ensuring the store remained well stocked with beautiful home and garden wares for Christmas.

This week marks the first that Mrs Harvey has worked in the store full-time since leaving the RAC, where she served as the senior manager of financial services for the past two years.

"I have a broad mix of skills and while I do have a financial background, I also have a very creative side," she said.

"For me, taking on Veranda was something that would allow me to indulge in my creativity – something that I haven't done enough in previous roles."

As a seasoned triathlete whose achievements have included regularly placing in the top three for her age group at events, Mrs Harvey also brings great determination, energy and an achievement-oriented attitude to the role.

Her current focus is to continue Veranda's success, which she attributes to exclusive products sourced from throughout Australia and across the globe, amazing displays that showcase each piece's beauty and indulge customers' senses, and the creative flair and personalised service provided by long-serving staff including manager Paula Lievense and interior designer Cindy Wieringa.

"Veranda reflects and embraces up-to-the-minute design while still staying true to its origins of classic European and Hampton-style elegance, so it's not just a shop that's full of products," Mrs Harvey said.

"People love to sit in the store because it has such a nice ambience, which also makes it a lovely place to work."

Mrs Harvey will continue to stock clients' favourites, including sturdy stone-look tables, Jardin outdoor furniture that can withstand the elements, Madison cane tub chairs which



New owner Sandy Harvey amid some of the products Veranda Home and Garden.



also enhance outdoor areas, Turkish glassware and aromatic Glasshouse candles.

She aims to expand the jewellery range, introduce electronic catalogues, increase online sales, grow the store's interior design service and conduct regular in-store functions, with her first event planned for next month.

With selected in-store items discounted from 20-70 per cent until the end of January to make way for new stock arrivals, there has never been a better time to visit Veranda at suite 2, 1 Leura Avenue, Claremont.

For more information, phone 9385 6533 or visit www.veranda.com.au. ■



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