



Veranda Home and Garden's new owner, Sandy Harvey (left), will continue to stock clients' favourites.

Pictures: Marcus Whisson

[www.communitypix.com.au](http://www.communitypix.com.au) d371328

## Few tweaks to Veranda's winning formula

The new owner of Claremont's iconic homeware store wants to introduce electronic catalogues and in-store functions and expand the jewellery range. 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



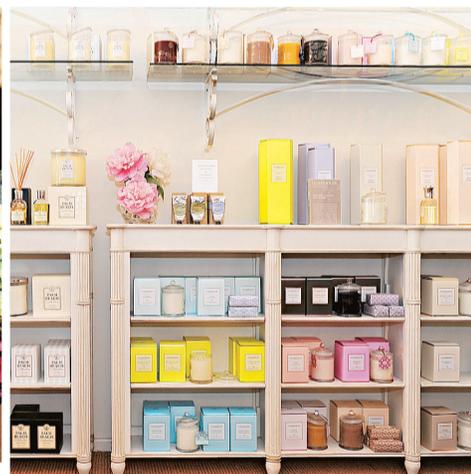
creative side," she said.

"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 places in the top three for her age group, 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.

"Also, it is forever changing. As products move, Paula and Cindy change the displays to give it a different look and feel, and that's also why people come back."

Mrs Harvey will continue to stock clients' favourites, including sturdy stone-look tables, galvanised and powder-coated Jardin outdoor furniture that can withstand the elements, Madison cane tub chairs which 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. Her first event is planned for next month.

"The economic downturn is something we have to continue to be mindful of but I think people will continue to visit for the experience and for inspiration for their homes," Mrs Harvey said.

"Sharyn created a beautiful iconic store but now it is the beginning of a new year and a new regime, and I want our loyal and treasured customers to feel confident that Veranda will continue to grow."

With selected in-store items discounted from 20-70 per cent until the end of January to make way for new stock, 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](http://www.veranda.com.au). ■