



The AFREPRENUER

SHINING THE SPOTLIGHT ON AFRICAN TALENT

A journey from
grief to finding
solace through
writing

*Wambui Gachiri
talks banking,
baking and Kenya*

PINK OCTOBER
REDUCE YOUR RISK,
EARLY DETECTION
SAVES LIVES.



GOD | FAMILY | RUGBY

SHINGIRAI KATSVERE

EDITOR'S NOTE

There is a certain level of assurance that comes with familiarity. The idea that there might be more to explore beyond your current level of comfort is one most people seldom entertain. They prefer to stick to what they know; after all, the tried and tested, rarely disappointments. So, day after day, they sink deeper into their comfort zones and eventually settle.

However, there comes a time when settling feels uncomfortable, and the walls around you begin to crumble. A yearning awakens deep within that disrupts your peace of mind and torments you like a raging storm. When this happens, the mind is quick to reassure you that it will pass so relax, but the heart usually tells you to ride the storm like an eagle.

These defining moments always appear with a small but life-changing window of opportunity; it is up to you to either retreat into your comfort zone or, brace yourself for the adventure that lies ahead. Take a leap of faith and ride the storm; you never know what lies beyond it. Remember, great swimmers are discovered in the water; as long as they remain on dry land, their talent will never see the light of day!

I hope you enjoy this Issue and remember you can subscribe to receive alerts whenever new issue comes out on gracemavunga.com.

Grace Mavunga
EDITOR & DESIGNER



*Great swimmers are
discovered in the
water; as long as
they remain on dry
land, their talent will
never see the light of
day*

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NATASHA MUZ
ARTIST



FEATURED

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AUTOGRAPHS

One mans journey from grief to finding solace through writing



GIRLAND CHIBAYA

Author of "*Till death us did part*", a heart wrenching narration of event from the day he lost his lovely wife Bongzi while she was out running; to finding healing and the strength to carry on with life.

Can you tell us more about your book in detail?

This book is about my story. It is about how I have walked my grief journey since I lost my wife to a tragic road accident on the 4th of May 2019. The book talks about how I have used three things to try and heal from my grief; namely my religion, road running hobby and the use of conversations and journals that my wife left behind.

The book sets the scene by narrating the events of that fateful day and the feelings I experienced. I then go on to focus on the events that have unfolded since that time. Growing up as an African man, I was taught that men have to bottle up their emotions and never show that they are not coping. The book clearly appeals to everyone to understand that grief journeys are different, and bottling up emotions is not the solution.

Talking about our grief situation is always the first point of healing and hence led me to start to write this book. I did not want to be a statistic. I did not want to bottle up my emotions and end up doing things that may have resulted in me losing my life. I chose to live and fight!!!

When did you decide to share your story and how was the journey from writing the first sentence to publishing?

I never thought that one day I would write a book, let alone writing a book that talks about emotions. I have always been a naturally shy person who rarely shared any feelings with those that I am not close to. After the passing of my wife, I tried to look for reading material that would help me deal with my grief. I have always dealt with all my problems using a life toolbox. When I came unstuck, I always googled until I found the solution. This time around, I realised that all my strategies were not working somehow.

I could not find reading material that was directly applicable to my situation. Most of the material seemed like fiction – written by someone who had never experienced what I was going through. As a Christian, I looked for reading material that I could use, but that was also either too deeply religious without quoting real-life examples like mine or scratching on the surface and not applicable to me.

In the month of August 2019, as I was sitting on a flight from Johannesburg to Cape Town, the idea of writing down my feelings and thoughts came to me. I started typing, and by the time I got to Cape Town, I had typed a few pages in those hours. I then decided to post those pages on a blog under my Facebook profile. I received so many responses such that I was motivated to keep writing. A few friends then advised me to consider writing a book, and that's how the journey started.

What kind of support did you have throughout the journey?

I got a lot of support from my friends, family, church family, fellow runners and colleagues. I would also get a lot of supportive messages every time I published on my blog.

In the book, I talk about how my friends would just rock up at my house to be with me. This was one of the main pillars of my recovery because I could have isolated myself from the world and gone into depression. Instead, they helped me talk about my emotions without judging me.

My church family kept me going with the messages or just verses of support. I never missed church because, to me, the church has always been like an oasis where I drink from the word of God when I get thirsty.

Do you plan to write more books in the future?

Yes, I plan to write more books in the future not only to help people heal from grief but to take people through my journey and help people see that despite the events that knock us down in life we still have to keep on moving forward.



You are an avid runner tell us a little about competing in the Comrades marathon.

I have completed three comrades Marathons to date and I received finisher medals with a completion time averaging eleven hours for all three. When I ran the first marathon, my goal was to prove that anything is possible when you have the will and motivation. My late wife was my number one supporter, and she was always there at all the races I participated. She motivated me to wake up and train on those cold mornings while preparing for the main race.

I remember on the day of my first Comrades marathon, wondering if I would be able to go beyond the 60km mark since I had not surpassed it before. When I got to 60km, I almost pulled out; I cramped, vomited and cried, but in the end, I finished the race. To this day the medal I got for completion remains by far my most valued of them all. I have it hanged in my car as a reminder that all things are possible with determination!

After running Comrades three times, my goal now is to run a marathon on every continent. I ran the Dubai and Nairobi Marathons respectively before my wife passed away. The last year I participated in the Jersey marathon in the UK and this year, I had entered for the Bangkok Marathon; however, the COVID-19 pandemic happened and therefore could not travel for the race. Maybe one day when I master the art swimming I might consider attempting a triathlon race.



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Extreme
DESIGNS

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The living years

BY MAUREEN N HOVE

2020 has robbed us of people we love and look up to. Death is an incongruous experience, expected or unexpected.

But one thing that boggles my mind as I attend a funeral is, couldn't they have just done everything they wanted to do at the person like give them roses, celebration, parties, music, chill with them when they were alive before they even died?

One thing I loathe most about funerals is the heartfelt eulogies read, the fresh flowers bought, the monies collected from all over, the off days taken just to send off the deceased, the immediate cancellation of all plans. The diasporan family even make plans to get onto the first plane back home!



Word is transmitted to neighbours and some workmates and the first questions they ask are ..."*Ndeupi wacho iyeye? aimboita nezvei? hatisi kumurangarira*" (Who exactly passed on? We don't remember him /her, What is it he /she did for a living?). All of a sudden there is a heightened interest in who they were and what type of living they had...but, that detail doesn't matter, they still make sure they grace the funeral with their presence, they even join the queue to view the corpse! On social media, the newsfeed is inundated with outpourings from friends and family for days after the death of their loved one.

All I'm saying is; It's all too rare that we tell the people we love exactly why we love them—what they bring to our lives, why our lives are richer because they're in it, how their presence fortifies and complements our own lives.

It's so terrible for the dead to miss their own obituaries. I've often wondered if a person's quality of life could have been bettered if she/he knew how appreciated they were. How about we try to commemorate the living, not merely the deceased. Why wait until they're gone to celebrate them? How about telling them how much they mean to us, while they are still alive and meandering, imperfectly along, weaving in, like knitted yarn, through their lives and ours.

We do not realize the true value and legacy of a living friend, loved one or family member until they suddenly pass away. Truth is, there are many living legends among us, stop and take time to notice their worth before it's too late. Celebrate your people today! Do not wait until they die to give a flowery testimonial of how good they were, while they lie in the grave and their ears are filled with dust.

After reading this, check up on the person who comes first to your mind. That one message and phone call from you might turn everything around. If you can afford a bunch of fresh flowers also take them with you when you pay them a visit! Go on! What are you waiting for?

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Legend in the making

SHINGIRAI KATSVERE

Shingirai Katsvere is a distinguished Zimbabwean rugby player whose career spans over 12 years playing in both local and international tournaments. He has played in four HSBC World Rugby Tournaments and two Africa Cup tournaments alongside some of the nations finest players. In 2018 he won the Africa Cup Champions playing with the Zimbabwe 7 aside team (The Cheetahs); then went on to take home the Victoria Cup Championship trophy in 2019 playing with the Zimbabwe 15 aside team (The Sables). Currently, he plays for Old Georgians Club and looks forward to one day showcase his talent at prestigious rugby tournaments such as the Rugby World Cup. He is a man on a mission.



Sporting excellence was an inherited gift passed on from his grandfather the Zimbabwean football legend Edward 'Madhobha' Katsvere, who played for the national team and Dynamos football club in the eighties. He played alongside the likes of Moses Chunga and David Mandigora. Their dream team lifted the domestic premiership trophy seven times during the period from 1980-89. Naturally, as a young boy Shingi wanted to follow his grandfather's footsteps; however, one day, he stepped onto a rugby pitch, and discovered his own path.

One of the key pillars that have kept this gifted sportsman grounded and driven has been the many destiny supporters that God has placed in his life throughout his career. These include family, friends and fellow sporting peers. Someone close to the heart is his childhood friend, Munashe Kamunda, who inspired him to try out rugby in the first place. Later on, he met Coach Victor Pekani and Milton Rankeni who nurtured his talent at the Mbare academy when he was still a rookie in competitive rugby. In 2016 after sustaining a severe injury while playing for the Zim Under '20s, Shingirai almost threw in the towel. It was his coach at the time, Mr Farai B Mahari who came to the rescue and helped him find his way back into the game.

Without God, there would be no story to tell nor successes to share. In his own words, Shingi says,
"Growing up, I used to dedicate every game to my family. Then there was a time I played in honour of my former high school Prince Edward Tigers. I even remember at on point dedicating some games to my girlfriend at the time, talk about misplaced energy. But one day, I had a revelation that my gift was God-given, so instead of playing for people, I needed to start honouring Him with it. My family is my motivation, but I do not play for them. God is my source of strength; therefore, every opportunity I get to use this gift, all glory and praise belong to Him. When I play, I hope that people can see Christ in me. Rugby is how I preach to the nations and in the process, inspiring someone out there to pursue their area of calling."



A devout Christian, Shingirai is the head of sports for Ignite Youth Organisation and also the founder of Sports Discipleship Ministry, an NGO established to support athletes and give them a platform to testify about how God is changing their lives through sports. The organisation also provides support and mentoring to underprivileged children passionate, helping them discover and develop their areas of gifting. Part of the organisation's vision is to one day establish a children's home for the disadvantaged and homeless.

Shingirai is a marketing student who is always eager to learn new things. He describes himself as a courageous, purpose-driven, humble and God-loving person. To everyone, he has the following words of encouragement.

"Manage your circle because it will guide you when you are lost. Never listen to negative comments over your life because human beings will always have an opinion about you. Be wise, stick to your path and chase after your dreams. Remember when things falling apart, there is always a light at the end of the tunnel. Positivity is the key to a fulfilling life."



Pink October

BREAST CANCER AWARENESS MONTH



Reduce your Risk

Eat a healthy balanced diet and maintain a healthy weight.

Stay active exercise at least 20-30 minutes, 5 days per week.

Avoid smoking and consumption of alcohol.

Early detection through routine checks.

Breast feeding for at least 6 months.

THE WORLDS GREATEST ASSET

by Nyasha Maturure

Girl Power



As a little girl, my mother said to me “As a woman, most people will underestimate your ability, do not buy into their thinking or be intimidated but instead be the best you can be. The power of a woman is her inner strength with which she can conquer nations.”

I did not understand the meaning, a few decades along the line that statement now makes sense. The modern-day woman has access to so many opportunities that women in the past did not. The right to vote, to education and even to work are commonplace; this has been made possible by ordinary women who took a stand to fight on our behalf. It was not an easy path as they faced opposition at every turn. In the early 1800s, women in Europe the primary responsibility of the woman was to be a homemaker. The majority of women were uneducated except for the elite class. In Africa, when the missionaries introduced education, it was chiefly boys who went to school as families felt that educating a female child was a waste of the family’s resources. The integration of women in the workforce was slow, and a long battle for emancipation began.

In 1848, the suffrage movement in America held the first women rights convention where women outlined their grievances, and this became the basis of the women’s rights movement. The list of grievances included the right to vote and improved wages and working conditions among them maternity leave. Women also fought for the rights to utilize birth control with Margaret Sanger opening the first birth control clinic in the US, which closed ten days later, and she was incarcerated. The right to vote became a reality in August 1920 in the US after more than 50 years of advocacy. In some countries, even today, women were recently granted the right to vote and even to drive a car. The contraceptive pill was finally legalized in 1965.

In today's world, women are achieving feats that our forerunners could not even imagine. It was a great moment in history when Mae Carol Jemison became the first woman of colour to go to space. The world's stage is replete of examples of ladies to put it in colloquial language "holding it down". In this race for relevance continues, femininity in some forums has been cast aside as a sign of "weakness". The ability to balance emotional intelligence and logic as well as the ability to multi- the task is our superpower. The ability to run a household, go to work, be emotionally available and present whilst remaining sane is not easy, but, women around the world do this every day all day.

The greatest gift that we can give these women who fought long and hard to provide us with the opportunities we today take for granted is to remain faithful to who we are. It was impressive to see Jacinda Ardern, the Prime Minister of New Zealand bring her 3-month baby to work, i.e. UN General Assembly meeting. This was a signal to women around the world that it's okay to be yourself, a woman. As evidenced by her handling of the COVID-19 with New Zealand being declared to be the first country to be COVID-19, she is a great leader and well able to run the country.

The names and faces of all the heroes who laboured to pave the way for women to enter places that were once the preserve of men I will never know. The legacy they left are lessons on self-acceptance, determination, vision, unity and the power of Imagination. I salute these women and the only question that remains is. What shall be said of me? My generation? How shall we influence history as women? As I end my musing, I leave you with a poem by Marianne Williamson from a great woman to face our fears because we can be great.

Our Deepest Fear

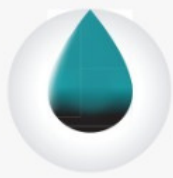
By Marianne Williamson,

Our deepest fear is not that we are inadequate.
Our deepest fear is that we are powerful beyond measure.
It is our light, not our darkness, that most frightens us.
We ask ourselves, who am I to be brilliant, gorgeous, talented, fabulous?
Actually, who are you not to be? You are a child of God.
Your playing small does not serve the world.
There's nothing enlightened about shrinking so that other people won't feel insecure around you.
We are all meant to shine as children do.
We were born to make manifest the glory of God that is within us.
It's not just in some of us; It's in everyone.
And as we let our own light shine we unconsciously give other people permission to do the same.
As we're liberated from our own fear, our presence automatically liberates others.

About the Author

Nyasha is passionate about women empowerment. A marketer by profession she assists startups in setting up their enterprises.





THE PROBLEM: Hand washing and gel dispensers clean hands, but as soon as you touch a dirty door, you risk becoming contaminated.

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R155 / pushpad

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FOR DOORS (Last 3 months, MOQ: 5)



PB05: Size 3.6' x 12' **R150**

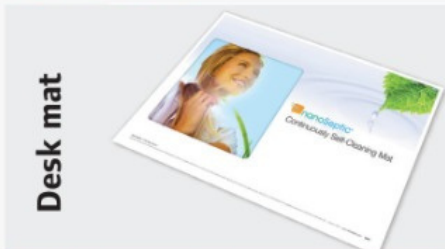


HW01: Size 4' x 6' **R100**



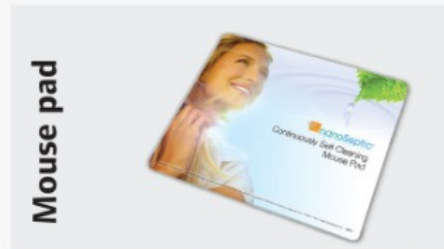
SL01: Size 4' Length **R90**

FOR DESKS (Lasts 1 year, MOQ: 1)



Desk mat

DM01: Size 12' x 18' **R480**



Mouse pad

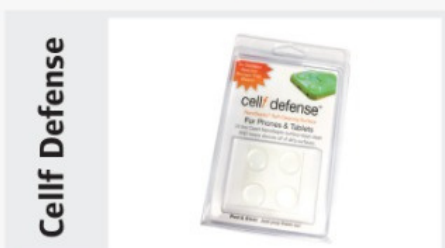
MP01: Size 7' x 10' **R370**



Counter mat

CM03: Size 11' x 17' **R950**

SPECIALITY PRODUCTS (Lasts 3 months, MOQ: 1)



Cellf Defense

CD01 **R550**



Jumbo sheet
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SH01: Size 12'x 18' **R550**



Touchscreen Film

FILM02: Size 9' x 12' **R480**

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A portrait of Wambui Gachiri, a woman with long, dark, straight hair, wearing a bright pink top and a gold necklace. She is smiling and looking towards the camera.

Wambui GACHIRI

*Kenyan Cake Designer & Retail
Banking professional*

Can you share insight about about your career in banking?

I have been a banker for slightly over 15 years and have seen the banking industry transform from the brick and mortar to the digital banking space we have now. The Kenyan banking sector was among the first to embrace mobile banking via Telco's and through the agency banking model and digital payment platforms.

As a leader, I am to be a role model for my team by inspiring them and spending a lot of time coaching and focusing on business as well as their personal career development. I believe leadership is not only for accomplishing organizational goals but for also mentoring the people you lead to be future leaders.

Any institution and organization cannot function effectively without inclusive leadership and women's participation in leadership activities. Women create a perspective that brings healthy competition and collaboration to organizations and teams. The essential qualities required to lead, include the ability to connect, collaborate, empathize, listen, and communicate. These qualities are feminine in nature and can help propel an organization to a desirable future.

What inspired you to start baking as a business?

They say that it is good to find a hobby that gives you three aspects; one that allows you to have fun brings out your creativity, and that makes you money. After a busy day in the banking industry, I found baking and cake decoration to be a good form of therapy that gave me an outlet to unleash my creative streak productively. As I developed my skill in the area, the hobby graduating transformed into a business.

Positive reviews from my customers always give me a feeling of satisfaction, knowing that my desserts were a part of someone's once in a lifetime event and helped to make the event memorable for them. I also love the fact that the desserts I provide to my customers are all made from scratch, customized, and offer an extra special touch to events such as birthday parties, weddings, and many other wonderful life occasions.

How do you balance your family, career, and business?

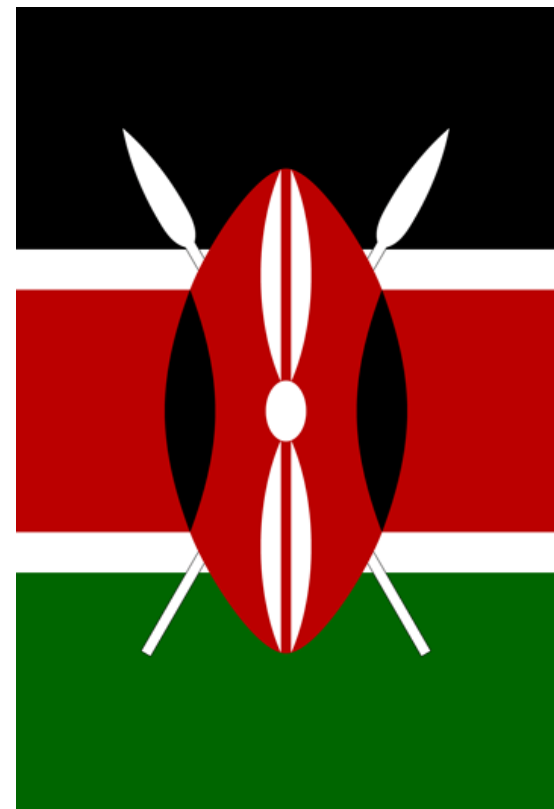
Having well-defined Boundaries is vital in protecting my career and business from the distractions of family, as well as to protect my family from the obligations of career and business. With clear boundaries, it is easier for me to tell when my day-to-day actions are aligned to balancing family, career, and business goals.

During my struggle to attain a balance between the three, there are always times when I have to let career or family take priority. It is impossible to always be perfect in everything, but that does not mean we stop trying. At times, I make small adjustments that help me achieve this balance such as having an assistant to help with business when necessary, reorganizing family responsibilities we share at home, or bringing in trusted friends and family to help pick up the slack.

Why should Kenya be on everyone's bucket list of places to travel?

Kenya is a world-leading Safari destination and a home to some of our planet's most striking landscapes, plants, and wildlife. Mt. Kenya: Africa's second-highest mountain is also found here, 150 km northeast of the capital city, Nairobi. The 'big five' (elephant, rhino, buffalo, lion and leopard) can all be found in Kenya along with a huge variety of other species such as giraffe, zebra, African wild dog and umbrella thorn trees and many other less familiar but equally remarkable species.

People in Kenya often take some time out of their everyday routine to immerse themselves in the country's natural beauty. Admiring impalas and zebras near Lake Victoria, relaxing on the tropical white sandy beaches of Kenya's south coast and hiking in the forests and hills around the ragged Mount Kenya. It is a beautiful place so I am confident everyone who visits is guaranteed of a lifetime adventure!





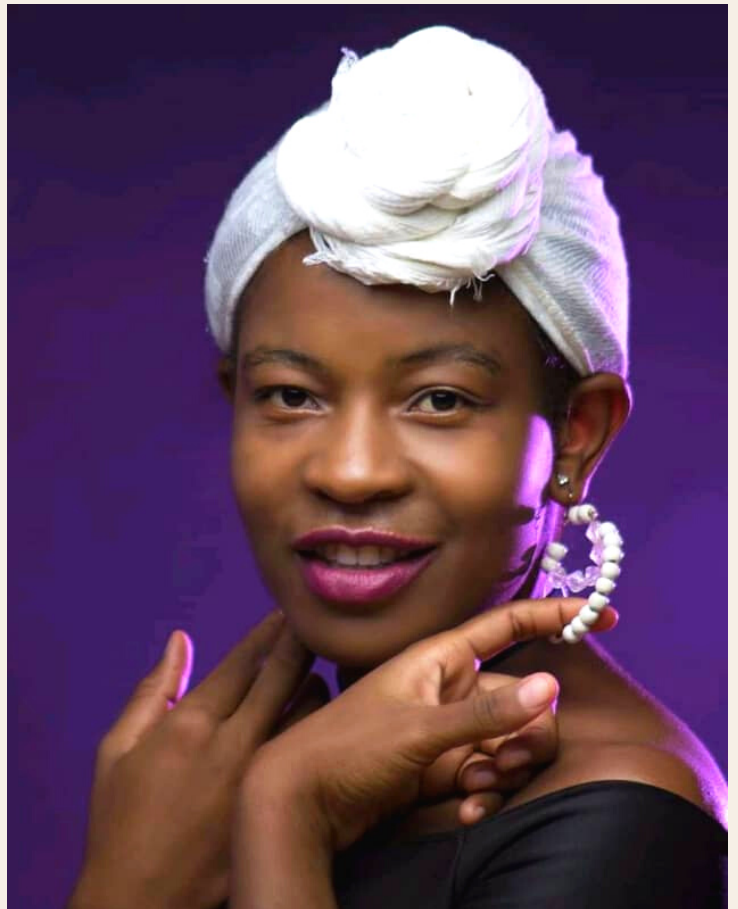
MICHELLE'S COLLECTION



Michelle's Collection

"I am a qualified chemical and process systems engineer by profession now turned entrepreneur. I am the founder of Michelle's collection, a business that manufactures perfumes, hair and skincare products such as lotions and roll-ons. It is a direct sales company that empowers women to earn income through direct selling.

I love what I do, and daily I fill my mind with positive affirmations because I know I am a total sum of my thoughts. With Michelle's collection, you can confidently walk into a room and create a lasting memory through your scent!" Michelle Mugoronji
Facebook/Instagram @Michelle's collection





Make 'you' a Priority

BY PRECIOUS MELODY

We are in a world that requires us to show up and be present in different aspects of our lives. If we are not careful, we will spread ourselves thin by trying to show up for everything at the same time. I found myself literally suffocating at one point. My life had become extremely busy. So much that I was hardly copying. I was trying to juggle between my 8-4 job, my family, my relationships, my responsibilities as the youth leader at my local church and also creating content for my blog. The pressure was so intense, but the following lessons really helped me to live a more relaxed yet productive lifestyle. I hope that this will also help you on your journey.

Setting Daily Goals

I became intentional about setting realistic daily goals. This helped my days to become more structured with less pressure. I avoided being all over the place like a headless chicken and ticking off stuff on my to do list became quite fulfilling.

Learning to say NO

This was a big one for me because I wanted to please everyone, but to be honest this is not the healthiest way of living. If you don't have clear boundaries, people will take as much as they can from you. Be assertive and know how much of your time you are willing to give others. You do not have to always show up for them especially at the expense of your own vision. If you are always available for everyone then you are definitely suffocating your own dreams.

Movement doesn't mean productivity

Just because your schedule is full doesn't always mean you are being productive. Take time to review your productivity because the last thing you want is to be a busy person with little to show for it.

Ask for HELP

My mentor taught me this and it radically changed my life. The people around you have been placed in your life for a reason. Some have gone ahead of you and the knowledge they have acquired has turned them into fountains of wisdom. Be humble enough to reach out and ask your help if you need it. Even the Bible says "You have not because you ask not." When you allow people to assist, you will be amazed at how smooth and short the journey can possibly become.

Rest

I can't emphasize this enough. Rest is very important. Always create time and an environment that is conducive for you to rest. Take time off social media, off emails and work related calls. Pay more attention to yourself. During that time, pamper yourself and reward yourself for all the hard work that you have done. After this, you will be amped up to being twice as productive because you will be looking forward to another time of rest.

I hope these tips will be of great help. Keep winning!



Albert
Mapfumo

Entrepreneur | Author | Motivational Speaker

Tell us more about ABK Mart, what inspired you to start the business and how has been the journey as an entrepreneur so far?

As a young man, I used to travel around Zimbabwe with my father. We would see artists selling their art to foreigners and locals by the roadside. In our travels, we observed some artists being taken advantage of by local and foreign middleman who bought their work for next to nothing. My father, unfortunately, passed on in 2001, and this further fueled my passion for pursuing this vision. I took it upon myself to do something about it. This burden led me to develop this platform to help artists market and sell their products online. As a company, we believe in fair trade practices and strive to pay our artists fairly.

Initially, I did not know much about the industry, however, by God's grace, I found a mentor in Bryn Taurai Mteki an internationally recognized Zimbabwean sculptor who has done many exhibitions all over the world. For a season, I had the honour and opportunity to learn from him on how the industry works and operates internationally; eventually, this led me to start ABK Mart.

What is the process if an artists wants to list their products on ABK Mart?

The process begins by filling in ABK Mart supplier registration questionnaire then a Supplier Evaluation Audit (SEA) is then conducted by our team. Based on the assessment done, if successful, the artist will be required to fill in a consignment agreement, and a supplier code will then be granted to the artist. Once done, their approved product/s are then uploaded and listed on www.abkmart.com. We sell a wide variety of uniquely made, handcrafted sculptures and artefacts. These include stone, wooden, metal, and wire sculptures, cloth/canvas paintings and other artefacts. Some of the countries we have shipped to include the United Kingdom, South Africa, Italy, USA, Australia, and Germany. To get more information you can visit the ABK website mentioned above or get in touch on +263 774 369 363 / +263 734 916 820.

What lessons have you learnt throughout your entrepreneurial journey?

Do something that you love. Follow your passion. Learn as much as you can about your field, be humble to draw inspiration from seasoned professionals or entrepreneurs within or outside your area. Patience pays, big breaks often take time, so do not give up when you do not get one in your first year of operating. A good name is better than money, always strive to provide quality services or products to your customers. It is better to lose a transaction than to lose a customer.

"Be Patient"

"Be Humble"

"Be a Student"

As an author where does your inspiration come from?

My inspiration comes from observing the challenges people around me and around the world are facing. I believe it is my God-given mandate to encourage the discouraged, motivate and lift the downtrodden, and inspire others to become a better version of themselves.

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LET'S TALK CONSTRUCTION

with Fansen Nkomo
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Avoiding disappointments when dealing with labour only building contracts

Clients who intend to execute building projects can either utilise supply and fix arrangements, whereby the builder/Contractor brings in materials, labour, equipment and everything necessary to bring the works to completion. With the client only left with the obligation to pay the contractor for labour and materials. Another option is a labour only arrangement, whereby the client buys materials and the contractor supplying labour and “equipment”.

The labour contract has some grey areas that can potentially create different expectations, which can result in conflict situations between the client and the contractor and these need to be ironed out beforehand. From the above, three things ought to be clarified, first, the meaning of materials and secondly what labour only is and finally who supplies everything else which is not materials or labour only.

The meaning of materials

For this article, we defined materials as items that will “permanently” stick to the structure or that will stay with the structure owner when the construction project is complete. Examples include cement, brick, and sand. One may also add water to the list, though it will not be tangible when the building is complete; this is because water helps to convert most materials into a usable form. Depending on the agreement in place, the client can take responsibility for the storage and security of the materials.

Is it labour or labour only?

The inclusion of the word only after labour is often misleading. Apart from providing human resources, one would, and reasonably so, assume that the contractor should feed the employees. It implies that materials and labour have been clarified, including the respective responsibilities of the client and contractor. However, the question remains: What about everything else that is neither materials nor labour?

Who supplies everything else

Everything else can refer to equipment (scaffolding, formwork), machinery (compactors, generators) and tools (wheelbarrows). Whose responsibility is it, between the client and the contractor, to supply ‘everything else’? Failure to clarify this area often leads to disappointment when one party feels let down by the other. It is vital that when the contractor submits a quotation, it should be clear on whether or not “everything else is included”. Similarly, it is part of the client’s due diligence to interrogate what a labour only quotation means.

The choice of who provides everything else is entirely dependent on two contracting parties. At times the client may at their discretion opt to do so. However, where the client is silent, the contractor ought to include in their pricing, everything else that is necessary to execute and complete a construction project and avoid “surprising” the client. Before accepting a labour only quotation, it is prudent that the client seeks clarification on the supply of everything else; otherwise a cheaper quote may end up being expensive in the long run due to some grey regions.

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