

## Donald Clark – C & S



When you're a young twenty-something and a risk is more like an adventure than something to be feared, then anything can happen.

And it certainly did for Donald Clark, owner of C & S, who through the years has pioneered through a tough Cape Town industry to come out tops with regards to constantly evolving equipment and expertise provided to his clients.



It was while completing an electrical practical at a music PA company, repairing amps, speakers and keyboards, when Donald became involved in mixing for a band after hours. The band, Mike McCallagh from the McCallagh Workshop was a live act at a dinner show, and Donald was assigned a contract for three months to mix and hire equipment to them.

"I subcontracted the needed equipment, but after two weeks I asked myself, I wonder how much it will cost if I buy the equipment myself?" In this way the kit could be paid for within a year. No doubt, Donald was pleased

when the contract was extended to 12 months!



A young chap, his first day at school and Scout Donald.

Donald continued to do evening shows, and when he received a contract at a new venue, he purchased his second PA. Keeping his head cool, the then 21 year old Donald had the theory that if things didn't work out as planned, he could say "oops" and return the second PA.

It was in 1996 when Donald finally resigned from his day job to run both venues and C & S officially came into being. Yet some months later, both contracts came to an end. "I ended up with a lot of gear and no work," says Donald frankly. "I was still paying off my second lot of gear, and my first month's turnover was R2 069.00." Thankfully at that stage his only other commitment was paying off a Nissan bakkie.

Donald did not end up taking any equipment back to his suppliers, and contracts here and there, kept the home fires burning. Years later he offered a service where customers could purchase PA Systems from him, and gradually his company expanded to include lighting to the equipment inventory.



Jazz Festival 2008

These days C & S caters for Sound, Lighting, Staging and AV, and has kept abreast with technology. The company has been one of the forefront runners in Cape Town when it came to purchasing a roof ground support structure, a grandMA console, D&B sound system, and generally keep ahead of their game. Clients can make

use of C & S's dry hire facilities or enjoy the full service package where everything from equipment to professional staff are on hand to cater for the success of an event



Donald met Liezl in 1998

While Cape Town born and bred Donald loves the adrenalin rush and large build up of a show, he is very much a family man. Married to Liezl since 1999, who also is involved in the day to day running of the business, the couple have two sons, Daniel (4) and Ruben (18 months). "I love spending time with the children and getting away with the family." When time allows, a trip to Mozambique is often the perfect break from a busy schedule, where scuba diving just compliments good times.





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