## Business Companies to learn from





Young & Norgate Devon, UK

In a market that's saturated with ego-driven designers and overhyped brands, Young & Norgate is a breath of fresh air. The Devon-based outfit in the UK's southwest was founded by Dave Young (pictured above, seated) and Ross Norgate (above, standing) who specialise in crafting contemporary furniture with time-honoured techniques.

"From start to finish, everything is made under one roof by hand," says Young. "We wanted to set up a workshop where we take an idea from conception to finished product – that way we can guarantee quality as we're not outsourcing and relying on others."

The duo set up shop in 2009 after becoming firm friends on an intensive cabinet-making course in north Devon. Since then they have built up a loyal following in the local community.

Most of Young & Norgate's pieces are bespoke or made in very small batches and take about three weeks to complete. Their collection is testament to their training with a dash of Scandinavian influence thrown in, one piece being a handsome Arne Vodder-esque sideboard made from American walnut.

With a team of two apprentices and two craftsmen, they

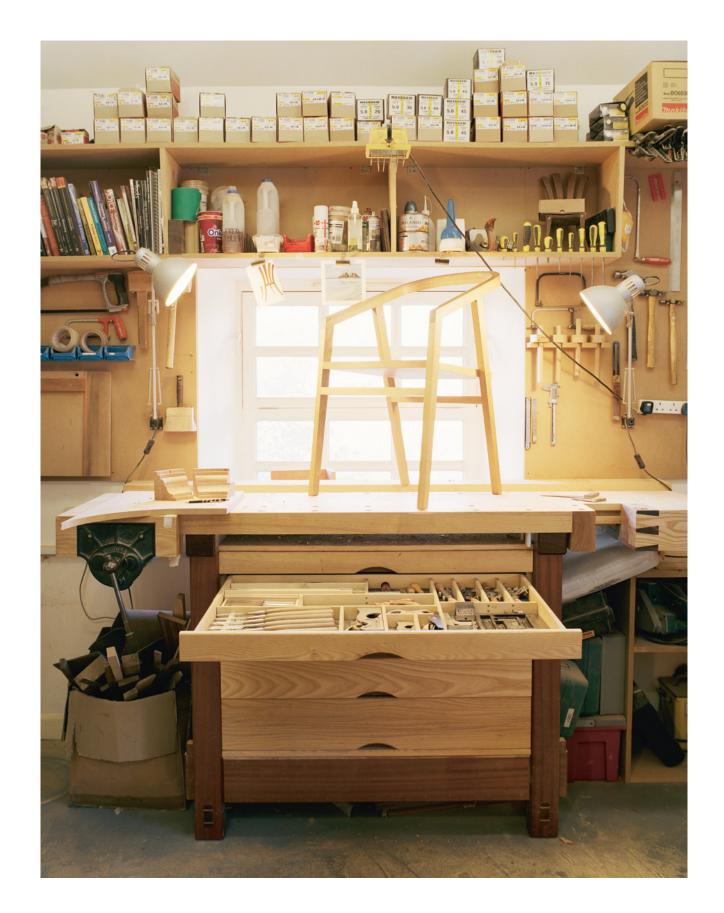
work out of a former cider press. Don't expect to see any machines in the workshop: every piece is made by hand from locally sourced timber, each plank of which is hand selected by Young or Norgate.

"It's not shipped from around the world as we're trying to stay green," says Young. "The workshop is also heated by using offcuts so as not to waste energy, and there are wood burners scattered around the workshop. We're conscious of what we do and how we do it and hopefully people will connect with that."

Young & Norgate pieces are stocked at Liberty in London and, with Tokyo buyers clamouring for them, demand has quickly grown. "We want to reconnect people with furniture: how it's made and who made it," says Young. — (M)







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