

## Industry News

# Designer showing reclaimed teak line

By Thomas Russell

**AT THE MARKET** — First-time market exhibitor The Jason Scott Collection builds its furniture from reclaimed teak and says it has largely built its business through word of mouth.

The company was started by Jason Scott, who had a passion for antiques from around the globe and began traveling the world at age 26.

His visits to Indonesia further developed his appreciation for antique furniture from the Asian nation. He began to import them and sell them at a store in his native Minneapolis in 1995.

Scott got into the wholesale and manufacturing side of the business in 1997, after selling a container of teak furniture to Robb & Stucky on the West Coast. He closed the Minneapolis store to focus on the new business.

Robb & Stucky continued to place orders, which led to interest in the product among designers who work with the retailer. They liked the carving and natural teak looks of the consoles, dining tables, accent tables and



Jason Scott and some of his workers take a break at one of the three Java factory facilities.

beds, many of which combined Indonesian antique styling with designs Scott developed.

He soon established a manufacturing presence in a village on the Indonesian island of Java. Today, the village houses three factory warehouses that employ some 200 carpenters, carvers and assemblers.

The facilities produce four lines for the company — the Jason Scott Collection, the Mozaic Collection, the Clean Living Collection and the Urban Village Collection — with more than 150 SKUs. All are made from reclaimed teak salvaged from doors and old warehouse buildings.

Scott's first U.S. trade show was in San Francisco in July

2000. He gained 35 new clients, which provided enough business so that he didn't need to attend other markets until this past September, when he showed at the Las Vegas Market — gaining another 40 new accounts.

"A lot of people are taking chances with me and it is working greatly to my benefit," he said.

In addition to Robb & Stucky, it lists among its clients Treasures Furniture of Southern California, The California Design Center of Tucson, Ariz., and San Francisco Design in Salt Lake City.

Since most of Scott's business is in the West, he decided the time was right to show in High Point to

broaden distribution. The company is occupying a 1,400-square-foot space here in Suites at Market Square, G-6033, featuring about 38 items ranging from beds and lamp tables to buffets, dining tables and consoles.

Most beds retail from \$4,200 to \$5,000, topping out at \$7,000. A 79-inch by 46-inch buffet retails at around \$4,000 to \$4,300.

Many pieces showcase heavily carved elements and natural wood grains that have been distressed in a 10-step process that includes wire brushing and scraping with broken glass.

Goods are kiln-dried over about 33 days, said Scott, who lived in Indonesia on and off from 1997 to 2006 to help run the operation. He now resides with his wife and two children in Phoenix and makes about four trips a year to Indonesia.

Scott said he is excited about showing in High Point.

"I have always wanted to show in High Point because no one has ever seen me there," he said. "I do feel confident that my product is one of a kind."



This gentleman's buffet is part of Jason Scott Collection's Clean Living line. Made with reclaimed teak, it has fewer carved elements than some of the other pieces in the line.



This hand-carved chest made from reclaimed teak is from the Jason Scott Collection.

**AFFORDABLE STYLING**

- Mix 4 styles per container
- Container Programs with Warehouse Support

See us in High Point at 300 South Main Street, 2nd Floor  
Serving Breakfast & Lunch Daily – 336.882.6469

**D'ORO brings  
GOLD to MARKET**

PERFORMANCE  
COMES NATURALLY

**D'ORO**<sup>TM</sup>  
FURNITURE INDUSTRIES

Call us Today at 682.292.0101 or 877.863.DORO  
www.DoroFurnitureIndustries.com  
5375 FAA Blvd, Suite 100, Irving, Texas 75061