LUXE ET AL

THE DESIGN ISSUE

THE KEY COMPONENTS OF YACHT & AVIATION DESIGN 2017
Which sector do you specialise in?: Design led Architectural and cabinet hardware.

Is the super yacht/Aviation market an integral part of your business/large percentage of your market? Yes, currently around 35% of turnover.

How long have you worked in this sector?: Around 18 years.

What other sectors do you work in?: Residential, Hospitality, Furniture and Kitchen.

If able, please give details of your recent interesting projects and your direct involvement/ participation in these projects.

(SR) Unfortunately we have confidentiality clauses with most of our clients, we have worked on some really fascinating projects but I cannot give names of yards or yacht names. A recent commission involved designing and manufacturing a complete suite of hardware including specialist locks and latches for the furniture. French designer, USA yard, based on one of our existing door lever designs, the designer extended the design to include everything from fiddle rails to push button knobs. Using machined brass, mother of pearl, leather and some timber details too.

(CR) My involvement on the whole is less project based as I tend to work more on new product within the core range for TD. However I did enjoy contributing toward a fairly recent project here in North Devon. The owners of a stunning suite of hardware including specialist locks and latches for the furniture. French designer, USA yard, based on one of our existing door lever designs, the designer extended the design to include everything from fiddle rails to push button knobs. Using machined brass, mother of pearl, leather and some timber details too.

What do you feel separates you as a company from your competitors?

(SR) Style and materials. Turnstyle has developed its own distinctive style over the years, which sits very comfortably between contemporary and traditional, depending on the designs and finishes our handles work very well in both camps. Our signature materials are leather (we were the first company to start producing leather handles, now much copied ) and Amalfine™, our proprietary range of composites. We also love custom work and have a dedicated department to help clients realise their own designs.

(CR) From a design perspective I feel it is our ability to mix and apply such a beautiful and varied combination of materials, all of which are engineered to such a very high standard that sets us apart. Our door hardware has a unique look and feel because of the variations that we bring to the design process and we have managed over the years to build up and stay true to some of the design combinations that are so distinctly Turnstyle.

Working within the super yacht/ aviation sector must be different than domestic and commercial markets, have you found this to be the case?

(SR) The super yacht industry is a fantastic industry to be involved in, yes it is very different in many ways to domestic and commercial markets, clients and designers are quite rightly very demanding in both levels of service and quality of the product and how it is delivered. What a handle has to do on a yacht is far more demanding than on a house, for a sailing yacht weight may be an important factor for example. All cabinet handles need to operate latches so cupboard stay shut in stormy seas, charter yachts can be heavily used so durability is also very important. Driving that level of demand only makes us a better company, from which the other industries benefit from.