

David Guy and Amy Armstrong with their children Mikayla and Maddox.



COVER STORY

By Jenna E. Caputo

David Guy Launches Rose & Heather Fine Furniture Collection in the U.S.

People don't generally think of rugby and furniture going together, but for David Guy, the combination of the two determined his destiny.

Originally from New Zealand, David grew up in a family of builders. Even as young as five years old, he would go on site with his uncle and grandfather to watch them build. He'd tell his grandfather that he was going to be a builder when he grew up, but his grandfather would say, "No, you're going to be a cabinetmaker." The seed was planted.

Attending a prestigious boarding school in Auckland at age 10 on a full rugby scholarship, David realized the full power of being in a team. That early realization carried with

him through the years and helped him to succeed quickly. He knew he wanted to be a professional rugby player, but his passion for cabinetry never left his bones. He was selected for an apprenticeship with one of New Zealand's most rigorous trade schools at Rose & Heather, a high-end furniture company that uses local and exotic timbers of fine grain and beauty to craft their custom pieces. To graduate, David put in 8000 hours as well as 3 years of college. During this time, David honed his craft and gained extensive experience in making high-end furniture, and even serviced such celebrities as Harrison Ford, Elle McPherson and Rachel Hunter.

After that, David wanted to expand his knowledge even more, so when his apprenticeship was over, he went to work on interiors of multimillion-dollar luxury yachts. But the urge to play rugby never left, and after two more years, David trained hard and landed a contract to play in France. He had six months before his contract was to start, so his agent urged him to keep playing and offered him an opportunity to go to either Aspen, Colorado or Albany, New York. He chose Albany, and in 2002, was sent out for eight games. "My agent said, 'Don't meet any girls, don't do anything, just train, and keep training for France.' But one of my first nights out, I went out with the fellas. I walked into a bar and I saw Amy, and I thought, I'm going to marry her."

They started dating and David began working on local construction projects. But none of those construction jobs seemed to fit. "I wondered where all the trade guys were. Where was the quality? There was no trade here like in New Zealand. In the back of my mind I was thinking to myself, wow, this place is perfect for starting my own business. It has all the perfect ingredients."

He kept the thought in the back of his mind while he traveled the world a bit more for rugby – London, Grand Cayman, Wales, Scotland, all around Europe – but his heart kept coming back to Clifton Park. When he returned in 2007, he married Amy. And at the start of the recession in 2008, he established his own company, Precision Construction, specializing in professional remodeling.

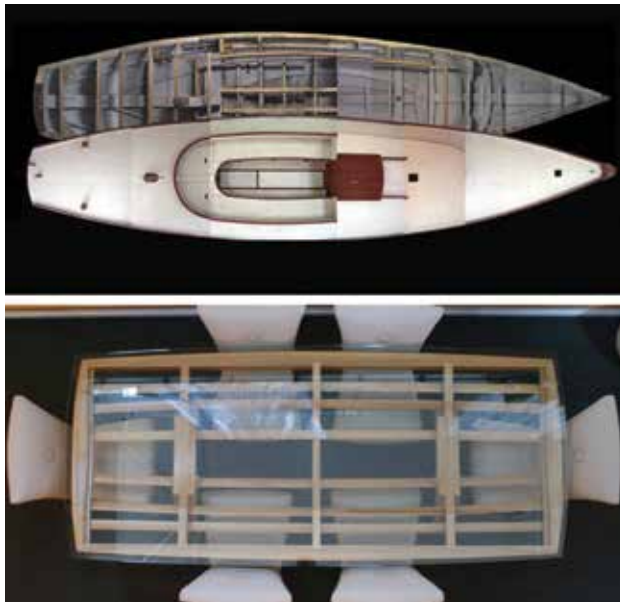
This spring, David's newest venture will incorporate all his past experience and return full circle to where he started. He, along with his business partner Keith Kreppein, will launch their very own Rose & Heather fine furniture collection in the U.S. Each item will be a unique piece that can easily stand alone or as a part of a collection. The company's

philosophy lies in the support of true craft and the use of structural detail to create a simple design that will stand as a classic. They will offer one off, custom pieces of furniture – all custom made on a per customer basis.

Rose & Heather owners Martin Bell and Maryjane Heather of New Zealand loved the idea of having one of their former students

launch the U.S. Collection. “From the presentation of David’s examples of project work and experience we could see he had spent time honing the skills he had learnt under our tutelage, with his work history and knowledge of Eastern seaboard interiors we could see the idea had much to offer both companies. Ideally located in New York State with an ability to serve both Boston and New York City, his workshop very closely resembles our own here in New Zealand. Having ticked all the boxes, we have entered into an agreement with David to bring our designs to the U.S. market with an exclusive hand crafted product. Closely working with the NZ design office, David’s team will have the capability to create our full range of pieces, or if required, a Bespoke piece, designed to specification, from one of our range designs.”

David’s family’s work ethic has continued to stay with him as well, and he puts his heart and soul into every piece he builds, using true craftsmanship, high quality and attention to detail. “I learned a lot about business but I never ever heard the conversation about money. I just always heard the conversation about pride and quality and the experience.



From boat to table: The Bailey is a tribute to the skill and passion of New Zealand’s early shipwrights.

My grandfather used to tell me, ‘Don’t ever talk about your work, let your work speak for itself.’ People’s homes are really special – they raise their families there, they have their worldly possessions in there. You know it’s a real honor to work in someone’s house, and especially if you are going to take on a commitment of such a high degree, you better bring some real heat.”

In fact, David has been known to turn down work if the personalities don’t seem to match up. “The experience is just as important as the work. The construction is the easy part, but the experience is just as important as delivering a good product or doing a good job. I need to be able to build trust and repose so that my designers can do their work. If I don’t think the experience is going to go well, I won’t take the job.”

When he’s not working, David loves to spend time with his wife and kids, Mikayla (5) and Maddox (6). “I love being around my kids. I like to take play dates with my daughter and play sports with my son. My daughter and I are really close and have a special relationship. My son is really good at golf. I spend a lot



Like diving through a waterline of clear glass into the organically seductive structural elements of a yacht, Rose & Heather’s Bailey Table has nothing to hide. A focus on the underbelly structure of glossy ribs and ribbands rimmed by the curvaceous arcs of Tumblehome is the major appeal of the new table, which is based on the pre-construction design of a classic yacht. It is a graceful, elegant piece standing on proud, curved legs evocative of the tiller.

of time with him playing sports. My burning desire is to open as many doors or opportunities as I can for my kids, which is one of the reasons why I picked Clifton Park to live.”

David Guy and his work are an example of fine tradition and quality craftsmanship that has been passed down through the generations. View more about his incredible work at www.precision-construction.net. You can order and find the Rose & Heather fine furniture collection at www.roseandheather.net. ■

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