



AUSTRALIAN STORY ROBERT PLUMB

A GAP IN THE MARKET LED LANDSCAPER WILLIAM DANGAR TO DESIGN HIS OWN RANGE OF OUTDOOR ACCESSORIES.



Today, Robert Plumb is one of Australia's best-loved outdoor furniture and garden accessory brands. It's a far cry from the company's humble beginnings.

While working as the garden editor at *Belle* magazine in the mid-2000s, leading landscape designer William Dangar (above) was briefed to pull together a feature on letterboxes. "To my surprise, there was nothing of real merit on the market, so I designed some myself," he says. The furniture came later. "As a landscape designer, I see firsthand what clients need and have a good understanding of how brutal the Australian climate can be. Our designs are simple, functional and high quality, crafted from solid New Guinea rosewood and stainless steel."

William says the birth of Robert Plumb was somewhat complicated. The challenges ranged from startup costs to fund stock, warehouses and a website, to finding



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CLOCKWISE FROM TOP LEFT William Dangar, the real Robert Plumb. Kyoto, Spindel and Porto pots. Ribbon chaise. Scissor table with Emu chairs.

appropriate staff. "We wanted people who would roll up their sleeves and get on with the job," he says.

As well as letterboxes, the Robert Plumb range now includes planters and pots, lighting, household objects and an extensive array of garden furniture and accessories. "I am most proud of the firepits and letterboxes," says William. "These products created new sectors in the market – 15 years ago, ready-made firepits were nonexistent. Ours are still the best among the dozens available."

All of the company's timber pieces are produced in its own Sydney factory. Many ceramic pots are made by Cameron Williams on the NSW South Coast. Metal products are fabricated in southern China.

And the name? "Robert Plumb is derived from plumb bob, a building tool that has been around for centuries," says William. "We get quite a few customers asking to speak to Robert!" robertplumb.com.au ▶