

**T**he Condos name is synonymous with the word blacksmith. Since 1976, the Condos family has crafted hand-made furniture in their Sydney workshop. Harrison and Nicholas' passion for design, detail, and architecture, drove them to grow their father's company, Tecno Furniture, with an export arm; Harbour Outdoor. The intricate details of metalwork and craftsmanship have been carefully passed down from one generation to the next.

**We understand design is a part of your heritage -- Tell us what it is like building a business and a brand inspired by generations before you?**

Harbour Outdoor is a family business, and as a result, our company is rich in history. Our father, Jim Condos, has been designing and handcrafting furniture in his Sydney workshop since 1976, so it was at a very early age that we were introduced to the design world and taught the importance of detail and quality when it comes to creating durable furniture. Our father taught us everything we know in the art of metal craftsmanship and construction of furniture, and it was through our upbringing that we developed a real passion for design and architecture that inspired us to endeavor into creating our own brand.

**You are based in LA now; how has the U.S. impacted or changed your point of view in what you do for Harbour Outdoor?**

After researching the American market, we identified a gap in the outdoor furniture market for a new, modern, affordable, well-designed lifestyle brand with origins distinct from America or Europe. We love that we have that point of difference, and even though we're based in LA, our Australian roots influence everything we do for Harbour Outdoor. From finding design inspiration to choosing a final name for our collections, it all comes back to where we grew up. Having said that, some of our most amazing projects and collaborations have taken place right here in the U.S. For example furnishing the Hollywood Bowl and working with influential designers including Thom Felicia, Jonathan Adler and Restoration Hardware to name a few. In that sense coming to the U.S. has had a major impact on our brand, as it's allowed us to work on an international stage. We've also had to become a lot more competitive as a result of being based in the U.S, but that's really given us the opportunity to understand how we fit into the various niche markets here, which has helped us tailor a different approach for each region.

**Our men's magazine focuses on all men and even women; we want to explore inspiring and informative content. For our reader who wants to build a business like Harbour Outdoor; can you offer some advice? Ex: "Be prepared for... or, "I**

**learned early on that it is not easy, but the rewards come with hard work...**

There are certainly some key ingredients to building a successful luxury furniture usiness, but the number onefocus always has to be the product. Without quality product, your brand has nothing to stand on. It's also important to find your niche, and don't be afraid to be specific. There's no point in trying to diversify too quickly if you haven't found our target following. Surrounding yourself with a great team and making use of various experts who know their fields can really help you grow your business. Lastly, keep an eye on your manufacturing process, every step of the way, to ensure you're delivering up to your standard. The more involved you are with all the integral elements of the business, the more rewarding the process is going to be for you!

**There is a lot of focus on design and art it seems, more so than ten years ago -- what sets Harbour Outdoor apart from other brands in this market?**

We put a lot of energy into the attention to detail in our furniture. It's the little things you wouldn't necessarily notice but are imperative to the piece, such as the particular way the slats of a chair are connected to the frame, or the shape of a chair arm. It's all the finer details that separate our furniture from the others and define the pieces as true high-quality, luxury outdoor furniture. Harbour Outdoor is a lifestyle brand, steeped in a culture that promotes the Australian way of life. This includes our love of the outdoors, travel, nature, modern design and life on the harbour, all expressed through each and every single furniture collection. Our signature aesthetic is fresh, light, modern, coastal, luxe-inspired and stems from generations of Australian design. Our customers are not only attracted to our style, but it's also the underlying Australian story of our family history and the craftsmanship.

**Ralph Lauren has said the movies inspire him; what inspires you as a designer?**

We take our inspiration from the various elements of Australia's incredible coastline, where the natural beauty of the rugged landscape meets with the clean, minimalist lines of modern coastal architecture. Our pieces are designed to withstand the intense weather that Australia experiences, which is what makes it so special and unique.



**We know the modern man loves to travel; tell us your inspirational summer getaway?**

We have two all time favorite spots that we love to escape to when we get the chance. The first is the Greek island of Mykonos, where we love to hang out at Scorpios and unwind. The design aesthetic there is so simple yet so luxe, and it attracts a really laid-back, fun crowd. We particularly love the minimalist design and the colors of the architecture in the Greek Islands - blue and white are Harbour Outdoor's brand colors, so we're inspired when we're there. Our other ultimate summer escape is to Halcyon House, a boutique hotel in Cabarita Beach on Australia's east coast. Again, the decor and design are incredible, and the surrounding area is some of Australia's most beautiful coastline. The restaurant also serves some of the best modern Australian fare around.



## A NEW BREED OF CRAFTSMEN

BY SETH TRAVIS