

WHEN TRASH IS TREASURE

These women make nifty products out of scraps BY CHERYL LOCK

<p>ECO- PRENEUR</p>	 <p>MARGARET TAYLOR 46 </p> <p><i>Owner of Dryads Dancing</i></p>	 <p>BONNIE TRUST DAHAN 61 </p> <p><i>Cofounder of VivaTerra, a catalog that showcases artisans worldwide</i></p>	 <p>MARTY STEVENS-HEEBNER 47 </p> <p><i>Founder of Half the Sky Designs</i></p>
<p>HER SIGNATURE PIECES</p>	<p>» Furniture (coffee tables, stools and chairs), picture frames and garden decor made from old building parts (roof tin, wooden trim, porch spindles, etc.)</p>	<p>» Home goods and women's accessories, including serving pieces made from wine barrel staves, candleholders crafted with used metal and jewelry designed with recycled glass</p>	<p>» Woven bags made from juice packs and nylon rice sacks from the Philippines, where her products are created (she hires seamstresses through a fair-trade certified organization)</p>
<p>HOW SHE STARTED</p>	<p>» Fifteen years ago, when she was a professional tennis player, Taylor started making picture frames out of discarded wood. Two years later, in 1995, she decided to work full time on her new business, which has since expanded its inventory.</p>	<p>» The former Banana Republic executive wanted to sell home decor, but couldn't "in good conscience put more stuff into the world if it wasn't done in a responsible manner." She wrote a business plan for VivaTerra in 2000 but didn't release her first catalog until 2004, after finding three partners.</p>	<p>» Stevens-Heebner was running a small jewelry business when she decided, in 2007, to start making handbags too. She went to the Philippines to find fabrics and discovered an organization that was using discarded juice packs instead of textiles. "The weave was more spectacular than any fabric I saw," she says.</p>
<p>WACKY RAW MATERIALS</p>	<p>» "One of my suppliers salvaged an old industrial bakery, and I ended up with all these aluminum tart forms. We made limited edition coffee tables out of them."</p>	<p>» "We've had a lot of fun working with misprinted soda and juice cans. We turn them into wastebaskets, magazine racks and watering cans."</p>	<p>» "As I was looking around the marketplace, I kept getting quizzical looks from rice merchants—I was the crazy American who wanted to buy the empty bags."</p>
<p>SHOPPING DETAILS</p>	<p>» <i>End Table, \$610; made with wood from old barns, furniture, etc.</i></p>  <p>» From \$20 to \$2,600; dryadsdancing.com</p>	<p>» <i>Leaf Night Light, \$39; made with a preserved maple leaf</i></p>  <p>» From \$29 to \$2,000; vivaterra.com</p>	<p>» <i>Magnolia Cinchy Tote, \$95; made with a recycled rice bag</i></p>  <p>» From \$15 to \$150; halftheskydesigns.com</p>

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