

Mutual interest in decorating fosters partnership



Nina Harlow works closely with Nora Ramsdell to select wallpaper for one of their projects.

By SIMON OWENS
Staff Writer

Nora Ramsdell constantly relies on other people to make her vision a reality.

As an interior designer for Decor and You, she provides color and pattern consultation, creating detailed diagrams with her recommendations. But to see her recommendations come to fruition, she must contract out different services, ranging from blind and window installation to furniture delivery.

That makes her a middle-man of sorts, bringing customers and companies together, and it's her preference to refer businesses

based in Goochland County.

"I think of it as a way of supporting the community," Ramsdell said. I try to refer to people exclusively from Goochland."

In keeping with that philosophy, she has established a new business relationship with a Goochland resident Nina Harlow to complete all her wall covering work.

Harlow, owner of Against the Wall, has worked in the wall covering industry for over 25 years. Before she moved to Goochland six years ago she had run her own business with the same name and performing the same services. When she moved here in 2000, she was employed

with Daugherty Painting for four years before finally deciding to cover walls on her own again.

Though most of her clients ask her to install wallpaper, she offers a broad range of services.

"I do everything from vinyl covering to fabrics to even sound rooms if the customer has a particularly loud entertainment system and needs something to

absorb the noise," Harlow said. "Basically, my expertise includes everything that can be placed on a wall."

And because most of her employers come to her through referrals, this informal agreement will help boost her business.

For Decor and You, Ramsdell is often called in by clients who have been at their homes for a

few years and decide they want to revamp their living space. Very often, the home owners will decide they want new wallpaper.

"There was a time when people were afraid of wallpaper," she said. "But things have changed."

This new trend has created more opportunities for Harlow

to meet the needs of Ramsdell's clients.

Ramsdell and Harlow first met through a mutual friend, and after several discussions, they came to the decision to work together on wall covering projects. To find out more about their offered services, visit dbadecorandyou.com.

Commonwealth Gallery opens at new location



Chairman Joseph Lacy, District 3 supervisor, (second from right), and Marshall Bowden, president of the Goochland Chamber of Commerce, help Tammy Roberts and Tonya Northcutt cut the ribbon for Commonwealth Gallery Florist. The pair moved their business from its location on Route 6 to Town and Country shopping center.

Photo by Simon Owens