

## *The American Architect*

The 1986 AIA National Convention will focus on *The American Architect* addressing the most important issues facing architects today — practice issues, compensation issues, liability issues, design issues, issues related to the role of architects in society.

One of the major themes of the Convention will be "Setting New Priorities." The convention will feature an unprecedented program of professional learning opportunities, a vast exhibit of New Products and technology plus major guest speakers of national-wide prominence, such as National Public Radio's Susan Stamberg, Barron's publisher Robert Bleiberg, and Spiro Koss who wrote and will host the acclaimed CBS series "American by Design."

Find out what is ahead for America's architects. This convention will probe architecture's new directions. All in the uncommonly romantic city of The Alamo, San Antonio, Texas.

## *Note to be Taken on Mandatory Code of Ethics*

A resolution will be presented at the National AIA Convention in San Antonio urging that a newly proposed mandatory Code of Ethics and Professional conduct be adopted.

The AIA first adopted a Code of Ethics in 1909, which was revised many times, reflecting the changing nature of architectural practice. Some major changes were: architects were no longer precluded from participating in design-build contracts, were allowed to advertise, and could engage in design competitions that did not conform to AIA standards. The turning point occurred in the early 1970s when the AIA's mandatory ethical standards, along with those of any professions, came under antitrust scrutiny.

In 1979, out of concern that other key issues of the code would prove unenforceable under the antitrust laws, the AIA Board of Directors voted to terminate it. In 1980, the code was replaced with a Code of Ethical Principles, which was voluntary and non-binding.

Four years later, the 1984 convention passed a resolution directing that a new mandatory code of ethics be developed to

## San Antonio, Texas Site of 1986 AIA National Convention *June 8-11*



**THE ALAMO** — Shrine of Texas Liberty. The present building is the old chapel of Mission San Antonio de Valero, founded in 1718 by the Franciscan padres. Photo courtesy of the San Antonio Convention and Visitors Bureau.

replace it. A seven-person Ethics Task Force headed by architect Harry Harmon was formed to draft the code. According to task force member Peter Forbes (who with the Boston Society of Architects was instrumental in getting the AIA to reconsider a mandatory code), "There must be a statement that the AIA is not just a good old boys' club, not just a synonym for 'reg-

istered architect,' not just a printing office for contract documents, not just a lobbying force. Instead it is an organization that holds certain truths to be self-evident and is willing to enforce them."

The resolution to adopt the new mandatory code will be voted on at the National AIA Convention. A limited number of copies of the Code are available for study in the Chicago Chapter office. Please direct any comments on the resolution to President-Elect Ed Uhlir, 294-2273, who will be chairman of the Chicago Chapter delegates to the convention.

*Jane Lucas*

## *Resolution for Change to Firm Dues Proposed by CCAIA*

With an understanding of the often financially hungry young architectural firm, the Chicago Chapter has proposed a tiered dues structure for newly formed firms. The proposal calls for a waiver of 66% of the supplemental dues in the first year and 33% to be waived in the second year. To qualify, the majority of principals in the new firm may not previously have been principals. Full supplemental dues would be charged in the third year and thereafter.

Although the National AIA Board of Directors has not supported this adjustment, the resolution will come before the convention delegates for a vote.

◆ ◆ ◆  
If you are planning to attend the convention and would like to participate as a delegate, call Jane Lucas 663-4111. For more information on the Convention, you may call the AIA Convention Department at 202/626-7396.

## **South Shore Country Club**

opens doors for

## **Beaux Arts Ball**

on May 30

A Must-be-there affair

See page 3

## Chapter Programs

### Architecture for Health Committee Kicks Off Speaker Programs

"The Hospital Administrator and the Architect: An Effective Collaboration," a presentation by E. Todd Wheeler, FAIA, will be the first of a series of monthly speaker programs sponsored by the newly reorganized Architecture for Health Committee. Wheeler, widely regarded as the premier authority on health facilities architecture, will address the topic on Tuesday, May 13, at noon in the ArchiCenter.

Todd Wheeler, former partner of Perkins & Will, planned and designed dozens of hospitals, medical schools, and clinics across the United States, as well as in Canada and the Virgin Islands. He has written extensively on the concepts of hospital functional requirements and design solutions. His books, *Hospital Design and Function* and *Health Modernization and Expansion*, have served many architects, hospital administrators, department heads, and trustees as a standard guide to building better health facilities. He maintained active involvement in various health organizations, including the American Hospital Association, and served as chairman for the AIA National Committee on Health.

This is a rare opportunity to hear and gain insights from a man whose experience in health facilities planning spanned most of his 45-year career. AIA members are urged to invite clients and friends in the health care field to attend. There is no admission fee, but reservations are required as seating capacity is limited. For reservations please call me at 663-0640.

*John Frega, AIA  
Chairman*

### Planning & Urban Affairs Takes a Look at River North

On Wednesday, May 21, the Planning and Urban Affairs Committee will meet in the New CCAIA Board Room at 12:15 p.m. for a brown bag luncheon discussion.

Tom Cokins, executive director of the Central Area Committee, and his associate, William Martin, will talk about the Central Area Committee, their studies for the River North area, and, more specifically, a concept to involve the public through a "Charette by Mail," which they intend to utilize for River North.

All Planning and Urban Affairs Committee members, as well as other interested persons, are invited to join us.

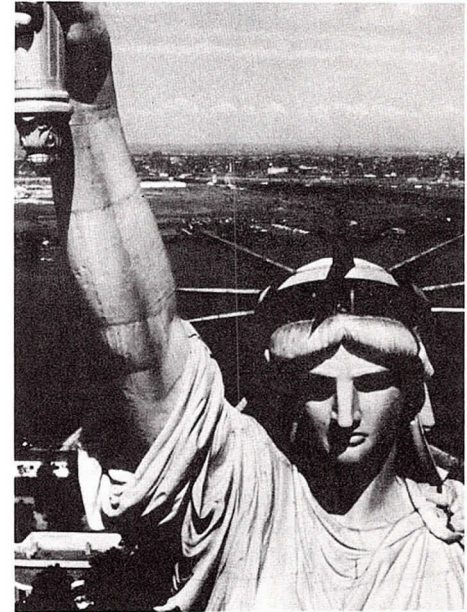
*John Nelson, AIA  
Chairman*

### Statue of Liberty On Stage at Historic Resources Meeting

The recently restructured Historic Resources Committee will host a program on "The Restoration of the Statue of Liberty" at noon on Tuesday, May 20, in the new CCAIA Board Room. Neil Frankel, associate principal of Swanke Hayden Connell, Chicago, will present a 30-minute slide show of the project. The firm's New York office is the architect for curing the ills of America's beloved colossus of freedom, which will celebrate her centennial this year, reopening to the public on July 4.

The Historic Resources Committee is reorganizing and is seeking new members. Those interested are encouraged to suggest subjects for future programs and to assist in the development of goals for the newly-restored committee.

*Harry J. Hunderman, AIA  
Chairman*



### How to Make A Bundle Practicing Architecture

The Office Practice Committee wants to help make your financial fantasy a reality by sponsoring a lecture on how to persuade clients to pay higher, but fair, fees. Michael Hough, publisher of Professional Service Management Journal (PSMJ) and the promotion director of A/E Systems '86, will be the featured speaker. You can't afford to not be at the ArchiCenter on May 14 at 5:30 p.m.

### Value Architecture

The Architects in Government, Industry, and Education will present Howard Elegant, AIA, who will demonstrate his firm's system of "Value Managed Facility Design." He will also describe how he used it to help clients quickly program and budget projects before schematic design.

Mark your calendar for May 16, and be at the Monadnock Suite 350 (our new Board Room) at noon.

### Low Income Rental Housing

On May 21 at 5:30 p.m. in the new CCAIA Board Room, James Fuerst, professor of social welfare at Loyola University, will discuss the most important concerns surrounding low-income rental housing: the issues of racial integration; high-rise versus low-rise; decentralized versus centralized management; and the "virtues" of scattered site housing.

This program is sponsored by the Housing Committee.

### CSI/AIA Last Insurance & Bonds Session

Bill Turner, Professional Liability Underwriters, Inc., will present topics covering the selection of an insurance broker, the application of quality control methods, the impact of deductibles, and miscellaneous loss control techniques.

The seminar, held at the Chicago Bar Association, 29 S. LaSalle, 11th floor, will begin at 7:45 a.m. on May 14 with rolls and coffee and the presentation from 8:15 to 9:30. To register, send check in the amount of \$10 to the Chicago Chapter office.

### Registration Design Review

The Young Architects Committee is sponsoring a review of the design portion of the registration examination on June 5 at the ArchiCenter at 5:30 p.m. The admission fee is \$3 for members, \$5 for non-members. You may register by remitting your check to the Chapter office.

*The Chicago AIA Focus (ISSN 0744-821X) is published monthly by the Chicago Chapter, AIA, 53 W. Jackson Blvd., Suite 346, Chicago, IL 60604 as a benefit of membership. Second class postage paid at Chicago, IL. Postmaster: Send address changes to Chicago Chapter, AIA, 53 W. Jackson Blvd., Suite 346, Chicago, IL 60604.*

## Mad Hatters to Make Appearance at CCAIA Beaux Arts Ball

Spring does wonderfully crazy things for people. A bright sun, balmy air, a little escalation in the temp and en masse we jubilantly discard ski cap, ear muffs, and felt dora, replacing winter survival equipment with summery smiles, pastel linens, architectural headpieces, masks, and hard hat adornment. What? Architectural headpieces, masks and hard hat adornment? Yes! At least this is what the best dressed, rather, hatted, Chicago Chapter, AIA members and guests will be substituting for their normal head gear when they enter the elegantly restored South Shore Country Club on May 30.

Ordinarily conservatively-attired architects and other members of Chicago's construction industry will have some of the most magnificent structures on their drawing boards while concocting appropriate addresses for the Chicago Chapter, AIA Beaux Arts Ball, which is being organized to benefit the CCAIA Foundation. Those with the most splendidly built top hats are expected to walk out of the Country Club with a prize. Please do not attempt a series of row houses or a duplication of River City — the dance floor is meant to accommodate all in attendance.

We don't think you'll want to miss this one — it's a rare opportunity to get inside an architect's head by what is put on it.

*'86 Annual Dinner  
to benefit  
CCAIA Foundation*

Just \$100 a couple will make you and your guest members of the Chapter's mad hatters ball. Bring a whole table of buildings or \$500 (10 to the parcel), or enter unaccompanied for \$55. There will be cocktails 6:30 (included in the price), dinner at 8:30, and dancing from 9 p.m. until midnight. Invitations are in the mail, but if we missed you or any friends that want to augment our Foundation fund while having terrific time at it, mail the Chapter your SVP and check by May 19. To date 30 British architects, on a trip to Chicago at the time of our party, have responded that they will attend.

P.S. We suspect there are those who do wish to remain conservatively attired, and they may do so by arriving under Black Tie guidelines.

Designer Charles E. Fox was inspired by photograph of an old Mexico City Club. This photo of South Shore C.C. courtesy of restoration architect Norman DeHaan Associates.



## Your PAC Participation Counts

Over two million dollars of contributions to campaigns to state legislators came from special interest groups last year. This represents nearly 40% of all political funds raised by members of the Illinois General Assembly. (*Chicago Tribune, Sunday, February 9, 1986.*) These special interest groups, known as Political Action Committees (PAC's) appear to be widening their sphere of influence in the legislature.

Of course you can translate all the above information simply by saying this buys "votes." Legislators vigorously dispute these assertions and acquiesce by saying the PAC system provides "a high degree of access" to state legislators.

What does all this wheeling and dealing mean to architects? Keep in mind that as the business of architecture becomes more complex, we as a profession become more politicized. One of the principal goals of the Illinois Council, AIA is the emphasis on the legislative affairs affecting architects. Bob Piper, ICAIA president, pointed out in January that of the 4000 bills submitted in the legislature, several hundred had something to do with the construction industry, with a dozen very important to us as professionals. These are the ones that we need to follow.

Key issues presently requiring this kind of attention are the Illinois State Procurement Code, the Illinois Architecture Act, and the Insurance Crisis. For some time

Shirley Norvell, ICAIA executive director, has been acting as a part time lobbyist. Her dedication and efforts have been heroic!

This year the ICAIA has determined that in order to carry out the goal of emphasis on legislative affairs, its objective should be strengthening its own PAC. To further this effort, the ICAIA has engaged consulting from Cook-Witter, Inc., a Springfield governmental consulting and lobbying organization with strong ties to the AIA. With their assistance, the Illinois Architects' Political Action Committee is emerging with legislative impact. Your financial and professional support of this effort should be a positive influence to the profession and benefit all architects in Illinois.

*James Stefanski, AIA  
ICAIA Delegate*

### Chicago Chapter Housing Exhibit

Entries Due May 21  
for those who submitted  
the intent to enter fee

## Marketing

# Business Development — Everyone's Business

By Dale C. Jones

Marketing in design firms tends to be concentrated in the business development portion of the process. This includes lead generation, contact and follow up, qualification preparation, research, interview preparation, proposal preparation, and negotiating to close.

Each firm handles these tasks in a different way. Small firms generally have a principal who enjoys meeting the public and is good at discovering needed information. The number of leads and prospects needed to keep the firm stable and growing can usually be handled by one key person. As firms grow, the business development process starts to become more complex and time consuming. Many firms hire personnel to "bird dog" and follow up while the principal and project managers participate in the interview and closings. Alternative business development methods include using personnel who have the authority to close on a contract, or are primarily involved in the preparation of proposals and interview strategies. Each firm must decide what blend of tasks and skills will best fit their firms' culture and their client needs.

Lead generation is the basic element for future sales. Leads come from your network and the network of all employees — professionals, personal, clients, association activities. In addition, a variety of publications can give you information about future company plans. What you do with the information when it has been generated is the contact and follow up activity.

Contact and follow up is a research expedition to determine more information about the project, specific prospect concerns, schedules, decision makers, chemistry of the company, perspectives on what they look for in a firm and project financing. Contact can be made by phone, in a face-to-face visit or by letter. If you have done your initial homework on the project and contact the correct person at the prospective company, you will discover there is no such thing as a cold call.

After the initial contact and follow ups, a determination needs to be made on whether you want to pursue the prospect further. If the firm's decision is yes, you should be tracking the prospect so you will be in a

position to respond to a call for qualifications. Preparation of qualification statements is usually coordinated through one person in the firm. All information gathered to date should be relayed to the preparer if he is not the lead developer. Internal communications is as vital to the successful completion of this package as all the prior data gathering. After submission, the lead developer should continually monitor the prospect and begin thinking about the interview process.

If your firm is selected for interview, a schedule needs to be determined. Who will formulate the strategy, who will participate in the interview, what visuals need to be prepared, what is the firm's budget for pursuing the prospect, who will check on the presentation room specifications? Your business development personnel can lead this process. Whoever is in charge needs to have these questions answered. In addition, enough time has to be allowed for a dry run to work out problems in the presentation, judge the chemistry of the team, and time the presentation.

After the interview has been successfully completed, continued follow up keeps you informed of the project status. When a fee proposal is requested, a technical team needs to be determined. Someone with authority to sign the fee proposal should be in charge of preparation and again a schedule needs to be developed.

Upon award of the project, the real marketing begins. Negotiating contracts requires as much strategizing, scheduling, and preparation as the proposal and interview

process. Too many firms do not put as much effort into developing negotiating skills as they do sales skills. How you perform in negotiation sets the tone for your performance on the project and the relationship you will be developing with the client.

A successful negotiation concludes with "Win-Win" relationship between you and your client. It will make client relations an client maintenance easier to develop and ensure that your repeat business and recommendations will continue while your firm prospers.

*Jones is Director of Marketing for Schirme Engineering Corporation in Deerfield.*

## Legal Briefs

### Arbitration

By Werner Sabo, AIA, JD

Many construction industry contracts, including all AIA contracts, have clauses providing for arbitration to decide any dispute that arise between the parties. Architects should be aware of the ramifications of these clauses. While many attorneys are in favor of arbitration, others adamantly insist that there be no arbitration. For architects, there is no clearcut answer as to whether arbitration is better than no arbitration.

The first problem faced in a construction dispute is the number of parties that may be involved. Even a minor dispute will include an owner, architect, general contractor, and several subcontractors. Often, other consultants and sub-subcontractors are also involved. If arbitration is sought, the parties should have an arbitration clause that will bring them all before the same forum. This is ensured if all contracts are standard AIA contracts that don't strike arbitration. Many contractors, however, use their own contracts, and many more modify the standard AIA contract. This situation should be carefully monitored at the beginning of a project.

Arbitration has three principal advantages: it is private; it is binding and final; and the location is generally predetermined. For many, these advantages may also be disadvantages. Privacy means that the parties many not know the reason for the decision. Binding means that there is little chance for appeal, even if the decision is clearly erroneous.

Some apparent advantages of arbitration may not be real. It is often thought that ar-

### How to Help Insurance Crisis Lobbying Efforts

The membership can assist the Illinois Council, AIA in its participation in the lobbying efforts of the Illinois Coalition on the Insurance Crisis by writing a letter to the Council office expressing the changes in your coverage and anticipated impact. Your letter will support the Illinois Council testimony before the General Assembly that there is indeed a crisis facing the design profession and tort reform appears to be an answer to many causes creating the present state of lack of coverage and exorbitant premiums. A synopsis of a tort reform package and information regarding the lobbying efforts of the ICAIA are available upon request from Shirley Norvell, 802 Lincoln Tower, 520 S. 2nd St., Springfield 62701, 217/522-2309.

ration is speedy. Frequently this is not the case, and a complex arbitration may take months because the arbitrator cannot meet every day. The party initiating arbitration must pay a substantial fee, sometimes in the thousands of dollars, not present in litigation. The arbitrators may or may not be technically qualified, since the parties can hire the names of arbitrators. The rules of evidence are not followed in arbitration, and, although this may seem advantageous, the result may be to prolong a hearing with much irrelevant testimony.

In the final analysis, arbitration is often an excellent alternative to litigation. It can, however, turn out just the opposite if the arbitrator is unqualified; it can take just as long and be as expensive as litigation; and it can be totally unpredictable. At the very least, the architect should strive to make sure that all contracts contain arbitration clauses, or that none do. The worst situation might be to suffer through both arbitration and litigation if some parties choose to avoid the arbitration while others cannot. ♦

## The Sixth Annual Illinois Preservation Conference

June 6-8, Aurora

Landmarks Preservation Council of Illinois is leading several organizations in sponsoring the Annual Preservation Conference to be held in Aurora on June 6 through 8. The conference is designed to provide a forum for preservationists, architects, planners, government officials, and community leaders.

The themes for this conference are:

- Landmarks Commissions
- Rural Preservation
- Business District Revitalization
- Preservation Basics
- House Museums

The conference will open at 7:30 p.m., Thursday, June 5 and will continue through Saturday, June 7, with bus tours offered on Friday, June 8. Workshops on conference themes will be held on Friday afternoon. Breakfasts, luncheons, and Friday dinner and entertainment will be offered by reservation.

A breakfast meeting of architects will be held on Saturday from 7:30 to 9 a.m. Accommodations are available at Aurora University.

Conference registration materials and AIA membership information are available from LPCI, 407 S. Dearborn, #970, Chicago 60605, 922-1742.

## Chapter Adds 5th Director to Illinois Council

The Chicago Chapter AIA membership numbers recently exceeded the 1000 mark, giving the Chapter its fifth representative to the Illinois Council. Sherwin Braun, AIA, has been named to fill that position, with Roland Lieber serving as alternate to the Council. Braun joins four other Chicago Chapter directors and six directors who represent the six other Chapters in the State.

The eleven-member Illinois Council Board is charged with the responsibility of representing the 1700 Illinois AIA members on state legislative issues. Recent areas of concern have included the new Architecture Act, State A/E selection procedures, statute of limitations, professional liability insurance, CDB insurance requirements, and asbestos.



Old 2nd National Bank in Aurora, site of Friday night preservation conference reception. Photo courtesy LPCI.

## Need Help Over the Summer?

If your firm is interested in hiring students for the summer or in taking on an intern, Stephanie Hallmark at the Chapter office would like to know what you're looking for. Just type a brief description of the position on your firm letterhead, making sure to include the name and phone number of your contact person.

All job descriptions for summer work will be kept in a file at the Chapter office for review by potential applicants.



# IT TAKES ONE TO KNOW ONE

At Bulley & Andrews we understand how to work with you to help your design come to fruition successfully. Our project managers speak your language. They are degreed professionals in architecture, or civil engineering.

If you need cost, scheduling, or construction detailing information, consider Bulley & Andrews input in the design phase, while things are still flexible.

### **BULLEY & ANDREWS**

General Contractors  
1755 W. Armitage  
Chicago, Illinois 60622

**312/235-2433**

## Getting to Know . . .

### Rauch Clay Sales Corporation

The depression forced many people into other vocations, and Paul V. Rauch, who had graduated in 1914 from the University of Illinois School of Architecture and subsequently spent the next 15 years employed by Chicago architectural firms, found himself in 1930 a manufacturers' representative for Stark Ceramics, Inc. of Canton, Ohio.

Upon Rauch's death in 1936, his wife, Virginia, was hired by Stark to expedite shipments for plants that were being built across the country by Chicago's large meat processors. She became a manufacturers' representative and in 1948 formed a distributorship which continues today, with architectural sales handled by Paul V. Rauch, Jr., Robert J. Schmitt, Paul V. Rauch, III, and Donald W. Wesselhoff.

Rauch Clay Sales Corporation has specialized in the sale of ceramic glazed masonry units, but also distributes face brick and pavers. The majority of the products sold are through contact with architectural firms and the architectural departments of corporations and government agencies. This contact with designers during preliminary plans and working drawing stages helps achieve the most effective use of materials and avoids problems during construction; however, when problems do arise the sales staff is available to assist in finding solutions.

During the past year, glazed material has been supplied on the following types of buildings: schools, park district facilities, swimming pools, prisons, hospital kitchens, food plants, pharmaceutical plants, water treatment plants, urban transit train and bus facilities, and office complexes.

Rauch Clay Sales office and warehouse is located at 3037 S. Christiana Ave., Chicago.

## New Members

### AIA

**Charles Anderson**, Perkins & Will; **Steven W. Elisco**, Bernheim & Kahn, Ltd.; **Peter A. Freiberg**, SOM; **Bernie F. Gandras**, SOM; **Don Herman Gaul**, Don Herman Gaul & Assoc.; **Gregory Goss**, Otis Associates; **Paul Konstant**, Konstant Architecture; **John M. Larson**, O'Donnell Wicklund Pigozzi; **Robert Lempera**, Perkins & Will; **John K. Paulson**, American Hospital Supply; **Riener Pligge**, Wiss Janney Elstner; **Paul D. Seral**, Perkins & Will; **John Thorpe**, Heitzman & Thorpe; **Andrew Tobisch**, SOM; **James A. Toya**, Perkins & Will; **Peter van der Meulen**, Perkins & Will; **Mark Von Der Heide**, VOA Associates; **Gary Walo**, Planning & Design Group; **Kenneth Zuber**, Lohan Associates.

Congratulations to members **Martha A. Bell**, and **Cynthia Winter**, VOA Associates, who have received their license to practice architecture and have been upgraded to AIA membership.

### Professional Affiliates

**Anton Bayer**, Bayer Blacksmith Works, Ltd.; **James Belter**, J.A. Belter Associates; **Lee Benish** and **Thomas Hartman**, Landscapes by Design; **Jill Jarom**, Jill Jarom & Associates; **Richard Radke**, Radke-Voss Collaborative; **Bob Robinson**, Bob Robinson Furniture Design/Manufacturing; **Adelaide Ann Thulin**, Applied Design Associates, Ltd.; **Carl Schnackenberg**, Chicago Brass, Inc.; **Bruce Wolfson**, Irv Wolfson Co.

### Transfers

From Wisconsin, **Bruce M. Haxton**, Murphy/Jahn; from Indiana, **Linda Lee Nelson**, School of the Art Institute of Chicago; from Iowa, **Sidney K. Robinson**, University of Illinois, Chicago.

### James W. Hammond

*April 12, 1918 – March 21, 1986*

A memorial service was held at the Graham Foundation on April 21 for Jim Hammond, founder and retired principal of Hammond Beeby & Babka, Inc., who died Friday, March 21 at Northwestern Memorial Hospital.

Jim received his B.S. in Architecture from IIT in 1942 and began his professional career as a designer and project manager at Skidmore, Owings & Merrill in 1946, leaving the firm in 1961 to start his own firm Hammond & Roche. He had been a member of the Institute since August 1961, Fellow of the Institute, and became a Member Emeritus in 1983.

Several Hammond Beeby & Babka projects for which Hammond was the principal have won Chicago Chapter Distinguished Building Awards: the Presbyterian-St. Luke's doctors' building in 1965; the Northbrook Public Library and the Episcopal Diocese office building in 1970; and the addition to the North Shore Congregation Israel in 1984, which also was awarded the National AIA Honor Award in 1984.

The Chapter extends its' condolences to the family of Jim Hammond.

### DONATION WANTED

ArchiCenter needs used steel or wood flat file — 5 drawers with base for poster storage. Call Bonita Mall at 922-3432. Donation is tax deductible to the extent allowable by law.

## ARCHITECTURAL MALPRACTICE

Defense of Liability Claims  
332-2010

Law Office of Werner Sabo  
8 S. Michigan, Chicago • Suite 1306

### Architectural

#### DIRECTOR OF PRODUCTION

Established Los Angeles office seeks systems oriented individual to direct and manage staff of 50. Candidate must be a licensed architect with 12-15 years experience in production and management. Must be strong leader with excellent communication skills. Experience with medical facilities preferred. Send resume & salary history to:

SEARCH COMMITTEE  
1015 Gayley Ave., Los Angeles, CA 90024

## Focus — 1986 — Calendar

Make certain you check Chapter events locations. Because of construction and move of Chapter office there could be changes since information last published. The new Chapter Board Room is suite 350.

**1** U O F I COURSE. "Planning & Negotiation for Development & Quality of Life." Through the 3rd. Hyatt Regency, Oakbrook. For information call Professor Clyde Forrest at 217/333-3020.

**3** PRAIRIE AVENUE HOUSEWALK. Henry B. Clark, Glessner, Kimball, Keith and Kohn houses on tour. Call 326-1393 for information.

SMPS MARKETING SEMINAR. "Proposals & Presentation Preparation." Midland Hotel. 9:30 a.m.-2:30 p.m. This session \$65 includes lunch. Information: 559-0095.

**4** TOUR. LPCI sponsors "Splendor of Chicago's Historic Churches." 1-5 p.m. Check-in/lecture at Second Presbyterian Church, 1936 S. Michigan Ave. Bus transportation available. \$20 at door. Information: 922-1742.

**6** INTRODUCTION TO CAD SYSTEMS. Last in series. Discussion on integrating CAD into the office. 5:30 p.m. ArchiCenter.

ROOFING SEMINAR. "Basic Roofing Technology." Offered by Roofing Industry Educational Institute to expand your knowledge of membrane roofing systems. Through 5/9 at Holiday Inn/O'Hare-Kennedy. For information: 303/770-0613.

**7** LECTURE. "The New Apprentice." Roger Whitmer at UIC Behavior Sciences Bldg., 1007 W. Harrison. 4 p.m. Followed by reception in room 1100, 845 W. Harrison.

**9** INSTITUTE SEMINAR. "Developing Sales Skills." For information/location contact Cheryl Kent 663-4111 or Brenda Henderson 202/626-7353.

**1** PRESERVATION WEEK BEGINS. "Celebrate Historic Places — Our Past for Our Future." National Trust sponsored.

**13** CCAIA EXECUTIVE COMMITTEE MEETING. 8 a.m. Check your agenda for location.

CCAIA HEALTH COMMITTEE PROGRAM. "The Hospital Administrator & the Architect: An Effective Collaboration." Noon. ArchiCenter. For reservations call John Frega at 663-0640.

**14** CSI/AIA SEMINAR. Final session in "Insurance & Bonds" series. Speaker: Bill Turner, Professional Liability Underwriters, Inc. 7:45 a.m. coffee, session 8:15 a.m. 29 S. LaSalle, 11th fl. \$10 members to Chapter office.

OFFICE PRACTICE COMMITTEE PROGRAM. "How to Make a Bundle Practicing Architecture." Michael Hough, publisher of PSMJ. 5:30-7:30 p.m. ArchiCenter.

LECTURE. "An Interpretation of Antiquity: Palladio & His Drawings." Giorgio Ciucci at UIC Behavior Sciences Bldg., 1007 W. Harrison, reception following at 845 W. Harrison. 4 p.m. Information: 996-3335.

**15** MICROCOMPUTER COMMITTEE MTG. 5:30 p.m. Monadnock Bldg. Room 326. Information: Jeanne Breslin, 864-9360.

GRAHAM FOUNDATION LECTURE. "Today's Miesian Architecture." Professor Peter von Seidlein. 8 p.m. 4 West Burton.

**16** GOV'T/IND/EDUCATION COMMITTEE PROGRAM. "Value Architecture." Howard Ellegant in CCAIA Board Rm. Noon.

**17** SMPS MARKETING WORKSHOP. "Public Relations & Promotions." Midland Hotel. 9:30 a.m.-2:30 p.m. This session \$65 includes lunch. Information: 559-0095.

WRIGHT PLUS TOUR. 11 buildings included. Information: 848-1978.

WESTERN ILL. TOUR. Society of Architectural Historians sponsored. Information: Don Wroblewski, 945-5399.

**20** HISTORIC RESOURCES COMMITTEE PROGRAM. "The Restoration of the Statue of Liberty." Slide presenta-

tion by Neil Frankel. Noon. CCAIA Board Room.

**21** HOUSING EXHIBITION ENTRIES DUE. Entry fee must already have been received at Chapter office.

PLANNING/URBAN AFFAIRS COMMITTEE PROGRAM. Tom Cokins will talk about the Central Area Committee. 12:15 p.m. CCAIA Board Room.

HOUSING COMMITTEE PROGRAM. "Low-Income Rental Housing." Speaker: Jimmy Fuerst, professor of social welfare, Loyola University. 5:30 p.m. CCAIA Board Room.

**24** EXHIBITION. Last day of "Antonio Sant'Elia: Drawings." At Gallery 400 UIC. Information: 966-6114.

**26** MEMORIAL DAY OBSERVED.

**27** CCAIA BOARD OF DIRECTORS MEETING. Noon. CCAIA Board Room.

**30** THE REAL MEMORIAL DAY.

*Stake your claim  
and  
pierce the heavens  
with turrets and spires  
at the 11th Annual*

## **Sandcastle Competition**

**Saturday, June 7  
North Avenue Beach  
(south of 1st jetty)**

**Register at the beach beginning at 10 a.m. You'll have until 3 p.m. to prepare the most magnificent structure on the beach, at which time you'll find out if the jury agrees.**



**Hand Forged  
Ornamental & Architectural  
Iron  
Traditional & Modern  
Designs**

Designer Blacksmith  
Thomas C. Brandt  
8170 E. 106th Street

317-842-1797

Noblesville, Indiana 46060

**When you need 1  
or 1,000,000 blue  
prints, or any other  
quantity...**



**MOSSNER'S 15 State-of-the-Art  
Blue Print-White Print Machines  
at One Location Produce Them  
Fast, Fast, Fast**

Speed, quality and dependability... these characterize Mossner's "blue print" service since 1922.

For more than 60 years, Mossner has provided the latest and fastest state-of-the-art, high-production equipment.

More than 50 messengers plus radio-dispatched pick-up and delivery vehicles assure the fastest possible service, including dependable print distribution to consultants, contractors and clients.

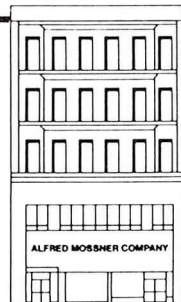
And that goes for *any* quantity you may require.

**NO JOB TOO LARGE  
NO JOB TOO SMALL**

**BLUE LINE, BLACK LINE,  
BLUE PRINTS AND  
SEPIA REPRODUCIBLES**

**Mossner 372-8600**

THE REPRODUCTION PEOPLE • LARGEST IN THE MIDWEST  
Mossner Building • 137 North Wabash at Randolph (across from Marshall Field's), Chicago, IL 60602



**Fast one-source service for all of your reproduction requirements**

**PHOTOMECHANICAL SERVICES**

- STAR-REPRO® Drafting Systems — for pin-bar overlay and team drafting
- Precision camera work up to 48 in. by 72 in. enlargements and reduction to 10 times
- Autopositives
- Scissor drafting
- Photo drafting
- Pencil Tone® reproductions
- Xerox 600 enlargements from 35mm microfilm
- Xerox 2080 and 1860 translucent vellum or Mylar intermediates and paper prints — reduced or enlarged

**105mm and 35mm MICROFILM SERVICE  
DRAFTING SUPPLIES AND  
FURNITURE**

**WE DO IT ALL UNDER ONE ROOF.**

**OFFSET PRINTING**

- Specification sheets and booklets
- MAGI-COPY® fast printing service — ideal for architectural and engineering specifications

**BLUE PRINTS,  
WHITE PRINTS,  
SEPIA INTERMEDIATES  
ON PAPER OR MYLAR**

**Interior Architecture  
Catalog Wins Award**

The *5 Years of Interior Architecture Awards* catalog was selected to receive the prestigious American Institute of Graphic Designers 1985 Book Show Award for book design. The graphic design was done by Cagney & McDowell, Inc. Copies of the catalog are available from the Chapter office for \$15 per copy.

**Apologies**

In the advertisement for the catalog appearing in recent issues of the Focus, the name of John Kurtich, AIA was inadvertently omitted as co-author of the essay "The Rise of Interior Architecture." Kurtich is professor in the Department of Design and Communication at the School of the Art Institute of Chicago. He and co-author Garrett Eakin are currently working on a book which will define interior architecture and identify its current practice and its future.

**The Focus Notebook**

• O'Donnell Wicklund Pigozzi Architects is the first architectural firm to be given special recognition by the American Subcontractors Association. OWP President, Leonard Peterson, AIA, was presented with the Outstanding Architect Award at the ASA Construction Industry Awards Dinner on April 1. The firm was selected by the members of the ASA for its professionalism, cooperation, and consideration. Also receiving awards at the April dinner were Stan Pepper, accepting the Outstanding General Contractor award for Pepper Construction; Ray O'Brien of Walsh Construction Co. for Outstanding Job Superintendent, and Fred Lewis, vice president of Door Systems of Elk Grove for Outstanding ASA Member.

• Margaret McCurry, AIA, Tigerman Fugman McCurry, has been selected to receive the Loeb Fellowship in Advanced Environmental Studies from Harvard University Graduate School of Design. 14 professionals, including another Chicagoan, Mary Decker, executive director of the Metropolitan Planning Council, received the 1986-87 academic school year appointment based on demonstrated leadership in the design and planning professions. Recipients of the



oeb Fellowship spend a minimum of two  
 ys a week studying at the University and  
 rring their tenure will lecture on or exhibit  
 eir work. Chicago has been well repre-  
 nted in the past two years — John  
 /vertsen, AIA, of Hammond Beeby Babka  
 as a 1985-86 recipient of the Fellowship.

Weese Hickey Weese Architects has an-  
 nounced that **Peter Landon, AIA**, and **De-  
 nis Langley, AIA** have been made princi-  
 als and vice presidents of the firm.

**Hubbard & Hubbard, Inc.** announces the  
 location of their architectural offices to  
 0 N. Green St., Chicago 60607. Their new  
 mber is 421-6354.

**Roger Whitmer, AIA**, associate professor  
 'architecture, UIC, is among the speakers  
 the UIC spring lecture series organized  
 / Stanley Tigerman, director of the School  
 'Architecture. Whitmer will discuss "The  
 ew Apprentice" on Wednesday, May 7.  
 e May 14 lecture features Georgio Ciucci,  
 'ofessor, history of architecture, Istituto  
 niversitario di Architettura, Venice, who  
 ill address "An Interpretation of An-  
 quity: Palladio & His Drawings." Both  
 ctures will take place at 4 p.m. in room  
 0 of the Behavior Sciences Building, 1007  
 ' Harrison, followed by a reception in  
 om 1100 of the Architecture and Art  
 ilding, 845 W. Harrison.

**DeHaan Associates** was recently  
 esented with the Paul Cornell Award from  
 e Hyde Park Historic Society for their  
 storation of the South Shore Country  
 ub. See the Club on May 30 by attending  
 e Beaux Arts Ball Benefit.

**Bill Brubaker, FAIA**, was a jury member  
 r an international design competition to  
 design the University of Miami campus at  
 oral Gables. Other distinguished members  
 the jury were Edmund Bacon, M. Paul  
 iedberg, William Morgan, and Aldo  
 ossi.

"Analysis and Design of High-Rise  
 oncrete Buildings," the topic of papers  
 esented at the Technical Session of the  
 ill Convention of the American Concrete  
 stitute, has been recorded in a 325-page  
 ook edited by Professional Affiliate  
 mber **Jaime Moreno, S.E.** of Material  
 rvice Corporation. The book is available  
 ' sending a check to the Chicago Chapter  
 the American Concrete Institute, P.O.  
 ox 2405, Chicago, IL 60690 in the amount  
 \$17. ▶



### A Card Game for Everyone!

For Ages 8 to Adult

CONSTRUCTION CHASE is a draw card game for 2, 3, or 4 players. To win, you must be the Builder to construct a house for the lowest cost.

In CONSTRUCTION CHASE, Subcontractors do the actual construction work, Inspectors find problems, and Architect/Engineers solve them. Just when a Builder thinks the way is clear, it rains or an accident happens. Competing Builders will try to slow down your construction progress and increase costs. And the CONSTRUCTION CHASE is on!

**\$10**

*ARCHICENTER*

330 South Dearborn  
 Chicago, Illinois 60604

*landscapes*

By Design inc.

- Landscape Architectural Services and Consultation to the Design Community
- Design and Construction Management of Commercial Developments, Corporate Campuses and Private Residences
- Master Landscape Plans
- Construction Drawings/Bid Administration
- Cost Estimation
- Specifications
- Construction Supervision

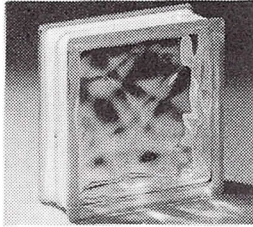
500 E. Higgins Road Suite 206, Elk Grove Village, IL 60007

312-952-8338

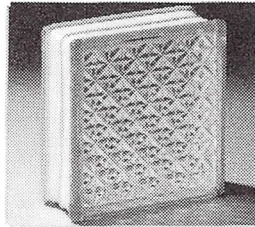
# WECK®

## Glass Blocks

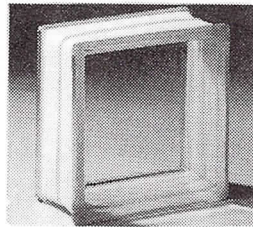
Quality Glass Products Since 1900



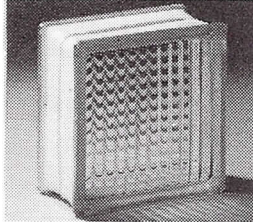
NUBIO clear or goldtone



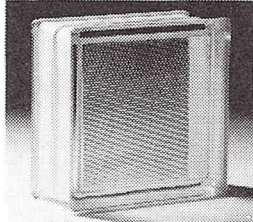
AKTIS clear only



CLEAR VIEW clear only



X-RIB clear only



FORTRESS clear only

### FORTRESS = Security

The glass faces of this Glass Block are substantially thicker than normal Glass Blocks. An excellent choice to deter Vandalism or break-ins.

WECK'S Goldtones Blend Nicely With Your Earthtones

## CRAWFORD MATERIAL CO.

3949 West Palmer Street  
Chicago, Illinois 60647

# (312) 252-1188

### CONSTRUCTION SPECIALIST IN . . . . .

- Industrial
- Commercial
- Pharmaceutical
- Institutional

### AND WE'RE EXPANDING BECAUSE . . . . .

- Cost & Schedule Orientated
- Quality Workmanship
- Personalized Client Service
- Professional Estimating Staff
- Experienced Field Supervision

## LEOPARDO CONSTRUCTION, INC.

GENERAL CONTRACTORS  
1080 Nerge Road, Elk Grove Village, IL 60007  
(312) 894-7200



INDUSTRIAL  
INSTITUTIONAL  
COMMERCIAL

RESIDENTIAL  
PAVING  
MUNICIPAL

# RAMM BRICK, INC.

FOR EXCELLENCE IN BRICK • SINCE 1914

223 Tilden Ave., PO Box 9  
LaGrange, IL 60525  
312/352-5500

• **The Chicago Chapter, CSI** will hold its 1986 Banquet on May 9 in the Boulevard Room of the newly restored Chicago Hilton. Awards are presented each year by the Chapter in recognition of service to CSI and in recognition of notable contributions made to the construction industry this year. Reservations may be made by calling 641-5986 by noon, May 6. The dinner is at 6 p.m., preceded by cocktails at 6 p.m., and costs \$20 per person.

**The Society of Architectural Historians** has planned a spring tour of Western Illinois May 17-18, which includes a visit to the Rock Island Arsenal, Sullivan's department store in Clinton, Iowa, Campbell Center for Historic Preservation, and Lowden State Park. For complete details of the tour, which is being conducted by Walker Johnson, AIA, contact Don Wroblewski at 945-5399.

At Northwestern University's Block Gallery "British Watercolors: Drawings of the 18th and 19th Centuries from the Yale Center for British Art" continues through June 1. The watercolors, chosen by Patrick Noon and Scott Wilcox at the Yale Center, provide a rich view of the British countryside and exotic foreign locales, reflecting the longstanding alliance between watercolor and landscape painting. The Block Gallery is located at 1967 Sheridan Road at the south end of Northwestern's campus. For more information contact the Gallery at 491-4000. ♦

### CHICAGO ARCHITECTURE FOUNDATION Position Available

**Tour Coordinator.** Ability to deal with people and solve problems essential. Excellent writing skills required; typing and some receptionist duties. Bachelor's degree and familiarity with Chicago architecture and museum education principles desirable. Salary range \$14-15,000. Send letter of application to Paul Glassman, Education Director, Chicago Architecture Foundation, 1800 S. Prairie, Chicago, IL 60616.

**Hundreds of  
ARCHITECTS, ENGINEERS & DESIGNERS**

**Rely on**

**NEAR NORTH REPRODUCTIONS INC.**

***FASTEST BLUEPRINTING***  
**IN CHICAGO**

**944-4234**

**Radio Dispatched • Experienced Printers**

**NEAR NORTH REPRODUCTIONS INC.**  
**54 W. Maple • Chicago, IL 60610**  
**Supports the Chicago Chapter AIA**

## Board of Directors

### *PRESIDENT*

Norman DeHaan, AIA

### *FIRST VICE PRESIDENT*

Edward K. Uhlir, AIA

### *VICE PRESIDENTS*

Cynthia Weese, AIA

Steven Weiss, AIA

Kristine Fallon, AIA

### *SECRETARY*

Susan Greenwald, AIA

### *TREASURER*

Gene Sisco, AIA

### *DIRECTORS – Through 1985*

Harold Hellman, FAIA

Diane Legge Lohan, AIA

### *DIRECTORS – Through 1986*

Jeff Kutsche, AIA

John Macsai, FAIA

### *DIRECTORS – Through 1987*

Neil Frankel, AIA

Margaret McCurry, AIA

### *PAST PRESIDENT*

Thomas J. Eyerman, FAIA

### *ASSOCIATE DIRECTOR*

Kim Clawson

### *ILLINOIS COUNCIL DELEGATES*

#### *Through December 1986*

Robert Clough, AIA

Frank Heitzman, AIA

#### *Through December 1987*

Sherwin Braun, AIA

Brian Robertson, AIA

James Stefanski, AIA

### *ILLINOIS COUNCIL ALTERNATE*

Roland Liber, AIA

## Chicago Chapter Staff

### *EXECUTIVE DIRECTOR*

Jane Lucas

### *FOCUS EDITOR/ADVERTISING MANAGER*

Annette Kolasinski

### *PROGRAM DIRECTOR*

Cheryl Kent

### *PUBLICATIONS/OFFICE MANAGER*

LaDonna Whitmer

### *PUBLIC INFORMATION*

Stephanie Hallmark

### *MEMBERSHIP SERVICES*

Annette Kolasinski, *Director*  
Stephanie Hallmark, *Application  
Administration*

### *DOCUMENT SALES*

Eric Latturmer

Roger L. Whitmer

---

Chicago Chapter  
American Institute of Architects  
53 West Jackson Blvd., Suite 346  
Chicago, Illinois 60604  
312/663-4111

Second Class  
Postage Paid  
at Chicago, IL