CONTRACT DIRECTORY

JANUARY

FURNITURE, CARPETING WALLCOVERINGS, RESILIENT FLOORING, FABRICS, LAMPS & LIGHTING, BLINDS, SHADES PARTITIONS, ACOUSTICAL MATERIALS, ACCESSORIES HOTELS, MOTELS, OFFICES SCHOOLS, RESTAURANTS STORES, CHURCHES, BANKS SHOWROOMS, REST HOMES LOBBIES, GOVERNMENT AGENCIES, HOSPITALS DESIGN IDEAS, SPACE PLAN NING, BUDGETING, SPECIFI **CATIONS, NEW PRODUCTS &** SERVICES, SALES & DISTRIBU

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NISHERS, ARCHITECTS, MAN

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BUYERS AND SPECIFIERS

the complete buying guide to commercial a institutional furnishings



SPECIAL IN THIS ISSUE: THE CHALLENGE FORUM A PANEL OF INDUSTRY LEADERS ON THE MAJOR PROBLEMS THE CONTRACT MARKET MUST SOLVE IN THE COMING YEAR



Shown: new Kentile® Colonial Brick Solid Vinyl Tile, Colors: Georgetown Red, Woodstock White, Williamsburg Pink, Tile size: 9" x 9", Thickness: $\frac{1}{2}$ ". Available in either 2 or 3 "bricks" per tile.

KENTILE
VINYL FLOORS

Kentile's newest vinyl tile! Colonial Brick is a solid vinyl tile that looks like brick, even feels like brick... but won't ever chip or powder. Because it's vinyl, Colonial Brick is comfortable underfoot, won't show spiked-heel dents. Easy to clean, greaseproof, and long wearing, too. Has a brawny, authentic beauty that's ideal for commercial and residential use. Like some samples of new Colonial Brick? Call your Kentile Representative.

KNOWN BY THE COMPANY IT KEEPS...

at the Palm Springs Spa, the Greenbrier, the Homestead, the Americana, the Cloisters, Holiday Inns, Hilton Inns and many, many more . . . wherever seating comfort adds to the pleasure of guests. In motels, hotels, resorts and clubs throughout the country Ames Aire offers a competitive advantage in comfort, durability and styling.



Ames Aire... America's leading indoor / outdoor casual furniture

Ames Aire blends magnificently into any decor
— around pools, on verandas, porches and patios.
Indoors, Ames Aire contributes the same superb style
and design. The comfort it offers is unmatched.
The open weave of the resilient vinyl cord
over sturdy, graceful frames captivates an "aire"
of relaxed elegance. The vinyl cord comes in a

variety of decorator colors. The craftsmanship and materials used in Ames Aire are of such high quality that the furniture carries a five year warranty against defective material and workmanship.

Write for a descriptive, color catalog and brochure.

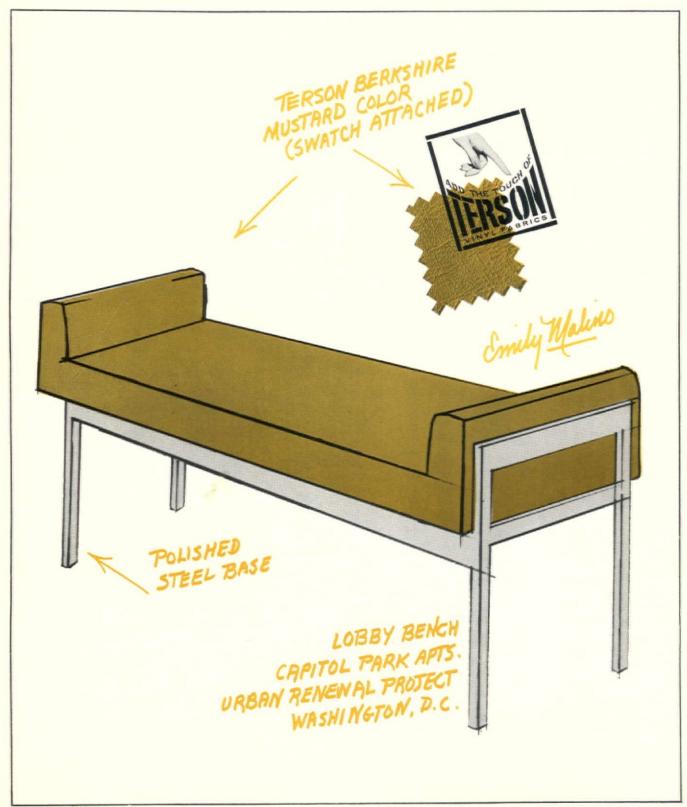
O. AMES CO., Box 1774, Parkersburg, West Virginia.

AMES FURNITURE



Circle No. 2 on product information card

Emily Malino Associates, Inc. teamed up with Albano Furniture (Contract Division)... and the design concept that resulted is shown below. This ultra-modern steel-and-vinyl lobby bench was created for the Capitol Park Apartments, Washington, D.C., one of many new installations to be enhanced by the gracious touch of Terson vinyl. Specified Terson because of its many qualities that make it a homogeneous part of any design concept. APPEARANCE: the Emily Malino design staff chose Terson's subtly-grained Berkshire expanded vinyl in a distinctive Mustard color. Terson comes in a wide range of handsome patterns and colors, with custom colors available on special order. MAINTENANCE: scuffs and stains wipe clean with the touch of a damp sponge. FOR INFORMATION: write Athol Manufacturing Company, a division of Plymouth Cordage Industries, Inc. General Sales Office: Butner, N.C. Sales Offices: New York, Boston, Chicago, Detroit, St. Louis.



Circle No. 3 on product information card



The Cover

In addition to complete and thoroughly updated classified listings of hundreds of sources for contract products and services, this Third Annual Directory Issue contains an important forum on the challenges that face the industry in the coming period.

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CONTRACT

THE BUSINESS MAGAZINE OF COMMERCIAL / INSTITUTIONAL DESIGN · PLANNING · FURNISHING

VOL. VI. No. 1

JANUARY, 1965

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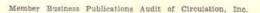
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THIS IS YOUR ALL-YEAR DIRECTORY OF CONTRACT PRODUCTS & SERVICES

This issue contains complete classified listings of products and services applicable to contract planning and furnishing. You will find it useful all during 1965. Hold on to your copy—a new Directory will not be issued until January, 1966.

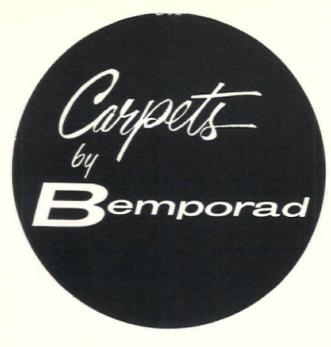
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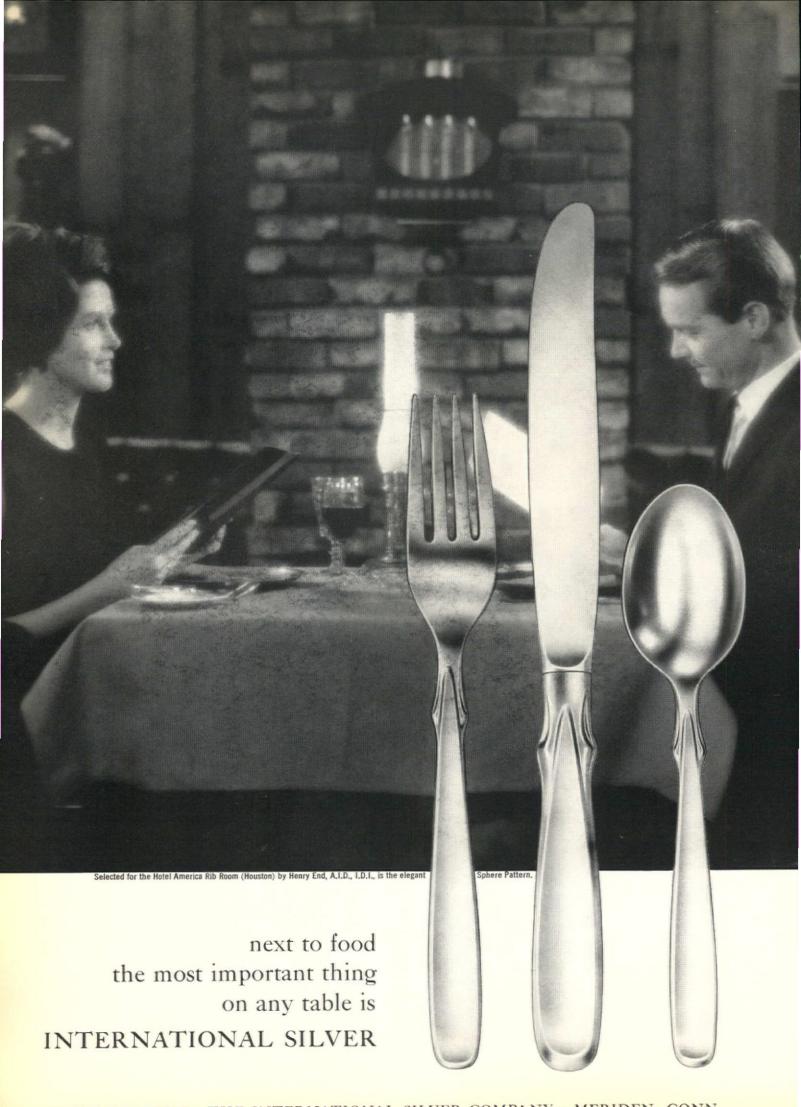
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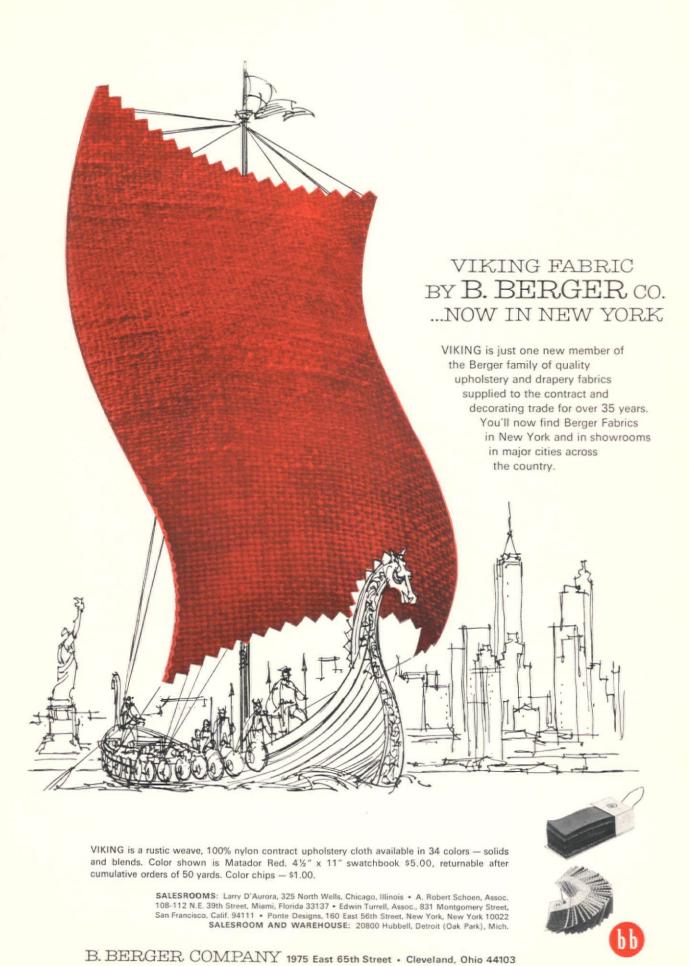
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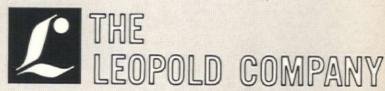
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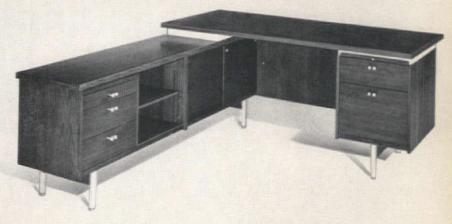


Here's why everyone at Leopold believes in red tape

Red tape at The Leopold Company helps you get the best desk money can buy! For example, if a craftsman anywhere in the plant spots a flaw, on goes a piece of red tape and out goes the imperfect part. Actually, you don't see much red tape used because Leopold craftsmen are super-critical of themselves and seldom are guilty of imperfect work. Red tape, however, is a marvelous psychological reminder that the real final inspector is our customer. So you see, everyone at Leopold believes in red tape because it also means user satisfaction. Do some final inspecting of your own at your Leopold dealer's showroom. Inspect the contemporary desk shown below, and other units from the traditional, conventional and budget lines. See for yourself what a little red tape can do in the right hands . . . or write for literature on the styling you prefer.



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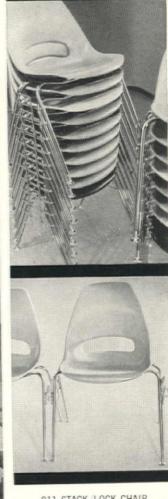


711 CROSS-OVER CHAIR



811 SWIVEL CHAIR





911 STACK LOCK CHAIR

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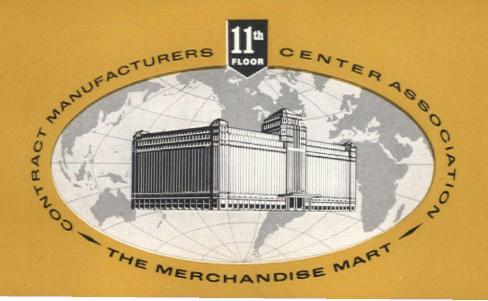
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On the eleventh floor of The Merchandise Mart, Chicago, you will find the world's largest concentration of contract furnishings, established especially for the use of contract designers, architects, dealers and their clients. What could be more convenient and efficient?

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great
great
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great

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men's shop

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FREE! Hardwick's new "Carpet Selector" . . . In Hardwick's "Selector" are ACTUAL CARPET SWATCHES showing today's newest and most popular contract qualities to help you demonstrate carpeting dramatically, professionally and effectively.

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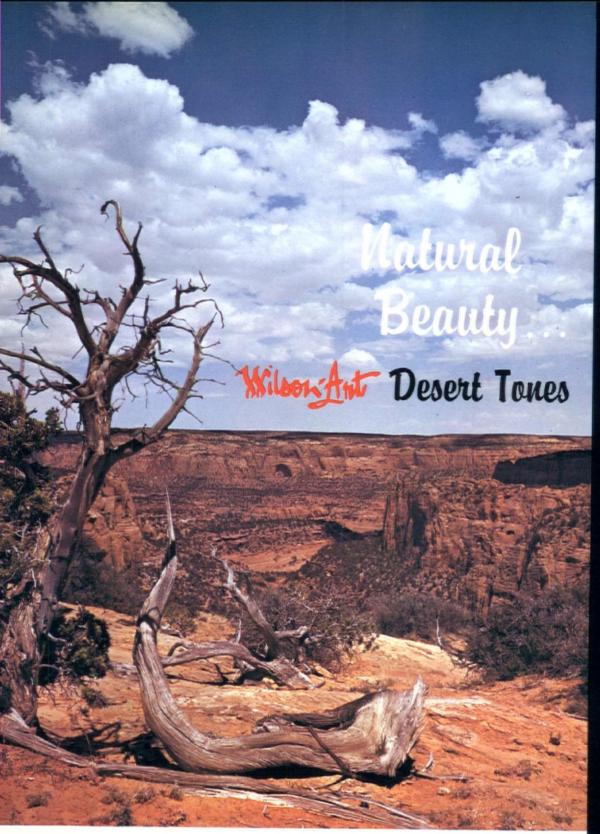
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Used now exclusively in some of the finest convention centers.



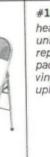
Virco's complete array of folding chairs. In auditoriums, churches, convention centers, schools, or wherever durable seating with maximum flexibility of use is needed, Virco folding chairs provide the best mass seating value.

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extra strong
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Virco folding banquet tables are use-engineered for years of maintenance-free service and easy, space-saving storage.



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Virco Manufacturing Corporation

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CARPETS BY LEES

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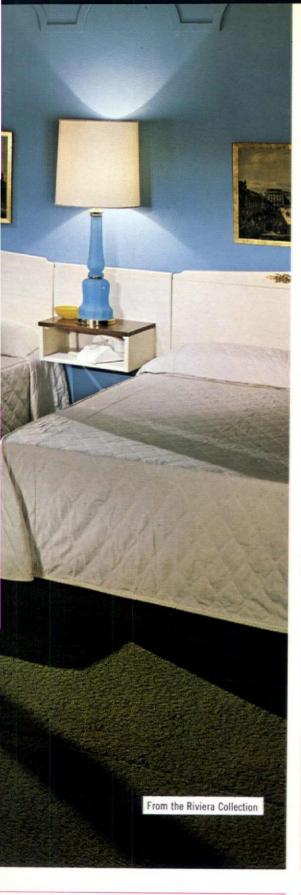
- 1. You get quick understanding of your specific problem (whether it's refurnishing or complete furnishing) because we have longer contract experience than any other source (since 1893).
- 2. You get maximum selection of styles, sizes, colors, etc., because

we are the world's largest furniture maker.

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fleet of almost 300 trucks.

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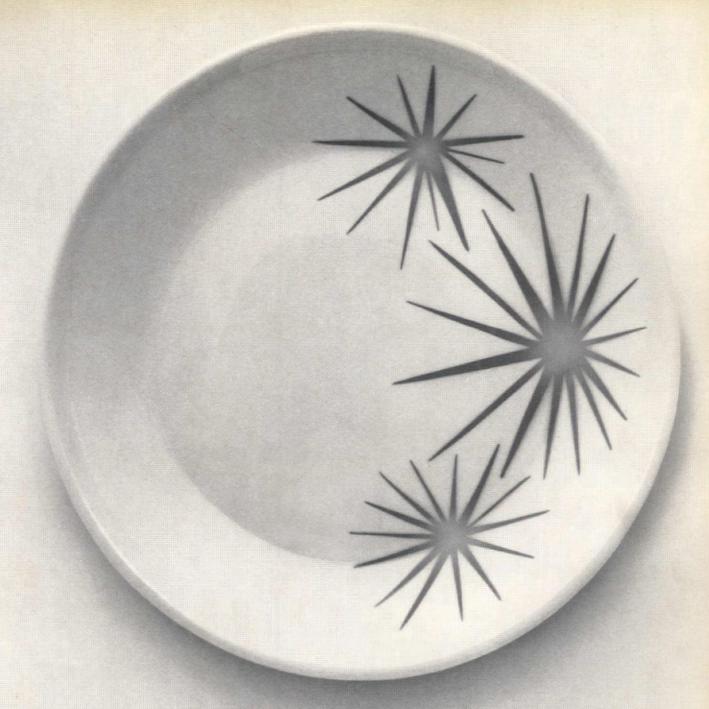


Kolum® is manufactured by Kasparians and is available in single seats, multiple units and for permanent floor attachment. There's not much more you can ask of furniture. See for yourself in the newest Kasparians catalog; available if you write for it on your letterhead. Kolum is a joint venture in design by Werner Heumann and George Kasparian and has been selected for the California Design IX exhibition at the Pasadena Museum of Art.



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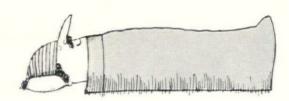
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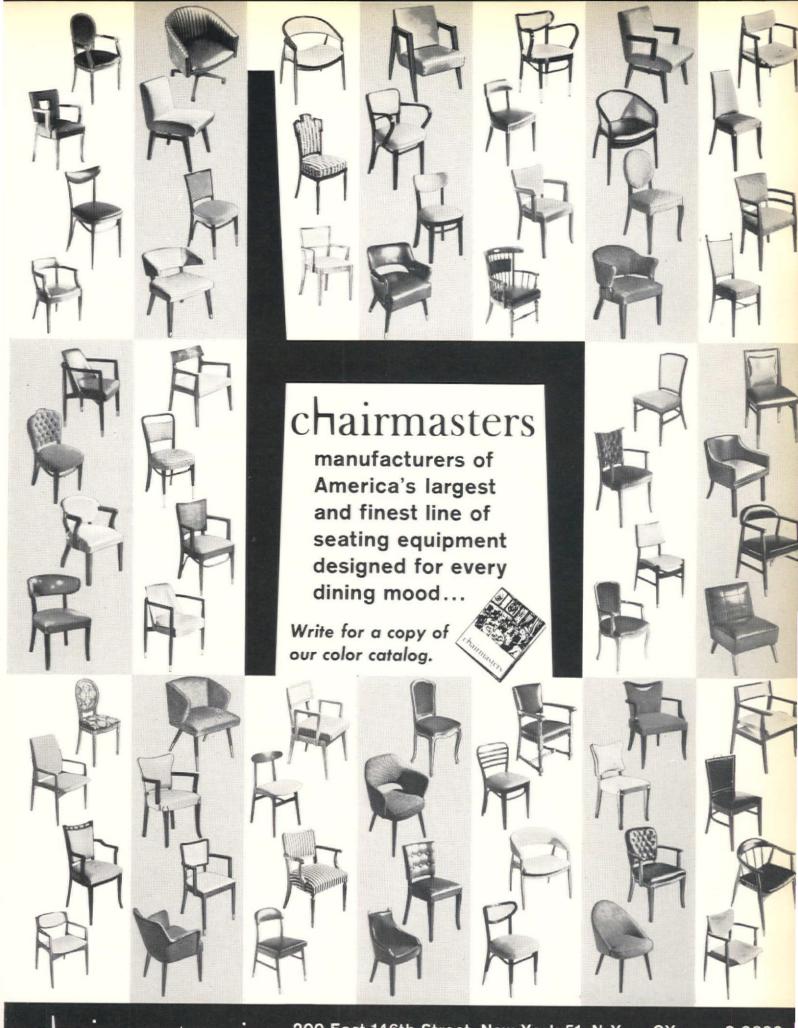


When your basic function is sleeping people, which one of the following is vital to your business and the last place to economize?



Hint: If one of your beds break, try and get a guest to sleep in your musical elevator.

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$\star_{FOAM}^{TENSION \cdot EASE}$

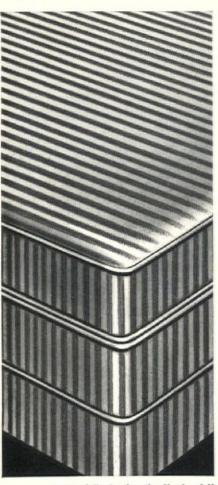
Englander Foam Latex or Urethane Foam . . . Englander Innerspring Mattresses scientifically strong and sturdy, yet wonderfully resilient. Born upholstered and uniformly padded to prevent shift-for comfort, clean, cool, odorless and allergy free. ing, sagging, matting or lumping. Dual reinforced Boon to housekeepers, so feather light needs turning. Built in durability never lets it sag, lump, crumble or mildew.

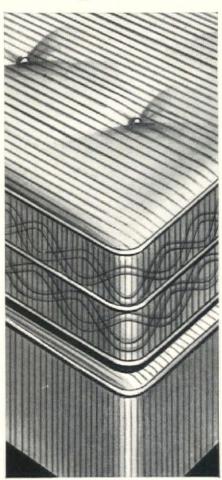
$\star^{\mathit{TENSION} \cdot \mathit{EASE}}_{\mathit{INNERSPRING}}$

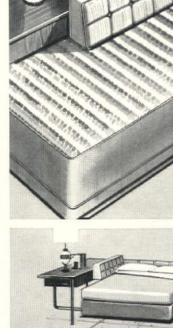
Englander Innerspring Mattresses scientifically ing, sagging, matting or lumping. Dual reinforced perimeter edges assure no edge breakdown . NEVER! Matching Foundation Units built to withstand the most rugged duty.

*DUAL PURPOSE SLEEP EQUIPMENT

Their luxurious design and smart styling never hint at their heavy duty contract construction. Beautiful sofas by day . . . comfortable beds by night. Sizes to fit your special room arrangements.







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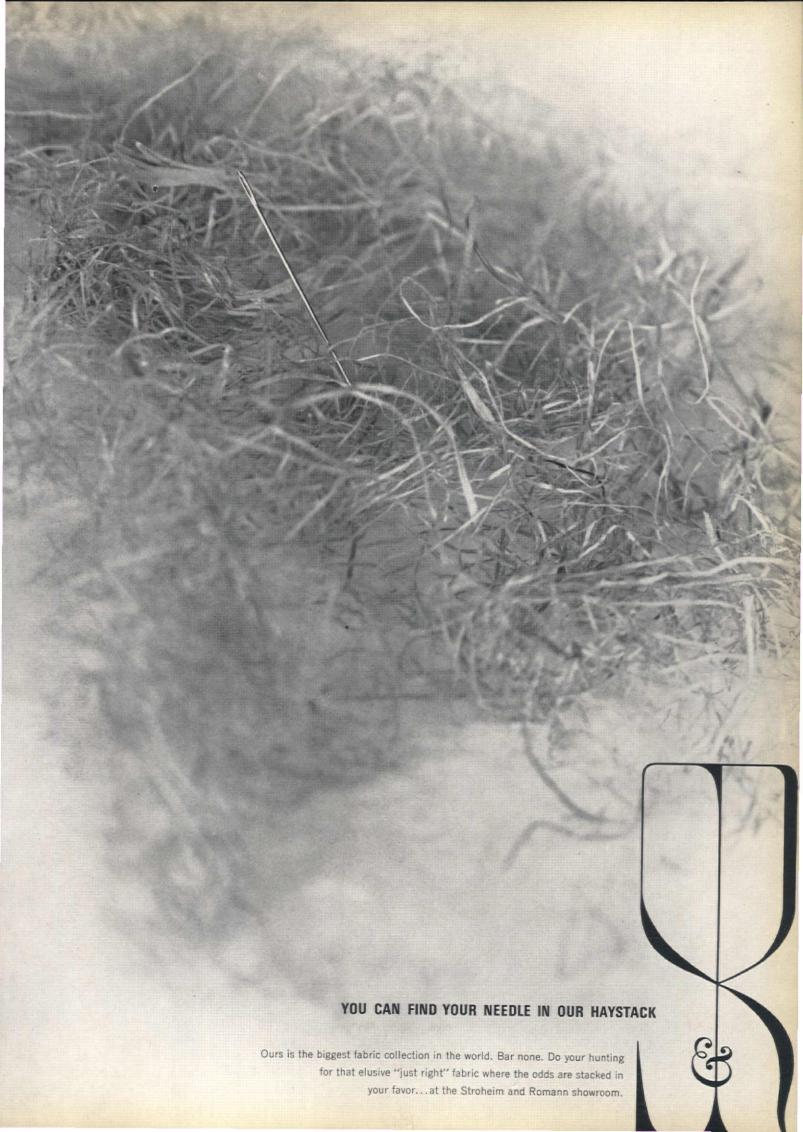
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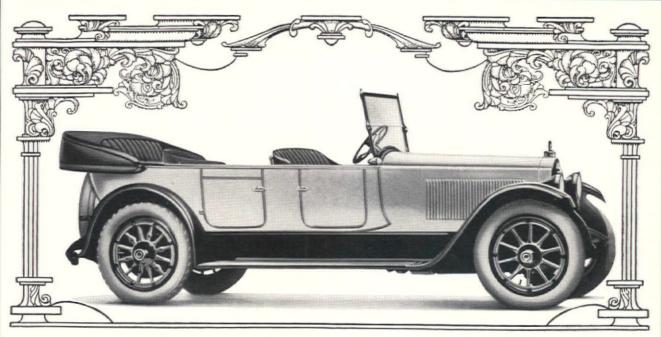




Diners take their food, and comfort seriously at the noted Governors' Club. In this distinctive setting in historic Baltimore, Astra chairs provide relaxation for heads of state and private citizens alike. What could be more truly American than these Vermont-made Commodore's Chairs? Every part is crafted of Solid Hard Rock Maple. Seats are carved from extra heavy planks, with legs hand-pegged through and hand-wedged for greatest strength. Hand rubbing brings out the mellow luster of the richly grained wood. Many other Early American styles available, too — send for our latest brochure.



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This Schumacher fabric of scarlet, woven with burnished gold Metlon, was chosen for the grand ballroom of the Statler-Hilton in Washington, D.C.

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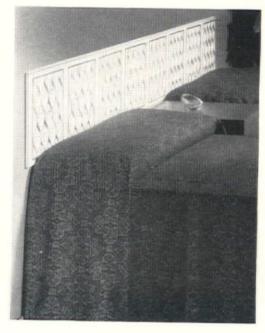
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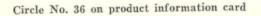
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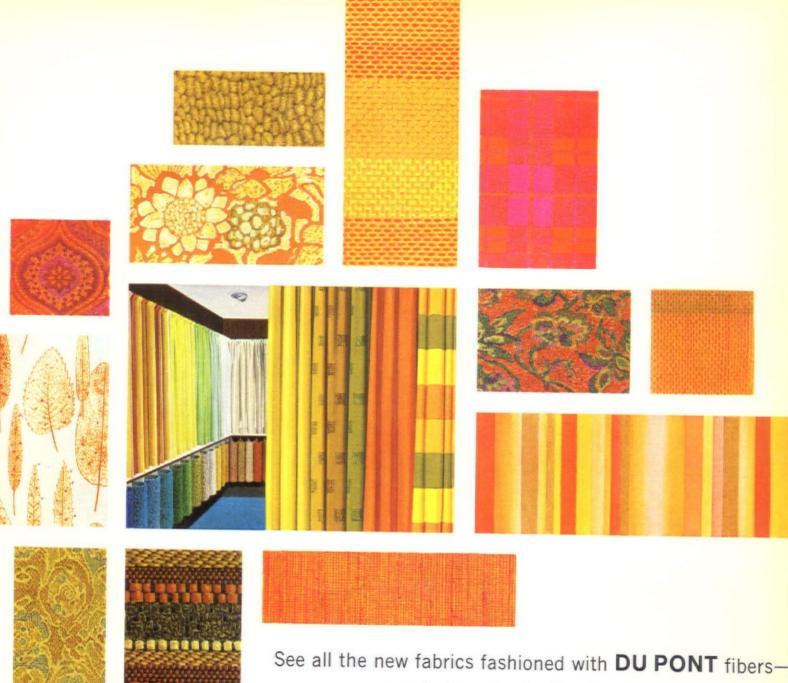
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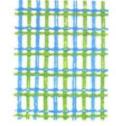


IN NEW YORK National Design Center, 415 East 53rd St.

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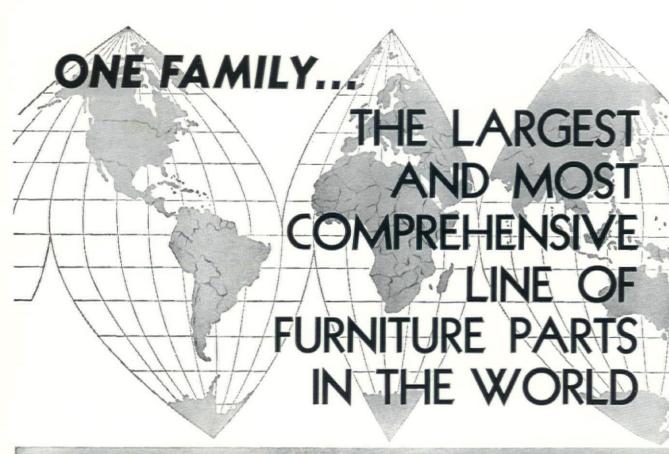
Inspirations for the newest in home furnishings and contract installations—fabrics fashioned with Du Pont fibers are displayed for decorators, designers and clients at the four Design Centers listed above. Shown here are but a few of these. Whether for curtains, casements, draperies, upholstery or carpets, each fabric offers the ultimate in beauty with ease of care. The fibers, of course, are "Dacron"* polyester, "Orlon"* acrylic, "Antron"* nylon and specifically engineered Du Pont nylon for carpets certified "501"**. Manufacturers are distinguished and legion. Visit the Du Pont Home Fashion Fabrics Library in the Design Center nearest you soon.





^{*}Du Pont registered trademarks. Du Pont makes fibers, not fabrics.

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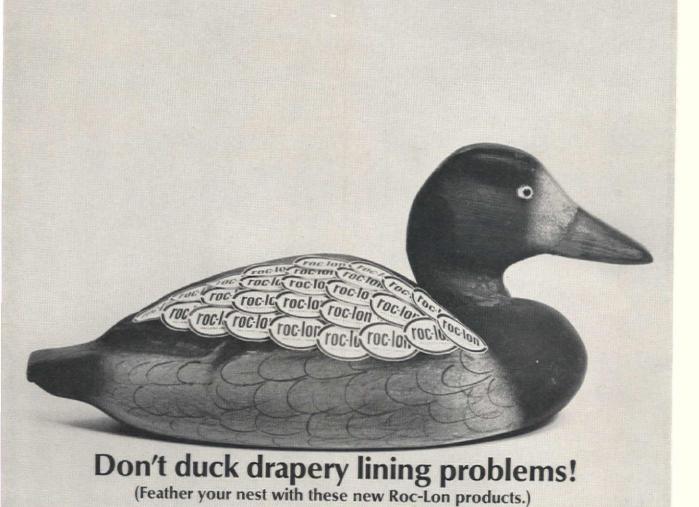
Lenoir House Space-Wise Contract Groupings are artfully designed to combine beauty and fine quality with versatility and durability . . . Lenoir House is unique for its variety of styles with a homelike appearance . . . for its competitive pricing . . . its fine quality . . . its outstanding value!

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There is one place we don't even try to compete with other springs.

Outdoors. Because No-Sag Springs would make a lousy hammock. Indoors, in college dorms, hospitals and other institutions, how we compete is another story altogether.

That's where correct sleeping posture is important. And correct sleeping posture depends on the bed, not the sleeper.

No-Sag dormitory spring and bed foundations are designed to keep the spine straight by not only supporting the body, but conforming to it.

Unlike link or spiral-web foundations, No-Sag Springs form a shallow but permanent arc when properly anchored. You push down. They push back up. Always return to their original shape because of their accordian-like resiliency.

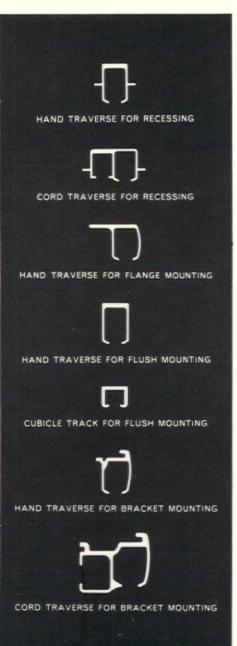
And they'll make your mattress last longer, too. Since there are no gaps along the side rails, there's no place for mat-

No-Sag bed and spring foundations are made of only the finest American

steel. They come in standard and special sizes. All are available complete with our long-life welded-steel bed ends.

Beds are the most expensive and most used items in your building. We'd like to tell you how they can also become the most economical. Anytime you say. Just write or call us at 124 W. State Fair, Detroit 3, Michigan.

Subsidiary, American Metal Products



Architrac drapery hardware knows its place.



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Here.



New York Hilton Hot

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Kalamazoo Art Center The Upjohn Co

Here.

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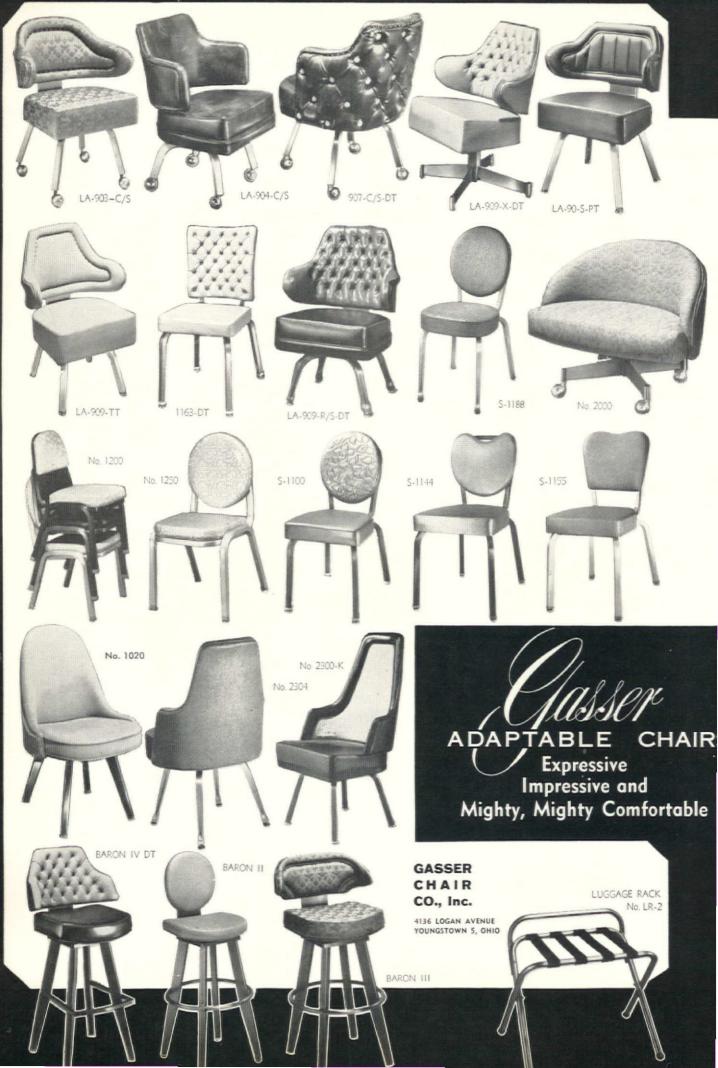
In office buildings, schools, hotels, stores, auditoriums. You name it. Architrac[®] drapery hardware is up to all kinds of window installations. And for good reason.

Architrac goes beautifully with aluminum windows and sliding glass doors. It's made from extruded, etched and anodized aluminum. And designed for recessed, flush, flange or bracket mounting. Ball bearing carriers assure smooth, trouble-free operation. Draperies pack back in minimum space.

Dual-channel Architrac cord traverses have drapery carriers in front, master carriers and cords in back. Cords never sag or drag. Our cordless traverses are inexpensive to install and completely maintenance-free.

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... consider Scalamandrè!

You mean the Scalamandrè silk people?

Not just silk...wool, cotton, linen, you name it. Great line of casements and architectural textures!

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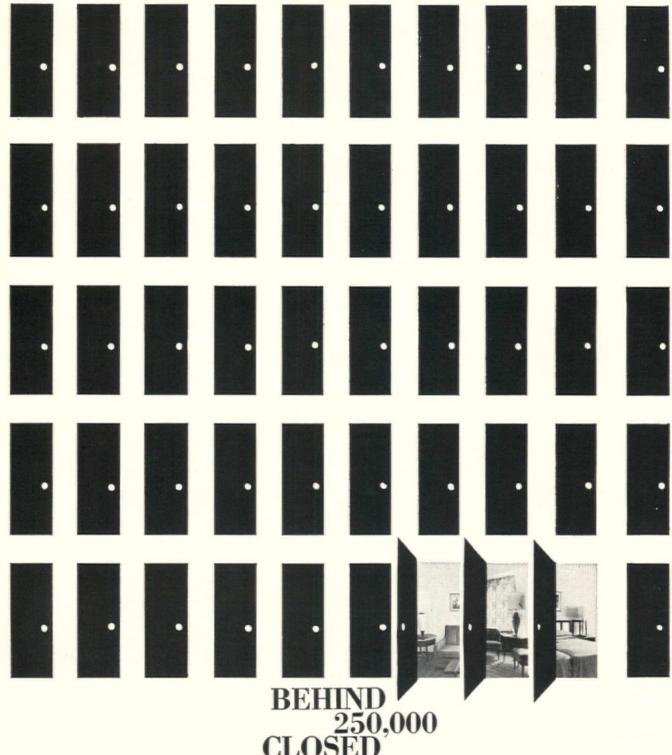
Wide price range!

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Worth your while!



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and hospitality centers are enjoying new beauty . . . new comfort . . . a new kind of spaciousness. . . . "the Grosfeld House effect" at its effective best in the fulfillment of contract designs. Specify Grosfeld House for your contract interiors and add new dimensions to interior design. Edward H. Ulrich, Contract Manager GROSFELD HOUSE, 315 East 62nd St., New York

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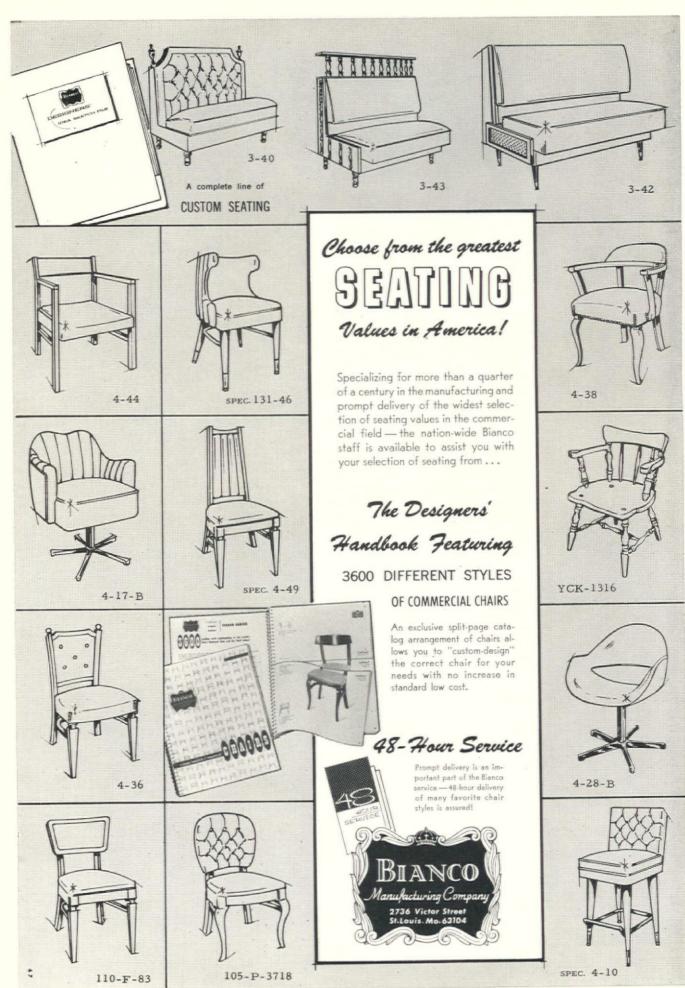
If you want to save money on carpet cleaning... look for this.

t takes very little to keep an All Wool arpet clean. Little time. Little effort. Little money. How come? Wool resists soil. Dirt doesn't sink in. Vacuuming quickly removes it. And wool resists stains; spot cleans beautifully. All of which means less cleaning labor cost, less cleaning upply cost, longer life for cleaning quipment. But low cleaning cost is just lart of the story. Wool costs less to maintain. Needs less frequent shampooing,

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The answer is wool...it costs less in the long run



50



At Esso Touring Service, Rockefeller Center, New York, Gulistan Carpet in a special wilton weave of 70% wool, 30% nylon, withstands the daily assault of thousands of feet. Architects: Diarden & Crowe. Installation by Anchor Carpet.

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They see Gulistan in motels, hotels, trains, planes, ships, automobiles, touring offices. For such heavy-traffic areas, Gulistan Carpet is most often chosen for its wearing quality and long-lasting beauty. The quality is unexcelled. Wearability has been tested and proved for years. The widest range of colors, textures, and designs—in all modern fibers—makes it easy to choose the right carpet for any interior. And most important, all Gulistan Carpet is Performance Rated* for wear and appearance retention under varying traffic conditions. No other carpet offers this assurance.

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BOTH ALUMINUM and bronze letters are supplied in a fine striated line satin finish or polished and buffed. Also available are anodized and baked enamel finishes in aluminum, and oxidized finishes in bronze. Both types last a lifetime with virtually no maintenance. You apply them individually to any wood, metal or plaster, glass or painted surface, using adhesive.

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add longer life and preserve the beauty of upholstery and floor coverings

Your Duraclean Specialist is trained to render a comprehensive service to please all of your clients with a better on-location cleaning service.

DURACLEAN-Tested and proved best by independent laboratories. It's recommended by leading fabrics and carpet mills.

DURASHIELD-The modern soil retardant that seals fibers to make regular cleaning easier-keep furnishings new-looking longer.

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SPOTCRAFT-Professional spot removal service that solves problems of hard-to-remove spots and stains.

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The one professional cleaning method that removes more soil-gently, safely

Gently, extra-dry Duraclean Foam loosens and absorbs greasy surface soil without soaking, without harsh mechanical scrubbing. Colors brighten, fabrics and carpet pile are enlivened, because Duraclean removes the soil . . . doesn't just scrub it in deeper. Your clients stay happy because their furnishings stay beautiful and new-looking longer. Call your local Duraclean Specialist for a free demonstration. Or send the coupon for your nearest Specialist.



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Cleaning for Rugs-Upholstery





THE ONLY CLEANING METHOD AWARDED ALL THREE SEALS

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you're right, I'm proud . . . it's Woodard!

Embassy is strong, rugged and good looking. It all starts with me.

The frame is built just like a bridge strong enough to take years of use. After I weld it, then it's sandblasted, primed and an enamel finish baked on to make sure it never rusts. Then the upholstery covers up all the things I do and talk about . . . but look at it . . . it's beautiful! Beauty is only skin deep? In Embassy it goes right down to the frame.

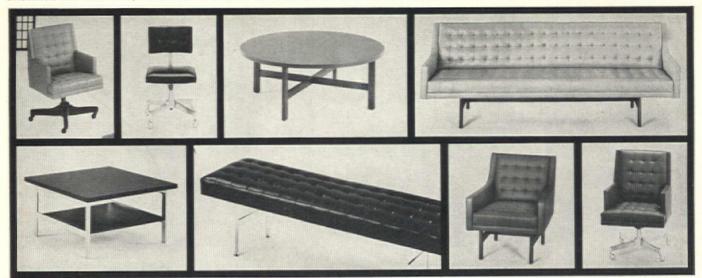
Remember, the three things to look for in Contract . . . steel, quality and the Woodard name (Woodard's got them all).

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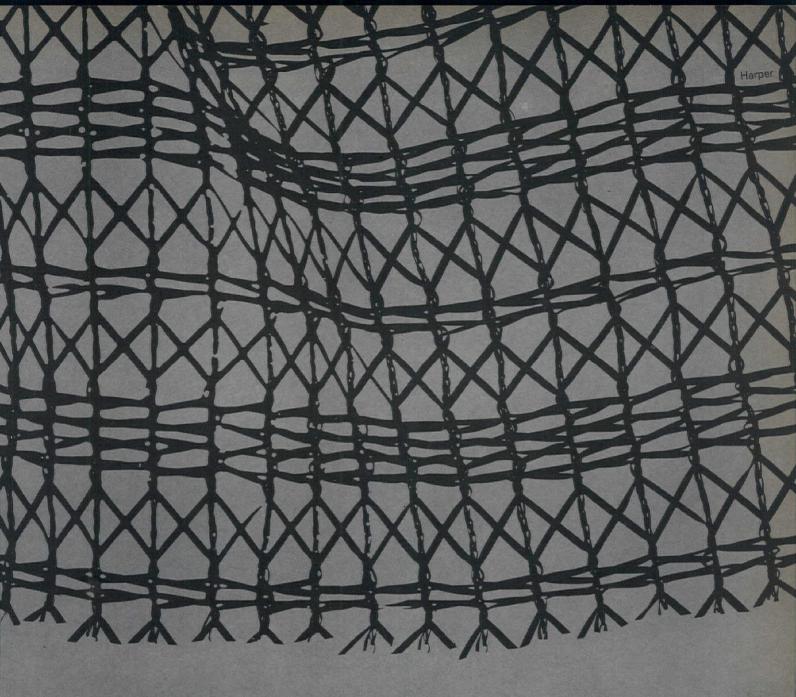




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MONARCH FURNITURE COMPANY, INC. High Point, North Carolina





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FLAMEPROOF ... fast to dry cleaning for life of fabric ... non-hygroscopic... will never become damp in humid weather...dimensionally stable...draperies will not shrink or elongate...mildewproof ... odor-proof ... germ-proof ... water repellent ... spot, stain and soil resistant

LITERATURE AVAILABLE

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THE CHALLENGE FORUM

"From where you sit, what do you see as the big challenges to the contract design and furnishings industry today?"

With that question, we invited more than thirty industry leaders - designers, manufacturers, sales executives, purchasing agents, mart officials - to participate in CON-TRACT's first "Challenge Forum." The response has been so provocative, and (we believe) so productive, that we intend to conduct more Challenge Forums as we see the need arise in the future. The contract industry still has its growing pains, its confusions, its irritants, and intramural squabbles. One question, which has still to be resolved to everyone's satisfaction: What exactly is the contract industry? For another, What exactly is a "contract" product? And are we producing it satisfactorily? How well do the various segments of the industry-producer, designer, client-communicate with each other? Are marketing channels, and pricing systems, adequate to the needs of the day or archaic throwbacks to an earlier mode of operation? What are the design challenges that we face in an era of exploding population, growing bigness, and advancing automation? Where does the individual fit in the contract situation? These are a few of the questions we posed to our panel. The purpose of the present Forum is not so much to solve problems as to give them a frank airing. There are many valuable pointers and suggestions toward solutions in the articles that follow But the day the contract industry solves all its challenges will surely be the day of its demise.





















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CHALLENGE TO AMERICA'S CITIES



BY VICTOR GRUEN Victor Gruen Associates

The historic cores of our cities have been neglected stepchildren. Many, however, are now in the process of rehabilitation, in a movement of major significance for the contract industry. A noted city planner here formulates the problem and recommends solutions based on an actual rehabilitation effort.

Our biggest challenge, in my opinion, is to bring the historic cores of our great cities back to life. For the last twenty years the heartland of American cities, the so-called downtown areas, have been neglected stepchildren as far as major development is concerned. With a few notable exceptions (including Manhattan and San Francisco) the downtown districts have deteriorated slowly but steadily, both physically and economically, as an effect of the mass flight of residents into suburbia, followed by a flight of retail enterprises and office tenants. The slogan was "decentralization," and as huge shopping centers -conglomerations of office buildings and even cultural and recreational facilities, hotels, restaurants, etc.-left the heart of the city to scatter all over the metropolitan region, downtown areas lost their economic substenance and their meaningfulness as centers of urban activity, at an alarming rate.

With the help of governmental action (either by municipalities, states or the federal government within the framework of redevelopment legislation) and the cooperation of private enterprise, many cities in the U.S. are now undertaking major efforts to bring the heart of the city back to health. Such efforts are under way in cities such as New Haven, Boston, Baltimore, Paterson, Stamford, San Francisco, Minneapolis, Fresno, Dallas, and hundreds of smaller cities and towns all over the country.

All core revitalization projects must aim to reverse trends which have been operating at an increasing strength for many years. They can

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be successful only if measures are taken to attack three major problems.

- Improvement of accessibility of the city core from the surrounding region;
- The creation of a circulation pattern for automobiles and trucks to free central areas from the pandemonium of the indiscriminate admixture of surface traffic with pedestrian traffic, a mixture which brings about danger for life and limb, noise, smells and acute traffic congestion;
- Marked improvement of environmental qualities so that the city center might again become an enjoyable place and offer great opportunities for urban activities of all types.

One of the few core revitalization projects that has been completed for two years and from which conclusions can be drawn is Midtown Plaza in Rochester, N.Y.

Covering an area of about one-sixth of the hard business core of Rochester, Midtown Plaza is a private revitalization effort undertaken through the initiative of two department stores, McCurdy & Co. and the B. Forman Co. But private enterprise, in this case, would not have been in a position to undertake the task if it were not for public action. The city of Rochester improved the accessibilty of the core area by building a network of radial roads leading from the suburbs toward the center, and a multi-laned loop road surrounding the core.

Encouraged by this meaningful public action, the two department stores engaged our firm to study the possibility of creating a major new activity center in an area where shops and streets had been slowly deteriorating for many years.

Core revitalization projects should work to combine existing structures with new ones. In the Midtown Plaza project, the older structures were the two department stores and the Manger Hotel. New structures included an additional 250,000 square feet of retail space for the department stores, and an 18-story building to house stores, banks, corporate offices, and a hotel with a ter-

race restaurant on the top four floors. A second office building and other new structures were also built.

The formerly existing Cortland Street was widened to take the shape of a central plaza about 300 feet long and 100 feet wide. This plaza was covered and enclosed, skylighted and air conditioned. It is enlivened by planting, tree wells and flower beds, fountains, sculptures, rest benches, display stands, kiosks, etc. From this central plaza and the various arcades which connect the central plaza with the city streets, stores and shops, offices and hotels, are directly accessible.

Thus, Midtown Plaza has demonstrated that the "inevitable" downward spiral in the fate of our city cores can be converted—through even one well-conceived new element only-into an upward spiral of renewed activity and interest, just as inevitably. Before the planning stages of Midtown Plaza, twenty years had elapsed since a major private structure had risen in downtown Rochester. The prophets of doom and gloom warned the developers that it would not be possible to rent out new office space and certainly not new retail space. Yet, as of this date, all available store and office space has been rented. Beyond that, new building activity has spurted all around the Plaza. A new office building for the Security Trust Company is rising, and one for the Travelers Insurance Co. is under construction. A number of new downtown structures are in the planning stage, among them, the Rochester Business Institute's new educational facilities. In the whole downtown area there is

unparalleled remodeling. modernizing, repainting and resurfacing of buildings.

The most significant and largest structure announced to date is a new complex, Xerox Square, which will adjoin Midtown Plaza and be intimately integrated with it by means of pedestrian bridges.

This economic progress can only be explained in terms of the human factor: the forces which have created the desire in tens of thousands of suburbanites to "go to town." The city core has again become a cause of civic pride, a social meeting ground, the center of culture, the place where one takes visitors from out of town. It has recreated a climate of new opportunities with its sidewalk cafes and many pleasant rest benches. It is also a place for public events of all types. Events that took place in the large central plaza and in the public auditorium in the last year filled sixteen pages with listings of symphony and choral concerts, public balls and dances, scientific exhibits, etc. It was also the scene of political rallies of both parties.

If accessibility through private and public transportation can be improved, if we can succeed in separating mechanized surface traffic from human function areas, giving human beings priority for the best place available, and if we can reinstate the attractiveness of our city centers by embracing all human functions in a superior environmental framework—cultural, social, and civic activities, shopping and business activities, residences, and educational facilities—then we can bring the historic cores of our great cities back to life.



CHANGE AND OPPORTUNITY

What's wrong with contract design today? There is a recurring theme in the following assessments, and that is the need for a refocus on the individual. Faced with the challenges of business, of automation, of the characterless "speculative building," of ever more rigorous organizational procedures, the human personality is getting lost in the shuffle.

THE ACTION OFFICE

BY ROBERT L. PROPST Director, Herman Miller Research Div.

The office, as we know it, is the result of less than a hundred years' evolution. The age of Lincoln had no typewriters, no secretaries, no telephones, no copy devices and little administrative organization, which are now the very essence of the office. The rise of railroads to big business scale in the 1890's caused the first real push to surround people with the services we recognize as offices.

In the short period since then, there has been a vast migration to tasks that are now conducted in offices. At present in the U.S., only 9% of the population, as farmers and production workers, produce all the food and manufactured goods. It is predicted that one more generation will reduce this to 2%. A giant share of our working population now lives and works in offices.

How much do we know about the office as a place for humans? What are the present aims of the office and how well does it function? New levels of understanding in the behavioral sciences are now capable of bringing major changes into the office environment.

While more and more people in offices need to be creative, good organizers, and productive, encouraging these qualities has not been the primary objective of the office planner. Other values have been presented with far greater emphasis. The more significant ones have been:

- The office as architectural space. At best, it can be a handsome architectural expression as well as a service to the health and comfort of the user. At worst, it forgets human activity and demands obedience to arbitrary spatial and decorative effects.
- A place for routines and procedures, for keeping people organized.
- A status definition. An office tells who you are and your relative importance. In a complex society, we may need this instant definition, if for no other reason than to save time. The trouble is our tendency to use rigid forms to identify

people usually degrades useful individuality.

These are not necessarily irrelevant values. However, they should be secondary to the first reasons for an office. The object of an office is performance: the performance of the mind of the dweller.

The mind is recognized as the prime and unique human resource. In a sense, the mind has, by its own invention, been busily outdating the body and its more routine abilities. In the last fifty years, activity has moved from tasks of the hand to tasks of the mind in a dramatic contrast of ratios. Now, at a rapidly accelerating rate, the routine abilities of the mind are being obsoleted by the mind's own conclusion that its skills are limited to that of a memory and calculating device.

The office in its short evolution has avidly adopted every sort of communication abstraction. Resultantly, life in an office rarely deals with the actual object, actual money or, often, even people in the flesh. Efficient abstracts in the form of words, numbers, pictures, are the symbolic representatives of reality which the mind accepts with ease.

The very subjectivity which makes the mind so infinitely capable and productive also makes it complex to nurture and support. The mind however, is tied with the greatest consequence to the health and vitality of the whole physique Conversely, simple physical well-being is only a base which succeeds in not retarding nor defeating mental activity.

Nevertheless, there are important things that we do know about what makes people mentally productive. We know that thinking is highly in fluenced by the availability and display of information. The mind is no better than what the five senses convey or divert from it. We know that the ability to concentrate depends on a delicat balance between the escape from distraction and the pulse-beat of bustle and involvement.

We know that mental variations are physiologically tied to our demands for food, rest and relaxation. Some parts of the day are mental up-periods and others, mental down-periods. Quality of space also affects our attitudes of liberality and our need to project and to retreat. We know that our patterns of physical access to other people have critical bearing on the ability to communicate successfully.

The maximum use of our senses is the most compelling reason for grouping people together in offices, grouping offices together in single large buildings, and putting many large buildings together in compact communities. Manhattan with its unparalleled concentration of office space succeeds in communication efficiency, in spite of a multitude of other disadvantages. A clarity of understanding is accomplished by access of people to people. This relationship so amplifies meaning beyond words that there is no substitute that competes in versatility and dimension. Though more ponderous than letters or phone calls, this access is a prime function of the office.

Many communication failures lie in the fact that for many years we have been paying more attention to papers than to reading. Printed and transcribed communication has become a gross and misshapen counterpoint to reading and listening. People are confronted with more information than they can digest. With the present array of devices for generating communications in duplicate, triplicate, ad infinitum, an overlapping pyramid of paper literally buries the recipient. Offices are frequently better places for paper handling (distribution, printing, filing, etc.) than for the actual reading of those papers.

The true limitation in information processing

is the mind's ability to "program" information: to store and retrieve it. How to make information tangible, recoverable and relevant requires a subtle new skill that must emerge in office concepts.

Existing office patterns often train us to indulge in failure of intention. Too many people are allowed to assume a performance fantasy, never following up on many actions they endorse or initiate; they are surrounded by papers they never read and people they never really influence, and they frequently live in a blizzard of involvement well beyond their ability to relate and implement. Yet, how well people live and function in their offices determines the economic health of the organization.

Does the office environment have any significant effect on productivity and long term well-being? In the last ten years, the subject of how we fare in office environments has been subjected to an increasingly closer look. Pressures unfelt and intangible are now showing up as major factors in our ability to communicate, to be well motivated, to be creative, and other vital qualities.

The real point, however, is that human organizations are places of natural change, reflecting the organic nature of life. In spite of our efforts to fix and secure our institutions, intentions and directions change and tomorrow has its new values. Rates of change have so accelerated in the past twenty years, that no thoughtful person should chose to ignore this influence on his own life in organizations.

The questions, then, to ask about an office are: Is it a good place for the mind? Does it serve basic intentions and objectives? Does it promote health and productivity?

Herman Miller's Action Office, a concept developed by Robert Propst and George Nelson, is designed to "unfreeze" the office space, permit people to work while standing or sitting at high or low desks and counters.



THE CHALLENGE OF CORPORATE BIGNESS



BY MARVIN AFFRIME Director The Space Design Group, Inc.

Beneath all the bulk, magnitude and power of the modern corporation there are real live men and women. How can the designer create a working environment which will make thousands of people feel like individuals and help them to put forth their best creative efforts?

Bigness is the hallmark of today's industrial and commercial life. Industrial giants grow bigger and bigger through acquisition, through diversification and through plain old-fashioned growth based on product superiority and better financing, production, distribution and sales. These factors, in turn, are influenced by people—by investors, by customers, and most certainly by employees.

Beneath all the bulk, magnitude and power of the modern corporation there are real live men and women. It is their devotion, their talents, their imagination, their ability and desire to lead and pioneer, that constitute the corporation's prime asset. In today's competitive world, the one sure way to get ahead is to do a better job than one's competitors. This means attracting and keeping better people and seeing to it that they do their best work. This involves not only adequate compensation and other practical incentives but also the intangible incentives that come from the right working environment.

In our competitive labor market, corporations are paying increasing attention to environmental factors in recruiting employees. Look at the advertisements intended to attract research scientists, engineers and other hard-to-find personnel and you will find increasing emphasis on such factors as the kind of community in which the plant is located and the educational opportunities for employees' children. The bigger the corporation the more emphasis you will find on the small research team, the degree of independence it is given, the opportunities for the individual

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to be himself rather than one of thousands of organization men.

This emphasis in recruitment advertising is just one bit of evidence of the corporation's concern that its very bigness might scare off the kind of people it needs if it is to stay big and grow even bigger. You will find further evidence in the impressions corporations strive to make on investors, on their neighbors in the towns where they do business, on their wholesalers, jobbers and dealers, and on everyone else with whom they come in contact. The friendly man at Chase Manhattan and those poor chaps at Avis who are only second best are both attempts to humanize the big firm—to create and maintain an image and reputation that will help business.

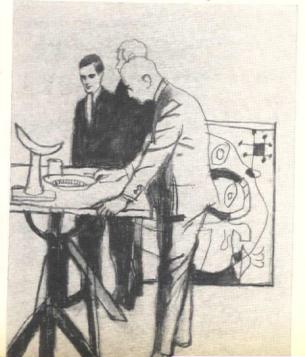
This is where the planner and designer comes in. Obviously, the working environment is an important factor in attracting and keeping the right kinds of employees and in fostering their productivity and creativity. Beyond this, each place of business, whether factory, office, showroom or warehouse, is a major tool of public relations, or image-building. The effect the space has on visitors, whether customers or potential employees or representatives of the financial community, can have real, if intangible, value. Efforts to build an image through advertising and public relations fall through if the corporation's place of business fails to reflect this image. Chase Manhattan wouldn't think of putting the friendly men in gloomy, forbidding banking offices; Avis' offices should be as clean and modern as its cars; the airline which is selling modern efficiency can't afford to have ticket offices which look like neglected suburban railroad stations.

The larger the corporation and the greater the number of people who work in its offices, the more important it is to create an environment that makes each individual employee feel that his contribution to the total corporate effort is recognized as valuable. The larger the corporation, the more important it is to create an atmosphere that makes the visitor feel that he is being given individual and personal attention, and that he is doing business with a group of people and not with a symbol on the Dow Jones ticker.

In developing the total concepts of the space, the planner-designer must be guided by both types of research—the logistical and the human. Perhaps the most difficult part of his assignment is to come up with a space concept that gives full value to both sets of requirements, providing a space that is efficient in terms of all the special requirements of the organization and at the same time is not cold, inhuman, sterile. All this may make the job of designing for a massive organization sound like a highly difficult task. In some ways it is. On the other hand, the bigger the assignment, the more opportunity the designer has to truly create, to avoid limitations and stereotypes.

In a small assignment, the designer may find himself handcuffed by predetermined building characteristics. However, the large corporation is in a position to dictate basic building requirements. If a corporation is having a building created to its specifications, it should first have its interior requirements studied and plotted by a qualified planner-designer in order that the architect can plan the building to meet these specifications. Only a comprehensive space plan, based on objective and intelligent research, can tell the architect how large a building should be, what window module would be most practical, the necessary floor loads and ceiling heights, the special requirements in heating, lighting, airconditioning, sound-control and many other practical factors.

The interior designer places decorative highlights where they are shared by a large number of employees when designing for the big corporation.



If the corporation is to be a major tenant in a building which has not yet been completed, it may be in a position to have certain basic elements changed in accordance with its needs. For example, the location of wet columns and even of the elevators may be open to change if this would be of advantage to a tenant which is to occupy a number of floors. Even in an existing structure, the major tenant is in a good bargaining position when its designer has had the opportunity to study requirements, as well as the characteristics of the building itself, before a lease is signed.

How can the designer create a working environment which will make thousands of people feel like individuals and help them to put forth their best creative effort?

The designer must start by making the total space attractive for the total work force-by paying as much attention to corridors as to reception rooms, by planning for conference rooms which are bright, comfortable and inducive to interchange of ideas, by giving everyone air and light and color and all the other attributes of a pleasant working environment. Then, within a space which is attractive in its totality, the designer can give special attention to departments and to units. He can utilize special color treatments, or provide furnishings and equipment especially suited to the unit's activities. He can place a painting, or a paneled wall, or some other special touch in a spot where it is shared by a whole unit instead of being hidden inside a private office. Offices which are similar to others in basic specifications can be personalized through details, artifacts, pictures sculpture, plants or other decorative objects, without interfering with the overall look of the office.

By refusing to let the sheer bigness of the assignment throw him or force him to compromise, the designer can utilize his talents, skills and experience in creating a *balanced* space—one that meets all criteria, practical as well as esthetic.

At the same time he faces still another challenge—that of making the corporate home an example of the best in taste, a source of pride for the corporation, now and in the future. The major corporate client whose products are widely used, has a function in society as a tastemaker. By creating for the corporation and its people a working environment that reflects good taste, the planner-designer may well influence the design consciousness of the corporation's policy-makers and the design standards of the whole organization.

Designing for bigness is a challenge. The designer puts his talent, his training, his experience and his reputation on the line. The major assignment is an opportunity for the designer to prove the validity, not only of his own work, but of his profession.

THE CHALLENGE OF AUTOMATION



BY MICHAEL SAPHIER, Saphier, Lerner, Schindler, Inc.

A revolution is taking place in the office. American industry has already been transformed by automation—and automation promises to have every bit as much of an impact on the office. The designer's role is thus being both strained and expanded.

We office designers can never sit back and bathe in the rosy glow of having mastered our profession. Office design is too volatile for that—it changes as American business changes. Anything that affects the structure of business, however mildly, affects us. Something that profoundly affects business can revolutionize our whole profession.

Such a revolution is now taking place. Designers are confronted with a new giant force that is right now reshaping the character of the modern business office: the mixed bane and blessing of Automation. American industry has already been transformed by automation and automation promises to have every bit as much of an impact on the office.

In the last ten years, practically every firm in the country has installed some kind of electronic equipment. The machine, being a machine, operates in an ultra-orderly system *only*. The precision that management has learned to apply in inserting complex electronic equipment into the office set-up is being carried over into every phase of business conduct within the office.

Total design presupposes a lot of knowledge on the part of the office designer, much of it technical. This new office technology demands first that the designer be on intimate terms with the machine and its important role in its new environment, both to accommodate it and to offset the machine's dehumanizing influence.

Today's designers have to be just as much at home with the ins and outs of electronic instruments as with the esthetics of office decor. SLS goals in total design are based on the ambitious premise that we take the breakdown of office personnel, so incisively boxed-and-arrowed on the organization chart, and duplicate this in our design of the three-dimensional office. Interaction of departments, work and traffic flow, a no-nonsense command of the myriad mechanisms that have recently—say within the last dozen years—been introduced into the office structure, all

these are mighty important. Designers decide exactly where every last wire, wall, outlet, air conditioning unit, lighting fixture is going to be or, on the other hand, not going to be. To fully accommodate every mechanism, we've got to know it through and through. To fully accommodate the operator, we have to understand the relationship between the mechanism and the operator during the time and at the place of operation.

In setting up new electronic equipment, the planner not only has to decide the best place to locate it within the office confines, but he also has to cope with the problem of reassigned clerical personnel and new patterns of work flow. Positioning, charting, routing: the designer spends much time on these disciplines, making sure there aren't any office traffic bottlenecks or work detours.

The fact is, there seem to be only two constants in the modern office structure: change and growth. The space planner has to design interiors that are ultra-flexible, and the economies he practices must be long-term.

One of the office planner's really trying jobs is to provide for change-over-the long process of changing the modus operandi of the office into using the new electronic equipment. The largest installations can take as long as three years to complete, and the simplest of the new installations requires about six months. Work has to be gradually funneled to the machine, and the planner has to set up some arrangement for the old and new systems to work side by side. And, with a wary eye to the marketplace which grinds out new machines every day that outperform earlier models, "cushion" zones have to be provided around the equipment area which can be converted for more equipment, or replacement equipment.

The machines themselves demand special interior treatment. The heavy weight loads call for reinforced flooring in the areas where the machines are located. Where this raises the flooring appreciably, or where flooring must be raised to accommodate a flexibility of wiring, ramps are required at all access doors. Noise must be muffled. Lighting has become a careful, artfully engineered factor to combat fatigue. The equip

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ment's need for air conditioning has even affected commercial building construction. Many new buildings are prepared to furnish 24-hour air conditioning for the firms that require it, just in the specific areas where it is required. And, where the building doesn't supply it, the designer must.

The costs of buying or renting EDP (Electronic Data Processing) machines are so steep that to make their use practical, many businessmen have set up a two- or three-shift working force to man the machines beyond the standard eight hours. In some businesses, the electronic equipment is only used at night to process the work done during the day.

The work environment for the person who feeds information to the machine has to be a very special one—pleasant and stimulating. The machine can be placed in interior space, doesn't need lighting or other elements important to consider in designing space for people. But the operator does need such things.

As all these machines and mechanical devices continue to filter into the office, there has been a mounting stress on natural elements in our office designs. Form, texture, color have been enlisted 'n our effort to lessen the mechanical aspect of the modern office, via use of woods,

wood panelling, stone, flowers, plants, wools.

Although the esthetic considerations in designing offices are no less our stock-in-trade today than in the pre-automation era, the emphasis is on the drafting boards: technical considerations are becoming more and more important to us. The complexity of modern business (buildings themselves are complex) has created this new office technology. Costs are so high: it is costly to build, to rent, to furnish, to maintain any office space, so that a saving of ten feet of rented space means not only the base rental savings of that footage cost over the term of the lease, but the expense of flooring, wallcovering, heating and ventilating, lighting, furnishing, and even cleaning that ten feet of space.

The designer's role is therefore being expanded. All the problems coming in the wake of automation are being superimposed on the work the planner-designer did before. He still needs all the creative design talent he can muster, but the new office technology is making the designer as much a scientist as an artist.

But, despite the challenges of automation, we designers can still pride ourselves in the creativity inherent in our profession: office design will never be a push-button operation—even when the business office boss is, literally, a "big wheel."

Formidable problems face the contract designer who must incorporate space-age equipment into the working area. Below, large photo at right, is the U.S. Satellite Control Center in Sunnyvale, Cal., planned and designed by SLS; it involved the planning of the entire area, "packaging" and integration of all equipment, work stations and communications systems. Below left is the Washington, D.C. studio of ABC-TV, another example of intricate equipment integrated into an over-all design.





GOOD DESIGN vs. PROFITS



BY JACK FREIDIN, AIA Freidin Studley Associates

Speculative buildings are anonymous, mediocre look-alikes. Builders say they have no choice: good design comes high, and tenants are no more willing than landlords to sacrifice part of their profits for it. But steps can be taken to improve the situation.

The multitude of challenges—financial, technological, sociological and merchandising—facing today's speculative office building developer control the shape and form of much of our urban environment. Over a million persons spend almost a third of their adult lives inside such office buildings in New York City alone. The circulation patterns and transportation problems of America's cities are overwhelmingly affected by such buildings, and they comprise the major element of our exterior street architecture in all major "downtown" areas.

It is important to distinguish between speculative office buildings constructed primarily or solely for investment purposes and office buildings constructed for use by a major tenant or owner, such as New York's Seagram Building, Lever House or the Chase Manhattan Building. This latter class of buildings has a raison d'etre other than dollar profit. They do not attempt to compete with the investment office buildings. Their owners find their profits through prestige, publicity and advertising value rather than solely through rental income.

It is the speculative building, the one which is simply investment property, that has accounted for the bulk of space constructed over the past two decades. These buildings are being constructed for one reason only—to earn the builder a profit by supplying the continuing demand for new office space.

The shape and form of new speculative office buildings is dictated to a very large degree by economics. While it is possible to achieve some degree of design improvement within a limited budget, it is none the less sad but true that good design is expensive! The construction cost of the average speculative office building is \$25 per square foot while a Seagram Building costs approximately \$45 per square foot.

Construction costs include many things, and

the cost of design can be a considerable part. First, the architect's time must be paid for. Commercial architects who work quickly with proven and "safe" plans are certainly less expensive than those who experiment, whose designs require building code variances, who conduct lengthy studies, who are willing to sacrifice interior rentable space for exterior form, and who are primarily concerned with creating a work of architecture rather than just another office building.

Experimental design, or a scheme with innovations, in addition to increasing the time required to complete plans, can also increase construction costs. Costly and time-consuming "mock-ups" of parts of the design are often required, construction requires a much closer supervision by the architect, materials and detailing, and the length of time required for construction is greater.

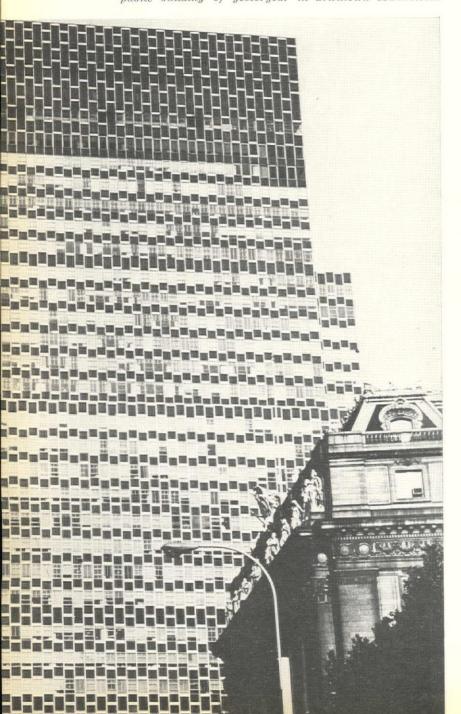
The initial price paid for land also helps to dictate the shape and form of the buildings that occupy it. The cost of land in New York City is higher than any other place in the world. During the postwar boom, land costs on the Avenue of the Americas, for instance, have more than quadrupled. Inflation of land value has occurred in almost every part of the city. Faced with high prices, the typical speculative builder attempts to get maximum use from every square foot of land he must pay for. The greater the area of rentable space, the more he can reduce his land cost per square foot of building. This, of course, has caused the costs of land to go even higher, since the price of land is based on the amount of return it will bring after a new building is constructed on it. A "vicious cycle" is set up where high land costs lead to maximum exploitation of the land; this exploitation, in turn, sustains the high land cost.

Much of the criticism of new speculative buildings is directed against their anonymity—they all look alike. They have no character. This criticism is justified. But builders reply, "We have no choice." Among the most important factors determining the shape and form of a building are the needs and economic attitudes of its future

tenants. Unfortunately, tenants are no more willing than landlords to sacrifice a portion of their profits for good dsign. The average speculative builder must keep rents within a reasonable range to remain competitive. He is catering to a specific market to whom a low rental price is more important than quality standards of construction and design. (It is somewhat encouraging to note that while most tenants are still competing for new space in New York buildings with average rents of approximately \$5 to \$6 per square foot, there has been, and still is, a new market for prestige, better designed buildings: Seagram Building at \$8 to \$9 per square foot, Chase Manhattan, about \$8 per square foot; Bankers Trust, between \$7.50 and \$9.)

Unlike "prestige" buildings which are constructed primarily for the use of one major ten-

A typical speculative building contrasts sharply with the public building of yesteryear in downtown Manhattan.



ant, a speculative building must be able to accommodate a large number of firms which are totally anonymous at the time of construction. It must of necessity be flexible and adaptable to meet the various functional requirements of the diverse tenants who will fill it. Because the builder must "sell" his product to a wide range of people, he will not risk creating strong opinions either for or against his particular building. For this reason the speculative builder feels his building cannot produce too strong an image, cannot emit too much character in itself, but should strive to be innocuous, sterile and anonymous itself. This attempt to please anonymous, so-called "average" prospective tenants manifests itself in anonymous, "average" architecture. This anonymity is probably a reflection of society—loss of individualism seems to be a sociological as well as an architectural problem.

A number of possible solutions have been proposed in recent years. For example, it has been suggested (unrealistically, I fear) that builders should bury their profit motives, or at least accept a lower return, develop a sense of greater civic responsibility, and strive for works of art instead of "money making machines." It has also been suggested that we turn the problem over to government. It sounds extreme, but this is actually being done in a number of cities through the establishment of planning commissions. These commissions regulate the design of buildings, among other things, and can force builders to erect what is, to the commission, esthetically acceptable buildings or not build them at all. The dangers in such a system are obvious. Who forms the commission? How well equipped are the members to judge what is good and what is bad? How can design progress if the architect is bound by law to specified elements and concepts and possibly preconceived ideas?

But there are reasonable and constructive measures that could be taken. We could make more efficient use of technical advances which help to keep construction costs down and which probably can reduce the high cost of good design. We could establish architectural research programs where costs would be spread throughout the construction industry rather than borne by the builder of one building. We could attempt to educate the users of office space—the tenants—so that they are sensitive to design, so that they would refuse to locate in mediocre buildings, and so that they would be willing to pay for good design. We could simply re-establish the old-fashioned idea of taking pride in our work.

In short, we should begin to look for ways to insure future progress. As soon as we accept arguments, no matter how logical and impressive they seem, that the present state of affairs is how things must be, we will have to stop complaining and resign ourselves to mediocrity.

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MIDDLETOWN

INTERIOR DESIGN—ART OR SCIENCE?



BY WALTER B. FORD, II Ford & Earl Design Associates

If the interior designer is not adequately recognized by the architect, it is partly his own fault for limiting his sights. Interior design seldom is but can and should be, a creative art form, and the designer hampers his own potential by not approaching it as such.

In any discussion about the development of business interiors for new buildings the question invariably arises: How does the interior designer work with the architect? Linked with this are the inherent questions regarding lines of responsibility, collaborative efforts, owner-architect-interior designer relationships, extent of service, fee structures, time of starting, scheduling and the like.

Laying out the whole interior design program and defining responsibilities at the outset of a project clarifies the questions and establishes the working relationships. At Ford & Earl, we have formulated a network following the CPM (Critical Path Method) procedure as a graphic picture of the entire program, showing the sequence of activities, the participation of the architect, interior designer, owner and other parties, and the timing. The pattern of events is established at the outset of a project and the input of architect, owner and interior designer is defined. The result is an understanding by all participants of the objectives of a total and coordinated interior design program.

Our firm has adopted the CPM programming method as the solution to clarifying the various lines of responsibility on a project, but we recognize that in other areas of the design industry, architects remain generally unconvinced that there can be a compatible development of interior space for their buildings by an input other than their own. There remains on the part of the professional interior designer, a more convincing effort to establish his real attributes in the mind of the architect.

The foremost reason for a lack of recognition of what the interior designer can do lies in his own limiting concept of what interior designing is. It can be more than the efficient planning of space, the selection and specifying of materials etc. It should rank with other creative art forms in arousing a response in others. The blind spot in architecture today, is the architect's attitude of over self-disciplining the interior space on the one hand, or not caring enough about it, on the other. There is also the inclination toward repeated use of formulae, either sophisticated or flamboyant as the architect's viewpoint may be, regardless of the differences in the nature of the business or the people involved.

Given the opportunity and the right understanding with the architect, interior designing can be a creative endeavor that transcends being a building program activity into an expressive art form capable of arousing such human responses as enthusiasm, enjoyment, delight, serenity, or excitement. Open office work areas, for example, can have interesting and human qualities as well as those of efficiency; cafeterias and employees' lounges can be a delightful change of pace from the work station; private offices can have variety and individuality; conference and meeting rooms can be stimulating areas in which to gather; lobbies and public areas can be expressive of company philosophies or offer purely esthetic experiences; executive areas can be sophisticated, or friendly, or exciting, as a projection of the nature of the business and management personality.

The challenge, therefore, of the interior designer today is to raise his sights and give proof and conviction to the architect that his work will be a creative expression with responsive results to the complete design of a structure.

Reception area of the Bundy Tubing Co. by Ford & Earl Design Associates.



NEEDED: "COMPREHENSIVE" DESIGNERS



BY LEON GORDON MILLER Leon Gordon Miller & Assoc.

An "organic' concept of design of the total environment is demanded if we are to avoid "God's own junkyard." What is organic design?

The challenge of the future growth of the contract industry can no longer be met by tastemakers, space fillers or the independent commercial developers. It can only be met by a rededicated design community.

The scope of the total design problem, today, is beyond the capacity of a single man. The designer must think in terms of much larger concepts than he has in the past. He assumes new responsibilities, whether in the design of a small store, a large hospital or a total community. The need of working with other specialized design disciplines as a team functioning in the planning of the total environment is more than evident.

An "organic" concept of design, then, is required: a concept that every project starts with the individual and his relationship to the smallest object, the equipment, the room, the structure, the site—and further, to the community, the city, the state and the country. Objects, interiors and buildings must be designed for their relationship to other things. A disregard of the basic requirements in any area of design, small or large, will result not only in "God's own junkyard," but in an unbearable jungle and a nation that no longer reflects the freedom, the energy, enthusiasm and vision, upon which this country was built.

Such a view is obviously beyond the concept of mere space filling based upon some preconceived notion of the amount of square feet required for certain functions. Yet, there are still a major number of buildings built in our country where the designer engages space filling instead of space planning. Structures are built by developers with little or no knowledge as to who the occupants will be, to say nothing of what their needs might require. This approach, although often very profitable to the investor, offers little in terms of max-

imum efficiency to the occupant. The ultimately successful building is more than an impressive facade or a correlated color scheme.

As industrial designers who work in the field of contract, commercial, industrial and institutional interiors, our firm must be concerned with man and his function in space. This requirement placed upon the industrial designer becomes more complex daily, requiring a contact with many other specialists and an understanding of the psychological and emotional, as well as of the physical requirements of man in his environment.

Obviously, such a view of responsibility requires extremely competent visionary architects, engineers, designers, city planners and landscape architects. It requires designers of every qualification to be able to work together in creating that which is beautiful and functional. It contrasts sharply with the position of the contract furniture salesman who has the responsibility of selling a maximum amount of furniture, or that of the amateur space planner who works from catalogs and chooses the merchandise most readily available, or that of the office furniture dealer's staff designer who specifies his employer's franchised lines without a second thought.

Planning and designing an interior today for business, industry, and institutions requires an individual who is trained as a comprehensive de signer—one who is trained in space planning who is trained in systems and operations, who is trained to understand the physical and psy chological functions of the human beings fo whom the space is being intended. It requires man who is not only familiar with the equipmen that is readily available, but who can also thin in terms of equipment that has yet to be de signed. It requires an individual who has the humility and competence to work with other spe cialists without difficulties in communication Such a comprehensive designer, be he industria designer, architectural designer or interior de signer, has the maximum to offer to the future of the contract field in this country.

HUMANIZING THE OFFICE



BY BROCK ARMS, President, I.S.D., Inc.

Office designers easily solve problems of mechanics. More diffcult are the intricacies of human psychology.

Businesses have personalities that are far different than the basic business functions which they share. It is relatively simple for a designer to solve a problem of mechanics—the mechanics of traffic, the mechanics of use. It is far more difficult for a designer to solve problems involving the psychological requirements of the individual employees.

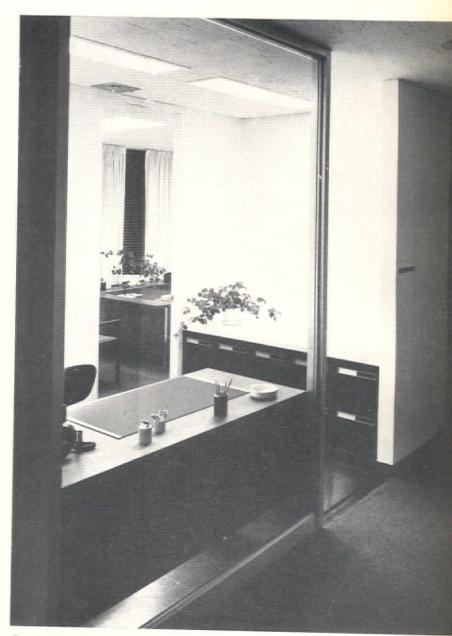
It is only when a knowledge of structure, mechanics, and functional space analysis is coupled with an understanding of the psychology of human response to fields of acoustics, visual acuity and color that an interior designer can create a successful environment. The degree of its success will depend upon all of those subtle statements that an environment makes about itself. If it is humane, it will be immediately evident in the way its inhabitants use it and maintain it.

The layman cannot describe what good taste is, but spatial relationships and the interrelationship of line, form, texture, color, pattern, etc., must be disciplined and have a counterpoint to be emotionally satisfying, and the layman does respond even when he cannot describe why.

Designers often become deeply involved with ninutiae. They are more concerned with a paricular fabric pattern or the detail of a chair leg han with the question of whether a man's arms ind legs, body and brain can comfortably perorm. The encouragement of spirit should preail over the trivial considerations of minor deign. Many designs created to be handsome to he eye, fail environmentally in terms of psyhological comfort. This is often true in the esign of the individual work station. When the ndividual performs as a member of a large group i. e., in a department of individuals with the ame job description), economy demands repetive units, for example. It is usually desirable to isually limit the size of the work area to that

in which a group can maintain a feeling of community. A skillful analysis of the needs of the individual employee must be undertaken with diligence and care.

If there is any trend which has become evident in the past two or three years and is fast becoming a landslide in the field of contract design, it is the demand by clients for solutions to their planning problems beyond selecting items from the catalog, but in creating an environment tailor-made for the particular firm, its personality and its people.



Continuity of design from the executive office to the secretarial station. The difference in design treatment should be functional rather than basically psychological. The Formwear Co., New York City, by I.S.D., Inc.

THE ARCHITECT'S OPPORTUNITY



BY RICHARD F. EGGERS Eggers & Higgins

Architects today can return to their historic role as interior designers. But for new reasons: a burgeoning economy and a technical advance in materials which give a much greater latitude of choice.

A half century ago the architect played a major role in the interior design of buildings. His continuing counsel was required to complete the building, literally, to the smallest detail in interior design. We can all recall stories of the globe-trotting architect of yesteryear who personally selected marble from Italy, period furnishings from France, and fine fabrics from famous British houses. Mass production and the standardization of interior design elements had not as yet developed the commanding effect upon building that they later acquired.

In this country, especially, the introduction of mass produced furnishings, fabrics and fixtures dictated cost factors that could not be ignored. The impact of standardization on interior design caused the architect to withdraw from creative interior design. Ever-new technological advances brought a rush of complexities to his profession, so that the architect had enough to do without becoming involved in the subtleties of interior design as well.

The principle remained sound, however, that a continuity of design thinking from the exterior to the interior of a building was a most desirable thing. Today, interestingly enough, we find ourselves returning to a situation where it is again possible for the architect to participate directly in total design, but in somewhat different ways and for different reasons.

The reasons are both economic and technical. A burgeoning economy that permits expenditures well above the bare bones minimum, and a breathtaking technical advance in materials, have combined to present to the architect a fresh opportunity for total design. Mass produced interior furnishings and equipment, have taken on a diversity and a quality undreamed of only a few years ago. This, plus the rising economic standards now afford a much greater latitude of choice.

One of the ways in which the architect has

taken advantage of this new opportunity for total design is through the establishment of an interior design department within his firm, in recognition of the principle of maintaining a creative continuity from the exterior to the interior design of a building.

Once the architectural design has fully evolved, the interior design professionals then produce their design schemes in keeping with the total concept. All along the route of design planning, frequent sessions are held with the firm partner in overall charge of the project, as well as with the client. Scale models and definitive renderings are of basic importance in crystallizing everyone's thinking as well as in visualizing the final concept. In this way, a meaningful harmony and balance—and integrity—are maintained in all aspects of the project.

Members of the interior design department of our firm have a lively, knowledgeable interest in the deep current stirring within architecture. They "think architecture" as well as interior design. They are specialists working under a frame of reference of total design, taking into consideration architectural criteria and creatively translating it into interior design terms.

We do not believe in design for design's sake. It must be purposeful. Each institution, each corporation possesses an identity, an impression upon society that is uniquely its own. It is only

Exterior and Board of Directors room of the Franklin National Bank in New York City by Eggers and Higgins



HOW DOES A DESIGNER GET STARTED?

good sense that this identity be forcefully and convincingly projected into public consciousness.

When this identity is projected through total design not only is the public persuaded of the significance of the institution or corporation but the people who work and live in that building also benefit. Experience has proved that thoughtful interior design, related to the over-all architectural concept and contributing to the desired owner-identity, is a major factor in worker efficiency and high morale.

A building is not only a structure made for use; it is a symbolization of an enterprise of importance to people. The integration of architectural and interior design thinking within one firm is a sound way of convincingly projecting the identity of an institution or corporation in a whole and cohesive way upon the general public, the employees and all who come in contact with the structure.

In a real sense, architectural services have come full cycle from the days when the individual architect would travel the world seeking the right mantel for the wealthy patron's drawing room. Today, except in rare instances, this is impractical. Instead, the architect has created alter egos, as it were, to accomplish that very same purpose. He is united in his efforts with interior designers, forming one coordinated force for total planning.

The interior and exterior of the bank harmoniously carry out the Georgian Colonial theme of the architecture.





BY FRANK COLANGELO Leonard, Colangelo, Peters

Despite the reliance of some newcomers on affectations calculated to impress, hard work, ability and integrity are still the most valuable commodities in the marketplace.

Every professional school of design paints the picture of a beautiful outside world where eager clients retain designers for plump promising commissions. A surprising number of young graduates enter the business community with the notion that some harmless affectation (mustache, clipped speech, patched jacket with or without pipe in pocket) and a diploma will lead, as irrevocably as night follows day, to instant success.

Unfortunately, this picture differs enormously from the situation in real life. Creating a good and lasting reputation demands that a designer be genuinely unique, or genuinely superior, genuinely efficient, or almost anything—but being genuine. The entire area of ethics and business morality is put to its first and toughest test in the first years of business. It remains true that hard work and ability are still the most valuable products in the marketplace.

The challenge of design integrity becomes even more important today with the specter that threatens the architectural profession, creeping into the interiors field as well—namely, design served up as part of a package. It is the rare furniture dealer, for example, who doesn't have a house designer. The "package supplier" teams up with a builder or contractor and they offer a one-price contract encompassing an entire interior planning project. This directly recalls the "package builder," plaguing the architectural field, who buys the land, designs and builds the structure, and sells or leases to the final owner, all in one uninspired package with one price tag.

Here is no paper tiger. There are enough commercial and institutional clients, more interested in budget figures than in complex design theories, to support the existence of the package design supplier. Over the next few years, this trend may grow overwhelmingly unless the independent designer intervenes. A potential client cannot be convinced of the advisability of retaining a professional designer until the trade itself accepts integrity as its own standard.

THE INDUSTRIAL DESIGNER AND CONTRACT WORK



BY STANLEY CHAMBERLAIN Director of Design Cushing & Nevell

How does the industrial design firm approach interior design? What are its similarities to and its differences from product design?

A fascinating array of organizations has assisted business with its tremendous task of expansion in the past 15 years. Among these are space planners, interior designers, interior decorators, industrial designers, architects, furniture manufacturers, real estate agents, management engineers, etc., etc.

The fact that these various organizations do not handle design and planning projects in a common manner is due mainly to basic differences in their professional backgrounds. While these differences should not be interpreted as yardsticks of competence, the prospective client should keep in mind the fact of difference and select a consultant organization offering the scope and combination of services to meet his particular needs within his budget.

Cushing & Nevell, industrial designers for 30 years, were already assisting clients with related design problems, and it was thus logical that we became more and more involved in their decisions on planning space for offices, stores, and the like.

The procedures of our organization in handling space planning and interior designing differ little from those we use when designing products, merchandising aids, industrial shows, etc. Each project requires research, analysis and planning as the first phase of design. As with industrial design, the solution of problems involved in planning and designing business interiors requires far more than simply arbitrary decisions by designers. Involved is a complex process by which qualified and talented individuals develop a solution by the logical means of compiling pertinent information and then using it expertly.

Although the procedures are the same, the professional background of personnel required for each is quite different. Therefore, the industrial design organization as it engaged in contract work became staffed with, or performed in close association with, architects and engineers as well as specialists on ventilation, lighting, color and even human behavior.

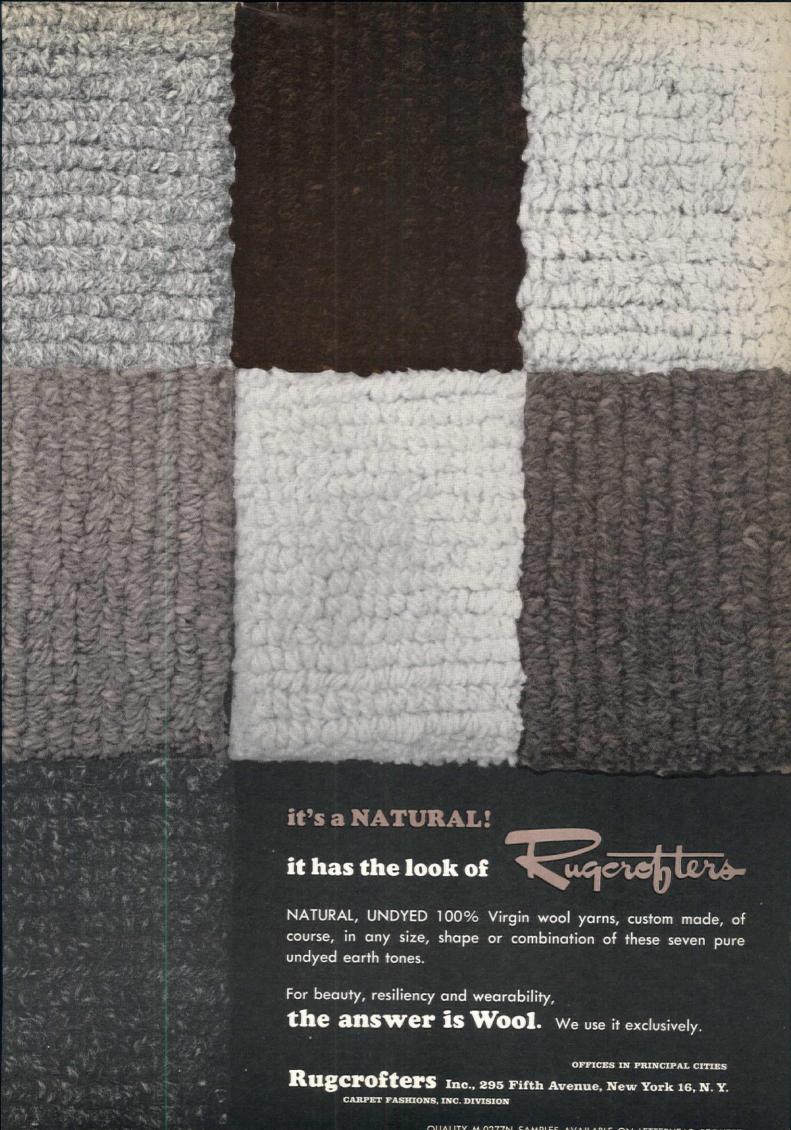
Each interior planning and designing project is a problem with three broad aspects: first, the economics involved; second, function, and third, esthetics.

Relative to the work in the contract field, economics has many facets, beginning with details covered by the lease between tenant and landlord (a matter on which the design consultant can often advise his client). Typical of the questions bearing on the economic aspect of the problem are—the percentage of the investment in the interior project to be amortized during the life of a client's lease; maximum provision for expansion so that such changes will not necessitate moving to new quarters with a resulting loss of the investment already made. Will the materials specified insure economical maintenance, or will an initial selection of unproven materials result in costly maintenance or repair at a later time?

Answers to questions concerning function provide the bulk of data necessary to design the right facility for a staff performing specific operations in the required manner. A thorough step-by-step analysis of the operation for which an area is intended provides information needed to develop a sound functional layout for personnel and equipment.

Space planning and design organizations have helped business produce a better product with reduced overhead, by increasing staff efficiency and by providing a system for better use of space through expert analysis and design. They have contributed materially to the improvement of staff morale by providing better surroundings. The very considerable contribution which such organizations have made to improve and strengthen their clients' image is something of note. Greater staff efficiency resulting from better office design means better service to the public, and more attractive interiors mean a more favorable impression for a company interested in added prestige.

There are many reasons to believe that organizations providing such services to business have a bright future. Progressive company managements will continue to place emphasis on facilities which attract top personnel and enhance company prestige. The unprecedented technological advances of our time will have still further contributions to make resulting in business changes through acquisition and internal growth. The high cost of space continues to make maximum utilization of it a prime objective. And beyond these, more specialized service for such structures as hos pitals, terminals, schools and homes for the age open up new perspectives.



PROBLEM AREAS IN CONTRACT

Each type of contract interior has its own peculiar set of design problems. Here, a handful of specialists consider the most salient challenges in their own areas of experience.

THE HOTEL AND AMERICAN CAPITALISM



BY HENRY END Henry End Associates

A taste for travel and a return to elegance paint a bright picture for hotel owners and designers, but the hotel designer must recognize the realities of the balance sheet.

The hotel is still one of the most exciting creations of American capitalism. "A thermometer and barometer of our national civilization," one writer called it some years ago. But the hotel is also a creation of major capital investment. The first real one in New York was built by a stock company; the last grand hotel in New York, San Francisco, or Istanbul is reflected in daily quotations on the major stock exchanges. So while the hotel offers the most exciting prospects for the interior designer, he must recognize that he is dealing with a gilt-edged client who expects and will demand a business-like approach, manner, and performance.

Hotel design can be divided into two distinct areas of possibility-new construction and rehabilitation. In many parts of the country, the mushroom growth of new motels and hotels has far over-reached the need. It is the area of redesign and refurbishing which today offers the greatest opportunities for the designer.

Given the choice of accommodations for a trip from New York to Los Angeles, would you take a seat in a forty year old railroad coach or a champagne flight on a jet airliner? In terms of contract, this is just about the situation in which most hotels find themselves today. What can be done with those old hotels of hundreds of rooms that can no longer compete? Or with hotels, only thirty five years old, yet considered prehistoric in terms of the jet age?

The conclusion in the hotel industry is that remodeling pays off in higher room rates and increased revenue at the bar and in dining areas. However, a hotel with a reputation for mediocrity of service and operations is not going to solve its problems with remodeling. Neal Mack, Managing director of the Mayflower in Washington, D.C., warns that, "No amount of paint, tile, and furnishings can completely wipe out a shabby past. It is good management that provides a hotel

with a good reputation."

Designers engaged in hotel work must be careful to produce a program of a practical nature and to have a knowledge of the financing intricacies of how their clients operate, combined with a sense for public taste. Unfortunately, there are no shortcuts to making oneself proficient and knowledgable on the subject of hotels. Some designers remain permanently superficial. There is need for a most profound knowledge of materials and furnishings and what they can do, or better still what they cannot do. It is often more importan how an interior will look years later than the way it looks on completion. The designer mus know and advise how the interiors should b cared for and who will be responsible for their

As the war receded, the postwar travel boor began and Americans hied off to see other lands The era of polynesian restaurants, festooned wit leafy fronds and cackling macaws gave way t the age of gadgetry. Each hotel room was a bo equipped with a bath on one end and a terrac on the other-with chirping phones, flashing re lights and automatic dial systems.

But the American public was not put off for long by bad design and hypertechnocracy. E centricities in costumes and interiors come an go. In the long run, good design will preva because it alone is rooted in the social and visu truth that gives us the standard to measure th value or beauty of the objects around us. N only are we designing for profit—but our clien will profit by our designs.

OLD HOTEL PROBLEM



BY ELLEN L. McCLUSKEY Ellen L. McCluskey Assoc.

Older hotels are being forced to redesign their rooms and public areas—or go out of business. Yet remodelling budgets are usually stringent, calling for imagination and restraint in spending.

The redesigning of old hotels is one of the most challenging areas of the contract field. More and more hotels are being renovated to recapture business taken from them by new hotels and motels. Some of the older hotels, catering to a carriage trade clientele and living on their name alone, have been allowed to deteriorate to such an extent that they have been forced to redesign their rooms and public areas—or go out of business.

Budgets are usually fairly rigid and certainly limited in this kind of job. The designer must rely on his ingenuity with paint, wallpaper, carpet and accessories to effect the great transformation hotel management expects.

However, much can be done for comparatively little money. In many cases the existing architectural details are good, far better than in most new buildings, and paint will work miracles with them. Dingy hallways can be brightened with additional ceiling and wall fixtures, wallpaper moldings, new carpet and lighter colors. Bedrooms can be completely changed by painting existing furniture, adding bright new draperies and bedspreads and using some decent prints on freshly painted walls.

A designer has to cope with the problem of making non-profit areas pay. Large seating and writing areas in lobbies are passé. The gigantic lobbies of older buildings can often be put to new and profitable use. In a recent job I turned a waste section of a lobby into a lounge space used for women's cocktails and luncheons.

Businessmen like adequate seating areas in their rooms for conferences, entertaining, etc. I have changed large outmoded "sample" rooms into small business living-bedrooms which have been occupied constantly since the day they were installed.

In conclusion I'd say the challenge of remodelling an old hotel is to take what you find on the premises, update it with paint, fabric, wallpaper and accessories, buy new pieces of furniture where essentially needed, and end up with a new look in the same old surroundings.

TRENDS IN CLUB DESIGN



BY CHANDLER CUDLIPP Chandler Cullipp Associates, Inc.

Private clubs, though related to hotels, have their own battery of design requirements and their own pitfalls of client-designer relationships.

A private club is a fairly close relative to a hotel, but it presents different challenges to the designer, both in design and in business approach.

The major difference lies in clientele. Hotels are expected to meet the requirements of a large segment of the general public. Thus, layout, design, facilities and decoration must be keyed to the type of public taste appropriate to a particular hotel.

Clubs, on the other hand, must be designed to meet the more specialized tastes of a narrower and more clearly defined group. They usually have a tradition and a homogeneity of taste and interest among the membership, far fewer in number than the patronage of most hotels. Such tradition is often reflected in the general atmosphere of a club and, in particular, in bars, grill rooms and dining rooms. One example of tradition is a college club where its history, symbols ("Lion," "Tiger," "Bull Dog," etc.) and nostalgic scenes of the familiar and beloved campus provide a springboard for decorative ideas for various rooms.

Another difference lies in space allocations for various functions. Harris, Kerr, Forster's 1963 summaries show that the breakdown of income, aside from club dues, runs as follows. (Figures do not include luncheon clubs which have no bedrooms.)

	City Clubs	City Hotels
Food & Beverage	73.5%	46.4%
Rooms	11%	48.1%
Miscellaneous	15.5%	5.5%
	100%	100%

The above figures suggest the relative importance of dining and drinking areas in clubs as compared to hotels. The non-revenue producing areas in clubs, such as lounges, libraries, card and game rooms, squash and health club spaces also occupy relatively greater areas than in hotels. A relaxed atmosphere is inherent in the club concept and is an imperative in club designing.

The recent trend in men's clubs to make available more facilities to ladies has altered the design objective somewhat. For example, a new college club in New York city is operated as a "family club," ladies using the bedrooms and almost all other facilities except the men's bar and the squash courts. A few years ago this was a revolutionary idea but its success in the new club is already influencing similar thinking among other clubs.

There is a major difference in the client's representative with whom the interior designer works when dealing with hotels, public restaurants and business organizations on the one hand, and clubs on the other. Frequently, in business projects, though there may be committees concerned with the review of interior designs, the responsibility of decision is in the hands of a single executive. In clubs, however, there are usually building and/or decorating committees. Though there is a chairman, he is surrounded by club members who are his "equals" and often insist on their particular views and opinions. Sometimes, to complicate matters further, the committee members' wives get into the act, and occasionally, individual decorators among the club family are a strong opinion-expressing factor. It is obvious then, that a close working relationship with the chairman is of paramount importance. A good club committee chairman will skillfully compromise and harmonize (or mollify) differing views to enable the designer to pursue a steady course of development of space plans, interior design, decorative schemes, etc.



University scenes and symbols used as design motif in stairwell of the Princeton Club, by Chandler Cudlipp Assoc.

STORE DESIGN IS CONFUSED



BY LAWRENCE J. ISRAEL, AIA Copeland, Novak & Israel

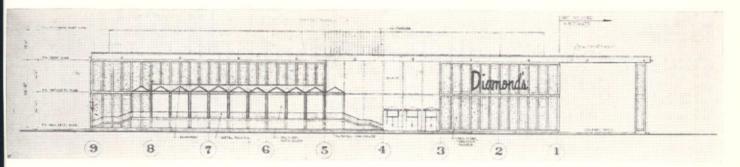
The store architect has been too cold and brittle, the interior designer too eclectic. How can the best elements of architectural and interior techniques be accommodated to each other to meet the unique challenges of store design?

The complete hiatus in store building during World War II, combined with a whole new economic, production and merchandising situation after the war, forced the store architect and management to re-evaluate store design. Standardization became prevalent, due in large part to two major events in merchandising: the growth of branch stores, and the trend to self-service. Retail concerns with several branch stores developed new standards as basic to the operation of all their outlets. These standards included minimal sizes of elements, establishment of efficient heights, levels and quality of illumination, materials selected both for appearance and maintenance.

Problems in personnel availability and cost brought about a merchandising revolution: the development of self-selection merchandising techniques and self-contained packaging. The store interior came to be based on a variety of new fixture types allowing merchandise selection without sales service. Promotional items were highlighted by point-of-sale techniques and maximum exposure. Packaged merchandise stood almost free, completely removed in feeling and design from the bulky wood and glass fixture of the past.

Standardization was also invited by the fact that heavy competition whittled the net profit margin to so low a point that every cost element within the store had to be scrutinized to ensure maximum productivity. A constant search continues today for new ways of presenting mass merchandise at minimum costs, and the replacement of service personnel by automation and fixture design.

The most ruthlessly efficient department store building is a fireproof, windowless box, a warehouse structure designed to house flexible, changing interior arrangements. Obviously, so simple a functional requirement can lead to monotony, or to extremely superficial architectural treat-



Elevation of Diamond's department store by Copeland, Novak & Israel

ments. However, there are legitimate ways to modify the minimal cube. It can be exploded into a combination of volumes—the second floor overhanging the first, a portion of the first floor jutting past the second, with consequent imaginative relationships of space and form. Entrances may be carved into the cube. Self-contained functions, such as the outdoor shop or the restaurant, may be projected. Mechanical equipment penthouses, roof towers, and exhaust work, are additional elements of play that may remove that warehouse look. Many postwar department stores are good examples of contemporary architectural design and a credit to their cities.

Store interiors, however, are not always so successful. The contemporary department store is a complex design problem. It is enormous in scale: the average floor is approximately 100,000 square feet in area. Architectural elements which in themselves are desirable, must be viewed from their relationship and compatibility to the merchandise displayed. Materials, furnishings, or ornaments, beautiful in themselves, may diminish or lose their values when placed with merchandise. This does not mean that the store interior must be nondescript and without interest. The interior architect possesses many elements of control including lighting, materials, color, and all of the possibilities inherent in their combinations.

The first attempt to solve the stylistic problems of huge interior space appropriated all the tricks and clichés of contemporary design and the Miesian philosophy without sufficiently strong relationship to the store function. The unnecessary was eliminated; careful attention was paid to precisely articulated details, structural rhythms, plain surfaces. These solutions often looked excellent on paper and, when first built, seemed to meet the requirements. Within a relatively short time, however, their coldness, brittleness, and lack of sympathy with the merchandise became apparent. Whether too forceful or too reticent in fullfilling the modulation of the interior space, they failed to create a pleasant

environment and lacked grace. Unfortunately, cost and flexibility requirements didn't permit the use of durable and rich materials that might have justified this approach.

The search for a solution led to period ornamentation. Molded panelling, curved valances, crystal chandeliers, damask wallcoverings, a few "authentic" chair reproductions, did warm up the space, and created a more humanistic ambiance. There are many good examples of this technique which applied adaptations of period forms to basic contemporary elements in a sophisticated and knowing way, in keeping with the scale and spaces of a large store. But, more often than not, the eclectic juxtaposition of period and contemporary elements has created a bizarre confusion.

The dichotomy between the architect and interior designer is a basic reason for the confusion in store interior design, all too common today. The decorative approach. from architect's standpoint, has generally erred in overenthusiastic heterogeneous design, taking the easy way out with superficial display and graphic techniques and lacking a homogenous spatial feeling. But, too often the architect himself has settled for the obvious and neglected other possible solutions, particularly in interior spaces. He must use his architectural skills fully within as well as without the store or his job is simply not completed, and challenges not met.

How can the best elements of architectural and design techniques be accommodated in future store design? Fundamentally, it is a question of imposing a stern architectural and design discipline on exuberant, manifold elements, establishing a design theme and developing variants within that theme. Forms must be coherent within the theme, and design expressions continuous in feeling. Under such a discipline, all the richness available today may be well utilized.

No architect specializing in store planning will pretend that any one store represents an ideal solution. There is a constant re-evaluation problem, constant challenge, study and restudy.

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BANKS: DESIGN FOR GROWTH AND CHANGE



BY WILLIAM F. CANN
President
Bank Building & Equipment Corp.

The major challenge in bank design is not design itself but the pre-planning stages leading to design.

In this era of ultra-high finance and complex banking operations, the design challenge lies in creating new or remodeled quarters that are best suited to the individual finance operation, its future change and growth. Thus, the major challenge is not design itself, but rather the preplanning stages leading to design.

Whether to remodel the old banking quarters or build new ones, is a consideration that must be weighed against the following factors:

Space requirements—unless usable work space can be increased by 50%, a remodeling project would merely postpone an inevitable move.

Building facilities—modernization normally costs less than new construction, but only when major structural alterations are not involved, and the building meets the necessary safety standards as it is.

Location—the present status of the community and the surrounding neighborhood must be considered as well as traffic conditions and population trends and shifts.

In analyzing the internal banking operation, the designer allocates the proper amount of square footage to each department and the position of components in a logical sequence. In conjunction with the client, the designer plans for the amount of new space needed for each department and, more importantly, when it will be needed. His plan must be flexible enough to allow for internal rearrangement without great difficulty.

A checklist for long-range planning will invariably include the following points:

Function—space is valuable and not to be wasted unnecessarily with ornate trappings.

Merchandising—an important item to consider since design should establish, set apart and characterize the identity of an institution—especially if there are widespread branch operations.

Future expansion—economically and operationally, it is wise to provide for growth in the planning stage. Future automation demands will place heavy loads on wiring, air conditioning etc.

Customer convenience—points to consider include community rooms, walk-up and drive-in facilities, private conference rooms, parking accommodations, ample lobby space for peak periods, and comfortable lounge areas.

Esthetics—the designer must produce an established image, by proportion, balance, scale and order. The symbolism dictated by the tradition of the past has been to reflect an image of stability now tempered with an air of progressiveness.

Though there is no one formula of design applicable to all financial institutions, the preference for contemporary styling has several advantages. Classical or traditional design offers little flexibility. It limits, from an esthetic viewpoint, the freedom of form and simplicity necessary to express an efficient interior layout. Lightweight economical materials are more adaptable to contemporary design. And economically, modern designs are from 10 to 15 percent less to build than the classical bank institution of old.

DON'T NEGLECT THE LIGHTING



BY SIDNEY FELTMAN Vice President, Lightolier

Neither designers nor clients fully understand the values and possibilities of lighting—and the manufacturer has not done his part in educating them.

A perpetual challenge faces the lighting branch of the contract industry-and that is the amazingly inadequate knowledge of lighting that generally prevails. Clients understand their need for furniture, carpeting and draperies. They too often do not understand their own lighting requirements because the designers have not educated them to the essential roles good lighting plays: in helping to make visual tasks easier and surroundings more pleasant; in increasing worker productivity; in producing moods of serenity, festivity, intimacy, or drama; in creating an atmosphere that encourages buying, or relaxed dining, or whatever; and in helping to stamp a business with a unique and memorable personality.

But equally at fault is the lighting manufacturer for not doing his part in the educational process. The specialty areas of interior design have grown too complex for even the most competent professional to cover every facet singlehandedly.

Of the countless hours a designer spends with clients in furniture showrooms and poring over floor and wallcoverings, upholstery fabrics and accessories ad infinitum—consider how little time is devoted to planning the overall interior scheme.

At our showrooms, we meet highly sophisticated store owners and executives who spend thousands of dollars annually on showroom window and in-store displays and yet turn out to be mere babes-in-the-woods when it comes to understanding the value of such profit-making measures as:

- Overall lighting of adequate footcandle levels, with proper light distribution, minimum glare and sufficient heat dissipation to lighten air conditioning loads;
- High intensity downlighting to delineate traffic flow patterns;
- Flexible accent lighting to provide for changing merchandise displays;
- Boldly scaled chandeliers, both for general room illumination and as decorative elements themselves.

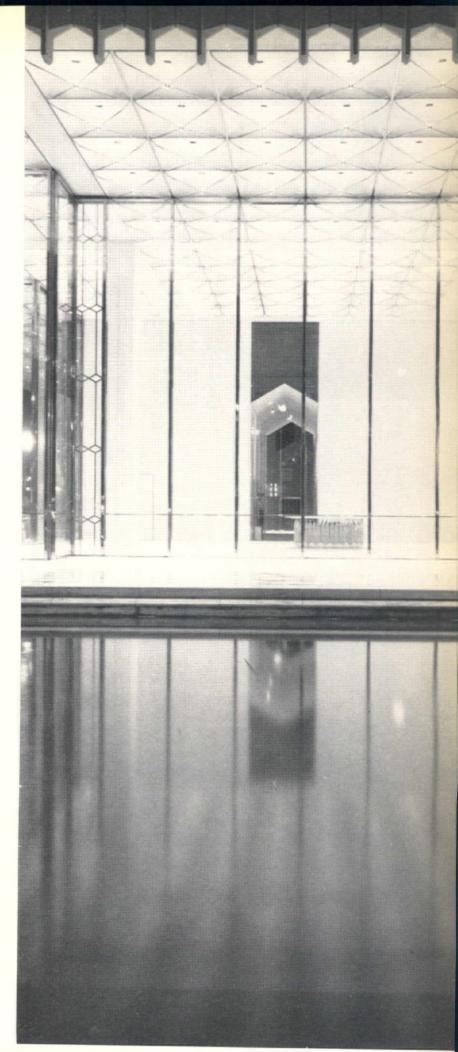
We meet hotel and motel executives, both chain and independent, who have never been properly educated to the role that planned lighting can play in:

- Attracting motorists from the highway;
- Dramatizing the pool, trees, shrubs, balconies and the facade of the building itself:
- Making the lobby and other public areas inviting and memorable;
- Establishing within every guest room a harmonious "mix" of reading light, grooming light, task light and general room illumination.

We meet restaurateurs who, when planning their interiors with highly respected designers (even restaurant specialists), have actually never discussed the specific area-by-area "effects" they expect the lighting to provide as:

- A distinctive personality for the establishment;
- A sense of shelter in the bar, an atmosphere which urges patrons to linger;
- Soft pools of downlight interspersed throughout the ceiling to highlight silver, crystal and linens;
- Accent lighting to enhance murals, wall textures and colors.

In all three of these examples of typical conract installations, the client requires and deserves professional help. It is the lighting manufacturer's job to provide the professional with solutions which can apply to his client's probems. The manufacturer who merely "takes an order" for lamps or fixtures without giving proper thought to their end use is guilty of an injusice both to the professional and to his client.



Imaginative lighting enhances the facade of the Michigan Consolidated Gas Co. by Ford & Earl Design Assoc.

CHALLENGES OF COMMUNICATIO

The contract industry is no model of perfect understanding among its various branches. It can't even agree on how to define itself. A variety of industry leaders weigh the measures that might be taken to improve the channels of communication between producer, designer, specifier, dealer, client — and even the public at large.

WHAT IS THE CONTRACT MARKET?



BY CHARLES MILES Executive Vice President Wall Trends, Inc.

For manufacturers, the definition may vary according to their particular products and sales goals—but the growing power of the contract designer seems decisive for future definition.

What is the contract market? How does one reach it? These fundamental questions are still being asked, not only by the small manufacturers of interior furnishings, but also by large volume, multiple plant operations.

Every manufacturer who has a product or service adaptable to the contract market should understand and define this market carefully. There are varied definitions of the term, such as "contract is non-residential," "contract means volume orders," "contract means commercial," "contract means that durability is the prime consideration."

None of the foregoing statements is valid as a definition for the reasons that contract does

INSTITUTIONS	YESTERDAY'S INTERIORS WERE DESIGNED BY:	TODAY'S INTERIORS ARE DESIGNED BY:
Hospitals	Head nurse, architect, or wife of administrator	Contract designer
Offices	Boss's secretary or office manager	Contract designer
Ships	Interior decorator	Contract designer
Hotels	Hotel supplier, decorator or housekeeper	Contract designer
Motels	(were non-existent)	Contract designer
Funeral parlors	Director's wife	Contract designer
Beauty parlors	Owner	Contract designer
Brokerage houses	Accountant	Contract designer
Supermarts	(were non-existent)	Contract designer
Drug Stores	Fixture supply house	Contract designer
Restaurants	Artist friend of the owner	Contract designer
Government agency offices	Purchasing agent	Contract designer

CONTRAC

GREATER COOPERATION NEEDED



BY CHARLES A. NEUMANN Vice President-Sales Kentile Floors, Inc.

Inadequate communication between the producing and the design-specifying branches of the industry has caused a gap between the needs of the designer and the furnishings industry's products.

The challenge facing the contract industry today is that of better communication and greater cooperation between the producing and the designing-specifying branches of the industry.

The furnishings industry must realize the full extent to which the designer and architect are doorways to a prosperous business future. They are doing more and more contract design work in hotels, showrooms, offices and other business structures. With manufacturers and retailers learning the importance of "image" buildings—a concept hardly existing fifteen years ago—a huge contract market has been created. It is the responsibility of the furnishings industry to promote the services of contract designers to ultimate consumers as the most practical and economical resources of functional, artistic interior furnishings of good quality.

A gap sometimes exists, however, between the needs of the contract designer and the furnishings industry's products. Specific esthetic and technical requirements often become evident to the contract designer because of his close-to-theclient relationship. The furnishings industry is not always fully aware of these highly specialized needs—the designer would serve himself well by sharing his knowledge with the producers.

For his part, the producer could do a better job in keeping designers informed as to product development and performance. For example, somewhat more "scientific" product promotions through designer trade channels, presenting more than the usual design features, style characteristics, color and so on, but providing the contract specifier with all relevant information of a product's performance under various conditions and uses would be beneficial.

The inadequacy of communication could also be cured by joint projects of contract designer and supplier organizations. Isolated efforts in this direction are currently in evidence, such as the activities of the Producers Council, the Resources Council and the Color Marketing Group. But these need expansion and implementation.

not have to be non-residential—the sale to a large housing development can certainly be categorized in any sales analysis as a "contract sale." Contract orders do not have to be large volume—two lounge chairs in a doctor's waiting room can be termed a "contract order," and the furnishing of a luxurious hotel lobby with residential seating pieces and handwoven upholstery can still be classified as contract.

So, a manufacturer may ask himself, why worry about defining the word? Why even use the term "contract"—let's just say that we sell notels, motels, ships, banks, hospitals and the ike. A midwestern hotel supplier completely returnished the Palmer House hotel over forty rears without ever hearing the word "contract."

But conditions have changed and if a manufacurer hasn't already defined the "contract martet" in terms relevant to his products, I suggest the do so. Take a look at the chart on the opposite age.

In no way do I wish to diminish the role of he professional interior decorator or designer whose primary activity is with residential work. sizable portion of contract installations is still ontrolled by capable interior decorators. There re hundreds of examples of banks, boats, beauty arlors and bars which were designed for the wners by interior decorators who were asked to them because of their previous residential work for that client. Here again, whether these pbs should be generically classified as residential recontract is of little importance.

With the complexities that surround the conact market today, the only true definition f it must lie in terms which are meaningful each manufacturer for his particular product, roduction and sales goals.

THE ROLE OF A CONTRACT CENTER

BY HARRY FINKEL Advertising & Sales Promotion Mgr. The Merchandise Mart

More than a place for displaying merchandise, a Contract Center should be a place where all facets of the contract industry are brought closer together.

The establishment of a Contract Center in Chicago's Merchandise Mart filled the need for a gathering place for industry leaders to show their wares—for architects, interior designers, specifiers and contract dealers to utilize in selecting merchandise for their many jobs.

Yet, is this the only true function of such a center? How utilitarian can such a facility be for all the varied interests in the contract furnishings field? Is the sole value of the Contract Center the obvious advantage of display?

If a Contract Center is to achieve a status within the industry that is respected and approved, it must work diligently to contribute to the solution of many other problems in the industry. The Contract Center has already encouraged greater unity among manufacturers for the good of the whole group. It has also fostered closer relations between manufacturers and their clients, and thus, a more appreciative mutual understanding of the needs and desires of the customer and the source.

The long-standing success of the International Furnishings Market is the result of a comparatively simple formula: the bringing together of manufacturer, customer and product. This formula is certainly adaptable to the contract industry, with perhaps less emphasis on the "newness" of the product. The bringing together of those who buy with those who sell in the proper business atmosphere for the exchange of ideas, thoughts, and feelings, will most assuredly result in greater success for everyone.

The Contract Center must encourage and participate in industry meetings such as those sponsored by the American Institute of Architects, the National Society of Interior Designers, the American Institute of Interior Designers, the Industrial Designers Institute and the many others whose programming and planning bring people together and result in ideas and knowledge.

The establishment of the Contract Center in The Mart has already spawned the formation of the first contract manufacturers' association ever to be organized. This association, which is presently limited in scope, has as its ultimate objective the expansion of its membership to include many more companies in the production of contract merchandise. It has already fostered discussions on product quality, industry image,

design techniques, production problems, etc., and has sponsored several major functions attracting national attention. It is currently working on a program that could open unlimited doors of opportunity for students of design.

The Merchandise Mart Contract Center has by its very existence brought the contract industry closer together. But the responsibility of such a center cannot end with the leasing of a show room. Indeed, that is just the beginning.

LET'S OPEN UP TO THE CONSUMER



BY NORMAN GINSBERG President National Design Center

The contract industry has been talking to itself The consumer exerts a greater influence than we realize in encouraging the use and purchase of contract products. Public hours at trade show and showrooms, and traveling exhibits of contract products, can broaden the industry.

By confining communications to the limits of the industry itself, permitting only the slightest ech of accomplishment to filter through to the general public, designers and manufacturers are muffling a roar to a whisper.

They are overlooking the rewards of educating the ultimate users of furnishings and equipment planned for schools, hospitals, offices, nursing homes, restaurants, hotels and motels. Consument offer the industry an eager audience of million prepared to back the specifying agent with approval, and even with demand.

At the National Design Center, we have have have years of experience in evaluating the interest of the consumer in developments in the contrastillation of the purchase of the purchase of furnishings at his office visitors are intrigued by new developments fabrics, paints, metals, tiles, hardware, appliance furniture woods, floor coverings and accessoring for everything from swimming pools to line closets.

Designed originally for use in the contra field, these furnishings and equipment are ce tain to affect the consumer, not only in a hon version but as a convenience wherever he work or dines. Requests at the Center for further if formation on contract products indicate without doubt, the desire on the part of the ultimate user to keep pace with such products.

We believe strongly that the consumer must be embraced in the circle of communications, that the contract field must relax restrictions in the matter of exhibits and must open trade shows to the public. With public hours at trade shows and showrooms, the manufacturer will find he can express his motives of design directly to the ultimate user.

We feel strongly that continued exposure of contract products will broaden the base of industry operations. On this premise, we recommend not only public participation in trade shows, but suggest capsule traveling exhibits of the most important new designs to cities not now favored by direct contact with the industry.

We challenge an industry, now primarily talking only to itself, to set up new communication lines, amplifying trade contacts with the limitless audience of the general public.

HOW DO WE GET OUR STORY ACROSS?

BY WILLIAM S. NEGIN Vice President Rockland Mills, Inc.

Regional supply clinics would help in acquainting manufacturers and designers with each others' problems and know-how.

From the point of view of a manufacturer/ supplier, not the least of our many problems with the contract trade is how to get our story across to the right people.

There seems to be no uniform standard as to what interior designers want in our field and it has been almost impossible to set up proper specifications. We would like to see an organization established which would work with leading designers and manufacturers in developing specifications and performance standards for specialized products and finishes.

The interior designer does not seem to have a lear idea of what is available or what is possible o do from a technical point of view. As a manuacturer of drapery lining materials each serving special function (such as blackout, fire resisance, etc.), we are a ready made source of technical know-how. If the interior designer would onsult the manufacturer before he sets up specications there would undoubtedly be less waste f time, effort and money.

A regional "supply clinic" would perform a seful function in acquainting both the manuacturer and the designer with technical infornation. We would be in a position to tell each ther what is practical and what is not.

COOPERATE: FOR A BETTER PRODUCT

BY CHRISTOPHER PAPPAS Contract Sales Manager Athol Manufacturing Co.

Manufacturers and contract designers should collaborate on product research and standardization.

The interior designer today is in much the same position that the industrial designer was in forty years ago, when the field was just coming into focus. Engineers had made great contributions to mass production in assembly line methods. Management realized that an outside influence was needed to give their products face and functional characteristics. The industrial designer was promoted to near management level, and in many cases, to director level.

In the last fifteen years, the same evolution has taken place with interior designers. As our architecture became more functional, as square footage requirements became larger and larger, as growth structure became more complex, realtors, industrialists, merchandisers and professional people realized the great vacuum in the area of interior design. There was a need for people who could coordinate the hundreds of interior forms, finishes, lighting, climate-control and traffic problems. The interior designer could deliver the image, function and reasonable expenditure, first as a creative man, second, as an environmental engineer and third, as an expert in products and costs.

The future for this group and the contract market as a whole is most promising. Consider: there are 20 million square feet of commercial areas available each year. Projecting a minimum cost of \$12.00 per foot for interior finishing, we're sitting on a contract market of around \$240 million per year!

As manufacturers of an ingredient used as a small part of the interior design expression, we recognize the contribution of the contract interior designer. It has been through these efforts that technical advances have ultimately been made by the manufacturer through the introduction of a particular design problem. Every dollar we spend in research at Athol is reflected proportionally in an increase in our whole marketing effort.

Most of us stand ready as vendors to cooperate in any way we can. But the area of communication between clients and vendors must remain a fluid two-way effort. The encouragement of new talent must be stimulated through better-defined educational requirements to maintain the highest design standards. And finally, the exposure and image of the interior designer to the general public must be a collective effort throughout the profession and related fields.

THE BUSINESS CHALLENGE

A confusion of marketing channels and chaotic pricing systems are preventing the contract industry from attaining its full potential.

TOO MANY COOKS?



BY SYLVAIN HEUMANN President Metropolitan Furniture

The contract consumer faces a real dilemma. He is overwhelmed and confused by the variety of persons eager to design and furnish his place of business. The efficient answer: The contract designer.

Although its size and speed of growth has been dramatic, although its design, manufacture and building concepts have achieved stature, the contract industry has never resolved the confusion of its distribution methods. While the industry may explain this away by its youth, it had better search out some clear-cut marketing channels before it grows much older.

The contract consumer faces a real dilemma. Observe his confusion. Being responsible for the planning of a new building—inside and out—where does he turn for the best advice available about design, quality, price and correlation of interior to exterior? Far from being at a loss for assistance, the contract consumer is overwhelmed by the number of possibilities.

There are: architects who specify only; architects who specify and buy; home furnishing stores with contract departments; independent decorators and designers; large decorating establishments; so-called "environmental specialists"; manufacturers and their designers; office furnishing stores; contract specialists who design and specify; contract furnishing houses who design and sell; agents with passes to furniture marts and showrooms. Which of these possibilities would give the consumer the best quality and design on the most efficient budget? How would the industry itself advise him? As an industry, we are of little help for we have yet to establish a standard distribution pattern.

Analyzing how some of these services became

involved in the contract business would help to fit them into the puzzle. The architect probably never wanted to become entangled with the details of interior design, especially those of supply But the scarcity of talented designers compelled him to become active in this field. Furniture stores with old contract departments lost their golden chance. They neither understood the good design the architect demanded nor actively sollicited his orders. As a result, many architects not only specify interior furnishings today; they also purchase them.

Interior designers recognized the need for better coordination of design and architecture and became involved in designing and specifying interiors. But their design specifications are sent to retailers for bids on purchase and installation. Thus, another company is added to the medley—one responsible for the installation and guarantee of a job it did not design and possibly doesn't even understand.

It seems, then, that contract specialists who de sign, plan, sell and install the complete job are the most efficient answer for the consumer Such a specialist makes contract design and in stallation his whole business. His design depart ment works with the architect on the overal building plan. He is well informed about avail able lines, their quality and style. This means great deal, for thousands of manufacturers ar making so-called contract sales. (Since the fur niture industry boom in contract sales, anyon covering a chair in black plastic or adding a For mica desk top is in the contract business.) Fina ly, the contract designer can supply the merchan dise and see that it is properly installed. Thus the buyer can rely on one person or one com pany that is totally responsible for all aspect of the interior—an interior commensurate wit the overall architecture of the structure.

The consumer, however, is not the only on with distribution problems. Manufacturers at the distant end have their fair share. Inside price deals, freight and delivery deals are immoral an illegal. Merchandise must be chosen on its meritanot on hidden kickbacks, if we are to protect our selves from ourselves and present the consume with an appropriate distribution structure.

WANTED: CLEARER MARKETING PROCEDURES



BY ANDREW R. ADDKISON Manager, Furnishings Division West Coast YMCA

As contract designers work more and more closely with manufacturers, the local vendor is fast becoming a service and warehouse operation. Other industry ills assailed: pricing systems, vendors' free' interior design service, design piracy.

Some time ago, the local office furniture vendor began to realize that the new bank in town wasn't going to send a delegation down to his store to purchase the furnishings—they had been specified by somebody called an interior lesigner. The vendor was asked to bid on the job, but his usual retail price was far higher than that if another newcomer: the contract department if his neighbor's store, which didn't bother to arry a heavy inventory. The vendor complained to the manufacturer. Few manufacturers have eally tried to solve the resulting dilemma. They vanted to appeal to the growing power of the nterior designer and yet did not want to injure ong-standing relationship with dealers.

The result has been that today there are probbly as many methods to secure contract merhandise as there are manufacturers, distribuors, dealers, contract houses, designers and onsumers. The time has come for manufacturers of join hands and establish a common, reasonable and sensible procedure—making it as rigid as eccessary to protect them all.

The myriad formulae used to figure net pricing are a ridiculous anachronism. The manufacirer with a sliding scale, quoting a different scount to almost everyone, is busy cutting his yn throat. Those who cherish their franchised ealer system would do well to quit fooling themelves. (Incidentally, many of their dealers are all o willing to substitute another line.) One manufacturer last year took a giant step in the right direction by publishing a "net" price list. In the final analysis it wasn't net at all, but at least they were aiming in the right direction. Recent rulings by the Federal Trade Commission will help to regulate inflated retail pricing practices but doesn't get to the real core of the problem. It is obvious that little or no attempt is being made by manufacturers of similar products to standardize their discount systems and selling policies. There seems to be no valid reason why this can not be done.

In my opinion, the interior designer will be forced, ultimately, to work directly with the manufacturer or his representative. As a rule, distributors and dealers don't know enough about their products to satisfy his demands. This means the manufacturer is constantly adding salesmen to his staff to perform the leg work which dealers can't or don't provide. The local vendor is fast becoming a service and warehousing type of operation. When giant sized orders are being considered, the distributor, dealer or contract house is generally by-passed, the manufacturer bidding directly to the consumer. Unless the local vendor recognizes this and makes a place for himself by providing the warehouse type of service, he is going to be left wanting.

The so-called "free" interior design service offered by many large dealers and contract houses is a thorn in the professional interior designer's side, and it is usually a disservice to the customer, too. There is no such thing as a free interior design service. The cost is covered in the mark-up of furnishings. The designer is usually limited to the lines carried by the firm, and worse still, he is encouraged to use up leftover merchandise or over-stocked items. Finally, the company has no competition; once an agreement has been made, the dealer can go back to the client with a "poor mouth" story to explain why the furnishings are going to cost more than his original estimate. The client is trapped, his building is about to open and he is frantic to secure the merchandise; he pays. Such practices give the whole contract industry a black eye.

The contract interior designer who buys merchandise and resells it to the client is open to the same criticism. The truly professional interior designer realizes he is selling only one thing: his service. He must charge enough for this service to provide it without compensation from any other source.

By and large, the contract industry is producing enough well-designed products to afford good interior design and satisfy the needs of the consumer. There is, however, a serious problem in design piracy. The manufacturer who copies a good design except for a slight change here or there inevitably changes what made the design good in the first place. If an item is well-designed, any change makes it a badly designed one. Usually, changes are aimed at cutting cost, and to do that, quality must also be cut.

New designs are developing and will continue to be developed and improved. Specially designed merchandise can often satisfy the continuation of the architectural design and supply the function intended for its use. But the interior designer who abounds in specially designed items is highly suspect of being too lazy to get out and shop the munificent contract market.

FINANCING COMES TO THE FORE



BY IRVING GREENFIELD, SR. President, The Maxwell Co.

Financing has become a tremendous factor which increases the complexity and competitiveness of furnishing contracts.

The unexpected growth of contract furnishing has materialized far beyond the early estimates of a decade ago and with its expansion a new element has crept into the field. The new element is financing complications.

Prior to World War II, negotiations between a prospective client and a contract furnishing firm were comparatively simple, with both parties clearly outlining their commitments. Today, however, financing has become a tremendous factor which increases the complexity and competitiveness of furnishing contracts.

In the early days the seasonal aspects of the hotel-motel business in Florida necessitated the establishment of "payment programs" for contract furnishings—with the majority of substantial payments being made during the profitable "in season" months. I recall the case of a specific hotel owner who paid 25% down on furniture installed in October, with a promise to pay the balance during the peak winter months. This, of course, was merely an extension of credit and not financing as we know it today.

Today, the available capital of a client must wisely cover a number of commitments for the construction and operation of the hotel. For example, the site has been selected and long-range terms for payment agreed upon; an architect has rendered blueprints and a contracting firm has submitted an acceptable bid. The hotel owner is now ready to consider contracting for the furnishings and decor, two important factors in the success of his soon-to-be-constructed hotel.

The hotel owner's choice of furnishings for the interiors of his hotel is a critical one and is not merely a matter of creativity in selecting a contract furnishing firm. There are a number of subtle business factors involved, which if over looked could seriously endanger the success of his operation. Unlike payments on the tract of land and actual building, which frequently may be extended over decades, the most liberal financing terms available for contract furnishing seldom go beyond five years. Thus, the hotel owner must be certain, especially during the first few years of operation, that there has been realistic estimate of anticipated income and expenditures.

Let me point to a hypothetical case. A hoto owner may plan on expenditures of a specifiamount annually, believing he has explored a avenues of expense. A contract furnishing experiment would check this very carefully and might as the client: "Have you examined the laundering facilities in your area?" By virtue of his experimented the contract furnishing expert knows the in a metropolitan area where laundry service rapid (one or two days), three sets of lines would be adequate but in an area where laundry service is below this standard (four or findays), the purchase of a much larger supply linens would be necessary for the successful of eration of the hotel.

Obviously, this cost increase would be over looked and, when combined with others not in mediately evident, would enormously reduce the profits the hotel owner had anticipated. Instead of securing financing for \$200,000, a more resistic figure would have been \$225,000.

There are hotel owners with available capital in excess of a quarter of a million dollars who prefer to make a reasonable down payment on a one hundred thousand dollar investment in furnishings in lieu of paying the entire amount in cash. By keeping a major portion of his negotiable assets free, the hotel owner may use the balance of his funds for the building of other new hotels, which in turn will be furnished through contract furnishing financing.

One of the major dangers for the hotel or motel owner seeking contract financing is that he must be certain that the firm he selects has sufficient resources and is in a position to acquire adequate financing to fulfill its contractual commitments. The most successful contract furnishing firms maintain close working associations with banks, insurance companies and other lending institutions that provide them with virtually unlimited credit to furnish any job they undertake. A number of contract specialists function so safely that when dealing with them the hotel owner is assured of a sort of insurance policy arrangement—they guarantee complete installation of furnishings by the scheduled opening date while assuming all risks and responsibilities.

COME WEST: YOUNG MAN!

BY HENRY A. ADAMS Beneral Manager, Western Merchandise Mart

There's still room for more in California, where he contract industry is exploding as much as the opulation.

any young man who has not already taken forace Greeley's famous advice to go West—is robably planning to do so. It would appear that ordes of Americans wish to live in California. The celebrated population explosion in the west as created an insatiable demand for new homes, partments, offices, schools, colleges and churchs. Along with these basics has grown the need or clubs, recreation centers, restaurants, thears and retirement centers. Because of its fabuus variety of weather, scenery and sport, milons of vacationeers visit the west year around, leaning expansion of hotels, motels, resorts, conention halls, entertainment and transportation utilities.

The obvious result has been an exploding exansion of business and industry, especially, that

of the furnishings industry—both in home and contract. The entire nation is affected since business is not limited to the local concerns but is transacted with firms across the country.

The west offers new hope, new excitement and young ideas. New ideas in design, merchandise, and approaches to living are welcome here—indeed, may even begin here.

The Western Merchandise Mart is celebrating its first 50 years (1915-1965) as "home furnishings market center of Western America." The contract field presents a far brighter future.

"BARGAIN BASEMENT" STIGMA HURTS INDUSTRY

BY ROBERT W. KYLE Contract Sales Manager, The S. M. Hexter Co.

Overemphasis on price encourages fast-deal operators, shoddy merchandise, and dissatisfied clients.

The greatest inadequacy troubling the contract field today is the "bargain basement" label so often attached to commercial interiors. There is too much emphasis on price as against the actual value of an item. This has led to instability in the industry, by creating opportunities for fast-deal operators anxious to make a quick dollar, who come out with cheap, shoddy merchandise. The legitimate supplier is reduced to a non-profit margin if he wishes to compete. And the client who purchased the poor merchandise is unhappy in the long run.

There are too many cases where competent designers are hired to specify a job, and then so many changes occur in the specifications before the job is actually installed that the designer's original purpose is completely defeated. Any savings the client had hoped to make over a long period by utilizing a designer is lost, since little emphasis was placed on long-range performance and maintenance.

The substandard products of a small minority of suppliers has damaged the whole contract industry. Herein lies our challenge for the future. We must increase the confidence of our customers, educate them to the advantages of a quality product, and be prepared to meet their ever-changing needs. Our product lines must be made more versatile without sacrificing styling or reducing good maintenance qualities.

CHALLENGE TO THE MANUFACTUR

While the general state of the contract product is good, there is a danger of monotony and inflexibility. Industry leaders call for more imagination in design, more thorough-going research in developing new furniture and furnishings to meet specific human requirements. Service, too, can be improved, and the problem of selling quality is always with us.

OFFICE FURNITURE LACKS IMAGINATION



BY JENS RISOM Jens Risom Design, Inc.

Too many manufacturers take the safe route of revamping competitors' successful designs instead of the hard, creative route of developing new products to meet clearly analyzed human requirements.

In order to analyze the current challenges in office furniture design, it will be helpful to briefly examine how the evolution of what is now termed "creative office furniture design" emerged.

Only a few years ago, office furnishings sadly lagged behind the great strides that had been made in office building architecture. A handful of furniture designers, motivated solely by their own instinct, gave serious thought to the problems and needs of the modern office and set out to create furniture that would enable the executive and his assistants to accomplish their tasks with greater ease, speed and efficiency. The concept became established that furniture must be designed around the individual and reflect his needs, work habits and status.

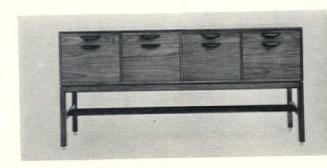
Gradually the renaissance in office furniture design progressed. One has only to compare the great variety of office furniture designs today with the ubiquitous metal desks and so-called "standard double-pedestal desks" of only a few years back to realize what has been accomplished. If I may cite one example from our own company: the standard file cabinet previously was a crude and cold metal box. The photograph (right) illustrates how we transformed this box into an attractive piece of furniture—and a more efficient unit besides.

The challenge for designers and manufacturers of office furniture today is to continue the development of flexible furniture, based on careful analysis of what needs to be done for the end user. We have learned that no two people have the same work habits, no two jobs are exactly alike. The designer through activity analysis, research, experience and inherent talent must build full flexibility into his concept of design. If a group of carefully integrated stock components has been created, the space planner or the interior designer may, without going into custom work, select for a group of offices individually assembled tables, desks, storage units and other furniture with the same basic design philosophy but adjusted and assembled to the individual of fice or person.

Perhaps, the most challenging problem confronting us is the work station where the executive spends the greatest amount of his time. We all know that he spends more time at his desiin conference with other people than he doe working alone. He does not need as much storage space as he probably thinks he does. Therefore, through efficient planning of storage unit and desk arrangements the designer can creat a lighter, more open, informal and friendly work station. To the visitor, the staff member or the secretary, this atmosphere is of enormous importance.

The furniture designer in the field of office planning assumes a tremendous responsibility. He needs a thorough knowledge of the market to create his designs and then he must take the responsibility for fully explaining and "selling his designs so that his basic design concept it transferred intact through the manufacturer, the dealer and the salesman to the office manage and the individual end user.

I am afraid that too many manufacturers an too many dealers still lack imagination and cou-



age when it comes to developing and selling new designs that veer slightly from the beaten path of "established" designs. It is much safer, such a manufacturer believes, to revamp a design which has been successful for one of his competitors. And the extra sales effort required to introduce anything differing from the norm is a challenge only too few dealers accept.

Fortunately, we've made progress in educating the business consumer about the benefits of good design. It is unusual today to find a large organization completely unaware of the importance of careful interior planning. However, the job is by no means finished, and among smaller firms there remain a great many organizations which do not recognize the need for space planning, or even know where to turn for guidance and advice.

There is no doubt in my mind that the real responsibility for the upgrading we have recently witnessed and which we will continue to enjoy in the future, rests with the creative furniture designer—manufacturer team.

TOO MANY KNOCKOFFS?



BY JACK LENOR LARSEN Jack Lenor Larsen, Inc.

Contract fabrics are plagued by stereotype and monotony, wasting their potential—greater than in almost any other product—for introducing individuality and variety to commercial interiors.

What is a contract fabric? Confusion abounds. Some interior designers believe that a contract fabric is one that should cost practically nothing, be sold by the mile, outwear the client, and be so completely anonymous as to disclose nothing about the fabric maker, specifier or purchaser. On the other hand, many of our clients think of contract fabrics as very expensive goods which are bought cut-order for personalized executive suites. To them, cost is not so important as quality, and qualitative differences become as important as any other single factor.

There seem to be more differences than similarities between fabrics for the several contract markets. A fabric facade for an entire high-rise block presents a different problem than the window treatment for an executive floor, single office or a board room. By the same token, seat-

ing requirements for a school auditorium are stringent beyond those for the dean's office. Fabrics in a suite at the Plaza are contract; yet, so are those at the "Y". Hospital and institutional curtains which go through the same laundering as sheets and towels—and sometimes as often—are contract fabrics. So are the hotel and restaurant draperies whose glamour-per-dollar quotient ranks above maintenance.

Contract fabrics are chosen according to varying degrees of the following criteria:

- · durability;
- · soil resistance and easy maintenance;
- economy—which should be evaluated in relation to fabrication and life span;
- decorative merits including eye-appeal, hand and drape, comfort, qualities of luxury, glamour and well being;
- · status and exclusivity.

Usually, one or two factors are more important than the others. In my opinion, fabrics which last forever but which do not make a room more pleasant and livable are as poor a selection as those ill-chosen in terms of durability or maintenance.

Contract fabrics are usually distinguished from apparel or even decorator fabrics by their stereotype and monotony. As any perplexed mill man can tell you, upholstery fabric must be plain woven or appear wool-like, it must be plain colored in one of eight or ten essential shadesand it must be "very exclusive." Of the 500 mills producing upholstery fabric for contract market, most make either a magnificent or shoddy variation of five basic types. So many plants making the same goods suggests narrow vision among either fabric designers or interior designersperhaps both. If even in its contract stronghold, contemporary design does not offer freshness and variety, the designer proponents will need to relearn the classic orders of detailing, festoons and galloons.

If high-rise curtain walls all seem to look alike, the peas-in-a-pod desks, carpets and (especially) the fabrics inside, look even more so. Of all these components, the fabrics can most readily vary in pattern, scale, color and character so as to build rooms for individuals.

It is interesting to me that so few contract fabrics are specially designed and executed. There are installations so vast and important that could afford custom designed fabrics to fit the need of a specific client or a specific building. In monetary terms, custom design can be an economy and not an expense. In terms of fitness of fabric to architecture, there can be no question that the custom design is superior. Perhaps, the stimulus of specific commissions, together with the healthy friction of fabric designer and architect working in tandem, can serve as an incentive to a new variety of fabric design.

NEEDED: NEW PRODUCTS FOR A NEW ERA



BY MARK GALLANTY Sales Manager Crown Wallpaper

To keep pace with our urban growth and redevelopment, contract producers must continually experiment with new products. Exciting prospects in wallcoverings include those that reject dirt and change color.

The establishment of CONTRACT Magazine in 1960 provided a central point where designers, suppliers and clients could exchange ideas necessary to the gowth of an industry. It coincided with the recognition of the word "contract" to signify the maturing of the commercial furnishings industry and an upgrading of all its aspects.

We, at Crown, are greatly impressed with the awakening of the industry not only in the densely populated east, but across the entire nation. Cities such as Cleveland with its Erieview project, St. Louis with its waterfront redevelopments, Detroit with its downtown rebirth and others from one end of the country to the other, are approaching the rebuilding point that New York reached in the early 1950's. These massive undertakings forecast great growth for all members of the contract industry.

With this potential in view, the manufacturer of contract merchandise is forced to experiment with new materials and new designs. Designers will demand not only that manufacturers stay abreast of the times, but that they lead the way to the future. From the wallcovering industry, we can see the development of new materials to be used on virtually every wall of every new building. For example, a permanently statically charged wallcovering will be developed that automatically rejects dirt, dust and smear. Or a new covering in which color can be changed through chemical means while permanently attached to the wall. Color would be made to flow through the covering in a predetermined design pattern by an osmotic action-allowing design and color to be changed at will.

We also see the need for a new covering material that can be used over the large expanses of glass used in modern construction. A reflective covering with design, color and pattern would be applied to the interior of the glass and still be invisible from the outside of the building. It

would eliminate glare while creating a variety of handsome, translucent walls rather than the continuous monotony of glass from office to office.

The satisfactory development of such exciting new products will require a closer liaison between designer and manufacturer. More and more manufacturers are retaining designers on their staffs, so that there may be easier communication between the client's designer and the manufacturer. The market has more than proved itself and the manufacturer can no longer be hesitant about taking risks. The rewards for successful new products and designs are unlimited.

PROVEN USE IS THE BEST STANDARD



BY GODFREY BLOCH President Duraloom Carpet Mills, Inc.

Carpet performance cannot be predicted by a set of specifications or an educated thumb. Its history of proven use is the only reliable criterion.

A discussion of better relationships between designer, client and supplier can do nothing but good, even if it should do no more than create a greater awareness of present inadequacies and irritants. In terms of my own commodity, soft surface floor covering, I submit that the first essential is for designers to confine their judgments to things they themselves understand.

Technicians who have devoted 40 or 50 years to the perfection of textile products to meet various requirements and conditions are aware of their own limitations. They know that it is impossible to predict the wearing quality of a carpet by theorizing about its specifications, or by feeling it with their thumb, however well-educated that thumb may be.

Reliable criteria are not lacking, however. The performance of a carpet can be judged by its history of proven use. Every mill should accept the responsibility of presenting in unmistakable terms the history of proven use for each quality—heavy duty, moderate use, and so on. Designers and specification writers would surely gain by adhering to the "proven use" standard and would spare themselves a great burden of irrelevancies

FABRIC FINISHING: A MUST IN CONTRACT



BY FREDERIC LEE HESS, JR. Kiesling-Hess Finishing Co.

In its relatively short history, fabric finishing has become a contract must. The future of the industry offers unlimited horizons,

In recent years, a new animal has come upon the American scene: the "custom finisher." Although its emergence caused no mass hysteria, it is nevertheless making itself felt in every area of decorative life—be it office, restaurant, theater, hotel, educational institution or home.

Fabrics were every bit as magnificent before the arrival of the custom finisher, but much less functional, creatively designed but fantastic fire hazards, pastel colored but soil and spot attractors. Today the custom finisher can chemically adapt any fabric to fit practically any purpose. A lightweight, delicate silk can be used as upholstery fabric with the application of an acrylic backing. The backing adds strength by locking in the fibers, preventing slippage, and thus retaining dimensional stability without changing the characteristic face of the fabric.

The application of stain resistant finishes makes light colored, and all colored, fabrics functional on upholstered units. These finishes have been so improved over the last few years that fabrics treated give many times their normal performance and retain a new look much longer. And there is no longer any loss due to shrinkage when stain repellents and backings are applied. Yet the application cannot be seen or felt, does not change the color or character of the fabric and can be applied to all types of woven fabrics—even to the softest velvets.

Fires have claimed many lives in public buildings, in hotels, night clubs, schools and restaurants. In many cases, wall and window hangings played a part in adding to the holocaust since most fibers carry a flame readily and rapidly. Today, fire marshalls in most states are taking steps to require that draperies and wallcoverings fabrics must be flameproofed before installation. Here again, the custom finisher has met the challenge by his ability to flame retard fabrics without changing the color, character, or hand of the material, and still allow the creative designer an unlimited fabric selection.

Tight scheduling has often kept the contract designer away from fabric finishing. But today, the plus features of fabric finishing can be done in one day. The cost of finishing has become less and less and time has been cut to the bare minimum. Though we can be proud of these accomplishments, we stand ready to meet future challenges in the chemical finishing field—since that's essentially our reason for being.

IS FURNITURE DESIGN IMPROVING?



BY DAVID BENDELL President Beautycraft Furniture, Inc.

The growing importance of the contract designer has forced manufacturers to upgrade their lines and keep a closer eye on design trends.

During the past several years the interior designer and contract specialist have become a major factor in the buying of contract furniture. Those of us who have been associated with the industry for a long time recall the early days when this aspect of opening a hotel was left in the hands of a purchasing agent or hotel owner, neither one of whom knew very much about good furniture design. Today, with the designer an important factor in the field, manufacturers are forced to upgrade new trends and lines.

Rooms and public areas in hotels and motels no longer can afford to be a hodge-podge of stilted, conventional or run-of-the-mill furniture. Competition in the field has grown enormously and undoubtedly it is this that inspires hotel owners to reject what was considered desirable in the furnishing field twenty-five years ago. This forward trend is commendable since it affects the furniture manufacturer and forces him to be flexible to the demands of the interior designer.

It becomes more and more essential each year that manufacturers anticipate what the new trends will be. For example, last year Spanish groupings were popular while Danish Modern is in demand this year. The picture changes all the time and it is important that manufacturers keep pace with the change in mood and tempo, and that interior designer and supplier work together more closely to achieve the best results in the industry.

EXPANDING DESIGN HORIZONS

BY JAMES SEEMAN James Seeman Studios, Inc.

Stereotype and monotony need not be the design solution to contract installations. Manufacturers welcome the opportunity to develop new techniques, new ideas.

While the client does provide the wherewithal, the designer is the life blood of the contract industry. But does the designer realize how much the supplier can do and how eager we are to work with him as closely as possible to satisfy his particular needs on a particular job?

In a way, the growth of the wallcoverings industry has contributed to the problem of cooperation between the designer and the supplier on various levels. There is so much available, especially in the so-called revival of traditional design, that it seems design per se is uncalled for: all you have to do is look up a period in a book and reproduce it as closely as possible. Essentially, this means that stereotype becomes the solution to most design problems. In the contract restaurant field, for instance, we see a chain of "basic rooms" spreading across the country—the Bourbon Room, where red flock solves everything; the Chinese or Far Eastern Room; the Gaucho Room, and the room in which brocade wallcovering is used to suggest anything from Viennese to Louis XV. This is easy to sell—it's always easier to sell what people have seen before-but endless repetition is basically stagnant and will ultimately destroy the effect of exclusivity and luxury demanded by the client.

At one time, wallpaper designers started with a white sheet of paper and created what was needed. Though a variety of choice is certainly desirable, there is no reason why the contract designer must stay rigidly within the guide-lines of what is available rather than what can be developed on that white sheet of paper.

We, for example, are equipped to produce almost any special design or coloring required; this is not a completely unselfish gesture on our part. Just as the designer extends himself to create a special design, so manufacturers welcome the opportunity to develop new techniques, new ideas. Many special designs, both in wallcoverings and the stone sculpture and screen walls of our line, have been adapted to basic patterns or have led to other excellent designs and forms. Challenge us more often—but when you do, exercise enough control over the client so he doesn't reproduce our ideas elsewhere without incurring the initial design expense.

There are, of course, many wall spaces within a contract installation which do not require special designs. However, designs and styles appropriate to residential interiors must be rescaled and colored for the completely different spatial needs of the contract market. This, too, is an area in which the supplier and designer should work more closely. Our firm has found it advisable to engage the services of leading contract designers to guide us in this area. It has led, in fact, to the development of a contract wallcovering collection which we expect to introduce this year, incorporating many of the lessons we have learned about contract wallcoverings. Due to pro-rating design costs at a volume level, wallcoverings can be provided for large wall spaces at lower cost.

ARE WE SACRIFICING QUALITY FOR VOLUME?

BY FELICE JAHIER President, Chairmasters, Inc.

There is a dangerous trend among contract consumers to using inferior products. Contract designers and dealers must help in educating the end user about the long-term benefits of quality construction.

The big challenge to the contract design and furnishings industry of the future centers on quality. Will the industry sacrifice quality in order to achieve volume, or will it be maintained in order to up-grade the taste of the industry's customers.

Over the years, the industry has watched manufacturers oriented in the retail market enter the industry with no background in the contract field. Their products are designed for the retail user. Obviously, they can offer these products at prices below that of true contract construction equipment. However, the first price in contract purchasing should be the last price—not followed in too short a time by the need for replacement purchasing.

Designers, architects, and dealers must set the way for a higher quality appreciation by the end user. In educating the end user to the importance of true contract construction, the dangerous trend to inferior products will be reversed before it affects manufacturers, specifiers, and the industry as a whole.

This, however, necessitates all segments of the industry to work closely with each other. A successful interior consists of a series of interrelated factors within that interior. It necessitates manufacturers to work closely with the customer, as well as with the designer and specifier. The end user in many cases knows his problem better than anyone else. Further, it is important that manufacturers assist the designer with their own technical know-how. We maintain at our factory services that include an engineering department and

drafting offices staffed with trained professionals who can interpret, assist and suggest solutions to the designer on projects they are developing and on which we are asked to quote.

The expanding contract furniture industry is no longer a one-man operation. With projects running into six figures, only cooperation on all factors of a project will assure customer satisfaction and success.

FURNITURE ENGINEERED FOR ABUSE

BY FRED E. GATES
President, Armstrong Furniture Co.

In many types of institutions, furniture is abused beyond belief. It is up to the manufacturer to anticipate this hard handling with built-in protection at the construction level.

There are two outstanding problems in designing for institutions today. The first we must learn to live with, the second we must endeavor to correct.

The first is the fact that furniture used in many types of institutions—especially colleges and universities—is abused beyond belief. The administrators of these institutions find it difficult to compete with their limited funds for supervisory personnel who are equipped to maintain the care of the beautiful furnishings installed in universities and colleges throughout the nation.

This is a problem that admits of no ready solution. The manufacturers can, however, alleviate the condition to some extent. When we at Armstrong are given the opportunity, we engineer the construction of furniture destined for such institutions to withstand excessive abuses. Many competent interior designers are not aware of the engineering aspects of each piece of furniture they specify, nor can they be expected to be so. When we explain that a particular model should not be used and suggest another, we have only received appreciation for our consideration.

The second weakness is the desire of many purchasing agents to get something for nothing. They will ask interior design organizations to nake a free presentation and then, when they accept the presentation, the furniture is put out for pen bids. This leaves the original designer holding the bag.

It is our opinion that in order to correct this nequity, the institutions should either pay a fee or this service to a reliable, designated interior esigner, or purchase the presentation through ompetition with two or more interior designers. When they have made their decision as to which resentation they accept, that is the time to place he job out for competitive bidding.

GAPS IN THE TEXTILE INDUSTRY



BY N. DAVID SNYDERMAN Vice President, David & Dash

More dependable service, more trustworthy products, and greater collaboration in research between mills and yarn producers are all overdue.

The great inadequacy of the textile industry today exists in the inability of many companies to provide service. Yet, the degree of success of one company against another is based entirely upon this factor.

When deadlines are missed, servicing is mediocre and the logistics of a job is not carried out as promised, the industry as a whole suffers. Owners and administrators of projects are concerned with so many duties that unless they can rely on the servicing companies to meet commitments and deliver on time and without headaches, they feel discouraged about undertaking other new furnishing or remodeling projects.

It is the responsibility of the supplier to produce products that will bear a reasonable life expectancy. Many products are put on the market before they have proved themselves, and in many instances, the haste of a supplier to be the first on the market has resulted in catastrophe. Leadership in design can be respected only if it is reinforced with the confidence that a product will perform well after extended use. Purchasers must be able to rely upon merchandise. In today's fast moving merchandising world, it is impossible for purchasing agents to do the research before they specify a product.

As a textile company, we run into the problem of proving the statements made by the yarn companies. Yarn producers claim that certain yarns will maintain their stability and color under subjected conditions. However, when these yarns are woven into an actual fabric, the fabric may stretch, or wash improperly—because the yarn was mixed with others of a different type and characteristic. Statements made by the yarn producers frequently do not apply when placed in context with the problem of the woven fabric.

It would be beneficial for both parties, yarn producers and textile mills, to collaborate on research in order to produce textiles that will meet requirements of durability, appearance and maintenance. I would particularly like to stress maintenance, as this is of greatest interest to the overhead of all institutional projects.



At home... The new front office look

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"at home" look for the front office. GLOBE FURNITURE COMPANY, High Point, North Carolina. Fine Living Room Furniture since 1905.

Fabrics by DuPont. Setting by David Feldman, A.I.D. and Joanne McLellen, A.I.D. for DuPont at the New York World's Fair.

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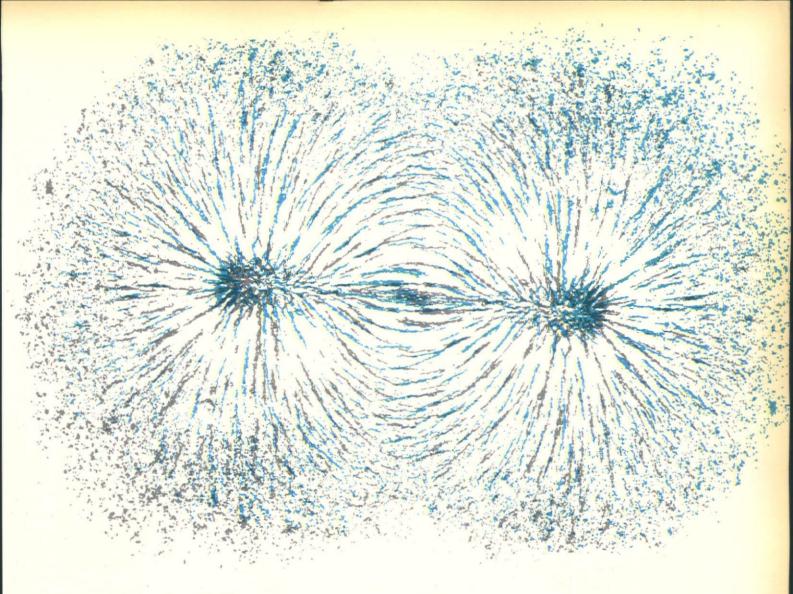
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ALPHABETICAL LIST OF CONTRACT MANUFACTURERS

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Agron Bros. Co., 960 N. La Brea Ave., Los Angeles, Cal. Abbott-Miller, 631 W. 125 St., New York 27, N.Y. Acme-National Refrigeration Co. P.O. Box 188, Astoria, N.Y. Hugh Acton Design Co., 588 Brookside, Birmingham, Mich.	OL 6-7322
Acme-National Refrigeration Co. P.O. Box 188, Astoria, N.Y. Hugh Acton Design Co., 588 Brookside, Birmingham, Mich.	RA 1-5510
Acushnet Process Co., New Bedford, Mass. 02742 Adams Leathers & Vinyls Inc., 304 E. 54 St., New York, N.Y. 10022	PL 9-7303
Admiral Corp., 3800 W. Cortland St., Chicago, III.	SP 2-0100
Acushnet Process Co., See Brookside, Birmingham, Mch. Acushnet Process Co., New Bedford, Mass. 02742 Adams Leathers & Vinyls Inc., 304 E. 54 St., New York, N.Y. 10022 Adanlock-Jamestown Corp., 61 Water St., Jamestown, N.Y. Admiral Corp., 3800 W. Cortland St., Chicago, Ill. Advance Design Inc., 45 W. 33 St., New York, N.Y. Aero Service Corp., 210 E. Courtland St., Philadelphia, Pa. Aeroshade Co. Inc., P.O. Box 559, Waukesha, Wis. Aetha Steel Products, 730 Fifth Ave., New York, N.Y. Airco Plastics Products Div., Air Reduction Co., 350 Fifth Ave.,	GL 7-3000 LI 7-2101
Aetna Steel Products, 730 Fifth Ave., New York, N.Y.	New York,
The second secon	461-5100
Airtemp Div., Chrysler Corp., 1600 Webster, Dayton, Onio Air Wall Div., Hupp Corp., P.O. Box 545, Paramount, Cal. Albano Co. Inc., 309 E. 46 St., New York, N.Y. 10017 Alco Equipment Co., 884 Tenth Ave., New York, N.Y. A. Alpert Inc., 674 Ninth Ave., New York, N.Y. Edward Alden Studios 7600 Russell, Detroit, Mich. J. Alden Studios Inc., 19 W. 26 St., New York, N.Y. Allen Industries, 1927 Leland, Detroit, Mich. Alled Chemical Corp., 261 Madison Ave., New York, N.Y. 10016 All-Steel Equipment Inc., Aurora, Ill.	ME 4-3116 PL 1-5980
Alco Equipment Co., 884 Tenth Ave., New York, N.Y. A. Alpert Inc., 674 Ninth Ave., New York, N.Y.	871-8888
J. Alden Studios Inc., 19 W. 26 St., New York, N.Y.	OR 9-4710 TE 2-5656
Allied Chemical Corp., 261 Madison Ave., New York, N.Y. 10016	HA 2-7300 896-0851
Allwin Furniture, 6 E. 33 St., New York, N.Y.	
	00 5 0574
Alma Desk Co., sox 211, High Fulli, No Aluminum Co. of America, 1706 K Alcoa Bldg., Pittsburgh, Pa. Alva Museum Replicas Inc., 140 W. 22 St., New York, N.Y. Amana Refrigeration Inc., Amana, Iowa America House, 44 W. 53 St., New York, N.Y.	OR 5-8574 622-5511
America House, 44 W. 53 St., New York, N.Y. American-Accordion-Fold Doors, Inc., 175-35 Liberty Ave., Jamaica, N.Y. American-Billetin Rubber Co. America Floring Div., Trenton, N.J. 08607	OL 7-2000
American-Accordion-Fold Doors, Inc., 175-35 Liberty Ave., Jamaica, N.Y. American Biltrite Rubber Co., Amtico Flooring Div., Trenton, N.J. 08607 American Chair Co. Inc., 911 N. 11 St., Sheboygan, Wis. 53082 American Cyanamid Co., 595 North Ave., Wakefield, Mass. American Desk Mfg. Co., Temple, Tex. American Drapery & Carpet Co. Inc., 184 Fifth Ave., New York, N.Y. American Fixture Inc., 15th & Schifferdecker, Joplin, Mo. American Floor Products Co., 4922 Wisconsin Ave. N.W., Washi	457-5027 245-9500
American Desk Mfg. Co., Temple, Tex. American Drapery & Carpet Co. Inc., 184 Fifth Ave., New York, N.Y.	PR 3-4575 AL 5-8600
American Enka Corp., 350 Fifth Ave., New York, N.Y. 10001 American Fixture Inc., 15th & Schifferdecker, Joplin, Mo.	PE 6-2300 SU 1-1611
American Floor Products Co., 4922 Wisconsin Ave. N.W., Washi	363-0088
American Furniture Novelty, 2601 Fournoy, Chicago, III. American Latex Products, 3341 W. El Segundo Blvd., Hawthorne, Cal	OS 6-0141
American Leather Mfg. Co., 250 Passaic St., Newark, N.J. American of Martinsville, Contract Div., Martinsville, Va. American Metal Products, Div. of Burroughs Mfg., 3000 N. Burdick St.,	632-9843 Kalamazoo,
Mich. 49003 American Olean Tile Co., 1000 Cannon Ave., Lansdale, Pa. 194	342-0161 46 855-1111
Mich. 49003 American Olean Tile Co., 1000 Cannon Ave., Lansdale. Pa. 1944 American Radiator & Standard Sanitary Corp., 40 W. 40 St., New 10018	York, N.Y. OX 5-5600
American Screen Products, 20 N. Wacker Dr., Chicago, III. American Screen Products, 20 N. Wacker Dr., Chicago, III. Grand Repoils Mich. 49:	245-3121
American SERPE Corp., 716 Madison Ave., New York, N.Y. 1002 American Viscose Corp., 350 Fifth Ave., New York, N.Y.	1 TE 8-7000
American Window Shade Mfg. Co., 325 Rockaway Ave., Bro O. Ames Co., P.O. Box 1774, Parkersburg, W. Va.	oklyn, N.Y.
American Screen Products, 20 N. Wacker Dr., Chicago, III. American Seating Co., 901 Broadway N.W., Grand Rapids, Mich. 49: American SERPE Corp., 716 Madison Ave., New York, N.Y. 1002 American Viscose Corp., 350 Fifth Ave., New York, N.Y. American Window Shade Mfg. Co., 325 Rockaway Ave., Bro O. Ames Co., P.O. Box 1774, Parkersburg, W. Va. Amsterdam Corp., 41 E. 42 St., New York, N.Y. 10017 Amto Lamps, 5526 Cleon Ave., N. Hollywood, Cal. 91601	877-6464
AMV Inc., 588 Brookside, Birmingham, Mich. Win Anderson Fabrics, 677 Fifth Ave., New York, N.Y. Antrex Corp., 200 W. Willow St., Chicago, III.	PL 8-2209 HU 6-2726
Arc Apex Equipment Co., 443 Park Ave. S., New York, N., Y. Architectural Pottery, 2020 S. Robertson Blvd., Los Angeles, Cal., 9003 Architectural Products Corp., 104 E. 40 St., New York, N.Y.	MU 6-0600
Architectural Products Corp., 104 E. 40 St., New York, N.Y. Architectural Systems, 4300 36 St. S.E., Grand Rapids, Mich.	
Architectural Products Corp., 104 E. 40 St., New York, Architectural Systems, 4300 36 St. S.E., Grand Rapids, Mich. Arco Lighting, 1010 Third Ave., New York, N.Y. Armstrong Cork Co., Liberty & Mary Sts., Lancaster, Pa. 17604	TE 8-2425 397-0611 267-8916
Armstrong Cork Co., Liberty & Mary Sts., Lancaster, Pa. 17604 Armstrong Furniture Co., P.O. Box 636, Martinsburg, W. Va. Herbert Arnot Inc., 250 W. 57 St., New York, N.Y. Artcraft Industries Inc., 1770 Sichel St., Los Angeles, Cal. Artes de Mexico International, 163 Pittsburg St., Dallas, Tex. Artistic Drapery Mfg. Corp., 14753 Aetna St., Van Nuys, Cal. Artloom Carpet Co. Inc., 295 Fifth Ave., New York, N.Y. Art Metal Inc., Igmestown, N.Y.	207-0710
Artes de Mexico International, 163 Pittsburg St., Dallas, Tex. Artistic Prapery Mfg. Corp., 14753 Aetna St., Van Nuys, Cal.	RI 8-3306
Artloom Carpet Co. Inc., 295 Fifth Ave., New York, N.Y. Art Metal Inc., Jamestown, N.Y.	MU 4-2000
Art Metal Inc., Jamestown, N.T. Artolier, Garfield, N.J. Arts for Architecture, 50 Rose Pl., Garden City Park, N.Y. Art Steel Co. Inc., 170 W. 233 St., New York, N.Y. Arvin Industries Inc., 1513 13 St., Columbus, Ind. Associated Draperies, Field Sta., St. Louis, Mo. Astra Bent Wood Furniture Co., East Arlington, Vt. 05252	772-7800 PL 1-4040 KI 8-5006
Art Steel Co. Inc., 170 W. 233 St., New York, N.T. Arvin Industries Inc., 1513 13 St., Columbus, Ind.	372-7271 OL 2-7939
Associated Draperies, Field Std., St. Louis, Mo. Astra Bent Wood Furniture Co., East Arlington, Vt. 05252	375-2566
Athol Mfg. Co., Div. Plymouth Cordage Ind., Butner, N.C. Atlantic Refining Co., 260 S. Broad St., Philadelphia, Pa. Atlas Tile Co., 264 W. Spazier Ave., Burbank, Cal.	TT T 00 (0
Atlas Tile Co., 264 W. Spazier Ave., burdank, Cali. Austin Productions Inc., 1615 62 St., Brooklyn, N.Y. Authentic Furniture Products, 607 Nash St., El Segundo, Cal. Avard Inc., 353 E. 62 St., New York, N.Y. 10021 Azrock Floor Products, P.O. Box 531, San Antonio, Tex. 78206	TE 7-0040 678-9201 TE 8-2364
Avard Inc., 353 E. 62 St., New York, N.T. 10021 Azrock Floor Products, P.O. Box 531, San Antonio, Tex. 78206	CA 2-9641
В	-1
Baker Furniture Inc., 35 Milling Rd., Holland, Mich. Bangkok Industries Inc., 1545 W. Passyunk Ave., Philadelphia, Pc Bank Products Co., 50 Bond St., New York, N.Y. 10012 Barcalo Mfg. Co., 166 Chandler, Buffalo, N.Y. 14207 Barclay Mfg. Co., 385 Gerard Ave., Bronx, N.Y. Barler Inc., 214 W. Jefferson, Goshen, Ind. Barnard & Simonds Co. Inc., 1530 Blaine Ave. S.E., Grand Rapids, Mich E. T. Rarwick Mills Inc., Chamblee Ga.	GL 6-9666 1. 334-7272 GP 3-1630
Bank Products Co., 50 Bond St., New York, N.Y. 10012 Barcalo Mfg. Co., 166 Chandler, Buffalo, N.Y. 14207	GR 3-1630 TR 6-3500 CR 2-7100 KE 3-3191
Barler Inc., 214 W. Jefferson, Goshen, Ind. Barler Simonds Co. Lee 1530 Rigins Ave. S.E., Grand Rapids, Mich.	KE 3-3191
E. T. Barwick Mills Inc., Chamblee Ga. Basic-Witz Furniture Ind., Inc., Box 490, Waynesboro, Va	942-8325
Basic-Witz Furniture Ind., Chamblee Gd. Basic-Witz Furniture Ind., Inc., Box 490, Waynesboro, Va Bassett & Vollum Inc., 217 N. Main St., Galena, III. 61036 Bassett Furniture Industries, Bassett, Va.	777-2461
Bassett Mirror Co. Inc., Bassett, Va. Bassick Co., 960 Atlantic St., Bridgeport, Conn. 06602	629-2547 366-3671 OX 5-3400
Bates Fabrics Inc., 112 W. 34 St., New York, N.Y. Baumritter Corp., 145 E. 32 St., New York, N.Y.	MU 3-5000 MU 6-0992
Bassett Furniture Industries, Bassett, Va. Bassett Mirror Co. Inc., Bassett, Va. Bassick Co., 960 Atlantic St., Bridgeport, Conn. 06602 Bates Fabrics Inc., 112 W. 34 St., New York, N.Y. Baumritter Corp., 145 E. 32 St., New York, N.Y. Beacon Lamp Co. Inc., 1181 Broadway, New York, N.Y. Bead Art by Kenbury, 205 W. 19 St., New York, N.Y. Bead Art Originals, 789 Lexington Ave., New York, N.Y. Bead Decor Inc., 650 N. Robertson Blvd., Los Angeles, Cal.	TE 2-8967
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Beads A La Carte International Inc., 223 E. 60 St., New York, N. I.	256-4600
Beattie Mfg. Co., 242 Main St., Little Falls, N.J.	LE 2-3520
Beaunit Corp. Fibers Div., 261 Fifth Ave., New York, N.Y.	10 5-5900
Beaunit Corp. Textile Div., 450 Seventh Ave., Miami,	Fla.
Beautycraft Furniture Industries Inc., 1907 Culver City, Cal. 90232	391-6231
Beemak Inc., 5740 S. Cerimela Alex York, N.Y.	MU B-4300
Rela Div 181 Tool & Machine Co., 9505 S. Prairie Ave., Chicago,	111. 60628
Remorand Carpet Mills, 11 E. 33 St., New York, N.Y.	MU 3-0820
Bendix Mouldings Inc., 952 Whittier St., Bronx, N.Y.	FL 5-0758
Robert Benjamin Inc., 6 E. 53 St., New York, N.T.	897-9237
Bentson Mfg. Co., P.O. Box 1143, Aurora, III.	PL 1-0470
Bergamo Fabrics Inc., 909 Third Ave., New 1012,	
B. Berger Co., 19/5 E. 65 St., Clevelond, Oliko York, N.Y. 10016	OR 9-8626
Berkshire Hothaway Inc., 201 Park Ave., Rochester, N.Y.	GL 8-7076
Bernan Rug Mills P.O. Box 1792, Fresno, Cal.	233-/303
Bethlehem Furniture Mfg., 2 Park Ave., New York, NY 10016	DA 9.4254
Beyco Precision Mfg. Co., 831 Chicago Ave., Evanston, III.	775-2529
Beverly Hills Rattan Inc., 2100 Signal St., San Pedro, Cal.	PR 3-2828
Bianco Mfg. Co., 2736 Victor St., St. Louis, Mo.	OR 9-3000
Bigelow Sanford Carpet Co., 140 Madison Ave., 11011	TL 2-4130
Birge Co., 390 Niagara St., Buttalo, St., New York, N.Y.	PL 3-9655
George K. Birge Co. Inc., 120 Co., 4363 Ave. N., Birmingham, Ala.	100 1561
Blair Mfa Co Marietta, Ga.	GL 6-3750
Birmingham Ornamental Iron Co., 4303 T Ave. N., Brimingham Ornamental Iron Co., 4303 T Ave. N., Brimingham, M. S., Blair Mfg. Co. Marietta, Ga. Ezra Blank Associates, 500 Stagg St., Brooklyn, N.Y. Frederic Blank Co. Inc., P.O. Box 388, Passaic, N.J. Frederic Blank Co. Inc., P.O. Box 47607, Los Blisscraft of Hollywood, P.O. Box 47607, Los Blisscraft Co., Fifth & Canal St., Michigan City, Ind. Charles Bloom Inc., 15 W. 26 St., New York, N.Y.	GL 0-3/30
Frederic Blank Co. Inc., P.O. Box 388, Passaic, N.J. Rlissgraft of Hollywood, P.O. Box 47607, Los Angeles, Cal.	321-3007
Blisscraft of Hollywood, P.O. Box 4/607, Los Angeles, Carrell St. Michigan City, Ind.	874-3231
Blocksom & Co., Fifth & Condi St., Michigan N.Y.	MU 3-8900
Charles Bloom Inc., 13 W. 20 St., 15 W. 20 S	W (0 0101
Boling Chair Co., Box 312, Siler City, N.C.	742-2121
Bomyte Co. 1407 Broadway, New York, N.Y.	CH 4-0040
Charles Bloom Inc., 15 W. 20 St., New York, N.J. Julius C. Blum, Carlstadt, N.J. Boling Chair Co., Box 312, Siler City, N.C. Bomyte Co., 14D7 Broadway, New York, N.Y. Bonafide Mills Inc., 295 Fifth Ave., New York, N.Y. Bornoughs Mfg. Co., American Metal Products Co., 3000 N. Burdick St.,	OR 9-1922
Bonnie Looms Ltd., 275 Fifth Ave., New Tork, N. Burdick St.,	Kalamazoo,
Borroughs Mfg. Co., American Metal Products Co., 3000 11.	342-0161
Mich. 49003	684-7131
Mich. 49003 Boss Co., P.O. Box 188, Fletcher, N.C. Louis W. Bowen Inc., 979 Third Ave., New York, N.Y. Louis W. Bowen Inc., 147,79 Glepneyre, St., Lagung Beach, Ca	EX 2-5810
Brayton Potteries Inc., 1471-79 Glenneyre St., Laguna Beach, Ca	721-5665
Breneman-Hartshorn Inc., 1133 Sycamore, Cincinnati, Ohio 45210	334-1182
Bridgeport Brass Co., 30 Grand St., Bridgeport, Conn.	LO 4-5997
Bright Chair Co., Inc., 34 Mill St., Middletown, Nork NY, 10022	
Herbert Bright Industries Inc., 9/9 Inird Ave., 1989 Peterboro Ontario	743-4761
Brinton Carpets Ltd., Box 507, Felesbory, N.Y. 10001	
Brite Life Lamps Corp., 230 This. 33 St., New York, N.Y.	MU 5-6820
B. Brody Seating Co., 5921 W. Dickens St., Chicago, III.	222 3805
Brookline Fabrics Inc., Box 3707, Park Pl., Greenville, S.C. 2900	19 232-3073
Brower Furniture Co., 1801 Turner Ave., N.W., Grand Kapids, Mich. 4730	CU 3-6671
Brown-Jordan Co., 9860 Gidley St., El Monte, Cal.	FA 1-6123
Brown-Saltman Co., 15000 S. Figueroa St., Gardena, Car.	
Browne-Morse Co., 110 E. Broddwdy Ave., Moskegon Holling	754-3421
Broyhill Furniture Factories, Lendy, Tenn.	75 0 7070
Brunschwig & Fils Inc., 979 Third Ave., New York, N.Y.	240-1521
Brunswick Corp., 2605 E. Kilgore Rd., Kalamazoo, Mich.	BF 5-5890
Buckstaff Co., 1127 S. Main St., Oshkosh, Wis. 34902	ME 1-2880
Burke Div., Brunswick Corp., 5140 N. Westmoreland, Dallas, Text.	554-6053
Burlington House Fabrics, 330 Fifth Ave. Chicago, III. 60608	CA 6-6400
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Mich. 49003 Boss Co., P.O. Box 188, Fletcher, N.C. Louis W. Bowen Inc., 979 Third Ave., New York, N.Y. Brayton Potteries Inc., 1471-79 Glenneyre St., Laguna Beach, Ca Brayton Potteries Inc., 1471-79 Glenneyre St., Laguna Beach, Ca Bridgeport Brass Co., 30 Grand St., Bridgeport, Conn. Bridgeport Brass Co., 10c., 34 Mill St., Middletown, N.Y. Herbert Bright Industries Inc., 979 Third Ave., New York, N.Y. 10022 Brinton Carpets Ltd., Box 509, Peterboro, Ontario Brite Lite Lamps Corp., 230 Fifth Ave., New York, N.Y. 10001 Brite Lite Lamps Corp., 230 Fifth Ave., New York, N.Y. 10001 Brodokline Fabrics Inc., 11 E. 33 St., New York, N.Y. Broadloom Imports Inc., 11 E. 33 St., New York, N.Y. Broadloom Imports Inc., Box 3707, Park Pl., Greenville, S.C. 2966 Brower Furniture Co., 1801 Turner Ave., N.W., Grand Rapids, Mich. 4950 Brown-Soltman Co., 15000 S. Figueroa St., Gardena, Cal. Brown-Soltman Co., 15000 S. Figueroa St., Gardena, Cal. Brown-Morse Co., 110 E. Broadway Ave., Muskegon Heights, Mich. Broyhill Furniture Factories, Lenoir, N.C. E. L. Bruce Co., 1648 Thomas St., Memphis, Tenn. Brunschwig & Fils Inc., 979 Third Ave., New York, N.Y. Brunschwig & Fils Inc., 979 Third Ave., New York, N.Y. Brunswick Corp., 2605 E. Kilgore Rd., Kalamazoo, Mich. Brunswick Corp., 2100 S. Racine Ave., New York, N.Y. Burton-Dixie Corp., 21180 S. Racine Ave., Chicago, Ill. Burwood Products Co., 320 W. Ohio St., Chicago, Ill. Burwood Products Co., 320 W. Ohio St., Chicago, Ill. Burwood Products Co., 320 W. Ohio St., Chicago, Ill. Buxbaum Co., 1212 Seventh St. S.W., Canton, Ohio	
C	
Cabin Crafts Inc., Dalton, Ga.	
Cabin Crafts Inc., Dalton, Gd. Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., Shades, Shades, Inc., 80 Tehama St., 80	es 25, Cal.
Cal-Craft Wood Fabrics, Shades, Inc., 80 Ienama St., San Halles California Woven Fabrics Co., 2117 Pontius Ave., Los Angele	GR 3-7333
Di Rouse Jordan 9860 Gidley St.	El Monte

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Cabin Crafts Inc., Dalton, Ga. Cal-Craft Wood Fabrics, Shades, Inc., 80 Tehama St., San Francisco, Cal California Woven Fabrics Co., 2117 Pontius Ave., Los Angele	GR 3-7333
California Wrought Iron Co., Div. Brown-Jordan, 9860 Gidley St., Cal.	CU 3-6671
Callaway Mills, LaGrange, Ga. Henry Calvin Fabrics, 412 Jackson, San Francisco 11, Cal. Henry Calvin Fabrics, 412 Jackson, San Francisco 11, Cal. Cambridge Tile Mfg. Co., P.O. Box 15071, Cincinnati 15, Oh S. J. Campbell Co., 1750 W. Wrightwood, Chicago 14, Ill. Canadian Wallpaper Manufacturers Ltd., 222 Seventh St., 15	io 821-4180 472-7333 Toronto 14 255-3441
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Carolina Mirror Corp., N. Wilkesboro, N.C. Carolina Mirror Corp., N. Wilkesboro, N.C. L. E. Carpenter & Co., 350 Fifth Ave., New York, N.Y. Carpet Distributors, 342 Madison Ave., New York, N.Y. Carpet Salesmen Inc., 325 E. 23 St., New York, N.Y. Carpets by Leonardo Inc., 1051 E. 32 St., Hialeah, Fla. Carpets by Leonardo Inc., 1051 E. 32 St., Hialeah, Fla.	LO 4-0080 YU 6-8360 MU 9-168- 691-455
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E. C. Carter & Son Inc., 150 Midland Ave., Port Chester, N.Y.	TA 9-339 WE 9-241 266-718
Carter Bros. Inc., Chattanooga, Tenn. Jack Cartwright Inc., 319 Ennis St., High Point, N.C. Henry Cassen, 979 Third Ave., New York, N.Y. Castro Convertible Inc., 519 Eighth Ave., New York, N.Y. 10001 Castro Convertible Inc., 519 Eighth Ave., New York, N.Y. 10036	883-672 HA 1-363
Henry Cassen, 9/9 Inira Ave., New York, N.Y. 10001 Castro Convertible Inc., 519 Eighth Ave., New York, N.Y. 10036	IO 5-535 TN 7-200
Celanese Corp. of America, and Chicago III 60603	RA 6-846 CH 3-541
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Century Lighting Inc., 3210 N. Tyler, S. El Monte, Cal.	CY 2-060
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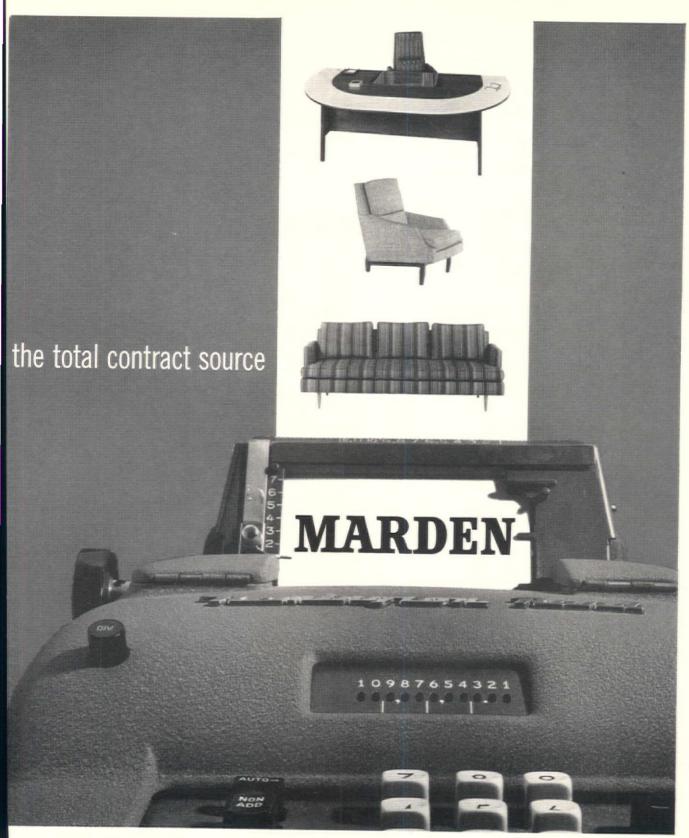
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Macallen Co. Inc., Bay Rd., Newmarket, N.H. Macey-Fowler Inc., 500 Park Ave., New York, N.Y. Madison Furniture Industries, Canton, Miss. Magee Carpet Co., 295 Fifth Ave., New York, N.Y. Magnavox Co., 2131 Bueter Rd., Fort Wayne 4, Ind. Maharam Fabric Corp., 130 W. 46 St., New York, N.Y. L. Anton Maix Inc., 162 E. 59 St., New York, N.Y. Majestic Lamp Mfg. Co., 230 Fifth Ave., New York 1, N.Y. Majestic Lamp Mfg. Co., 230 Fifth Ave., New York 1, N.Y. Mallin Co., 2335 E. 27 St., Los Angeles 58, Cal. Simon Manges & Son Inc., 575 Madison Ave., New York 22, N.Y. Manistee Mfg. Co., 86 Washington St., Manistee, Mich. Karl Mann Associates, 677 Fifth Ave., New York 22, N.Y. R. A. Manning Co. Inc., 1810 North Ave., Sheboygan, Wis. Manuscreens Inc., 113-03 Queens Blvd., Forest Hills 75, N.Y. B. L. Marble Chair Co., 89 Willis St., Bedford, Ohio Marble Internationale Ltd., 101 Park Ave., New York 17, N.Y., Marbro Lamp Co., 1625 S. Los Angeles St., Los Angeles, Cal. William L. Marshall Ltd., 450 Park Ave. S., New York 16, N.Y. Marshall Studio Inc., Veedersburg, Ind.	MU 8-7141 458-2184 BE 2-0100 MU 3-6896 RI 9-2116 WH 4-4707 MU 4-3600 026 294-2211 632-1761
Martin Clock Makers, Stone 5t., Gardner, Mass. Marvel Industries Inc., P.O. Box 388, Sturgis, Mich. Masco Mfg. Specialties Co., 141 E. 157 St., Gardena, Cal. C. H. Masland & Sons, 295 Fifth Ave., New York, N.Y. Masland Duraleather Co., Amber & Willard Sts., Philadelphia,	Pa. 19134 GA 5-3050
Masonite Corp., 29 N. Wacker Dr., Chicago, III. 60606 Massachusetts Mohair Plush Co., Kings Mountain, N.C. Masterpiece Mirror Corp., 1035 E. North St., Bradley, III.	FR 2-5642 933-1601
Maurice Fabrics Inc., 310 W. Broad Ave., High Point, N.C. Mayfair Industries, 230 Park Ave., New York, N.Y. M/B Designs, 702 Harrison St., Berkeley, Cal. John McCagney Inc., 139 E. 57 St., New York, N.Y.	MU 9-5985 525-5980 PL 1-4565
Massachusetts Mohair Plush Co., Kings Mountain, N.C. masterpiece Mirror Corp., 1035 E. North St., Bradley, III. Maurice Fabrics Inc., 310 W. Broad Ave., High Point, N.C. Mayfair Industries, 230 Park Ave., New York, N.Y. M/B Designs, 702 Harrison St., Berkeley, Cal. John McCagney Inc., 139 E. 57 St., New York, N.Y. McCanless Custom Fabrics, Salisbury, N.C. McCordi Corp., 707 Fenimore Rd., Mamaroneck, N.Y. McDonald Products Co., 721 Seneca St., Buffalo, N.Y. Gene McDonald Inc., 969 Third Ave., New York 22, N.Y. McGuire Furniture Co., Jackson Sq., San Francisco, Cal. McInnis & Co., 225 W. Hubbard St., Chicago 10, III. McNeff Industries Inc., P.O. Box 10626, Dallas 7, Tex. Jo Mead Designs, 17 N. Elizabeth St., Chicago, III. 60607 Mebane Co., Mebane, N.C. Melamite Corp., Canal St., Lawrence, Mass. Robert Memmel Co., 2014 W. Washington, Milwaukee 4, Wis.	OW 8-6760 853-7200 PL 3-2867 YU 6-5776 467-5645 FE 9-9328 337-5627
Metrimac Textile Co., 11200 Roosevelt Blvd., Philadelphia 15, Pa.	OR 3-5300 MU 3-5962 EV 8-9323
Metro-Lite, 140 Cherry St., Brooklyn, N.Y., Metropolitan Furniture Mfg., 950 Linden Ave., S. San Francis-o, Metropolitan Furniture Adjusters, 1400 E. L. Grant Hwy., Bron Metropolitan Lighting Fixture Co., 16 E. 39 St., New York 16, N.Y. Metwood Hanover, North Forney Ave., Hanover, Pa. 17331 Metwood Office Equipment Co., 64 W. 23 St., New York, N.Y.	Cal. x 52, N.Y. OR 9-7979 673-5996
Ohio 45042 Ohio 45042	10 1 0644
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Mining Mining & Manufacturing 2501 Mudeon Pd St Pour	261-8200 19, Minn.
Minapsota Mining & Manufacturing, 2301 hodson kd., 31. Feb. Miraplas Tile Co., 980 Parsons Ave., Columbus 6, Ohio M. Mittman Co. Inc., 316 E. 53 St., New York 22, N.Y. Modeline Co. of California Inc., 110 N. Beaudry, Los Angeles 12, Cal. Modernfold Doors Inc., 101 Park Ave., New York 17, N.Y. Modernize/Dean Inc., Pontotoc, Miss. Modern Partitions Inc., 339 E. 16 St., Holland, Mich. Modernwood Co., P.O. Box 360, Clinton, S.C. Mohawk Carpet Mills, 295 Fifth Ave., New York, N.Y. 10016 Molla Inc., 425 E. 53 St., New York, N.Y. 10022 Monarch Carpet Co., 5025 New Peachtree Rd., Chamblee, Ga. Monarch Furniture Co., 667-677 W. Ward Ave., High Point, N.C. Monogram Metals Inc., 99 Greene St., New York 12, N.Y.	PL 3-6390 MU4-4210 489-2131 EX 2-2336 833-0450 OR 9-3131 PL 1-3788 451-4761

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Mosaic Tile Co., 55 Public Sq., Cleveland, Ohio 44113 Moselle Meals Inc., Bedford, Ohio. Mottahedeh, 225 Fifth Ave., New York, N.Y.	621-4750 232-0700
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Murphy-Miller Inc., Owensboro, Ky. R. C. Musson Rubber Co., 1320 E. Archwood, Akron 6, Chio. Mutschler Bros., S. Madison St., Nappanee, Ind. Myttle Desk Co., P.O. Box 1750, High Point, N.C.	773-7651 773-3111

Naco Fabrics, 291 Grand St., New York, N.Y. NAFI Div., Chris Craft Corp., 1980 E. State St., Trenton, N.J. P. Nathan, 330 E. 103 St., New York, N.Y. National Contract Sales, P.O. Box A, Glenside, Pa.	58	5-9940 7-1400 4-5400
National Floar Products Co., Box 354, Florence, Ala. National Folding Wall Corp., 42 W. 13 St., New York 11, N.Y. National Gypsum Co., Gold Bond Bldg., Buffalo 2 N. Y.		4-0970 2-5880
National Industries Inc., Odenton, Md. National Plastic Products Co. Inc., Odenton, Md. National Products Inc., 900 Baxter Ave., Louisville, Ky. National Steel Partition Co., 603 E. 156 St., Bronx 55, N.Y.		9-9000 3-0206
National Steel Products, 1435 Jackson Ave., Huntington, W. Va. Nessen Lamps Inc., 317 E. 34 St., New York 16, N.Y. Nettle Creek Industries, 260 Fifth Ave., New York 1, N.Y. New Castle Products Inc., P.O. Box 353, New Castle, Ind.	MU 52	9-6760 3-8781 9-1450 2-2770
Nichols & Stone Co., Gardner, Mass. Niemann Inc., 469 E. Ohio St., Chicago 11, III. N. L. Corp., 14931 Broadway, Cleveland 37, Ohio Noel Inc., 603 Waters Bldg., Grand Rapids, Mich. 49502 Norco Furniture Co., Cherry Valley Terminal Rd., W. Hen	66	2-2080 NY
Norcold Inc., 16200 S. Maple, Gardena, Cal. Norcor Mfa. Co. Inc., P.O. Box 2127, Green Bay, Wis. 5430	14	5-6180 32-866
Norman's, Contract Div., P.O. Box 216, Salisbury, N.C. 28144 Norquist Products Inc., 415 Chandler St., Jamestown, N.Y.		35-117
North American Van Lines, Fort Wayne 1, Ind. Norton Door Closer Co., 372 Meyer Rd., Bensenville, III.	PR	6-6100
No-Sag Spring Co., 124 W. State Fair, Detroit, Mich. 48203 Numa Resnick Plastics, 403 E. 62 St., New York, N.Y. Nurre Companies Inc., P.O. Box 908, Bloomington, Ind.	TE	8-252

Office Furniture Ltd., 351 E. 61 St., New York, N.Y. Ohio Chair Co., 408 N. Meridian Rd., Youngstown, Ohio Oken Fabrics Inc., 933 Third Ave., New York, N.Y.	MU	8-948
Old Colony Furniture Co. Inc., 29 Crown St., Nashua, N.H. Olean Tile Co., 101 Park Ave., New York, N.Y. Olympia Tile Corp., P.O. Box 124, Spring Valley, N.Y. Omni Div. of Aluminum Extrusions Inc., Charlotte, Mich. 48813 Onyx Resources Co., 303 Fifth Ave., New York 16, N.Y. Orsenigo Co. Inc., 1059 Third Ave., New York, N.Y. 10021 Overland Fabrics Ltd., 71 Fifth Ave., New York 3, N.Y.	OR TE	2-080 43-201 9-005 8-332 2-180
Owens-Corning, 717 Fifth Ave., New York, N.Y. Oxford Mills Inc., Ware, Mass. Ozite Corp., 7120 Merchandise Mart, Chicago 54, III.		67-598 44-725

Panelboard Mfg. Co., 222 Pacific St., Newark 14, N.J. Panelfab Products Inc., 2060 N.E. 146 St., N. Miami, Fla. Panoramic Studios Inc., 179 W. Berks St., Philadelphia 22, Pa. Paoli Chair Co., Paoli, Ind. Parker Steel Products Inc., 54 N. 11 St., Brooklyn 11, N.Y. Parkwood Laminates Inc., 134 Water St., Wakefield, Mass. 01881 Parzinger Originals Inc., 32 E. 57 St., New York, N.Y. Patrician Furniture Co., P.O. Box 1768, High Point, N.C. Edward P. Paul & Co. Inc., 1133 Broadway, New York 10, N.Y. Myron Paul Originals, 415 S. Sharp St., Batrimore, Md. Payne & Co., 3500 Kettering Blvd., Dayton, Ohio	623-836 GA 3-66 723-27 245-20 OR 9-16 882-40 OR 5-06 PL 2-32 293-41
Peerless Steel Equipment, Unruh & Hasbrook Aves., Philadelphia	11, P
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	371-42
Penwood Numechron Co., 7249 Frankstown Ave., Pittsburgh, Pa. 15208	371-42 1. 775-10
Peter Pepper Products Inc., 22422 S. Avalon Bivd., Wilmington, Ca	VA 6-39
Period Inc., Henderson, Ky.	924-08
Perma Dry Co., 3 W. 17 St., New York 11, N.Y. Norman Perry, Plymouth, N.H.	536-20
PHD Products Inc. 37/ F. 103 St., New TOTA, N. 1.	AT 9-55
Philadelphia Carpet Co., Allegheny Ave. & C St., Philadelphia S4, 1	a.
Philco Corp., C & Tioga Sts., Philadelphia 34, Pa.	457-52
Phillips & Brooks Inc. 3422 Pierce Dr., Chamblee, Ga.	YU 2-10
Phil Mar Corp. 1100 F. 222 St., Cleveland 17, Ohio	KE 1-88
Photomammoth Murals, P.O. Box 3186, N. Hollywood, Cal.	849-56
Phillips & Brooks Inc. 3422 Priete Dr. Chambers, 271-273 Minna St., San Francisco, Cal. Phill-Mar Corp., 1100 E. 222 St., Cleveland 17, Ohio Photomammoth Murals, P.O. Box 3186, N. Hollywood, Cal. Pictures for Business Corp., 979 Third Ave., New York, N.Y. 10022 Pilot View Rug Co., Kernersville, N.C.	
Pinecrest Inc. 2710 Nicollet, Minneapolis, Minn.	827-54
Biances Plastics Corn 355 Lexington Ave., New York, N.Y. 1001/	MU 7-91
Dinnin Paners 9A9 Third Ave. New Tork 44, N. I.	PL 1-25
Pittsburgh Plate Glass Co., 1 Gateway Ctr., Pittsburgh 22, Pa. Plametron Corp., 4420 N.W. 35 Ct., Miami 42, Fla.	AT 1-51 NE 3-25
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Plastic Woven Products, 51 Canden St., Paterson 17, N.J. Plastiglide Mfg. Corp., 1757 Stanford St., Santa Monica, Cal.	7-42-72
Plymouth Cordage Inc., 140 Federal St., Boston, Mass.	
Plymouth Rubber Co. Inc. Canton, Mass.	
I Berker 924 Levington Ave. New York, N.T.	TE 8-54
Delivelenter United Inc. 870 Springfield Rd., Union, N.J. 0/003	688-25
	WE 8-38 MU 5-39
Portage Draperies, 235 Fifth Ave., New York, N.Y. Precision-Posturect Chair Corp., 3100 W. Carroll Ave., Chicago 12, III.	533-26
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Harvey Probber Inc., 155 E. 56 St., New York, N.Y.
Progress Mfg. Co. Inc., Castor Ave. & Tulip St., Philadelphia, Pa. 19134 212-7775 TE 8-8040

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Quartite Creative Corp., 230 Fifth Ave., New York 1, N.Y.

HI 5-3330

Radel Leather Mfg. Co., 445 Wilson Ave., Newark, N.J. 623-3644
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Rambusch Inc., 40 W. 13 St., New York, N.Y.
Ramsona Fabrics, 7 E. 53 St., New York, N.Y.
Rancocas Fabrics, Fairview St., Riverside, N.J. HO 1-5448
Edwin Raphael Co. Inc., Infinity Ln., Holland, Mich., 396-5246
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Remark Mfg. Co., 1229 Belmont Ave., Philadelphia, Pa.

Rembrandt Lamp Corp., 4500 W. Division, Chicago 51, III.

BR Resilyte Div., Buckstaff Co., 1127 S. Main St., Oshkosh, Wis.

Resistane Coating Corp., 966 Nepperhan Ave., Yonkers, N.Y.

Restonic Sleep Products, 445 American Furniture Mart, Chicago, III. 454-7764 GR 3-8100 BR 8-4500 Restonic Sleep Products, 445 American Furniture Mart, Chicag Rhinecold Alaska Inc., 45 S. Broadway, Yonkers, N.Y. Samuel Rich Co., 40 E. 34 St., New York, N.Y. Richardson-Nemschoff, 2218 W. Water, Sheboygan, Wis. Richter Arteraft Inc., 1105 Door St., Toledo 7, Ohio Jens Risom Design Inc., 444 Madison Ave., New York 22, N.Y. Riverdale Drapery Fabric, 295 Fifth Ave., New York 16, N.Y. Robbins Brothers Inc., 218 Fifth Ave., New York 16, N.Y. Robbins Products Inc., Tuscumbia, Ala. Ruberoid Co., 733 Third Ave., New York 17, N.Y. Robert Supply Co. Inc., 131 Liberty St., New York, N.Y. Robert Supply Co. Inc., 131 Liberty St., New York, N.Y. Robert Supply Co. Inc., 1670 Defoor Ave. N.W., Atlanta, Ga. Rockaway Metal Products Corp., 175 Roger Ave., Inwood, N.Y. Rockland Mills Inc., Brooklandville, Md.
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Sanford Furniture Co., Charlotte Ave., Sanford, N.C. Sargent & Co., New Haven 9, Conn. Walter P. Sauer & Sons, 3028 Starr Ave., Long Island City, N.Y. Saybolt & Cleland Inc., 326 N. 17 St., Philadelphia 3, Pa. Scalamandre Silks Inc., 977 Third Ave., New York, N.Y. John Scalia-Schmieg & Kotzian Inc., 521 E. 72 St., New York	562-2151 ST 4-5400 LO 3-8724 361-8500 21, N.Y. BU 8-8165
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Isabel Scott Fabrics Corp., 979 Third Ave., New York, N.T. Scroll Inc., 800 N.W. 166 St., Miami 64, Fla.	PL 2-9010
Sculptsmith, 138 W. 10 St., New York 14, N.Y. Sculpture Studio, 202 E. 77 St., New York, N.Y. Seaboard Furniture Co., 205 Lexington Ave., New York, N.Y.	UN1-8480 LE 2-6740
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Tennessee Fabricating, 1490 Grimes St., Memphis 6, Tenn.
Terrafino Corp., Carlstadt, N.J.
Textile Fabric Associates, Inc., 373 Park Ave. S., New York GR 7-948-33 CH 4-50 16, N. MU 9-55 CY 2-31 MU 8-73 883-01 545-82 Textureflex Inc., 27 Bruckner Blvd., New York 54, N.Y.,
Thaibok Fabrics, 1rd., 969 Third Ave., New York, N.Y.,
Thayer Coggin Institutional Inc., South Rd., High Point, N.C.
Thinline Mfg. Co., 623 Young St., Santa Ana, Cal.
Thomas-Davis Mfg. Co. Inc., Thomas, W. Va.
Thomas Industries/Benjamin Div., 207 E. Broadway, Louisville, Ky.
Thomasville Furniture Industries, Thomasville, N.C.
J. H. Throp & Co. Inc., 425 E. 53 St., New York, N.Y. 10016
J. H. Throp & Co. Inc., 425 E. 53 St., New York, N.Y.
Three Centuries, 202 E. 56 St., New York 22, N.Y.
Timberstone Decorative Co. Inc., 979 Third Ave., New York, N.Y. 100
PL 8-11 E. F. Timme & Son Inc., 200 Madison Ave., New York, N.Y. 100 PL 8-11 Number of Part of SPECIALIZING IN

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MANUFACTURERS—continued

Tri-Mark Designs, 1006 Arch St., Philadelphia 7, Pa.	MA 7-7670
Tri-Par Mfg. Co., 1740 N. Pulaski Rd., Chicago 39, III.	AR 6-3340
Tropi-Cal Co., 5731 S. Alameda St., Los Angeles 58, Cal.	583-6481
Tropical Sun, 80 S. Raymond Ave., Pasadena, Cal.	681-6313
Tropicraft of San Francisco, 568 Howard, San Francisco 5, Cal.	
Tropitone Furniture Co., 6030 General Tinker Ave., Sarasota, Flo	1. 355-5995
Troy Sunshade Co., 612 Grand St., Troy, Ohio	FE 2-1281
Turner Mfg. Co., 2309 S. Keeler, Chicago, III. 60623	CR 7-8800

U

Unika-Vaev, 305 E. 63 St., New York, N.Y.	TE 8-4418
Unique Headboard Co. Inc., 68 Clifford St., Newark 7, N.J.	622-8261
United Seating Co., 236 Vanderbilt Ave., Brooklyn, N.Y.	
U.S. Bronze Sign Co. Inc., 101 W. 31 St., New York, N.Y. 10001	
U.S. Caster Corp., 1630 Oakland Ave., Kansas City 26, Mo.	BE 1-4354
U.S. Ceramic Tile Co., 217 Fourth St. N.E., Canton 2, Ohio	455-7001
U.S. Plywood Corp., 777 Third Ave., New York, N.Y.	935-3500
U.S. Rubber Co., 1230 Ave. of Americas, New York 20, N.Y.	CI 7-5000
U.S. Shutters Inc., 420 W. 45 St., New York, N.Y. 10036	CO 5-1865

V

Vandy-Craft, 14-105, 1623 Merchandise Mart, Chicago, III. 606 Albert Van Luit Co., 4000 Chevy Chase Dr., Los Angeles 39, Ca Van Rijn Industries Inc., 16 E.18 St., New York 3, N.Y. Veit Furniture Corp., 133 Broadway, Hanover, Pa. Venini Ltd., 377 Park Ave. S., New York, N.Y. 10016	LE 2-0362 54 644-1423 I. CH 5-5106
Verde Contract Industries Inc., 979 Third Ave., New York,	N.Y. 10022
	PL 3-0740
Vermont Marble Co., 61 Main St., Proctor, Vt.	459-3311
Kurt Versen, 4 Slocum Ave., Englewood, N.J.	
Verticals Inc., 621 E. 132 St., New York 54, N.Y.	CY 2-6500
Verti-Color Blinds Co., 64 E. 55 St., New York 22, N.Y.	
Vicrtex Sales Corp., 40 E. 53 St., New York 22, N.Y.	PL 1-3565
Victor England Agencies, 420 Market St., San Francisco 11, Cal.	
Victorian Furniture Co., P.O. Box 60, Montgomery, Ala.	269-1451
Vikon Tile Corp., Washington, N.J.	
Vinyl Plastics Inc., 1825 Erie Ave., Sheboygan, Wis.	458-4664
Virco Mfg. Corp., P.O. Box 44846, Sta. H, Los Angeles, Cal. 90044	
John C. Virden Co., 6103 Longfellow Ave., Cleveland 3, Ohio	431-3618
Virginia Metalcrafters, 1010 E. Main St., Waynesboro, Va.	942-8205
Virginia Metal Products, Orange, Va.	OR-2651
	OK-2031
Virtue Bros. Mfg. Co., 19801 S. Santa Fe Ave., Compton, Cal.	279-7123
Vogel-Peterson Co., Rt 83 & Madison, Elmhurst, III. 60128	2/7-/120
Vogue Casual Furniture, 454 Fairman Rd., Lexington, Ky.	PL 2-5970
France Voiles Inc., 509 Madison Ave., New York, N.Y.	
V'Soske Inc., 155 E. 56 St., New York, N.Y.	MU 8-1150

W

William J. B. Waite Co., 560 Western Merchandise Mart, San France	PL 8-3300 isco, Cal.
Waldvogel Bros. Inc., 219 E. 44 St., New York, N.Y. Walker & Zanger Inc., 100 Hudson St., New York 13, N.Y.	N 1-3494 NU 2-0680 VA 5-9945 EM 1-3191 PL 3-0430
Wall Tube & Metal Products Co., P.O. Box 330, Newport, Tenn. Walls Today Inc., 979 Third Ave., New York, N.Y.	623-2391 PL 9-3165 LO 3-0336
Warner Co., 108 S. Desplaines St., Chicago, III. Wayne Iron Works, Wayne, Pa. Wear Proof Mat Co., 2156 Fulton St., Chicago, III.	FR 2-3540 SE 3-4570
Webb Textiles Inc., 2010 Lincoln Ave., Pasadena, Cal. Frederic Weinberg Co., 145 W. Columbia Ave., Philadelphia 22, Pa. Weis-Fricker Mahogany, Pensacola, Fla.	MU 1-6107
Beth Weissman Co. Inc., 46 W. 23 St., New York, N.Y. Wells Chair Corp., P.O. Box 230, Michigan City, Ind. Westcort Inc., 160 E. 56 St., New York, N.Y.	OR 5-1760 872-2100
Western Mfg. Co., 536 N. Highland Ave., Aurora, III. Westinghouse Electric Corp., Commercial/Institutional Products Div., Ave. S., New York 10, N.Y.	897-8458 353 Park
Westinghouse Electric Corp., Micarta Div., Hampton, S.C. Westin-Nielsen Corp., 149 S. Wabasha St., St. Paul 7, Minn. Westmorland Metal Mfg., Milnor St. & Bleigh Ave., Philadelphia	227-6355 35, Pa. DE 3-3300
Westwood Industries, 177 Genesee Ave., Paterson, N.J. M. G. Wheeler Co. Inc., 22 W. Putnam Ave., Greenwich, Conn. Whitecraft Furniture Inc., 7350 N.W. Miami Ct., Miami, Fla.	271-4700 TO 9-5404 757-3407
John Widdicomb Co., 205 E. 58 St., New York, N.Y. 10022 Marion Wieder Inc., 969 Third Ave., New York 22, N.Y. Wilkenson Mfg. Co., 2833-55 W. Lake St., Chicago, III. T. & C. Williams, Litchfield, Conn.	PL 5-6011 NE 2-2645 JO 7-8321
John D. Williams Co., 1185 Merchandise Mart, Chicago, III. 60654 Williams Moduplan Office Furniture Corp., 175 Fifth Ave., New York	467-9470
Willow & Reed Inc., 32-34 111 St., E. Elmhurst 69, N.Y. Ralph Wilson Plastics, 600 General Bruce Dr., Temple, Tex. Window Modes Inc., 16 E. 52 St., New York, N.Y.	DE 5-0807 PL 2-1140
Winfield Design Associates, 674 S. Van Ness Ave., San Francisco 10, Cal. Wood Mosaic Corp., 5000 Crittenden Dr., Louisville, Ky. Lee L. Woodard Sons Inc., Owosso, Mich. Woodson Wallpapers Inc., 515 Madison Ave., New York 22, N.Y.	UN 3-2933 EM 3-3531
Worden Co., 200 E. 17 St., Holland, Mich. World Carpet Mills, P.O. Box 200, Dalton, Ga.	396-7010 278-8800
World Wide Design House, 232 E. 59 St., New York, N.Y. Wycombe Meyer Co. Inc., 425 E. 53 St., New York, N.Y.	PL 3-2010

X-Y-Z

Yawman & Erbe Mfg. Co.,	1099 Jay St., Rochester 3, N.Y	FA 8-1010
Young Mfg. Co., P.O. Box	2145, Gardena, Cal.	FA 1-8070
S. Zimet Corp., 19 Quincy	St., Brooklyn, N.Y.	NE 8-0057

ASSOCIATIONS AND SOCIETIES

Acoustical Materials Association, 335 E. 45 St., New York, N.Y. 10017 MU 5-1940 Air-Lonaitioning & Kerrigeration Institute, 1815 N. Ft. Myer Dr., Arlington, Va. 22209 524-8800
American Carpet Institute, Inc., 350 Fifth Ave., New York 1, N.Y. PE 6-2043
American Ceromic Society, 4055 N. High St., Columbus 14, Ohio AM 8-8645
American Hotel & Motel Association, 221 W. 57 St., New York, N.Y. 10019 CO 5-4506
American Institute of Architects, 1735 New York Ave. N.W., Washington, D.C. EX 3-7050
American Institute of Interior Designers, 979 Third Ave., New York, N.Y. 10022 PL 1-0258
American Hardware Manufacturers Association, 342 Madison Ave., New York, N.Y.
10017 MU 7-5363 American Hospital Association, 840 N. Lake Shore Dr., Chicago, III. 60611
WH 4-4350
American Library Association, 50 E. Huron St., Chicago, III. 60611 WH 4-6780 American Society of Industrial Designers, 15 E. 48 St., New York, N.Y. 10017 PL 3-1818
American Society of Landscape Architects, 2000 K St. N.W., Washington, D.C. 20006 FE 8-8200
American Society for Testing Materials, 1916 Race St., Philadelphia, Pa. 19103 LO 3-5315
American Walnut Association, 666 N. Lake Shore Dr., Chicago, III. 60611 Asphalt & Vinyl Asbestos Tile Institute, 101 Park Ave., New York, N.Y. 10017
MU 8-3937
Belgian Linen Association, 280 Madison Ave., New York, N.Y. MU 4-7147 Contract Manufacturers Center Association, 11th Floor, Merchandise Mart, Chicago,
III. 60654
Educational Equilities Laboratories, Inc., 477 Madison Ave., New York, N.Y.
PL 1-6214
Illuminating Engineering Society, 345 E. 47 St., New York, N.Y. 10017 PL 2-6800 Industrial Designers Institute, 441 Madison Ave., New York, N.Y. 10022 PL 3-8412
Industrial Designers Institute, 441 Madison Ave., New York, N.Y. 10022 Pt. Institutional Research Council, Inc., 221 W. 57 St., New York, N.Y. 10019 CO 54506 Mahogany Association, Inc., 333 N. Michigan Ave., Chicago, III. CE 6-0633 Management Automation Institute, 15 E. 26 St., New York, N.Y. 10010 LE 2-2773 Marble Institute of America, 848 Pennsylvania Bldg., 425 13 St. N.W., Washington, D.C. 20004
Mahogany Association, Inc., 333 N. Michigan Ave., Chicago, III. CE 6-0633
Management Automation Institute, 15 E. 26 St., New York, N.Y. 10010 LE 2-2773
Marble Institute of America, 848 Pennsylvania Bldg., 425 13 St. N.W., Washington,
D.C. 20001 ST 3-0733
National Association of Educational Buyers, 1461 Franklin Ave., Garden City, N.Y. National Bureau of Standards, U.S. Dept. of Commerce, Washington, D.C. 20234 EM 2-4040
National Cotton Council of America, P.O. Box 12285, Memphis, Tenn. 38112 276-2785
National Electrical Manufacturers Association, 155 E. 44 St., New York, N.Y. 10017 MU 2-1500
National Institute of Government Purchasing, 1001 Connecticut Ave. N.W.,
National Institute of Rug Cleaning, Inc., 7355 Wisconsin Ave., Washington, D.C.
National Office Furnishings Association, 327 S. LaSalle, Chicgao, III. 60604
National Paint, Varnish & Lacquer Association, Inc., 1500 Rhode Island Ave. N.W., Washington, D.C. 20005
National Restaurant Association, 1530 N. Lake Shore Dr., Chicago, III. 60610 787-2525
National Society of Interior Designers, Inc., 157 W. 57 St., New York, N.Y. 10019 JU 2-1421
Notional Stationery & Office Equipment Association, 740 Investment Bldg.
Washington, D.C. 20005
Washington, D.C. 20005 G38-5087 Tile Council of America, Inc., 800 Second Ave., New York, N.Y. 10017 OX 7-9269 Tile Industry Credit Association, Inc., 50 E. 42 St., New York, N.Y. 10017 MU 7-2223
Tufted Textile Manufacturers Association, 208 W. Cuyler St., P.O. Box 81
Two Thirty Fifth Avenue Lamp & Shade Association, 230 Fifth Ave., New York, N.Y.
Vinyl & Rubber Flooring Div., Rubber Mtrs. Assn., Inc., 444 Modison Ave., New
York, N.Y. 10022 PL 5-9200 Vinyl Erbrics Institute, 60 E. 42 St., New York, N.Y. 10017 MU 7-0677
Wallpaper Council, Inc., 969 Third Ave., New York, N.Y. PL 9-0950
Window Shade Manufacturers Association, 341 Madison Ave., New York, N. 1
10017 MU 6-2090
YU 6-6221
Wool Carpets of America, 360 Lexington Ave., New York, N.Y. 10017 YU 6-622

MARTS AND PERMANENT TRADE EXHIBITS

American Furniture Mart, 666 Lake Share Dr., Chicago, III. 60611 Architectural Materials Center, 101 Park Ave., New York, N.Y. 10017 Atlanta Merchandise Mart, Peachtree Ctr., 240 Peachtree St. N.W.,	MU	7-410 3-140
Atlanta Merchandise Mari, Feachiree Cir., 240 Feachiree St. 14.11.	48	9-899
- 12 March and the March and t		
Contract Manufacturers Center Association, 11th Floor, Merchandise N III. 60654		
Dallas Trade Mart, 2100 Stemmons Frwy., Dallas 7, Tex.	RI	8-68
Decoration & Design Building, 979 Third Ave., New York, N.Y.		
Design Center Building, 8899 Beverly Blvd., Los Angeles, Cal. 90048		2-652
Home Furnishings Mart, 205 Lexington Ave., New York, N.Y.	LE	2-75
International Design Centre of Miami, 4141 N. Miami Ave., Miami,	Fla. 75	4-666
International Merchandise Mart, 3203 Grace St., N.W., Washington, I	D.C. 33	3-060
Los Angeles Home Furnishings Mart, 1933 S. Broadway, Los Angele	s Cal.	900
Los Angeles Home Furnishings Mari, 1733 3. Broadway, Ebs Algele	Angeles	Co
Los Angeles International Design Centre, 7799 Beverly Blvd., Los 90048	CR	3-05
Midwest Merchandise Mart, 800 Washington Ave. N., Minneapolis, M.	inn. 33	9-87
National Design Center, Marina City, 330 N. State St., Chicago, IIII.	. 60610	
	22	2-11
National Design Center, 415 E. 53 St., New York, N.Y.		8-52
National Furniture Mart, Lexington Ave. & 33 St., New York, N.Y.	LE	2-75
New York Coliseum, Columbus Circle, New York, N.Y.		
New York Furniture Exchange, 200 Lexington Ave., New York, N.Y.	OR	9-95
Two Twenty-Five Fifth Ave. Bldg., 225 Fifth Ave., New York, N.Y.		5-63
Western Merchandise Mart, 1355 Market St., San Francisco, Cal.		2-23
Western Merchanaise Mart, 1333 Market 31., 3an Francisco, Cal.	N.L	

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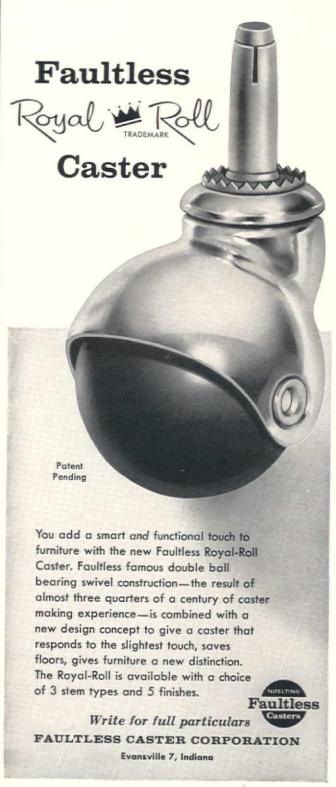
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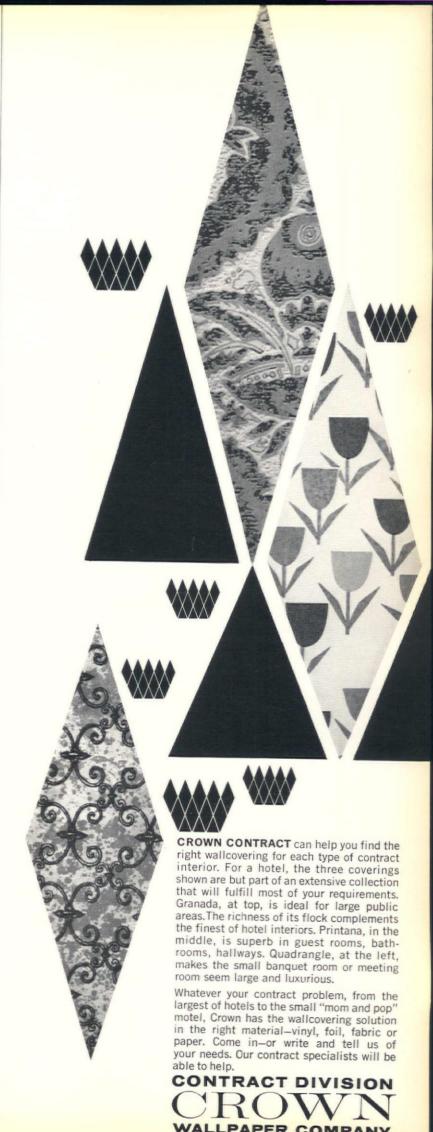
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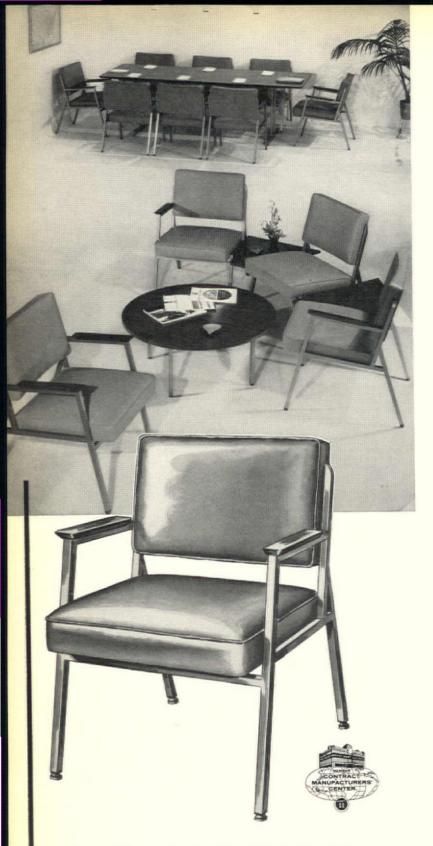
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Aaron Bros. Co.
Chicago: 430 American Furniture Mart
Dallas: 2355 Dallas Trade Mart
Los Angeles: 1155 Los Angeles Furniture Mart
Minneapolis: Minneapolis Furniture Mart
Minneapolis: Minneapolis Furniture Mart
New York: Trade Fair Building
San Francisco: Home Furnishing Mart
Acme-National Refrigeration Co.
Chicago: 1167 Merchandise Mart
New York: Architects Sample Bldg., 101 Park Ave.; National Design
Center, 415 E. 53 St.
Adanlock-Jamestown Corp.
Chicago: Merchandise Mart
Edward Alden Studios
Chicago: 1284 Merchandise Mart
New York: Henry Underberg, 225 Fifth Ave.
San Francisco: Ruth Ellis, 432 Jackson Sq.
J. Alden Studios Inc.
Chicago: Hargri, Inc. 212 W. Kinzie St.
Dallas: Sy & Rae Eisenberg, 2507 Dallas Trade Mart
Los Angeles: Ernie Owens, 265 Home Furnishings Mart
Miami: Robert S. Collins, 120 N.E. 39 St.
New York: Knapp & Tubbs, 979 Third Ave.
Allen Industries
Chicago: 13-162 Merchandise Mart
New York: Sp5 Fifth Ave.
Alma Desk Co.
High Point, N.C.: 807 Ward St.
Los Angeles: 1472 E. Fourth St.
New York: Harry Nechamen Distr. Inc., Pier 49 North River
San Francisco: 81 Minna St.
South Seattle: 419 First Ave.
American Biltrite Rubber Co. Inc.
Chicago: 13-179 Merchandise Mart
Los Angeles: 310 N. Robertson Blvd.
New York: 501 Meadison Ave.
San Francisco: 500 Pacific Ave.
American Biltrite Rubber Co. Inc.
Chicago: 11-100 Merchandise Mart
Los Angeles: 318 Sallas Trade Mart
Los Angeles: 318 Sallas Trade Mart
Los Angeles: 318 Saltas Trade Mart
Los Angeles: 318 Saltas Trade Mart
Los Angeles: 318 Saltas Trade Mart
Dallas: 318 Swiss Ave.
San Francisco: 633 Battery St.
Seattle: 121 Boren Ave., N.
American Olean Tile Co.
Chicago: 13-104 Merchandise Mart
New York: 305 E. 63 St.
San Francisco: 639 Battery St.
Seattle: 121 Boren Ave., N.
American Olean Tile Co.
Chicago: 13-104 Merchandise Mart
New York: 41 E. 42 St.
Philadelphia: 2275 Washington Ave. N.
San Francisco: 690 Western Merchandise Mart
Los Angeles: 320 Los Angeles Home Furnishing Mart
San Francisco: 690 Western Merchandise Mart
New York: 41 E. 42 St.
Philadelphi New York: 41 E. 42 St.
Philadelphia: 2275 Washington Ave. N.
San Francisco: Room 250-M, World Trade Center
Amto Lamps
Chicago: 1447 American Furniture Mart
New York: George Deutsch Assoc., 196 Lexington Ave.
San Francisco: 543 Western Merchandise Mart
Win Anderson Fabrics
Atlanta: Paul Bates
Boston: G & F Davison
Chicago: Jack Denst Designs
Los Angeles: Kneedler-Fauchere
Philadelphia: Duncan & Huggins
San Francisco: Kneedler-Fauchere
Seattle: Paul Siegel
Washington, D.C.: Duncan & Huggins
Antrex Corp.
Chicago: 2001 W. Willow St.
Architectural Pottery
Atlanta: Annex, 351 Peachtree Hills Ave. N.E.
Boston: Montage, 420 Boylston St.
Chicaao: John Strauss, 160 E. Erie
New York: Robert Benjamin, Inc., 6 E. 53 St.
Architectural Products Corp.
Yonkers, N.Y.: Decarative Designs Co., 508 S. Broadway
Armstrong Cark Co.
Chicago: 13-136 Merchandise Mart
Los Angeles: 5983 E. Smithway St.
New York: 60 W. 49 St.
San Francisco: Western Merchandise Mart
Armstrong Furniture Co.
Atlanta: Decorative Arts Center
Chicago: 325 N. Wells
Dallas: Decorative Arts Center
Denver: 375 S. Colorado Blvd.
High Point, N.C.: 144 S. Main
Artcraft Industries, Inc.
Atlanta: Merchandise Mart
Chicago: Western Furn. Mart
Dallas: Dallas Trade Mart
Los Angeles: Los Angeles Home Furn. Mart; Design Center
New York: New York Furn. Exchange
San Francisco: Western Furn. Mart
Artes de Mexico Internacionales, Inc.
Chicago: 6-100 Merchandise Mart
New York: 225 Fifth Ave.
San Francisco: Wastern Furn. Mart
Artes de Mexico Internacionales, Inc.
Chicago: 6-100 Merchandise Mart
New York: 225 Fifth Ave.
San Francisco: 435 Jackson St.
Artistic Drapery Mfg. Corp.
San Diego: 4031 Pacific Hwy. Artistic Drapery Mfg. Corp. San Diego: 4031 Pacific Hwy. Art Steel Co. inc. New York: 1130 Ave. of Americas

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Chicogo: 1156 Merchandise Mart
New Angeles: 107 S. Robertson Blvd.
San Francisco: 533 Pacific Ave.
Arvin Industries Inc.
Chicogo: 501-502 American Furniture Mart
New York: Victoria Bidg., 1150 Broadway
Astro Bent Wood Furniture Co.
Chicogo: Midwest Agents, Inc., 2213 Central Pky., W.
Cincinnoti: Marlow C. Stochl Co., 1266 W. Third St.
Detroit: Harlow C. Stochl Co., 1266 W. Third St.
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New York: B. N. Levy, Inc., 3 E. 17 St.
St. Louis: Wilbur F. Moore Co., 8211 Delmar Blvd.
Washington: Tylor Assoc., 3102 Rhade Island Ave. N.E.
Athol Mrd., C.
Ann Arb-r: 305 Wolverone Bidg.
Chicogo: 1200 N. Ashland Ave.
Austin Productions, Inc.
Dellas: Dallas Trade Mart
Hickory, N.C.: Terrytown Imports
Los Angeles: Burton S. Klein, 816 S. Robertson Blvd.
Authentic Furniture Products
Chicogo: 303 American W. Mart
High Point, N.C.: 212 Furniture Mart
High Point, N.C.: 212 Furniture Plaza Bidg.
Los Angeles: 1249-1250 Los Angeles Home Furnishings Mart
New York: 1202 New York Furniture Exchange
San Francisco: 706 Western Merchandise Mart
Azrock Floor Products
Dollass: 3422 Dollas Trade Mart
Bollass: 3422 Dollas Trade Mart
New York: 101 Park Ave.
Bollass: 3422 Dollas Trade Mart
New York: 101 Park Ave.
Bollass: 3424 Dollass: 1046 Mart
New York: 101 Park Ave.
Bollass: 3425 Dollass: 1046 Mart
New York: 101 Park Ave.
Bollass: 3616 Trade Mart
New York: 101 Park Ave.
Son Francisco: 390 Merchandise Mart
New York: 103 New York Furniture Mart
New York: 1005 New York Furniture Exchange
Sossett A. Volluma
Sossett & Volluma
Sossett Mirror Co. Inc.
Allanta: San Francisco: Western Merchandise Mart
North Seattle, Wash.: Pacific N. W. Furniture Mart
Bead Decor
Chicago: Adornments Inc., 1176 Merchandise Mart
New York: World Wide Design House Ltd., 232 E. 59 St.
San Francisco: Don Rumsey Assoc., 472 Jackson Sq.
Beemak Inc.
Chicrao: de Aurora, 325 N. Wells St.
Los Angeles: 501 N. Robertson Blvd.
New York: Luten-Clarey-Stern, 1059 Third Ave.
San Francisco: Decorative Imports, 408 Jackson Sq.
Seattle: Paul Siegel, 1707 Olive Way
Bela Div.
Chicago: 9505 S. Prairie Ave.
Los Angeles, Raub & Robinson, 1608 E. 15 St.
Bemporad Carpet Mills Inc.
Chicago: 13-186 Merchandise Mart
Dallas: 3418 Trade Mart
Los Angeles: 256 L.A. Home Furnishing Mart
San Francisco: 359 Western Merchandise Mart
Bergamo Fabrics Inc.
Boston: Arthur Dennis, 420 Boylston St.
Chicago: Meldan Co., 619 Merchandise Mart
Dallas: Castlebury-Held, 2416 Maple Ave.
Los Angeles: Jay Clark, 110 S. Robertson Blvd.
San Francisco: Edwin Turrell, 831 Montgomery St.
Washington, D.C.: Decorators Showroom, 1909 M St. NW.
Berkshire Hathaway
Los Angeles: 3028 E. 11 St.
Toronto: 100 Wellington St

Berven Rug Mills
Chicago: 1801 Merchandise Mart
Chicago: 1801 Merchandise Mart
Dos Incomposition 1975 Merchandise Mart
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New York: 295 Fifth Ave.
Son Francisco: 445 Battery St.
Beverly Hills Rotten
Chicago: Marth Denarioland Denian Centre
New York: Casual Furniture Inc., 1 Park Ave.
Son Francisco: Western Furniture Mart
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Bigalow-Sanford Inc.
New York: Casual Furniture Mart
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Chicago: Merchandise Mart Plaza
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Dallas: Dallas: Trade Mart
New York: 140 Madison Ave.
Chorles: Bloom Inc.
Boston: 97 Chauncy St.
Chicago: 1310 Merchandise Mart
Los Angeles: 815 Santee St.
Chicago: 1320 Service, 420 Boylston St.
Chicago: 18174 Merchandise Mart
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Chicago: 18174 Merchandise Mart
Los Angeles: Clinion F. Peets, 109 S. Robertson Blvd.
Inabellophic Robert S. Collins, 1616 Wolfout St.
Braylon Potteries Inc.
Los Angeles: Durham & Huntley, 227 W. Seventh St.
Broadloom Imports Inc.
Los Angeles: 256 Home Furnishing Mart
S. Brody Seating Co.
Chicago: 1175 Merchandise Mart
Dollos: 4318 Trade Mart
Los Angeles: 256 Home Furnishing Mart
S. Brody Seating Co.
Chicago: 1175 Merchandise Mart
Dollos: 270 Decorative Arts Center
Los Angeles: 200 Decorative Arts Center
Los Angeles: 101 Robertson Blvd.
Miomi: 131 N.E. 40 St.
Chicago: 1176 Merchandise Mart
Dollos: 270 Decorative Arts Center
Los Angeles: 101 Robertson Blvd.
Miomi: 131 N.E. 40 St.
Chicago: 1191 Merchandise Mart
Dollos: 270 Decorative Arts Center
Los Angeles: 114 N. Robertson Blvd.
Son Francisco: 590 Western Merchandise Mart
New York: 104 Merchandise Mart
New York: 105 Merchandise Mart
New York: 105 Merchandise Mart
N Atlanta: Allan Winslade Assoc., 351 Peachtree Hills Ave. N.E. Frank Rapids: Frank Morse Assoc., 500 Waters Bldg. Olina Carpet Mills, Inc. hicago: Merchandise Mart os Angeles: 3224 Beverly Blvd. New York: 295 Fifth Ave. an Francisco: Western Furniture Mart eattle: Northwest Furniture Mart





Steel is stylish. Steel is sturdy

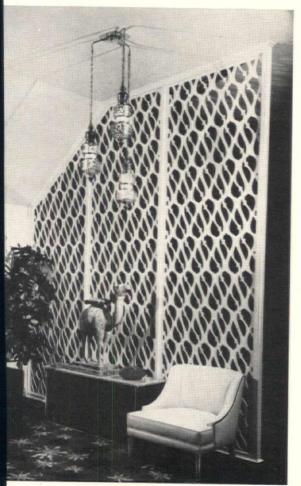
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Ideal for many and varied types of installations. Smart modern chairs with matching occasional tables . . . and unmatched sturdiness over the years . . . that's the Howell "4000" Series. Choice of finishes on square tubular frames. Wide selection of beautiful upholstery. Ask for new catalog 33.



SHOWROOMS—continued Carolina Mirror Corp.
Chicago: 1523 Merchandise Mart
L. E. Carpenter
Chicago: 1189 Merchandise Mart
New York: Vicrtex Sales; 40 E, 53 St.
Los Angeles: Vicrtex Sales, 113 S. Robertson Blvd.
E. C. Carter & Son Inc.
Boston: 420 Boylston St.
Chicago: 6-118A Merchandise Mart
New York: 155 E, 56 St.
Los Angeles: 135 N. Robertson Blvd.
San Francisco: 617 Sansome
Carter Bros. Inc. Los Angeles: 135 M. Robertson Biva.
San Francisco: 617 Sansome
Carter Bros. Inc.
New York: 295 Fifth Ave.
Henry Cassen
Chicago: 6113 Merchandise Mart
San Francisco: Fairman & Dillingham, 460 Jackson Sq.
Century Lamp Co.
Atlanta, Ga.: 919 Chattahoochee Ave.
Dallas: 1401 Dallas Trade Mart
Los Angeles: 430 Los Angeles Furniture Mart
San Francisco: 592 Western Merchandise Mart
Chapman Mfg. Co.
Chicago: 1210 Merchandise Mart
New York: 225 Fifth Ave.
Charlotte Chair Co.
Chicago: 301 American Furniture Mart: 11-122 Merchandise Mart
Los Angeles: Furniture Manufacturers Bldg.
Micmi: 151 Building
Chase Chairs Chicago: 301 American Furniture Mart: 11-122 Merchandise A Los Angeles: Furniture Manufacturers Bldg.
Miami: 151 Building
Chase Chairs
Chicago: American Furniture Mart
Dallas: Dallas Home Furnishings Mart
Los Angeles: Los Angeles Furniture Mart
New York: N.Y. Furniture Exchange
Cheney Bros. Inc.
New York: 155 E. 44 St.
Chicago Hardware Foundry Co.
Atlanta: 1375 Peachtree St.
Chicago: 1464 Merchandise Mart
Addison, Tax: Addison Rd.
Detroit: 2940 E. Eight Mile Rd.
New York: 3 E. 17 St.
San Francisco: Tony Dedier, 895 Western Merchandise Mart
Los Angeles: 944 Los Angeles Furniture Mart
New York: 502 N.Y. Furniture Exchange
San Francisco: 537 Western Merchandise Mart
Cohn-Hall-Marx Co.
Chicago: 1336 Merchandise Mart
Los Angeles: 120 E. 8 St.
San Francisco: 604 Mission
Cole Steel Equipment Co.
Chicago: 1126 S. Michigan Ave.
Los Angeles: 5651 W. Century Blvd.
Columbia Bedding Co.
Chicago: 1664 Merchandise Mart
Los Angeles: 1813 Wilshire Blvd.
New York: 11 S. 42 St.
Philadelphia: 1522 Walnut St.
Columbus Coated Fabrics Co.
Chicago: 1486 Merchandise Mart New York: 11 S. 42 St.
Philadelphia: 1522 Walnut St.
Columbus Coated Fabrics Co.
Chicago: 1486 Merchandise Mart
New York: 3 E. 54 St.
Commercial Carpet Co.
Chicago: Merchandise Mart
Los Angeles: 2939 E. Washington Blvd.
Corry Jamestown Corp.
Chicago: 1425 Merchandise Mart
New York: 750 Third Ave.
Costa Mesa Furniture Co.
Chicago: 325 N. Wells
Dallas 350 Decorative Arts Center
Miami: 266 N.E. 60 St.
San Francisco: Western Merchandise Mart
Seattle: 121 Boren Ave. N.
Cramer Posture Chair Co.
Dallas: Jess L. Musgrave, 1710 Hi-Line Dr.
New York: Ives Distributors, 7 W. 22 St.
Crown Decorative Products
Los Angeles: Los Angeles Home Furniture Mart
San Francisco: Western Merchandise Mart
Curtis Partition Corp.
New York: 101 Park Ave.
Da Vinci, Inc.
Buffalo: 945 Main St.
Dahl Bed Inc.
Los Angeles: 1066 Home Furnishings Mart
San Francisco: 1164 Western Merchandise Mart Da Vinci, Inc.
Buffale: 945 Main St.
Dahl Bed Inc.
Los Angeles: 1066 Home Furnishings Mart
San Francisco: 1164 Western Merchandise Mart
Dazian's Inc.
Boston: 420 Boylston St.
Chicago: 400 N. Wells St.
Dallas: 2014 Commerce St.
Los Angeles: 318 S. Robertson Blvd.
New York: 142 W. 44 St.
Decorative Imports
Chicago: John Straus, 160 E. Erie St.
New York: Luten, Clarey, Stern, Inc., 1059 Third Ave.
Los Angeles: Brian Barlow, 8750 Melrose Ave.
DeGaal & Walker
Boston: Devon, 420 Boylston St.
Dallas: 650 Decorative Center
San Francisco: Phil Cannel & Assoc., 431 Jackson St.
Deltox Inc.
Chicago: 13-173 Merchandise Mart
Long Island City, N.Y.: 25-11 Hunters Point Ave.,
San Carlos, Cal.: 724 Knoll Dr.
Jack Denst Designs Inc.
Boston: Katzenbach & Warren Inc., 420 Boylston St.
Chicago: 6-117 Merchandise Mart
Dallas: Warner Co., 1333 Slocum
Honolulu: Pacific Home Furnishings, 327 Kamakee St.
New York: Katzenbach & Warren Inc., 575 Madison Ave.
Philadelphia: Duncan & Huggins, 1704 Walnut St.
Washington, D.C.: Duncan & Huggins, 1046 Potomac St. N.W.
Design-Technics
Chicago: Associated Showrooms, 1158 Merchandise Mart
Royal Oak, Mich.: Hampton Products, 1820 Bellaire Ave. A. L. Diament & Co.
Cnicago: Merchancise Mart
Directional Contract Furniture Corp.
Chicago: 6-121 Merchandise Mart
Domore Chair Co. Inc.
Boston: 727 Boylston St.
Chicago: 1194-5 Merchandise Mart
Los Angeles: Joe E. Davis Assoc., 8899 Beverly Blvd.
New York: 255 Fifth Ave.
Philadelphia: 1724 Pennsylvania Blvd.
Douglas Furniture Corp.
Chicago: 1526 American Furniture Mart
Downs Carpet Co.
Chicago: 1853 Merchandise Mart
Los Angeles: 309 Los Angeles Home Furnishing Mart
New York: 295 Fifth Ave.
San Francisco: 388 Western Merchandise Mart
du Cor
Atlanta: Singleton Assoc., 543 Atlanta Merchandise Mart
du Cor
Atlanta: Singleton Assoc., 543 Atlanta Merchandise Mart
Due-Bed Corp.
Chicago: 11617 Wilshire B.vd.
Duralite Co.
Chicago: 647 American Furniture Mart
New York: 1 Park Ave.
Duralom Carpet Mills Inc.
Chicago: 1067-A Merchandise Mart
Lolallas: 3024 Dallas Trade Mart
Los Angeles: 8900 Melrose Ave.
San Francisco: 430 Pacific Ave.
Durham Mfg. Co.
Chicago: 947 American Furniture Mart
New York: 905 N.Y. Furniture Exchange
Los Angeles: 1933 S. Broadway
New York: 305 E. 63 St.
San Francisco: Western Merchandise Mart
Dallas: 330 Decorative Center
Los Angeles: 1933 S. Broadway
New York: 305 E. 63 St.
San Francisco: Western Merchandise Mart
Dallas: 30 Decorative Center
Los Angeles: 1933 S. Broadway
New York: 305 E. 63 St.
San Francisco: Western Merchandise Mart
Dallas: Dickey Distributing, 4637 Greenville Ave.
Miami: 921 Dupont Plaza Center, 300 Biscayne Blvd. Way
New York: 305 E. 63 St.
San Francisco: Western Merchandise Mart
New York: Murphy Bed & Kitchen Co., 3 E. 44 St.
lenhank Designers Inc.
Boston: George & Frances Davison, Inc., 420 Boylston St.
Chicago: Jack Denst Designs, 6-117 Merchandise Mart
New York: Murphy Bed & Kitchen Co., 3 E. 44 St.
lenhank Designers Inc.
Boston: George & Frances Davison, Inc., 575 Madison St.
Philadelphia: Duncan & Huggins, 1704 Walnut St.
San Francisco: Ruth Ellis 432 Jackson Sq.
Washington,

Embassy Handprints
New York: 979 Third Ave.
Englander Co. Inc.
Chicago: 1720 Merchandise Mart
Los Angeles: Los Angeles Home Furnishing Mart
New York: 200 Lexington Ave.
Era Industries Inc.
Chicago: D'Aurora, Exhibitor's Bldg.
New York: Luten, Clarey, Stern, 1059 Third Ave.
San Francisco: Western Merchandise Mart
Excel Mfg. Corp.
Chicago: Design Galleries, 325 N. Wells St.
Denver: Charles J. Eisen, 375 S. Colorado Blvd.
Los Angeles: Halpern/Morrison, 1235 S. Olive
San Francisco: James Harmon Showroom, 60 Hotaling Pl.
Fabritate Inc.
New York: 979 Third Ave.
Feldman Co.
Chicago: 325 N. Wells St.
Los Angeles: 612 S. Wall St.
Ficks Reed Co.
Chicago: 331 Merchandise Mart
New York: 305 E. 63 St
Edward Fields Inc.
Boston: Devon Service, 420 Boylston St.
Chicago: 6-152 Merchandise Mart
Dallas: Frank Gregg Assoc., 2611 Peachtree Hills Ave. N.E.
Los Angeles: 8950 Beverly Blvd.
Finkel, Inc.
Chicago: 1217-18 American Furniture Mart
High Point, N. C.: 37 Southern Furniture Exposition Bldg.
Los Angeles: 568 L. A. Home Furniture Mart
New York: One Park Ave.
San Francisco: 523-25 Merchandise Mart
Fixtures Mfg. Corp.
Chicago: Charles L. Orr, Exhibitor Bldg., N. Wells St.
Cincinnati: Trefzger's, 3010 Woodburn Ave.
Los Angeles: Victor Fink & Co., 4502 S. Western Ave.
New York: Robert Garvin, 315 E. 62 St.
Ford Fabrics
Atlanta: Georgia Coated Fabrics, 497 Plum St. N.W.
Los Angeles: Perle-Youdene Co., 2414 S. Broadway
Miami: Textile Products, 5601 N.W. 35 Ave.
Oak Park, Ill: Dehner Co., 217 Harrison St.
Foster McDavid Inc.
Chicago: Exhibition Bldg., 325 N. Wells
Dallas: 4145 Dallas Trade Mart
New York: 192 Lexington Ave.
Fonctional Fabrics, Inc.
Chicago: Exhibition Bldg., 325 N. Wells
Dallas: 4145 Dallas Trade Mart
New York: 192 Lexington Ave.
Fonctional Fabrics, Inc.
Chicago: American Furniture Mart
Cincinnati: Lind Factory Showrooms, 1878 E. Main St.
High Point, N. C.: Southern Furniture Market
Los Angeles: R.A. Jackson Co., Los Angeles Furniture Mart
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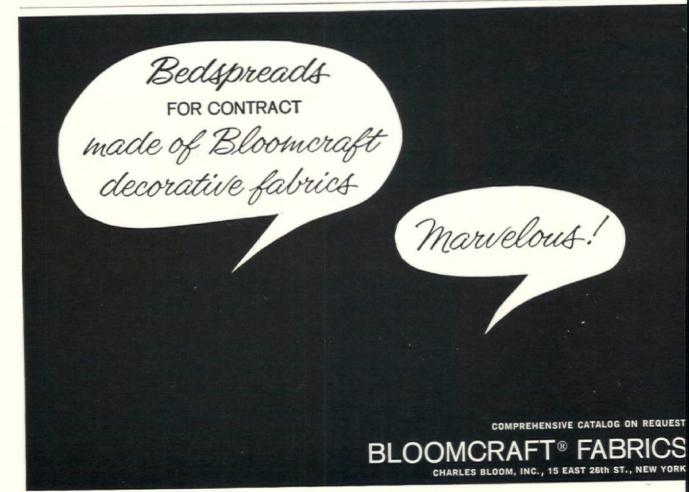


Circle No. 76 on product information card

SHOWROOMS—continued

Gallo Original Iron Works
Chicago: 1709-10 American Furniture Mart
Los Angeles: Clark & Burchfield, 120 S. Robertson Blvd.
New York: One Park Ave.
San Francisco: Marie S. O'Donnell, 435 Jackson Sq.
Robert Garvin Assoc.
Chicago: 1166 Merchandise Mart
Los Angeles: 8815 Beverly Blvd.
New York: 315 E. 62 st.
Gasser Chair Co.
Boston: Arthur Pensley, 510 Cambridge St.
Dallas: Al Goldblatt, 11033 Westmere Circle
Franklin, Mich.: Phil Van Dyke
General Felt Products of California
Los Angeles: 255 Los Angeles Furniture Mart
San Francisco: 383 Western Merchandise Mart
General Fireproofing Co.
Chicago: 110 North Wacker Dr.
Cleveland: 3510 Chester Ave.
Detroit: 2121 Second Ave.
Hartford, Conn.: 30 Garden St.
Los Angeles: 1631 Palo Alto St.
New York: 500 Fifth Ave.
Philadelphia: 7320 Old York Rd.
Pitsburgh: 924-926 Manchester Ave.
San Francisco: 1501 Vermant St.
General Tire & Rubber Co.
Aflanta: Atlanta Merchandise Mart
Chicago: 13-182 Merchandise Mart
Chicago: 13-182 Merchandise Mart
New York: Crown Products Corp., 295 Fifth Ave.
Glenn of California
Chicago: Merchandise Mart
Los Angeles: Los Angeles Furniture Mart
New York: John Stuart Inc., 205 E. 58 St.
Globe Furniture Co.
Chicago: 1611 Merchandise Mart
Los Angeles: Los Angeles Furniture Expos. Bldg.
Globe-Wernicke Co.
Chicago: 1111 Merchandise Mart
Cincinnati: 5025 Carthage Ave.
New York: 1059 Third Ave.
Goodall Vinyl Fabrics
Chicago: Glabman-ieichner, 666 Lake Share Dr.
High Point; N.C.: 930 Southern Furniture Expos. Bldg.
Globe-Wernicke Co.
Chicago: Glabman-ieichner, 666 Lake Share Dr.
Los Angeles: Herbert Sonen, 270-B Los Angeles Furniture Mart
Los Angeles: Herbert Sonen, 270-B Los Angeles Furniture Mart
Los Angeles: Herbert Sonen, 270-B Los Angeles St.
New York: 1867 St.
San Francisco: Roy D. Oplinger, 845 Western Merchandise Mart
Los Angeles: Morris P. Carr, 533 S. Los Angeles St.
New York: Sett Semel Assoc., 33 S. Los Angeles St.

B. F. Goodrich Co.
Atlanta: 1721 DeKalb Ave. N.E.
Boston: 20 Providence St.
Chicago: 13-115 Merchandise Mart
Dallas: 2932 Commerce St.
Los Angeles: 742 E. 60 St.
San Francisco: 1355 Market St.
Goodyear Tire & Rubber Co.
Chicago: 13-111 Merchandise Mart
New York: 515 Madison Ave.
Goshen Mfg. Co.
Atlanta: Atlanta Merchandise Mart
Chicago: 1411 American Furniture Mart
New York: 200 Fifth Ave.
Greeff Fabrics, Inc.
Boston: 420 Boylston St.
Chicago: 1215 Merchandise Mart
Los Angeles: 135 N. Robertson Blvd.
New York: 125 E. 56 St.
Philadelphia: 117 S. 17 St.
San Francisco: 617 Sansome St.
Gregson Mfg. Co.
Los Angeles: 1753 E. Olympic Blvd.
New York: 202 Lexington Ave.
Habitat Inc.
Chicago: Design Galleries, 315 N. Wells
Haeger Potteries Inc.
Chicago: Design Galleries, 315 N. Wells
Haeger Potteries Inc.
Chicago: Merchandise Mart
Dallas: 2917 Trade Mart
Los Angeles: Merchandise Mart
New York: 225 Fifth Ave.
San Francisco: Western Merchandise Mart
Paul Hanson Co., Inc.
Chicago: 110 Merchandise Mart
Hardwick & Magee Co.
Chicago: 110 Merchandise Mart
Los Angeles: 324 Los Angeles Home Furnishing Mart
New York: 295 Fifth Ave.
Boston: 420 Boylston St.
Chicago: 110 Merchandise Mart
Dallas: 1710 Hi-Line Drive
New York: 959 Fifth Ave.
New York: 959 Fifth Ave.
New York: 950 Fifth Ave.
New York:



Circle No. 77 on product information card

Henrose Co. Inc.
Chicago: 6-118a Merchandise Mart
Los Angeles: Walter W. Walt, 136 S. Robertson Blvd.
San Francisco: J. Tresch, 710 Sansome St.
Heywood-Wakefield Co.
Chicago: 1651 Merchandise Mart
Dallas: Dallas Furniture Mart
New York: One Park Ave.
Highstown Rug Co.
Chicago: 1844 Merchandise Mart
New York: 295 Fifth Ave.
Hitchcock Chair Co.
Chicago: Merchandise Mart
Dallas: Dallas Trade Mart
Dallas: Dallas Trade Mart
Dallas: Dallas Trade Mart
Dallas: Dallas Trade Mart
Hickory, N.C.: Hickory Home Furnishings Mart
New York: One Park Ave.
House of Spain
Chicago: 533 N. Wells St.
New York: 376 Lexington Ave.
Howel Co.
Chicago: 141 American Furniture Mart; 1187 Merchandise Mart
Los Angeles: 666 tos Angeles Furniture Co.
New York: One Park Ave.
San Francisco: 806 Western Merchandise Mart
Huntington Products Co.
New York: 231 E. 51 St.
Hyalyn Porcelain Inc.
Chicago: Ira A. Jones Co., 1546 Merchandise Mart
New York: Linn Myers Inc., 225 Fifth Ave.
Illinois Shade Div., Slick Corp.
Chicago Iffs: 17 & Union Ave.
Los Angeles: 1262 Rio Vista Ave.
New York: 300 Park Ave.
New York: 300 Park Ave.
Imperial Desk Co. Inc.
Chicago: 11-124 Merchandise Mart
New York: 320 Park Ave.
Imperial Wallpaper Mill
Albany, N.Y. Albany Imperial, 272 Central Ave.
Philadelphia: 2824 N. Broad St.
Syracuse: Onandagu Imperial, 227 W. Water St.
Springfield, Mass: Springfield Imperial, 486 Bridge St.
Interiors Import Co. Inc.
Boston: 420 Boylston St.
Chicago: 11-124 Merchandise Mart
New York: 390 Park Ave.
Philadelphia: Biltwell Furniture, 1006 Arch St.
San Francisco: Svend Wohlert Inc., 473 Jackson St.
Chicago: 11-124 Merchandise Mart
New York: 969 Third Ave.
Philadelphia: Biltwell Furniture, 1006 Arch St.
San Francisco: Svend Wohlert Inc., 473 Jackson St.
Chicago: 11-124 Merchandise Mart
Los Angeles: Albert Parvin, 120 N. Robertson Blvd.
Miami: International Design Center
V. Chair Corp.
Boston: Montage Inc., 420 Boylston St.
Chicago: 11-124 Merchandise Mart
Los Angeles: Stag-Kolstad Assoc., 8469 Melrose Pk.
asper Office Furniture
Chicago: 11-122 M ohnson Plastic Tops, Inc. Chicago: 11-122 Merchandise Mart Los Angeles: 8469 Melrose Pl. Los Angeles: 8409 Metrose FI,
. & M. Karagheusian, Inc.
Chicago: 1850 Merchandise Mart
Dallas: 3606 Dallas Trade Mart
Los Angeles: L.A. Home Furnishings Mart
San Francisco: Western Merchandise Mart
Seattle: Northwest Merchandise Mart Jeattle: Northwest Merchandise Mart araston Rug Mills
Chicago: Merchandise Mart
San Francisco: Western Merchandise Mart
atzenbach & Warren Inc.
Boston: 420 Boylston St.
Chicago: 6-117 Merchandise Mart
Philadelphia: 1704 Walnut St.
Washington, D.C.: 1046 Potomac St. N.W. Washington, D.C.: 1046 Potomac St. N.W.
siler Mfg. Co.
Chicago: 1711 American Furniture Mart
Dallas: 3141 Dallas Trade Mart
High Point, N.C., 208 Furniture Plaza
Minneapolis, 410R Midwest Merchandise Mart
San Francisco: 688 Western Merchandise Mart
Seattle: 811 Seattle Furniture Mart
int-Coffey Mfg. Co.
Chicago: American Furniture Mart rsch Co. Chicago: 1306 Merchandise Mart; National Design Center, Marina City tinger Co. Inc.
Atlanta: Paul Raulet, 351 Peachtree Hills Ave. N.E.
Boston: James M. M-Geaugh, 420 Boylston St.
Chicago: 6-158 Merchandise Mart
Dallas: E. C. Dicken, 650 Decorative Center
New York: 305 E. 63 St.
Los Angeles: Kneedler-Fauchere, 151 N. Robertson Blvd.
ban Francisco: Kneedler-Fauchere, 451 Jackson Sq.
eedler-Fauchere
Los Angeles: 151 N. Robertson Blvd.
th & Lowy Los. Los Angeles: 151 N. Robertson Blvd.

th & Lowy Inc.

Lhicago: Design Gallery, 325 N. Wells

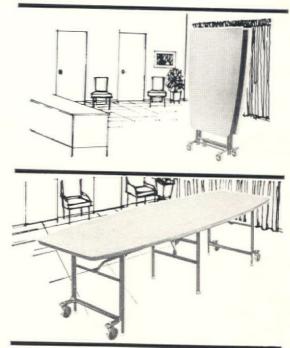
as Angeles: Gruen Lighting, 8336 W. Third St.

an Francisco: Lloyd Levy, Western Merchandise Mart dawood Furniture Mfrs, Lhicago: 349 American Furniture Mart ligh Point, N.C.: 504 National Furniture Mart os Angeles: Furniture Manufacturers Mart os Angeles: Furniture Manufacture is Kroll Fabrics. Inc. oston: 420 Boylston St. Lhicago: 627 Merchandise Mart Jallas: 260 Decorative Arts Center Aiami: 101 N.E. 40 St. Jew York: 515 Madison Ave. hiladelahia: 1717 Sansom St. an Francisco: 407 Jackson St.



The new Hamilton Erickson mobile conference table doubles the utility of any room by creating a dignified meeting site, in seconds. Simply roll in the table, open it in one easy motion, then pull up the chairs. Its taper-edge top is faced with genuine stain-resistant Formica in a rich walnut finish. Understructure comes in either gleaming chrome plate or subdued black satin finish.

Exclusive Hamilton "Flor-Lok" feature eliminates table drift. For complete information write Dept. 331.



HAMILTON ERICKSON MOBILE PRODUCTS Hamilton Manufacturing Company of Two Rivers, Wisconsin

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eger Metal Products Co. hicago: 1184 Merchandise Mart

SHOWROOMS—continued

LaBarge Mirrors Inc.
Chicago: 344 American Furniture Mart
Hickory, 218 N.C. Hickory Home Furnishings Mart
La France Industries Inc.
Chicago: 239 American Furniture Mart
Los Angeles: 171 Los Angeles Home Furnishings Mart
Lominating Services Inc.
Chicago: Souther Distributors, 1188 Merchandise Mart
Los Angeles: Clark & Burchfield, 120 S. Robertson Blvd.
New York: Laue Bros., 979 Third Ave.
San Francisco: Don Rumsey Assoc., 472 N. Jackson St.
Jack Lenor Larsen Inc.
Boston: G. & F. Davison, 420 Baylston St.
Chicago: Jack Denst Designs, 6-117 Merchandise Mart
Honoulu! Pacific Home Hurnishings, 326 Kamake St.
Houston: Elouise Abbott, 503 Westheimer
Los Angeles: Kneedler-Fauchere, 151 N. Robertson Blvd.
Philadelphia: Duncan & Huggins, 1704 Walnut St.
San Francisco: Kneedler-Fauchere, 451 Jackson Sq.
Seattle: Paul Siegel Inc., 1707 Olive Way
Washington, D.C.: Duncan & Huggins, 1704 Walnut St.
San Francisco: Kneedler-Fauchere, 451 Jackson Sq.
Seattle: Paul Siegel Inc., 1707 Olive Way
Washington, D.C.: Duncan & Huggins, 1346 Potomac St. N.W.
Arthur H. Lee & Sons, Inc.
Boston: 420 Boylston St.
Chicago: 1654 Merchandise Mart
Los Angeles: 136 S. Robertson Blvd.
San Francisco: 714 Sansome St.
Lee Ltd. Furniture
Chicago: 1262 Merchandise Mart
Detroit: Decarators Showroom, 10420 W. McNichols
New York: Casual Furniture Inc., One Park Ave.
James Lees & Sons Co.
Atlanta: 919 Atlanta Merchandise Mart
Chicago: 1814 Merchandise Mart
Chicago: 1814 Merchandise Mart
Chicago: 1814 Merchandise Mart
Los Angeles: 246 Los Angeles Home Furnishings Mart
New York: 295 Fifth Ave.
Philadelphia: 12 S. 12 St.
San Francisco: Western Merchandise Mart
Leigh Furniture Corp.
Chicago: 1267 Merchandise Mart
Dallas: 1718 Hi-Line Dr.
Los Angeles: 2515 S. Broadway
New York: 11 E. 36 St.
W.H.S. Lloyd Co. Inc.
Boston: 420 Boylston St.
Chicago: 125 American Furniture Mart
High Point, N.C.: 444 Southern Furniture Exposition Bldg. Lloyd Mfg. Co.
Chicago: 1125 American Furniture Mart
High Point, N.C.: 444 Southern Furniture Exposition Bldg.
New York: One Park Ave.

London Lamps
Atlanta: 607 Atlanta Merchandise Mart
Chicago: 1585 Merchandise Mart
Dallas: 1020 Dallas Trade Mart
Los Angeles: 1156 Home Furnishings Mart
San Francisco: 590 Western Merchandise Mart
Seattle: 631 Pacific Northwest Merchandise Mart Seattle: 031 Pacific Northwest Merchandise Mari Loomtex Mills Inc. New York: 295 Fifth Ave. Louma Fabrics Detroit: James M. Milhon Assoc., 856 Pallister Grand Rapids: James M. Milhon Assoc., 503 Waters Bldg. Houston, Tex.: Maurice Moore, 402 Avondale Honolulu: Pacific Home Furnishings Ltd., 327 Kamakee St. Honolulu: Pacific Home Furnishings Ltd., 327 Kamak Frederik Lunning
Philadelphia: Design Three Inc., 1712 Walnut St.
M/B Designs
Scn Francisco: Western Merchandise Mart
Madison Furniture Industries
Chicago: 1166 Merchandise Mart
Dallas: 4303 Trade Mart
Los Angeles: 426 Los Angeles Home Furniture Mart
San Francisco: 590 Western Merchandise Mart
Seattle: Northwest Furniture Mart
Magee Carpet Co.
Atlanta: Atlanta Merchandise Mart Seattle: Northwest Furniture Mart
Magee Carpet Co.
Atlanta: Atlanta Merchandise Mart
Chicago: 1825 Merchandise Mart
Dallas: 3656 Dallas Trade Mart
Los Angeles: L.A. Home Furnishings Mart
New York: 295 Fifth Ave.
San Francisco: Western Merchandise Mart
Magnavox Co.
New York: E. 48 St. & Madison Ave.
Maharam Fabric Corp.
Los Angeles: 147 N. Robertson Blvd.
Majestic Lamp Mfg. Corp.
Chicago: 626 American Furniture Mart
Dallas: 2515 Dallas Trade Mart
Mallin Co.
Dallas: Dallas Trade Mart
Los Angeles: Los Angeles Furniture Mart
San Francisco: San Francisco Merchandise Mart
Seattle: Northwest Furniture Mart
Karl Mann Associates Seattle: Northwest Furniture Mart
Kari Mann Associates
Atlanta: Paul Bates, 351 Peachtree Hills Ave.
Chicago: Jack Denst Designs, 6-117 Merchandise Mart
Dallas: I. H. Pritchard Inc., 260 Decorative Ctr.
Los Angeles: Kneedler-Fauchere, 151 N. Robertson Blvd.
Philadelphia: Duncan & Huggins, 1704 Walnut St.
San Francisco: Don Rumsey Assoc., 472 Jackson Sq.
Seattle: Paul Siegel, 1707 Oliveway
Washington, D.C.: Duncan & Huggins, 1046 Potomac Ave. N.W.
B. L. Marble Chair Co.
Chicago: 11-113A Merchandise Mart
Mardan Mf. Inc. Marden Mfg. Inc. Chicago: Exhibitors Bldg., 325 N. Wells San Francisco: Hagen International, 100 Sansome St.



Compact kitchens styled to complement any decor...designed to fit any space

The name is Cervitor... the only complete line of quality compact kitchens, available in an infinite variety of combinations, styles, colors, and sizes. Whether you need one or one-hundred, Cervitor can custom-design a unit to meet your exact specifications. If your kitchen

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Marsh Wall Products
Allanta 1721 Marienta Blvd, N.W.
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Los Anquets 3050 Melrose Pk., Ill.: 4545 James Pl.
Gene McDanold Inc.
Chicago: Berlil Thurne, 6-118 Merchandise Mart
Los Anquets (Control of the Marienta Mart)
Philodelphia (Control of the Marketa Mart)
Philodelphia (Control of the Mart)
Chorald Products Corp.
Chicago: 1333 Merchandise Mart
Dellas: 1950 Dellas Trade Mart
Dellas: 1950 Dellas Trade Mart
New York: 225 Fifth Ave.
Jo Mead Designs
Chicago: MM.M. Showroom, 1110 Merchandise Mart
Dellas: 1950 House and St. Western Ave.
New York: Decorators Woll, 240 S. Robertson Blvd.
New York: Tendage Furniture Led, 232 E. 59 St.
Son Francisco: Rogers-Kenedler, 26 Hotaling Pl.
Metropoliton Furniture Mfg.
Chicago: 6-127 Merchandise Mart Plaza
Dellas: 2507 Dellas Trade Mart Plaza
Dellas: 2507 Dellas Trade Mart Plaza
Dellas: 2507 Dellas Trade Mart
Los Angeles: 8806 Beverly Blvd.
New York: 202 E. 33 St.
Son Francisco: John W. Ledford, 855 Montgomery St.
House York: 202 E. 40 St.
Son Francisco: 55 Pecific Ave.
Chicago: 1635 Merchandise Mart
Los Angeles: 8806 Beverly Blvd.
New York: 202 Fifth Ave.
Son Francisco: 255 Fifth Ave.
Son Francisco: 255 Fifth Ave.
Son Francisco: 256 Fifth Ave.
Son Francisco: 257 Fifth Ave.
Son Francisco: 258 Fifth Ave.
Son Francisco: 358 P Chicago: 1366 Merchandise Mart
Dallas: 1054 Trade Mart
nni
Atlanta: Annex Inc., 351 Peachtree Hills Ave. N.E.
Chicago: John R. Willis Co., 325 N. Wells St.
Dallas: Jess L. Musgrave Co., 1710 Hi-Line Dr
Miami: Joe Sherry Assoc., 266 N.E. 60 St.
New York: T. J. Bernstein, 200 Lexington Ave.
Philadelphia: Design Three Inc., 1712 Walnut St.
San Francisco: Executive Office Interiors, Jackson Sq.
senigo Co. Inc.
Lhicago: Globe-Wernicke Co., 11-111 Merchandise Mart
Lincinnati: Globe-Wernicke Co., 5025 Carthage St.
Pico Rivera, Calif.: Globe-Wernike Co., 4820 Durfee St.
Pico Rivera, Calif.: Globe-Wernike Co., 4820 Durfee St.
Pico Rivera, Calif.: Broadway
Jew York: 295 Fifth Ave.
Jie Corp.
Licago: 13-170 Merchandise Mart Plaza
os Angeles: 1933 S. Broadway
Jew York: 295 Fifth Ave.
Jew York: 295 Fifth Ave.
Jiew Corp.
Licago: National Design Ctr., Marina City
Des Angeles: International Design Centre, 8999 Beverly Blvd.
Jiami: International Design Centre, N. Miami Ave.
Jew York: National Design Centre, N. Miami Ave.
Jew York: National Design Centre, N. Miami Ave.
Jiami: International Design C

Desks Inc. won't keep your client dangling

. . now he can see the office furniture you're recommending right in our showroom. Desks, Inc. offers a vast selection of fine office furniture from America's leading manufacturers, set in a comfortable atmosphere. Desks, Inc. assures you and your clients all the specialized services that smart interior designers, decorators and architects look for to produce a "trouble-free" installation. We're proud of our custom craftsmanship, warehousing facilities and "off the street" delivery that sets your furniture right in place. All this, plus a knowledgeable staff to attend to every detail, are the ingredients that guarantee a "turn key" job. Make sure your clients' "package" is delivered to him in perfect condition - by people who've handled it with care. Visit our showroom at 71 Fifth Ave., N. Y. C. (Cor. of 15th St.) or call 212-AL 5-5454.



Desks Inc.

A COMPLETE SOURCE FOR FINE OFFICE FURNITURE IN NEW YORK

Circle No. 80 on product information card

SHOWROOMS—continued

Payne & Co.
Boston: 420 Boylston St.
Dallas: 610 Decorative Center
Los Angeles:136 S. Robertson Blvd.
San Francisco: 710 Sansome St.
Peerless Steel Equip. Co.
Chicago: 11-119-120 Merchandise Mart
Los Angeles: C.J. Schubert, 540 S. Alameda St.
New York: 745 Fifth Ave.
Peter Pepper Products Inc.
Chicago: 1166 Merchandise Mart
Dallas: 330 Decorative Ctr. Peter Pepper Products Inc.
Chicago: 16 Merchandise Mart
Dis Angeles: 464 L. A. Home Furnishings Mart
Phillips Imports
Chicago: S. J. Campbell, 6-171 Merchandise Mart
Miamis Joe Sherry & Assoc., 266 N.E. 60 St.
Seattle: Paul Siegel, 1707 Olive Way
Pioneer Plastics Corp.
Chicago: 643 W. North Ave.
Plastiglide Mfg. Corp.
Chicago: 643 W. North Ave.
High Point, N.C.: 1940 W. Green St.
Waterbury, Conn.: 87 Sharon Rd.
Plymouth Cordage Inc.
Ann Arbory, Conn.: 87 Sharon Rd.
Plymouth Cordage Inc.
Ann Arbory, Conn.: 87 Sharon Rd.
Plymouth Cordage Inc.
Ann Arbory, Conn.: 87 Sharon Rd.
Polyplastex United Inc.
Chicago: 549 W. Randolph St.
Los Angeles: 8815 Alcott St.
New York: 441 Madison Ave.
Polyplastex United Inc.
Chicago: 3100 W. Corroll Ave.
Collass: 1016 Lowe & Assoc., 3720 La France
Los Angeles: Abel Distributors, 2316 S. Santa Fe Ave.
Harvey Probber Inc.
Boston: 475 Commonwealth Ave.
Chicago: 1270 Merchandise Mart
Dallas: 2016 W. Corp.
Arlanta: 608 Merchandise Mart
Chicago: 1270 Merchandise Mart
Chicago: 1270 Merchandise Mart
Dallas: 2019 Dallas Trade Mart
Los Angeles: 1340 St.
Santhew Work: 225 Fifth Ave.
Rembrandt Lamp Co.
Chicago: 120-8 American Furniture Mart
Dallas: 1959 Trade Mart
New York: 225 Fifth Ave.
Rembrandt Lamp Co.
Chicago: 120-8 American Furniture Mart
Dallas: 1939 Trade Mart
New York: 225 Fifth Ave.
Rembrandt Lamp Co.
Chicago: 120-8 American Furniture Mart
Dallas: 1939 Western Merchandise Mart
Dallas: 1939 Western Merchandise Mart
Los Angeles: 134 N. Raples Furniture Mart
Dallas: Dallas Furniture Mar

OODCUT BOUQUET is shown opposite in the Mark Hopkins Hotel, San Francisco, in a setting designed by Wynn Shaffer, NSID, Senior Designer for Western Contract Furnishers. The new series of scenic wall foils is presented in Winfield's Volume VI. This is a large volume—15 by 26 inches—with accurately scaled miniatures of all six new scenics



and samples of the 47 colorways as well as illustrated room settings. Write or telephone your distributor for a copy.

Winfield Distributors:

KATZENBACH & WARREN, INC. 575 Madison Avenue, New York Showrooms in Boston, Philadelphia, Washington, D. C.

E. C. BONDY CO., INC. 105 So. Robertson Blvd., Los Angeles Showrooms in Pasadena, Santa Barbara, Woodland Hills, Phoenix

DWOSKIN, INC. 763 Peachtree Street N.E., Atlanta Showrooms in Miami, Dallas, Houston, Charlotte

WALLPAPERS INC. 463 Jackson Street, San Francisco Showrooms in Oakland, Portland, Seattle

THE JACK DENST DESIGNS 7355 South Exchange Avenue, Chicago Showroom, 6-117 Merchandise Mart, Chicago



WINFIELD DESIGN ASSOCIATES, INC. San Francisco, California

Winfield sets the Scene at the Mark Hopkins, where Wynn Shaffer, NSID, takes a leaf from the latest Winfield book to make a bold backdrop for simplicity.

from the latest Winfield book to make a bold backdrop for simplicity. WOODCUT BOUQUET is just one of the majestic new scenic wall foils collected between the covers of Winfield's Volume VI. The listing opposite tells where to get it...



SHOWROOMS—continued

fine wallcoverings from the continent

We are pleased to announce that effective January 1, we are the exclusive North American distributor for the world-famous wallcoverings of Salubra SA, Basel, Switzerland.

We are now stocking our New Jersey warehouse with scores of striking new designs. They have been developed especially for this market, and combine a distinctly continental feeling with a five year guarantee.

You'll soon be seeing stepped up promotional activity on these lines: extensive merchandising and advertising programs are on their way. Sample books and swatches available for prompt delivery. Some key territories still open for aggressive distributors. Write, wire or phone George K. Birge Co., Inc., 120 East 56th Street, New York, N.Y. 10022.

Circle No. 83 on product information card

Scalamandre Silks Inc.
Atlanta: 2218 Peachtree N.W.
Boston: 420 Boylston St.
Chicago: 610 Merchandise Mart
Philadelphia: 1611 Walnut St.
Los Angeles: 719 N. La Cienega Blvd.
San Francisco: 470 Jackson Sq.
Frank Scerbo & Sons Inc.
Chicago: 325 W. Huron St.
Schafer Bros. Inc.
San Francisco: Ferlin-Stage-Kolstad, 855 Stevenson St.
Seattle: Pacific Northwest Furniture Mart
Southfield, Mich.: Robert Flattery, 29429 Southfield
Isabel Scott Fabrics Corp.
Chicago: 1180 Merchandise Mart
Los Angeles: 8900 Melrose Ave.
San Francisco: 430 Pacific Ave.
Scroll Inc.
Los Angeles: Clark & Burchfield, Inc., 120 S. Rob Los Angeles: 8900 Melrose Ave.
San Francisco: 430 Pacific Ave.
Scroll Inc.
Los Angeles: Clark & Burchfield, Inc., 120 S. Robertson Blvd
Miami: Decorator's Show-Room, Inc., 4100 N. Miami Ave.
New York: Casual Furniture Inc., One Park Ave.
San Francisco: Knapp & Tubbs Inc., 737 Sansome St.
Washington, D.C.: Decorator's Showroom Inc., 1160-19 St. N.W.
Seamloc Loma-Loom Carpet Co.
Chicago: 13-164 Merchandise Mart
James Seeman Studios Inc.
Chicago: 1156 Merchandise Mart
Los Angeles: 107 S. Robertson Blvd.
New York: 979 Third Ave.
San Francisco: 553 Pacific Ave.
Selig Mfg. Co.
New York: 979 Third Ave.
Seneca Textile
Atlanta: 2700 Apple Valley Rd. N.E.
Boston: 99 Chauncy St.
Chicago: 1378 Merchandise Mart
Dallas: 175 Leslie St.
San Francisco: 604 Mission St.
St. Louis: 915 Olive St.
Shaw-Walker Co.
Atlanta: 91 16St. N.W.
Chicago: 27 S. LoSalle
New York: Chrysler Bldg.
San Francisco: 300 Show Rd.
Shelby Williams Manufacturing Inc.
Chicago: 1131 Merchandise Mart
Dallas: 2626 Stemmons Frwy.
Los Angeles: 1319 E. Washington
Miami: International Design Ctr.
Silent Gliss Inc.
Beverly Hills: Angevine Co., 205 S. Robertson Blvd.
Chicago: Angevine Co., 110 W. Illinois St.
New York: 261 Fifth Ave.
Simmons Co.
Atlanta: 353 Jones Ave. N.W.
Chicago: 1870 Merchandise Mart Silent Gliss Inc.
Beverly Hills: Angevine Co., 205 S. Robertson Blvd.
Chicago: Angevine Co., 110 W. Illinois St.
New York: 261 Fifth Ave.
Simmons Co.
Atlanta: 353 Jones Ave. N.W.
Chicago: 1870 Merchandise Mart
New York: One Park Ave.
San Francisco: 295 Bay St.
Sligh-Lowry Contract Furniture
Chicago: American Furniture Mart
Los Angeles: Furniture Manufacturers Mart
Smith Metal Arts Co. Inc.
Chicago: 1542A Merchandise Mart
Dick Stambaugh Inc.
Cincinnati: Trefzger's, 3010 Woodburn Ave.
Standard Furniture Co.
Chicago: 325 N. Wells St.
Herkimer, N.Y.: 201 S. Washington St.
Steelcase Inc.
Atlanta: Decorative Arts Center
Chicago: 1118 Merchandise Mart
Dallas: 1626 Hi-Line Dr.
La Mirada, Cal: 14771 Firestone Blvd.
New York: 280 Park Ave.
Portland, Ore: 600 N.W. 14 St.
Stendig Inc.
Chicago: Associated Showrooms, 1158 Merchandise Mart
Cincinnati: Trefzger's, 3010 Woodburn Ave.
Dellas: W. Glen Hennings, 330 Decorative Center
Los Angeles: C. J. Welch & Assoc., 430 Pacific Ave.
Stiffel Co.
Chicago: 1275 Merchandise Mart
Dallas: 1020 Trade Mart
New York: 225 Fifth Ave.
C. W. Stockwell Co.
Beverly Hills: 9749 Santa Monica Blvd.
Los Angeles: 103 S. Robertson Blvd.
Pasadena: 552 S. Lake Ave.
San Francisco: 563 Sutter St.
Stow & Davis Furniture Co.
Allanta: 351 Peachtree Hills Ave.
Dallas: 210 Decorative Center
Los Angeles: 103 S. Robertson Blvd.
Pasadena: 552 S. Lake Ave.
San Francisco: 563 Sutter St.
Stow & Davis Furniture Co.
Allanta: 351 Peachtree Hills Ave.
Dallas: 210 Decorative Center
Los Angeles: 33 N. Robertson Blvd.
New York: 35 E. 42 St.
Thomas Strahan Co.
Chicago: 620 Merchandise Mart
Los Angeles: 133 N. Robertson Blvd.
New York: 315 Madison Ave.
Stroheim & Romann
Boston: 420 Boylston
Chicago: 620 Merchandise Mart
Los Angeles: 133 N. Robertson Blvd.
New York: 35 E. 61 St.
Philadelphia: 40 St.
Philadelphia: 2301 Chestnut St.

Syroco Inc.
Atlanta: 602 Merchandise Mart
Dollas: 1032 Merchandise Mart
Dollas: 1032 Farde Mart
Dollas: 1035 Trade Mart
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Dollas: 1035 Trade Mart
High Point: 281 Southern Furniture Exposition Bldg.
Los Angeles: 1002 Furniture Mart
New York: 225 Fifth Ave.
San Francisco: 578 Western Merchandise Mart
Seutile, Wash.: Pocific Northwest Mart
Achicago: 666 Loke River Ch.
Chicago: 666 Loke River Ch.
New York: 200 Lexington Ave,
High Point: Southern Furniture Exp. Bldg.
New York: 200 Lexington Ave,
High Point: Southern Furniture Exp. Bldg.
New York: 200 Lexington Ave,
Chicago: 10x Abenst Designs Inc., 6-117 Merchandise Mart
Dollas: 1, H. Pritchard Inc., 260 Decorative Cfr.
Los Angeles: Kneedler-Foucher, 131 N. Robertson Blvd.
San Francisco: Kneedler-Foucher, 131 N. Robertson Blvd.
San Francisco: Kneedler-Foucher, 131 N. Robertson Blvd.
San Francisco: Kneedler-Foucher, 131 N. Robertson Sq.
Chicago: 1775 Merchandise Mart
San Francisco: Kneedler-Foucher, 131 N. Robertson Sq.
Chicago: 1616 Dallos Trade Mart
San Francisco: Sola St.
Chicago: 10x Abentson Hurbinson Mart
Santier Point Northwest Furniture Mart
Los Angeles: L. A. Home Furshings Mart
Los Angeles: L. A. Home Furshings Mart
Los Angeles: 131 N. Robertson Blvd.
New York: 171 E. 56 S.
San Francisco: 501 Pacific Ave.
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Tri-Mart Mc.
Chicago: 10x Abent Mc.
Chicago: 10x Abe New Tork: 170 Santa Merchandise Mart Atlanta: 610 Atlanta Merchandise Mart Chicago: 1219A Merchandise Mart Dallas: 1012 Trade Mart Los Angeles: 1009 L.A. Furniture Mart (alker & Zanger Inc. Glendale, Cal.: 1832 S, Brand Blvd. 'arner Co. Chicago: 6-116 Merchandise Mart Chicago: 6-116 Merchandise Mart
ebb Textiles Inc.
Chicago: 6-115 Merchandise Mart
Los Angeles: 313 N. Robertson
Miami: 133 N.E. 40 St.
New York: Holland Shade Co., 999 Third Ave.
San Francisco: Kneedler-Fauchere, 451 Jackson Sq.
G. Wheeler Co. Inc.
New York: Robert Garvin & Assoc., 315 E. 62 St.
hitecraft Inc.
Chicago: 1111 Merchandise Mart
New York: 979 Third Ave.
Infield Design Associates New York: 979 Third Ave.
infield Design Associates
Aflanta: Dwoskin, 763 Peachtree St. N.E.
Chicago: Jack Denst Designs, 6-117 Merchandise Mart
Los Angeles: E. C. Bondy Co., 105 S. Robertson Blvd.
New York: Katzenbach & Warren, 575 Madison Ave.
San Francisco: Wallpaper Inc., 463 Jackson Sq.
e L. Woodard Sons Inc.
Chicago: 628 Merchandise Mart
Dallas: 320 Decorative Ctr.
Los Angeles: 8924 Beverly Blvd.
New York: 305 E. 63 St., Decorative Ctr.
San Francisco: 553 Pacific Ave.

DESIGNED IN 1635





Modified Somewhat By Armstrong in 1965

However, we can't guarantee our Series 200 contract sofa to last 329 years. It depends on the fabric. We don't make fabric. We only make the finest contract furniture.

rmstrong furniture co

SHOWROOMS:

DALLAS, Decorative Arts Center

HIGH POINT, 144 South Main

Circle No. 84 on product information card

CLASSIFIED PRODUCT LISTINGS

ACOUSTICAL MATERIALS

American Latex Products, 3341 W. El Segundo Blvd., Hawthorne, Cal. Armstrong Cork Co., Liberty & Mary Sts., Lancaster, Pa. Barclay Mfg. Co., 385 Gerard Ave., Bronx, N.Y. Celotex Corp., 120 S. LaSalle St., Chicago, Ill. Central Shippee Inc., 24 W. 25 St., New York, N.Y. Curtis Partition Corp., 590 Belleville Tpk., Kearny, N.J. Flintkote, 30 Rockefeller Plaza, New York, N.Y. Gurian Fabrics, 39 W. 45 St., New York, N.Y. E. F. Houserman Co., 7516 Grant Ave., Cleveland 5, Ohio Johns-Manville, 22 E. 40 St., New York, N.Y. National Gypsum Co., Gold Bond Bldg., Buffalo 2, N.Y. Ozite Corp., 7120 Merchandise Mart, Chicago 54, Ill. Phillips & Brooks Inc., 3422 Pierce Dr., Chamblee, Ga. Preco Chemicals, 489 Main St., Westbury, N.Y. Simpson Timber Co., 2000 Washington Bldg., Seattle 1, Wash. Torjesen Inc., 209 25 St., Brooklyn, N.Y.

AIR CONDITIONERS

Admiral Corp., 3800 W. Cortland St., Chicago, III.
Airtemp Div., Chrysler Corp., 1600 Webster, Dayton, Ohio
Amana Refrigeration Inc., Amana, Iowa
American Radiator & Standard Sanitary Corp., 40 W. 40 St., New York, N.Y.
Carrier Air Conditioning Co., Carrier Pkwy., Syracuse 1, N.Y.
Fedders Corp., 5801 Grand Ave., Maspeth 78, N.Y.
Gibson Refrigerator Div., Hupp Corp., Greenville, Mich.
H. B. Hamilton Co., 103 Park Ave., New York, N.Y.
Philco Corp., C & Tioga Sts., Philadelphia 34, Pa.
Westinghouse Electric Corp., 353 Park Ave. S., New York 10, N.Y.

ARCHITECTURAL WOODWORK

Ezra Blank Associates, 500 Stagg St., Brooklyn, N.Y.
Creative Woodworking Co., 1370 Ralph Ave., Brooklyn, N.Y.
Ebner Woodwork Corp., 301 Walton Ave, New York 51, N.Y.
J. Froehlich Cabinet Works, 560 Barry St., Bronx 59, N.Y.
M. Gerber Construction Co., 56-01 Maspeth Ave., Maspeth, N.Y.
Hinzmann & Co., 92 Third Ave., Brooklyn, N.Y.
Jaff Bros. Woodworks, Inc., 41-43 37 St., Long Island City, N.Y.
Korngold Bros. Inc., 258 E. 139 St., New York, N.Y.

ART OBJECTS & ACCESSORIES

Code: p—pictures & paintings s—sculpture & statuary w—wall decorations m—maps & globes f-frames

Aaron Bros. Co., 960 N. La Brea Ave., Los Angeles, Cal.	(p, w)
Aero Service Corp., 210 E. Courtland St., Philadelphia, Pa.	(m)
Edward Alden Studios, 7600 Russell, Detroit, Mich.	
Edward Alden Studios, 7000 Rossell, Bollotty	(p, w)
J. Alden Studios Inc., 19 W. 26 St., New York, N.Y.	(s)
Alva Museum Replicas Inc., 140 W. 22 St., New York, N.Y.	(s, w)
America House, 44 W. 53 St., New York, N.Y.	(s, w)
American SEDDE Corp. 716 Madison Ave., New 10rk, IN.1.	
Architectural Pottery, 2020 S. Robertson Blvd., Los Angeles, C	QI. (5)
Herbert Arnot Inc. 250 W. 57 St., New York, N.T.	(1)
Asteroft Industries Inc., 1770 Sichel St., Los Angeles, Col.	(p, s, w)
Artes de Meyico International, 103 Pittsburg St., Dallas, 184.	(w)
Arts for Architecture, 50 Rose Pl., Garden City Park, N.Y.	(w)
Austin Productions Inc. 1615 62 St., Brooklyn, N. I.	(s)
Bead Design Studio, 223 E. 58 St., New York, N.Y.	(p)
Rendix Mouldings Inc., 952 Whittler St., Dronk, N.1.	
Brayton Potteries Inc., 1471-79 Glenneyre St., Laguna Beach, Cal.	(s, w)
Burwood Products Co., 320 W. Ohio St., Chicago, III.	(s, w)
Canadian Wallpaper Manufacturers Ltd., 222 Seventh St., 1	
	(w)
Ontario	(w)
Sylvia Carewe, 544 E. 86 St., New York, N.Y.	(p, w)
Century Industries Inc., 1517 W. 35 St., Chicago 9, III.	(m, p, w)
Cottage Crafts, Box 212, Chester, N.J.	
Daglee Seating, 21 St. & Godfrey Ave., Philadelphia 33, Pa.	(w)
Dearborn Glass Co., 6600 S. Harlem Ave., Bedford Park, III.	1-1
Delphic Arts, 350 Fifth Ave., New York 1, N.Y.	(p)
Del Sarto Co., 2 Spring Pl., Morristown, N.J.	(s, w)
Design-Technics, 7 E. 53 St., New York 22, N.Y.	(s, w)
Displaycraft, 56 W. 45 St., New York 36, N.Y.	(m, w)
Era Industries Inc., 8817 Beverly Blvd., Los Angeles, Cal.	(w)
Erkins Studios, 80 W. 40 St., New York, N.Y.	(s)
Falcon Products Inc., 2130 Schuetz Rd., St. Louis, Mo.	(w)
Finesse Originals, 35-11 Ninth St., Long Island City, N.Y.	(w
Florentine Craftsmen,, 479 First Ave., New York 16, N.Y.	(s)
Flowers Unlimited Inc., 1140 Third Ave., New York, N.Y.	(s
Otto Gerdau Co., 82 Wall St., New York, N.Y.	(w
Und Derddu Co., bz Wall St., New Tork, 13-1-	4.44

Goodman-Dean-Scott Inc., 814 N. Franklin St., Chicago, III.

C. R. Gracie & Sons Inc., 148 E. 58 St., New York 22, N.Y.

Groszart Glass Co., North Blvd. & 112 Pl., Corona, N.Y.

P. E. Guerin Inc., 25 Jane St., New York, N.Y.

Haeger Potteries Inc., Royal Haeger Lamp Co., Dundee, III.

House of Spain, 34 Gansevart St., New York, N.Y.

Jim Hurt of Texas, P.O. Box 531, McAllen, Tex.

S. Jim Hurt of Texas, P.O. Box 531, McAllen, Tex.

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Jim Hurt of Texas P.O. Box 531, McAllen, T Cal.
Cal.
Harris G. Strong Inc., 465 E. 147 St., Bronx 55, N.Y.
Sungott Art Studios, 20 W. 32 St., New York, N.Y.
Syracuse Ornamental Co., 225 Fifth Ave., New York, N.Y.
Shirley Tattersfield Assoc., 2047 Cherry St., Philadelphia, Pa.
Tennessee Fabricating, 1490 Grimes St., Memphis 6, Tenn.
Turner Mfg. Co., 2309 S. Keeler, Chicago, III.
Van Rijn Industries Inc., 16 E. 18 St., New York 3, N.Y.
Venini Ltd., 377 Park Ave. S., New York, N.Y.
Virginia Metalcrafters, 1010 E. Main St., Waynesboro, Va.
V'soske Inc., 155 E. 56 St., New York, N.Y.
WallDecor, 944 Third Ave., New York, N.Y.
WallDecor, 944 Third Ave., New York 22, N.Y.
Frederic Weinberg Co., 145 W. Columbia Ave., Philadelphia 22, Pa.
Marjon Wieder Inc., 969 Third Ave., New York 22, N.Y.
T. & C. Williams, Litchfield, Conn. (p, w) (p, (s) (p, w) (p, w) (s)

ASH RECEIVERS

Code: t-trays

Allwin Furniture, 6 E. 33 St., New York, N.Y.
America House, 44 W 53 St., New York, N.Y.
American SERPE Corp., 716 Madison Ave., New York, N.Y.
American SERPE Corp., 716 Madison Ave., New York, N.Y.
American SERPE Corp., 716 Madison Ave., New York, N.Y.
AMV Inc., 588 Brookside, Birmingham, Mich.
Architectural Pottery, 2020 S. Robertson Blvd., Los Angeles, Cal.
Beacon Lamp Co. Inc., 1181 Broadway, New York, N.Y.
Robert Benjamin Inc., 6 E. 53 St., New York, N.Y.
Brayton Potteries Inc., 1471-79 Glenneyre St., Laguna Beach, Cal.
Columbia Unlimited Inc., 145 E. 57 St., New York, N.Y.
Dale Chemical Co., 4044 Park Ave., St. Louis 10, Mo.
Design-Technics, 7 E. 53 St., New York 22, N.Y.
Excel Mfg. Corp., 20 & S. Walnut Sts., Muncie, Ind.
Extempo Products, 388B Cloverdale Ave., Los Angeles 8, Cal.
Franklin Metal Products, 12 E. Kinzie, Chicago, Ill.
Froelich Leather Craft, 43 W. 16 St., New York, N.Y.
Habitat Inc., 341 E. 62 St., New York, N.Y.
Habitat Inc., 341 E. 62 St., New York, N.Y.
Heilkon Furniture Co., 315 E. 62 St., New York, N.Y.
Hyalyn Porcelain Inc., Box 2068, Hickory, N.C.
International Contract Furnishings, 145 E. 57 St., New York 22, N.Y. (t, International Pipe & Ceramic Corp., 2901 Los Feliz Blvd., Los Angel Cal.
Krevolin & Constantine, 61 W. 74 St., New York, N.Y. (t, u) (t, u) (t, u) (t, u) (t, u) Cal.
Krevolin & Constantine, 61 W. 74 St., New York, N.Y.
Laverne International Ltd., 979 Third Ave., New York, N.Y.
Laverne Metal Products, 60 Prospect Ave., Lynbrook, N.Y.
Lehigh Furniture Co., 16 E. 53 St., New York, N.Y.
Lehigh Furniture Co., 16 E. 53 St., New York, N.Y.
Marvin S. Levine Assoc., 50 Riverside Dr., New York 24, N.Y.
Loumac Supply Co., 327 E. 103 St., New York 29, N.Y.
Kenneth Lynch & Sons, Wilton, Conn.
Marshall Studio Inc., Veedersburg, Ind.
Mottahedeh, 225 Fifth Ave., New York, N.Y.
National Products Inc., 900 Baxter Ave., Louisville, Ky.
Nessen Lamps Inc., 317 E. 34 St., New York 16, N.Y.
PHD Products Inc., 327 E. 103 St., New York, N.Y.
Phil-Mar Corp., 1100 E. 222 St., Cleveland 17, Ohio (t, t

Rainbow Wood Products, 40-35 21 St., Long Island City, N.Y.
Rembrandt Lamp Corp., 4500 W. Division, Chicago 51, Ill.
Roth Lamp & Shade Co., 76 Ninth Ave., New York 11, N.Y.
Safran & Glucksman, 8 W. 30 St., New York 1, N.Y.
St. Denis Studios, Box 473, 3349 N. Whitehall, Muskegon, Mich.
Smith Metal Arts Co. Inc., 1721 Elmwood Ave., Buffalo 7, N.Y.
Stoneware Techniques, 309 Pershing Rd., Zanesville, Ohio
Venini Ltd., 377 Park Ave., S., New York, N.Y.
Virginia Metalcrafters, 1010 E. Main St., Waynesboro, Va.
Walker & Zanger Inc., 100 Hudson St., New York 13, N.Y.
Frederic Weinberg Co., 145 W. Columbia Ave., Philadelphia 22, Pa.
Westwood Industries, 177 Genesee Ave., Paterson, N.J.

BARS & BAR FURNITURE

Code: r—refrigerated s—standard i—ice cube maker

Allwin Furniture, 6 E. 33 St., New York, N.Y. Beverly Hills Rattan Inc., 2100 Signal St., San Pedro, Cal. Burke Div., Brunswick Corp., 5140 N. Westmoreland, Dallas, Tex. Chairmasters Inc., 200 E. 146 Si., Bronx 51, N.Y. Chicago Hardware Foundry Co., Commonwealth Ave., N. Chicago, Columbia Unlimited Inc., 145 E. 57 St., New York, N.Y. Daglee Seating, 21 St. & Godfrey Ave., Philadelphia 38, Pa. Desks of America Inc., P.O. Box 6305, Bridgeport, Conn. Durham Mfg., 700 S. Council, Muncie, Ind.	(r) (s) III. (s) (r, s) (s) (s) (s)
J. Froehlich Cabinet Works, 560 Barry St., Bronx 59, N.Y. King Arthur Chair Co. Inc., 5501 N.W. 36 Ave., Miami, Fla. Lehigh Furniture Co., 16 E. 53 St., New York N.Y. Living Designs Inc., 5525 McKinley Ave., Los Angeles 11, Cal. Frederik Lunning, 667 Fifth Ave., New York 22, N.Y. M/B Designs, 702 Harrison St., Berkeley, Cal. Office Furniture Ltd., 351 E. 61 St., New York, N.Y. Harvey Probber Inc., 155 E. 56 St., New York, N.Y. Rhinecold Alaska Inc., 45 S. Broadway, Yonkers, N.Y. Jens Risom Design Inc., 444 Madison Ave., New York 22, N.Y. Seal Industries Inc., 90 S. Santa Fe Dr., Denver 23, Colo. Springer-Penguin Inc., 11 Brookdale Pl., Mount Vernon, N.Y. (r Straus-Duparquet, 33 E. 17 St., New York, N.Y. Unique Headboard Co. Inc., 68 Clifford St., Newark 7, N.J. Westort Inc., 160 E. 56 St., New York, N.Y. Westinghouse Electric Corp., 353 Park Ave. S., New York 10, N.Y. Whitecraft Furniture Inc., 7350 N.W. Miami Ct., Miami, Fla.	(r) (s) (r, s) (r, i) (r, s) (s) (s) (r) (s)

For telephone numbers of manufacturers listed in this section, see alphabetical list starting page 110.

BATH ACCESSORIES, EQUIPMENT

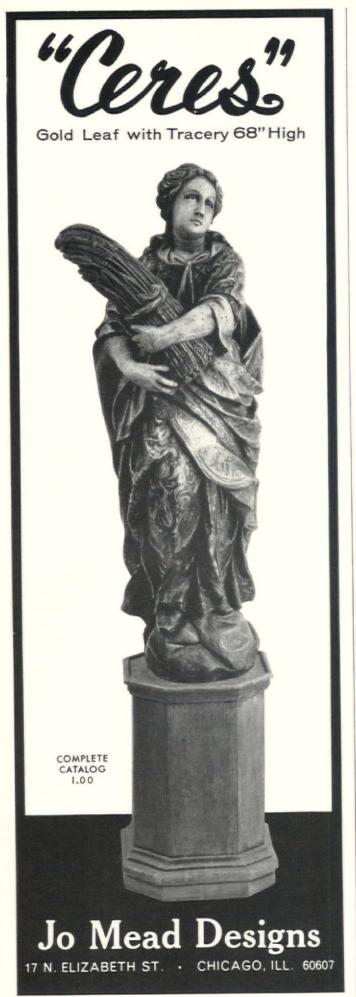
Code: b-bais & racks p-partitions st-stools so-special ornaments m-mats & rugs

American SERDE Com. 737 Hading A. N. N. V. L. N. V.	
American SERPE Corp., 716 Madison Ave., New York, N.Y. (b, v,	S)
Bates Fabrics Inc., 112 W. 34 St., New York, N.Y.	m)
	(s)
	(s)
Browton Potterior In 1471 70 Cl	
Brayton Potteries Inc., 1471-79 Glenneyre St., Laguna Beach, Cal.	(s)
Buxbaum Co., 1212 Seventh St. S.W., Canton, Ohio	m)
Carter Bros. Inc., Chattanooga, Tenn.	m)
Chriscot Hardware Co., 425 E. 53 St., New York 22, N.Y. (b, v,	
Colonial Products Co., Dallastown, Pa.	(V)
Crown Rubber Co., 1615 Croghan, Fremont, Ohio	m)
	(v)
Manual Faldente, Inc., F.O. Box 6303, Bridgeport, Conn.	v)
Manuel Feldman Co. Inc., 18 E. 53 St., New York, N.Y.	n)
Foamweave Inc., 295 Fifth Ave., New York, N.Y.	m)
Goodman-Dean-Scott Inc., 814 N. Franklin St. Chicago III	(s)
r. E. Overin Inc., 23 Jane St., New York, N.Y.	
lightelier les 246 Ct. Inc., 24 W. 40 St., New York, N.Y.	
Lightolier Inc., 346 Claremont Ave., Jersey City 5, N.Y.	(s)
M. Lowenstein & Sons Inc., 1430 Broadway, New York 18, N.Y.	n)
Howard Miller Clock Co., Zeeland, Mich.	
Monogram Metals Inc., 99 Greene St., New York 12, N.Y. (b,	
Mutchles Brook, New York, N.Y.	s)
Mutschler Bros., S. Madison St., Nappanee, Ind.	v)
Standard Steel Cabinet 3701 Milwaykoo Ave Chieron III	
Sylven Curper Co., 184-42 Avon Rd Tamaica NV	
O.S. Cerdmic lile Co., 217 Fourth St N.F. Center 2 Obio	
Vogel-Peterson Co Pt 92 8 14 Main St., Waynesboro, Va. (b	
Vogel-Peterson Co., Rt. 83 & Madison, Elmhurst, III.	5)
Sherle Wagner, 125 E. 57 St., New York, N.Y. (b, v, s	5)
Worker & Zanger Inc., 100 Hudson St. No., Vest 12 My	13
Marion Wieder Inc., 969 Third Ave., New York 22, N.Y.	
, 11011 1011 22, 11.1.	

BEADS

Bead Art by Kenbury, 205 W. 19 St., New York, N.Y.
Bead Art Originals, 789 Lexington Ave., New York, N.Y.
Bead Decor, Inc., 650 N. Robertson Blvd., Los Angeles, Cal.
Bead Design Studio, 223 E. 58 St., New York, N.Y.
Beads a la Carte International, 223 E. 60 St., New York, N.Y.
Kenbury Glass Works, 205 W. 19 St., New York, N.Y.
Maharam Fabric Corp., 130 W. 46 St., New York, N.Y.
Russ Stonier Designs Inc., 1375 Merchandise Mart, Chicago, Ill.





Circle No. 85 on product information card

BEDDING

Code: b-box springs m-mattresses f-frames h-headboards I-leas

American of Martinsville, Contract Div., Martinsville, Va.
AMV Inc., 588 Brookside, Birmingham, Mich.
Artes de Mexico International, 163 Pittsburgh St., Dallas, Tex.
Beautycraft Furniture Industries, 1301 N.W. Seventh Ave., Miami, Fla.
(b., m Beverly Hills Rattan, 2100 Signal St., San Pedro, Cal.
Burton-Dixie Corp., 2180 S. Racine Ave., Chicago, III.
Columbia Bedding Co., 2519 N. Elston Ave., Chicago, III.
Crescent Bed Co. Inc., P.O. Box 13412, New Orleans 25, La.
(f)
Dahl Bed Inc., 733 S. Claremont St., San Mateo, Cal.
Desks of America Inc., P.O. Box 6305, Bridgeport, Conn.
Dowden Inc., Prairie City, Iowa
Duo-Bed Corp., 1812 W. Second St., Wichita 3, Kan.
Dux Inc., 1633 Adrian Rd., Burlingame, Cal.
Englander Co. Inc., 1720 Merchandise Mart, Chicago, III.
Firestone Rubber & Latex Products Co., 1 Firestone Ave., Fall River, Mass. (b, m, f, h) Forester Products Co., Aurora & Solon Rds., Cleveland, Ohio
General Tire & Rubber Co., 1708 Englewood Ave., Akron, Ohio
Otto Gerdau Co., 82 Wall St., New York, N.Y.
Glenn of California, 130 N. First Ave., Arcadia, Cal.
Gold Bond, 801 Windsor St., Hartford, Conn.
Great Eastern Furniture Co., 315 E. 62 St., New York, N.Y.
Frank A. Hall & Sons Ltd., 979 Third Ave., New York, N.Y.
Harris Hub Co., 15600 S. Commercial Ave., Harvey, Ill.
Harvard Mfg. Co., 24300 Solon Rd., Bedford Hts., Ohio
Harris Hub Co., 15600 S. Commercial Ave., Harvey, Ill.
Hickory Mfg. Co., Hickory, N.C.
Holland Wire Products, 153 W. 10 St., Holland, Mich.
Hooker Furniture Co., Contract Div., Martinsville, Va.
House of Spain, 34 Gansevort St., New York, N.Y.
Key Mfg. Co., P.O. Box 6886 Hollywood Sta., Memphis B, Tenn
Keeton Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keeton Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keeton Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keven Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keeton Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keeton Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keeton Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keeton Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keeton Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keeton Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keeton Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keeton Industries Inc., P.O. Box 107, Ft. Worth, Tex.
Keeton Martin Mart Restonic Sleep Products, 445 American Furniture Mart, Chicago, III.

Robey Dept., Drexel Enterprises, Drexel, N.C.

Sanford Furniture Co., Charlotte Ave., Sanford, N.C.

Scandiline Furniture Inc., 2175 Signal St., San Pedro, Cal.

Sealy Inc., Contract Div., 666 N. Lake Shore Dr., Chicago, III.

Serg Co., 1450 N. Dayton, Chicago 22, III.

Serg Co., 1450 N. Dayton, Chicago 22, III.

Serfa Associates Inc., 666 Lake Shore Dr., Chicago, III.

Serfa Associates Inc., 666 Lake Shore Dr., Chicago, III.

Southern Spring Bed Co., 290 Hunter St., S.E., Allanta, Ga.

Sterlingworth Corp., Allen St. Extension, Jamestown, N.Y.

John Stuart Inc., 205 E. 58 St., New York 16, N.Y.

Sunland Supply Inc., 3301 N.W. 73 St., Miami, Fla.

Superior Sleeprite Corp., 759 S. Washtenaw Ave., Chicago 12, III.

Tri-Lo Products, 3137 W. Lake Chicago, III.

Tri-Lo Products, 3137 W. Lake Chicago, III.

Tri-Lo Products, 3137 W. Lake Chicago, III.

(h, m, f, h, II)

Tri-Lo Products, 3137 W. Lake Chicago, III.

(h, m, f, h, II)

(h, m, f, h, II) Sterlinaworth Corp., Allen St. Extension, Jamestown, N.Y.
John Stuart Inc., 205 E. 58 St., New York 16, N.Y.
Sunland Supply Inc., 3301 N.W. 73 St., Miami, Fla.
Superior Sleeprite Corp., 759 S. Washtenaw Ave., Chicago 12, III.
Tri-Lo Products, 3137 W. Lake, Chicago, III.
Unique Headboard Co. Inc., 68 Clifford St., Newark 7, N.J. (h)
William J. B. Waite Co., 560 Western Merchandise Mart, San Francisco, Cal. (h, l) (f, h, l) (b, m, h) (b, m, f) Whitecraft Furniture Inc., 7350 N.W. Miami Ct., Miami, Fla. John Widdicomb Co., 205 E. 58 St., New York, N.Y. S. Zimet Corp., 19 Quincy St., Brooklyn, N.Y.

BEDS

Code: cn—convertibles f—folding c—cots sh—special hospital g—general commercial e—electrically operated

American Seating Co., 901 Broadway N.W, Grand Rapids, Mich. (sh, e)
Basic-Witz Furniture Ind., Inc., Box 490, Waynesboro, Va. (g)
Bassett Furniture Industries, Bassett, Va. (sc, g)
Baumritter Corp., 145 E. 32 St., New York, N.Y. (g)
Beautycraft Furniture Industries, 1301 N.W. Seventh Ave., Miami, Fla
(cn, g)
Bethlehm Furniture Mfg., 2 Park Ave., New York 16, N.Y. (sh

Bethlehem Furniture Mfg., 2 Park Ave., New York 16, N.Y.
Broyhill Furniture Factories, Lenoir, N.C.
Burton-Dixie Corp., 2180 S. Racine Ave., Chicago, III.
Castro Convertible Inc., 519 Eighth Ave., New York 2, N.Y.
Charlton Co. Inc., Contract Div., Fitchburg, Mass.
Chesapeake-Siegel-Land, 317 E. 34 St., New York 16, N.Y.
Contempo Associates Inc., 178 Bouic Ave., Rockville, Md.
Crescent Bed Co. Inc., P.O. Box 13412, New Orleans 25, La.
Dahl Bed Inc., 733 S. Claremont St., San Mateo, Cal.
DeGaal & Walker, 405 E. 62 St., New York, N.Y.

Dowden Inc., Prairie City, Iowa
Duo-Bed Corp., 1812 W. Second St., Wichita 3, Kan.
Englander Co. Inc., 1720 Merchandise Mart, Chicago, III.
Furniture Dynamics Inc., 1000 N. Greenville, Richardson, Tex.
Gold Bond, 801 Windsor St., Hartford, Conn.
Griggs Equipment Co., P.O. Box 630, Belton, Tex.
Frank A. Hall & Sons Ltd., 979 Third Ave., New York, N.Y.
(cn. f (cn, c, g) (cn, c, g) (cn, f, c) (f, sh, e) Gold Bond, 801 Windsor St., Hartford, Conn.
Griggs Equipment Co., P.O. Box 630, Belton, Tex.
Frank A. Hall & Sons Ltd., 979 Third Ave., New York, N.Y.

(cn, f, c, sh, g, e)
Hardwood House Inc., 10 St. James St., Rochester, N.Y.
Harris Hub Co., 15600 S. Commercial Ave., Harvey, Ill.
(cn, f, c, g)
Harvard Mfg. Co., 24300 Solon Rd., Bedford Hts., Ohio
Heine & Kopins Inc., 231 E. 51 St., New York 22, N.Y.
Heywood-Wakefield Co., 206 Central St., Gardner, Mass.

(g)
Hooker Furniture Corp., P.O. Box 307, Lincolnton, N.C.
(g)
Huntington Furniture Corp., P.O. Box 307, Lincolnton, N.C.
(g)
Huntington Furniture Corp., P.O. Box 307, Lincolnton, N.C.
(g)
Huntington Furniture Corp., P.O. Box 307, Lincolnton, N.C.
(g)
Huntington Furniture Corp., Sof Fifth Ave., New York 1, N.Y.
(h)
Kay Mfg. Corp., 675 Barbey St., Brooklyn, N.Y.
(kent-Coffey Contract Div., 666 Lake Shore Dr., Chicago, Ill.
(g)
Knoll Associates Inc., 320 Park Ave., New York 22, N.Y.
(cn)
Kroehler Mfg. Co., 222 E. Fifth Ave., Naperville, Ill.
(cn, Kwik Bed Sofa Corp., 330 E. St., Joseph, Indianapolis, Ind.
(cn)
Lee Ltd. Furniture, 1610 N. Campbell Ave., Chicago 47, Ill.
(cn, g)
Manistee Mfg. Co., 866 Washington St., Manistee, Mich.
(g)
Mebane Co., Mebane, N.C.
(hetropolitan Furniture Mfg., 950 Linden Ave., S. San Francisco, Cal.
(cn)
Morris Bedding Co., 6665 W. Vernor, Detroit, Mich.
(sh, sc, g)
Murphy Bed & Kitchens, 4 E. 44 St., New York, N.Y.
(sh)
Norsag Spring Co., 124 W. State Fair, Detroit, Mich.
(cn, f, c, g)
Period Inc., Henderson, Ky.
(sh exception Redenson, Ky.
(sh exception)
Robey Dept. Drexel Enterprises, Drexel, N.C.
(sh)
Robey Dept. Drexel Enterprises, Drexel, N.C.
(sc)
Scandiline Furniture Co., 440 Park Ave. S., New York 16, N.Y.
(sc)
Scandiline Furniture Co., 3279 Wilshire Blvd., Los Angeles 5, Cal.
(cn, f, c, sh, e)
Jehn Stuart Inc., 205 E. 58 St., New York 16, N.Y.
(cn, f, c, sh, e)
Jehn Stuart In Sleeper Lounge Co., 3279 Wilshire Blvd., Los Angeles 5, Cal. (en, f, c, sh, e) Sloundend Supply Inc., 3301 N.W. 73 St., Miami, Fla. (cn, g) Superior Sleeprite Corp., 759 S. Washtenaw Ave., Chicago 12, Ill. (cn, f, c, sh, s) Telescope Folding Furniture, Granville, N.Y.

Thomasville Furniture Industry, Thomasville, N.C.

Thomasville Furniture Industry, Thomasville, N.C.

(c)

Thomest Industries Inc., 1 Park Ave., New York, N.Y.

Tomlinson of High Point, 305 W. High St., High Point, N.C.

John Widdicomb Co., 205 E. 58 St., New York, N.Y.

(sh, g)

John D. Williams Co., 1185 Merchandise Mart, Chicago, Ill.

(cn, g)

S. Zimet Corp., 19 Quincy St., Brooklyn, N.Y.

(cn, f, c, sh, sc, g)

BLINDS. VENETIAN & VERTICAL

Abbott-Miller, 631 W. 125 St., New York 27, N.Y.
Aeroshade Co. Inc., P.O. Box 559, Waukesha, Wis.
American Window Shade Mfg. Co., 325 Rockaway Ave., Brooklyn, N.Y.
Associated Draperies, Field sta., St Louis, Mo.
Breneman-Hartshorn Inc., 1133 Sycamore, Cincinnati, Ohio
Bridgeport Brass Co., 30 Grand St., Bridgeport, Conn.
Cumberland Furniture Co., 40 E. 49 St., New York 17, N.Y.
Elkirt Vertical Inc., P.O. Box 284, Des Moines 1, Iowa
A. H. Jacobs Co. Inc., 979 Third Ave., New York, N.Y.
Levolor Lorentzen Inc., 720 Monroe St., Hoboken, N.J.
Louverdrape Inc., 1710 22 St., Santa Monica, Cal.
Lozano-Fisher Studios, 64 E. 55 St., New York, N.Y.
Verticals Inc., 621 E. 132 St., New York 54, N.Y.
Verti-Color Blinds Co., 64 E. 55 St., New York 22, N.Y.
Window Modes Inc., 16 E. 52 St., New York, N.Y.

BOOKCASES

All-Steel Equipment Inc., Aurora, III.
Allwin Furniture, 6 E. 33 St., New York, N.Y.
Arc Apex Equipment Co., 443 Park Ave. S., New York, N.Y.
Basic-Witz Ind. Inc., Box 490 Waynesboro, Va.
Baumritter Corp., 145 E. 32 St., New York, N.Y.
Robert Benjamin Corp., 6 E. 53 St., New York, N.Y.
Robert Benjamin Corp., 6 E. 53 St., New York, N.Y.
Robert Benjamin Corp., 6 E. 53 St., New York, N.Y.
Burwood Products Co., 110 E. Broadway Ave., Muskegon Hgts., Mich.
Broyhill Furniture Factories., Lenoir, N.C.
Burwood Products Co., 320 W. Ohio St., Chicago, III.
Co'e Steel Equipment Co. Inc., 415 Madison Ave., New York, N.Y.
Columbia Hallowell Div., Stondard Pressed Steel, Jenkintown, Pa.
Columbia Unlimited Co. Inc., 145 E. 57 St., New York, N.Y.
Columbia Unlimited Co., 16., 145 E. 57 St., New York, N.Y.
Contempo Associates Inc., 178 Bouic Ave., Rockville, Md.
Cumberland Furniture Co., 40 E. 49 St., New York 17, N.Y.
Daglee Seating, 21 St. & Godfrey Ave., Philadelphia 38, Pa.
Design Products Inc., P.O. Box 342, Boulder, Colo.
Domore Chair Co. Inc., 2400 Sterling, Elkhart, Ind.
Durham Mfg., 700 S. Council, Muncie, Ind.
J. Froehlich Cabinet Works, 560 Barry St., Bronx 59, N.Y.
General Fireproofing Co., Youngstown, Ohio
Glenn of California, 130 N. First Ave., Arcadia, Cal.
Globe Wernicke Co., Ross & Carthage Ave., Cincinnati, Ohio
Fritz Hansen Inc., 305 E. 63 St., New York 21, N.Y.
Hardwood House Inc., 10 St. James St., Rochester, N.Y.
Hiebert Co., 17001 Yukon Ave., Torrance, Cal.
Hoosier Desk Co., P.O. Box 149, Jasper, Ind.
House of Spain, 34 Gansevort St., New York, N.Y.
Huntington Furniture Corp., P.O. Box 149, Jasper, Ind.
House of Spain, 34 Gansevort St., New York, N.Y.
Interstate Industries Inc., 666 Lake Shore Dr., Chicago, III.



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Invincible Metal Furniture, 26 & Franklin Sts., Manitowoc, Wis. Jasper Desk Co., P.O. Box 111, Jasper, Ind. Robert John Co., 821 N. Second St., Philadelphia, Pa. Kittinger Co. Inc., 1893 Elmwood Ave., Butfalo, N.Y. C. J. Lundstrom Mfg. Co., 523 E. Mill, Little Falls, N.Y. Frederik Lunning, 667 Fifth Ave., New York 22, N.Y. Manistee Mfg. Co., 86 Washington St., Manistee, Mich. Metalstand Co., 11200 Roosevert Blvd., Philadelphia 15, Pa. Murphy-Miller Inc., Owensboro, Ky. Office Furniture Ltd., 351 E. 61 St., New York, N.Y. Omni Div. of Aluminum Extrusions, Charlotte, Mich. Orsenigo Co. Inc., 1059 Third Ave., New York, N.Y. Pace/Jil Associates Inc., 315 E. 62 St., New York, N.Y. Period Inc., Henderson, Ky. Prestige Chair & Desk Co., P.O. Box 230, Michigan City, Ind. Harvey Probber Inc., 155 E. 56 St., New York, N.Y. Jens Risom Design Inc., 444 Madison Ave., New York, N.Y. Scandiline Furniture Inc., 2175 Signal St., San Pedro, Cal. Scandia Craft Enterprises, 156 E. 30 St., New York, N.Y. Scandiline Furniture Inc., 2175 Signal St., San Pedro, Cal. Scandix Designs Inc., 979 Third Ave., New York 22, N.Y. Frank Scerbo & Sons Inc., 140 Plymouth St., Brooklyn 1, N.Y. Seal Industries Inc., 93 S. Santa Fe Dr., Denver 23, Colo. Shaw-Walker Co., Muskegon, Mich. Simmons Co. Cantract Div., 1870 Merchandise Mart, Chicago, Ill. Sligh-Lowry Contract Div., 1870 Merchandise Mart, Chicago, Ill. Singh-Lowry Contract Div., 1870 Merchandise Mart, Chicago, Ill. Stondard Furniture Co., Herkimer, N.Y. Steelcase Inc., 1120 36 St. S.E. Grand Rapids, Mich. Sterlingworth Corp., Allen St. Extension, Jamestown, N.Y. Stow & Davis Furniture Co., 25 Summer N.W. Grand Rapids, Mich. John Stuart Inc., 205 E. 58 St., New York 16, N.Y. Supreme Steel Equipment, 50 St. & Second Ave., Brooklyn, N.Y. Western Mfg. Co., 536 N. Highland Ave., Aurora, Ill. John Widdicomb Co., 205 E. 58 St., New York, N.Y. John D. Williams Co., 2185 Merchandise Mart, Chicago, Ill. Williams Moduplan Office Furniture, 175 Fifth Ave., New York N.Y.

BOOTHS, DINING

Bianco Mfg. Co., 2736 Victor St., St. Louis, Mo.
B. Brody Seating Co., 5921 W. Dickens St., Chicago, III.
Brower Furniture Co., 1801 Turner Ave. N.W., Grand Rapids, Mich.
Brunswick Corp., 2605 E. Kilgore Rd., Kalamazoo, Mich.
Chairmasters Inc., 200 E. 146 St., Bronx 51, N.Y.
Daglee Seating, 21 St. & Godfrey Ave., Philadelphia 38, Pa.
Eastern Furniture Mfrs. Inc., 372 Riverbend St., Athol, Mass.
King Arthur Chair Co. Inc., 5501 N.W. 36 Ave., Miami, Fla.
L & B Manufacturing, 2144 Colorado Ave., Santa Monica, Cal.
Madison Furniture Industries, Canton, Miss.
National Industries Inc., Odenton, Md.
Orsenigo Co. Inc., 1059 Third Ave., New York, N.Y.
Schafer Bros. Inc., 1123 N. McCadden Pl., Los Angeles 38, Cal.
Seal Industries Inc., 90 S. Santa Fe Dr., Denver 23, Colo.
Simpson-Bosworth Co. Inc., 1745 N. Richmond St., Chicago, III.

CARPET FIBERS

Allied Chemical Corp., 261 Madison Ave., New York, N.Y.
American Cyanamid Co., 595 North Ave., Wakefield, Mass.
American Enka Corp., 350 Fifth Ave., New York, N.Y.
American Viscose Corp., 350 Fifth Ave., New York, N.Y.
Celanese Corp. of America, 522 Fifth Ave., New York, N.Y.
Colorest Corp. of America, 522 Fifth Ave., New York, N.Y.
Courtaulds North America, 104 W. 40 51., New York 18, N.Y.
Dow Chemical Co., 350 Fifth Ave., New York 1, N.Y.
E. I. Du Pont de Nemours Co., Wilmington 98, Del.
Eastman Chemical Products Co., 260 Madison Ave., New York, N.Y.
Firestone Synthetic Fiber Co., Pottstown, Pa.
Hotel & Theatre Carpet Corp., 41 E. 57 St., New York 22, N.Y.
National Plastics Products, Odenton, Md.
Reeves Bros., 1071 Ave. of Americas, New York, N.Y.

CARPET UNDERLAY & CUSHION

Allen Industries, 1927 Leland, Detroit, Mich.
American Floor Products, 4922 Wisconsin Ave. N.W. Washington, D.C.
Artloom Carpet Co. Inc., 295 Fifth Ave., New York, N.Y.
Blocksom & Co., Fifth & Canal St., Michigan City, Ind.
Buxbaum Co., 1212 Seventh St. S.W., Canton, Ohio
Carpet Distributors, 342 Madison Ave., New York, N.Y.
Crown Rubber Co., 1615 Croghan, Fremont, Ohio
Dodge Cork Co., 11 Laurel St., Lancaster, Pa.
E. I. Du Pont de Nemours Co., Wilmington 98. Del.
Manuel Feldman Co. Inc., 18 E. 53 St., New York, N.Y.
General Felt Products of California, 6025 E. Randoliph, Los Angeles, Cal
General Tire and Rubber Co., Carpet Cushion Div., Jeannette, Pa.
William Gold Inc., 1270 Ave. of Americas., New York 20, N.Y.
B.F. Goodrich Co., 277 Park Ave., New York 22, N.Y.
Greeff Fabrics Inc., 155 E. 56 St., New York, N.Y.
Hotel & Theatre Carpet Corp., 41 E. 57 St., New York 22, N.Y.
John McCagney Inc., 139 E. 57 St., New York, N.Y.
Mohawk Carpet Mills, 295 Fifth Ave., New York, N.Y.
R. C. Musson Rubber Co., 1320 E. Archwood, Akron 6, Ohio
NAFI Chris Craft Corp., 1980 E. State St., Trenton, N.J.
Ozite Corp., 7120 Merchandise Mart, Chicago 54, Ill.
Reeves Bros., 1071 Ave. of Americas, New York, N.Y.
Robbins Products Inc., Tuscumbia, Ala.
Superior Rubber Mfg. Co., 501 W. 82 St., Chicago 20, Ill.
Suprior Rubber Mfg. Co., 295 Fifth Ave., New York, N.Y.
Superior Rubber Mfg. Co., 251 W. 82 St., Chicago 20, Ill.
Sylvan Carpet Co., 184-42 Avon Rd. Jamaica, N.Y.
U. S. Rubber Co., 1230 Ave. of Americas, New York 20, N.Y.
Wear Proof Mat Co., 2156 Fulton St., Chicago, Ill.

CARPETS & RUGS

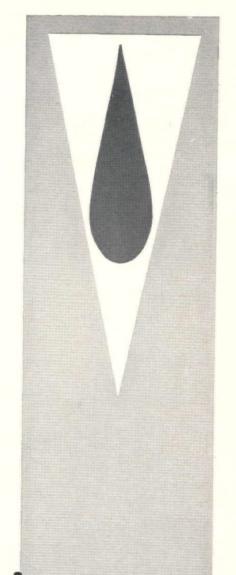
ASTERS

rssick Co., 960 Atlantic St., Bridgeport, Conn.
ple Steel Equipment Co. Inc., 415 Madison Ave., New York, N.Y.
prell Corp. Ltd., 12000 Woodruff Ave., Dawney, Cal.
putless Caster Corp., 1427 N. Garvin St., Evansville, Ind.
astiglide Mfg. Corp., 1757 Stanford St., Santa Monica, Cal.
ng Co., 1450 N. Dayton, Chicago 22, Ill.
repherd Casters Inc., P.O. Box 672, Benton Harbor, Mich.
S. Caster Corp., 1630 Oakland Ave., Kansas City 26, Mo.
alker Zanger Inc., 100 Hudson St., New York 13, N.Y.

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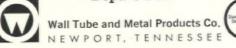


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M—moulded u—upnoistered

Advance Design Inc., 45 W. 33 St., New York, N.Y.

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Albano Co. Inc., 309 E. 46 St., New York, N.Y.

(dk, dn, e, sw, u
All-Steel Equipment Inc., Aurora, Ill. (c, dk, e, se, sw, u
All-Man Pesk Co., Box 271, High Point, N.C.

(c, dk, e, se, sw, u
Alman Desk Co., Box 271, High Point, N.C.

(c, dk, e, se, sw, u
American Chair Co., 911 N. 11 St., Sheboygan, Wis.

(c, dk, e, se, sw, u
American Furniture Novelty, 2601 Fournoy, Chicago, Ill. (c, dk, dn, e, sw
American of Martinsville, Contract Div., Martinsville, Va. (dk, dr, e, sw
American Seating Co., 901 Broadway N.W., Grand Rapids, Mich.

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American SERPE Corp., 716 Madison Ave., New York, N.Y.

O. Ames Co., P.O. Box 1774, Parkersburg, W. Va.

(c, dk, dn, e, r, sw, u
(dr, dh, e, r, sw, u
(dr, dr, e, sw, u
(dr, dr,

Armstrong Furniture Co., P.O. Box 636, Martinsburg, W. Va.

Artes de Mexico International, 163 Pittsburgh St., Dallas, Tex. (dr. Art Metal Inc., Jamestown, N.Y. (c, dk, e, se, sw, t. Art Steel Co. Inc., 170 W. 233 St., New York, N.Y. (c, dk, e, se, sw, t. Arvin Industries Inc., 1513 13 St., Columbus, Ind.

Astra Bent Wood Furniture, East Arlington, Vt. (dn, sc, 4. Authentic Furniture Products, 607 Nash St., El Segundo, Cal. (dk, dn, sw, t. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., 353 E. 62 St., New York, N.Y. (c, dk, dn, e, o, sc, sw, t. 4. Avard Inc., sc, sw, t. 4. Avard Inc.

Baker Furniture Inc., 35 Milling Rd., Holland, Mich.

Barcalo Mfg. Co., 166 Chandler, Buffolo, N.Y.

Barler Inc., 214 W. Jefferson, Goshen, Ind.

Barnard & Simonds Co. Inc., 1530 Blaine Ave. S.E., Grand Rapid Mich.

Baic-Witz Furniture Ind. Inc., Box 490, Waynesboro, Va. (dk, dh Bassett Furniture Industries, Bassett, Va.

Baumritter Corp., 145 E. 32 St., New York, N.Y.

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Bianco Mfg. Co., 2736 Victor St., St. Louis, Mo.

Bethlehem Furnished Bevco Precision Mfg. Co., 831 Chicago Ave., Louis, Mo. (dk, e, sc, se, st, sw, Bianco Mfg. Co., 2736 Victor St., St. Louis, Mo. (c, dk, dn, e, sc, st, sw, Gdk, e, sc, st, sw, Blair Mfg. Co., Marietta, Ga. (c, dk, en, se, st, sw, Blisscraft of Hollywood, P.O. Box 47607, Los Angeles, Cal. (c, dk, m, o, sc, se, st, sw) Boling Chair Co., Box 312, Siler City, N.C. (c, dk, e, f, sc, se, sw, Bright Chair Co. Inc., 34 Mill St., Middletown, N.Y. (c, e, se, sw, B. Brody Seating Co., 5921 W. Dickens St., Chicago, Ill. (c, dn, m, st, st) Brower Furniture Co., 1801 Turner Ave. N.W, Grand Rapids, Min (c, dk, dn, sw) Brown-Jordan Co., 9860 Gidley St., El Monte, Cal. (dn, o, r, st, Browne-Morse Co., 110 E. Broadway Ave., Muskegon Hgts., Min (dk, dn, se, st, st) Chicago, Mich.

Broyhill Furniture Factories, Lenoir, N.C.
Brunswick Corp., 2605 E. Kilgore Rd., Kalamazoo, Mich.
(c, dk, dn, m, sc, se, st, sw, Buckstaff Co., 1127 S. Main St., Oshkosh, Wis.
(c, dk, dn, e, sc, se, st, sw, Burke Div., 5140 N. Westmoreland, Dallas, Tex. (dn, e, o, sc, se, sw,

California Wrought Iron, 9860 Gidley St., El Monte, Cal. (dn, S. J. Campbell Co., 1750 W. Wrightwood, Chicago 14, Ill. (c, dk, e, sw, Carroll Chair Co. Inc., 1508 W. Carroll, Chicago, Ill.

S. J. Campbell Co., 1750 W. Wrightwood, Chicago, III.
Carroll Chair Co. Inc., 1508 W. Carroll, Chicago, III.
(c, dk, dn, m, st, sw, Jack Cartwright Inc., 319 Ennis St., High Point, N.C. (c, dk, dn, e, sw, Chairmasters Inc., 200 E. 146 St., Bronx 51, N.Y. (c, dk, dn, e, sw, Chal-Art Crafts Inc., 11-13 Maryland Ave., Paterson 3, N.J. (dn, Charlotte Chair Co., Pearl & Lovett, Charlotte, Mich. (c, dk, dn, e, sc. Charlton Co. Inc., Contract Div., Fitchburg, Mass. (c, dk, e, m, r, sw, Chesapeake-Siegel-Land, 317 E. 34 St., New York 16, N.Y. (dk, sw, Chicago Hardware Foundry, Commonwealth Ave., N. Chicago, III. (dk, e, se, sw, S. Christian of Copenhagen Inc., 225 Post St., San Francisco 8, C, cd, dn, m,

S. Christian of Copenhagen Inc., 223 , oo. (c, dk, dn, Chromecraft Corp., 4321 Semple, St. Louis, Mo. (c, dn, m, s. Chromodern Chair Co., 3113 E. 11 St., Los Angeles 23 Cal. (c, dk, dn, e, m, o, Clarin Mfg. Co., 4640 W. Harrison St., Chicago, III. (dk, dn, f, m, sc, st, sw, Cole Steel Equipment Co. Inc., 415 Madison Ave., New York, N. Columbia Hallowell Div., Standard Pressed Steel, Jenkingtown, (c, dk, e, se, st, sw, New York, N. York, N.

Columbia Unlimited Inc., 145 E. 57 St., New York, N.Y.

(c, dk, e, f, m, r, se, st, sw, (c, dk, e, f, m, r, se, st, sw, (rsv, dr.))

Conover Chair Co., Conover, N.C. (sw., Contempo Associates Inc., 178 Bouic Ave., Rockville, Md. (dk., e, se, sw. Corry Jamestown Corp., E. Columbus Ave., Corry, Pa. (c, dk, e, se, sw. Costa Mesa Furniture Co., 411 E. Julianna, Anaheim, Cal. c, dk, e, se, sw

Cramer Posture Chair Co., 625 Adams, Kansas City 5, Kan. Cumber:and Furniture Co., 40 E. 49 St., New York 17, N.Y.

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Daystrom Inc, Sinai Rd., S. Boston, Va.
Degaal & Walker. 405 E. 62 St., New York, N.Y. (dk, dn, e, sw
Designcraft Metal Mfg., Kero Rd., Carlstadt, N.J.
Design Products Inc., P.O. Box 342, Boulder, Colo. (c, dk, e, se, sw
Desks Inc., 71 Fifth Ave., New York, N.Y. (c, dk, e, f, r, se, sw
Directional Contract Furniture, 979 Third Ave., New York, N.Y.
(c, dk, e, m, sw

Domore Chair Co. Inc., 2400 Sterling, Elkhart, Ind.

(c, dk, e, m, r, sc, se, st, sw
Douglas Furniture Corp., 5555 W. 65 St., Chicago 38, Ill.

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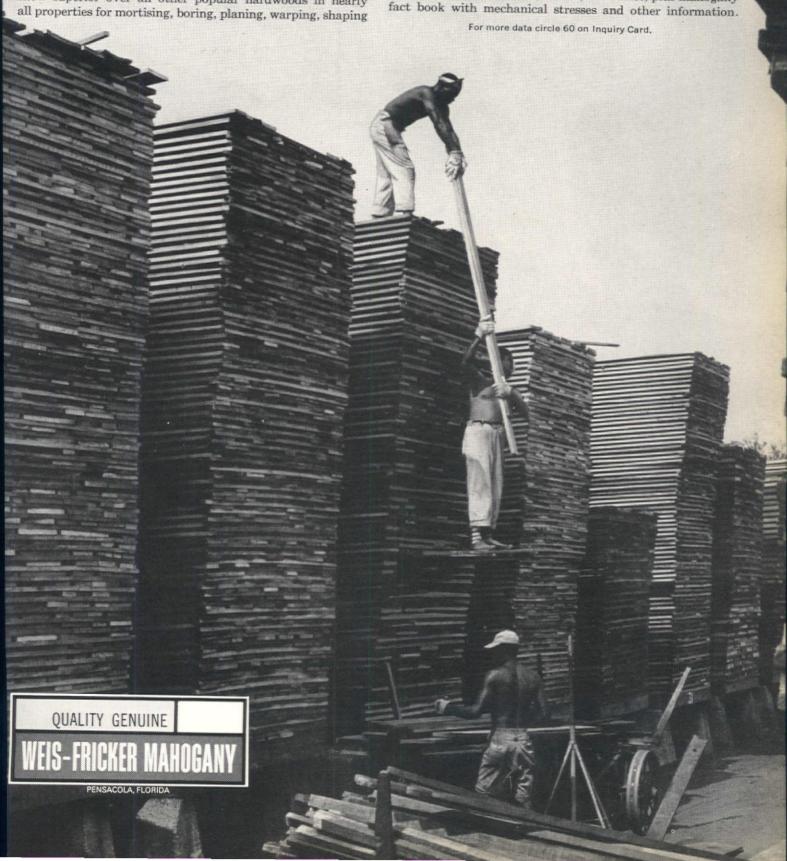
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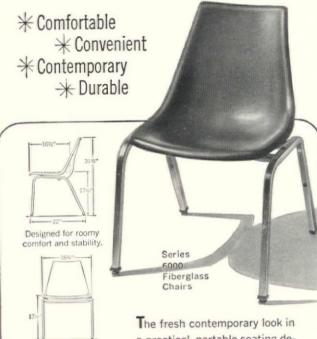
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Dunbar Furniture Co., 505 S. Fulton, Berne, Ind. (c, dk, dn, e, se, sw, u)

Duo-Bed Corp., 1812 W. Second St., Wichita 3, Kan. (dk, sc, u)

Duralite Co., 2 Barbour Ave., Passaic, N.J. (f, o, r)

Durham Mfg., 700 S. Council, Muncie, Ind.

Dux Inc., 1633 Adrian Rd., Burlingame, Cal. (c, dk, dn, e, r, sw, u)

Eastern Furniture Mfrs., 372 Riverbend St., Athol, Mass. (sw, u)

Edgewood Furniture Co., 208 E. 52 St., New York 22, N.Y.

(c, dk, dn, e, o, sc, se, st, sw, u)

Emico Corp., Elm Ave., Hanover, Pa. (c, dk, dn, e, e, se, st, sw, u)

Emico Lori, Elm Ave., Hanover, Pa. (c, dk, dn, e, se, st, sw, u)

Emico Lori, Elm Ave., Hanover, Pa. (c, dk, dn, e, se, st, sw, u)

Emico Lori, Elm Ave., Hanover, New York 16, N.Y.

Empire State Chair Co., 424 Madison Ave., New York, N.Y.

Erwin-Lambeth Inc., P.O. Box 1129, Thomasville, N.C. (c, dk, dn, e, sw, u)

Fibermold Corp., 2321 Abalane Ave., Torrance, Cal. (dn, o, sc, st, sw, u)

Fine Arts Furniture Co., Grand Rapids 2, Mich. (c, dk, e, sw, u)

Fine Arts Furniture Co., Grand Rapids 2, Mich. (c, dk, e, sw, u)

Fiexsteel Industries Inc, Woxahchie, Tex.

(u)

Flexsteel Industries Inc, Woxahchie, Tex.

Follorentine Craftsmen, 479 First Ave., New York 16, N.Y.

Gallo Original Iron Works. 401 Park Ave., Brooklyn 5, N.Y. (dn, o)

Garland Furniture Co., 499-11 W, Huron St., Chicago 10, Ill.

(c, dk, dn, st, sw, u)

Gasser Chair Co., 4136 Logan Ave., Youngstown, Ohio

(c, dk, dn, e, se, se, st, sw, u)

Gasser Chair Co., 4136 Logan Ave., Youngstown, Ohio

(c, dk, dn, st, sw, u)

General Fireproofing Co., Youngstown, Ohio
(c, dk, dn, e, o, sc, se, st. sw, u)

Otto Gerdau Co., 82 Wall St., New York, N.Y.
(c, dk, dn, e, f, sw, u)

Glenn of California, 130 N. First Ave., Arcadia, Cal.
(dn)

Globe Furniture Co., High Point, N.C.
(c, dk, e, se, sw, u)

Gold Medal Folding Furniture, 1700 Packard Ave., Racine, Wis.

Gold Medal Folding Furniture, 1700 Packard Ave., Racine, Wis.
(dn, o, f, r)

(dn, o, f, r)

(dn, o, f, r)

(dn, o, su, u)

Gregson Mfg. Co., Goshen, Ind.
(c, dk, e, se, sw, u)

Griffith, 1155 N. Howe St., Chicago 10, III.

Griggs Equipment Co., P.O. Box 630, Belton, Tex.

W. H. Gunlocke Chair Co., Wayland, N.Y.
(c, dk, dn, e, sc, st, sw, u)

Haasbrock-Sonderguard, P.O. Box 69764, Ios Angeles 69, Cal. (o)

Hamilton-Cosco Inc., P.O. Box 200, Gallatin, Tenn.
(c, dk, e, se, sw, u)

Hampden Specialty Products, 295 Fifth Ave., New York, N.Y. (f, o, r, u)

Hanseatic Furniture Co., 161 W. Huron St., Chicago, III

Fritz Hansen Inc., 305 E. 63 St., New York 21, N.Y.

(c, dk, dn, e, st, sw, u)

Fritz Hansen Inc., 305 E. 63 St., New York 21, N.Y.

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Harter Carp., Prairie Ave., Stur~is, Mich.
Helikon Furniture Co., 315 E. 62 St., New York 21, N.Y. (c dk, e, se, st, sw, u)

Henredon Furniture Inc., High Point, N.C.
Heywood-Wakefield Co., 206 Central St., Gardner, Mass. (dk, dn, sw, u)

Hickory Mfg. Co., Hickory, N.C.
Hiebert Inc., 17001 Yukon Ave., Torrance, Cal. (cn, dk, e, se, sw, u)

Hitchcock Chair Co., Rivertan, Conn.

Hitchcock Chair Co., Rivertan, Conn.

Horness Inc., North Elm St., Three Caks, Mich
(c, dk, dn, e, sc, se, st, sw, u)

Keeton Industries Inc., P.O. Box 1197, Ft. Worth, Tex. Keeton Industries Inc., P.O. Box 1197, Ft. Worth, Tex.

Keller Mfg. Co., Corydon, Ind.

Keller Products Inc., 41 Union St., Manchester, N.H.

Kent-Coffey Contract Div., 666 Lake Shore Dr., Chicago, III.

King Arthur Chair Co., Inc., 5501 N.W. 36 Ave., Miemi, Fia. (c, dn, sw., Kittinger Co. Inc., 1893 Elmwood Ave., Buffalo. N.Y.

(c. d'c, dn, e, r, se, sw, Knoll Associates Inc., 320 Park Ave., New York 22, N.Y.

(c, dk, dn, e, m, se, st, sw, Kcdawood Furniture Mfrs., 3730 N.W. 54 St., Miami. Fla.

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Kodawood Furniture Mfrs., 3730 N.W. 54 St., Miami, Fla. (c, dk, dn, e, m, sw, Kroehler Mfg. Co., 222 E. Fifth Ave., Naperville. III (c, dk, dn, e, r, se. sw,

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Krueger Metal Products, P.O. Box 2097A, Green Bay 6, Wis.

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L & B Manufacturing, 2144 Colorado Ave., Santa Monica, Cal.
(dn, st)

Laird/Young, 1021 Ridge Ave., Philadelphia 23, Pa. (c, dk, e, sw, u)

Laverne International Ltd., 979 Third Ave., New York, N.Y.

(c, dk, dn, e, m, sw, u)

(o, st)

(f) Lawnlite Inc., Box 97, Miami, Fla.

Leg-O-Matic Co., Bridgeport, Conn.

Lehigh Furniture Co., 16 E. 53 St., New York, N.Y.

Living Designs Inc., 5525 McKinley Ave., Los Angeles 11, Cal.

(dk, dn, st, sw, u) Frederik Lunning, 667 Fifth Ave., New York 22, N.Y. (c, dk, dn, e, st, u) Madison Furniture Industries, Canton, Miss. (c, dk, dn, r, se, sw, u) Mallin Co., 2335 E. 27 St., Los Angeles 58, Cal. (o) B. L. Marble Chair Co., 89 Willis St., Bedford, Ohio (c, dk, e, sc, se, st, sw, u) Marden Mfg. Inc., 1015 N. Halsted St., Chicago, III. Lloyd Mfg. Co., Div. Heywood Wakefield, Menominee, Mich. (c, dk, dn, e, se, sw, u) N.Y. (f, st) Mayfair Industries, 230 Park Ave., New York, N.Y.
M/B Designs, 702 Harrison St., Berkeley, Cal.
McNeff Industries Inc., P.O. Box 10626, Dallas 7, Te
Metalstand Co., 11200 Roosevelt Blvd., Philadelphia 15, Pa. Metalstand Co., 11200 Roosevelt Blvd., Philadelphia 15, Po.

(c, dk, e, se, st, sw, u)

Metropolitan Furniture Mfg., 950 Linden Ave., San Francisco, Cal.

(c, dk, dn, e, se, sw, u)

Merman Miller Inc., 979 Third Ave., New York 22, N.Y. (dk, dn, e, se, sw, u)

Merman Miller Inc., McKinely St., Zeeland, Mich.

(c, dk, dn, e, m, r, sc, se, st, sw, u)

Milwaukee Chair Co., 3022 W. Center St., Milwaukee 45, Wis.

(c, dk, e, sc, sw, u)

M. Mittman Co. Inc., 316 E. 53 St., New York 22, N.Y. (dn, u)

Modernize/Dean Inc., Pontotoc, Miss.

Molla Inc., 425 E. St., New York, N.Y.

Monarch Furniture Co., 667-677 W. Ward Ave., High Point, N.C.

(c, dk, e, m, se, st, sw, u)

Moreddi Contract Div., 1326 Obispo Ave., Long Beach, Cal.

Ralph Morse Furniture Co., 1134 Frances S.W. Grand Rotter St., sw, w) Moreddi Contract Div., 1326 Obispo Ave., Long Beach, Cal.
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(c, dk, e, se, sw, u)
Mueller Furniture Co., 603 Waters Bldg., Grand Rapids, Mich.
(b, c, dk, e, m, sw, u) Mueller Furniture Co., 603 Waters Bidg., Grand Rapids, Mich.

(b, c, dk, e, m, sw, u)

Murphy-Miller Inc., Owensboro, Ky.

(c, dk, e, r, se, sw, u)

Myrtle Desk Co., P.O. Box 1750, High Point, N.C.

(c, dk, e, se, sw)

P. Nathan, 330 E. 103 St., New York, N.Y.

(c, dk, dn, sw)

National Contract Sales, P.O. Box A, Glenside, Pa. (c, dk, e, se, sw, u)

National Industries Inc., Odenton, Md.

(c, dn, f, sc, st, sw, u)

Nichols & Stone Co., Gardner, Mass.

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Niemann Inc., 469 E. Ohio St., Chicago 11. III

Norco Furniture Co., Cherry Valley Term. Rd., W. Hempstead, N.Y.

(dn, f, sc, st) Norcor Mfg. Co. Inc., P.O. Box 2127, Green Bay, Wis. (f, sc, st)
Norquist Products Inc., 415 Chandler St., Jamestown, N.Y. (f, st)
Office Furniture Ltd., 351 E. 61 St., New York, N.Y. (c, dk, dn, e, se, sw, u)
Ohio Chair Co., 408 N. Meridian Rd., Youngstown, Ohio (e, sc, st, u)
Old Colony Furniture, 29 Crown St., Nashua, N.H. (c, dk, dn, e, sw, u) Office Furniture Ltd., 331 E. 81 St., No. (c, dk, dn, e, se, sw, u)
Ohio Chair Co., 408 N. Meridian Rd., Youngstown, Ohio (e, sc, st, u)
Old Colony Furniture, 29 Crown St., Nashua, N.H. (c, dk, dn, e, sw, u)
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(c, dk, dn, e, m, sc, st, sw, u)
(c, dk, e, sc, se, sw, u)
Parzinger Originals Inc., 32 E. 57 St., New York, N.Y. (c, dk, dn, e, u)
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Peabody Seating Co. Inc., W. Fourth, N. Manchester, Ind. (sc)
Peerless Steel Equipment, Unruh & Hasbrook Aves., Philadelphia 11, pa.
(c, dk, e, se, se, sw, u)
(dk, u) Period, Inc., Henderson, Ky. (dk, u) P necrest Inc., 2710 Nicollet, Minneapolis, Minn. (sw, u) Plametron Corp., 4420 N.W. 53 Ct., Miami 42, Fla. (c, dk, dn, e, st) Precision-Posturect Chair, 3100 W. Carroll Ave., Chicago 12, III. (e, se, sw, u) Prestige Chair & Desk Co., P.O. Box 230, Michigan City. Ind.
(c, dk, e, sc, se, sw, u)
Harvey Probber Inc., 155 E. 56 St., New York, N.Y. (c, dk, dn, e, se, sw, u)
Louis Rastetter & Sons, 1300 Wall St., Ft. Wayne, Ind.
(f, st)
Regaline, 595 E. 10 Ave., Hialeah, Fla.
(sw, u)
Brendan Reilly Assocs., 120 E. 32 St., New York, N.Y. (e, se, st, sw, u)
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Schoolco. 1900 N. Narragansett Ave., Chicago 39, III.

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Shaw-Bella Mg. Co. Inc., Saucon Park Rd., Bethlehem, Pa. (sw, u)

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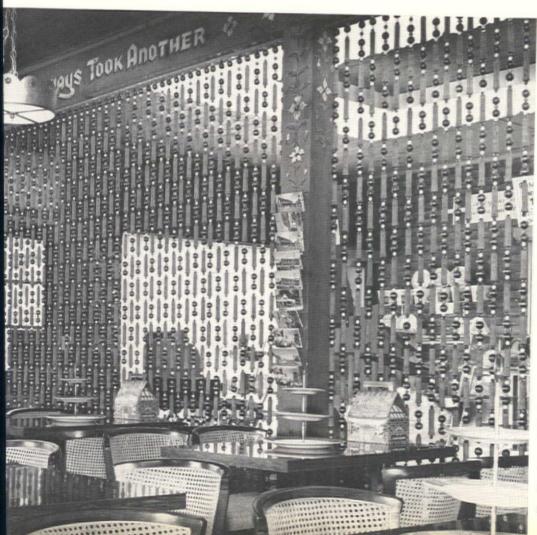
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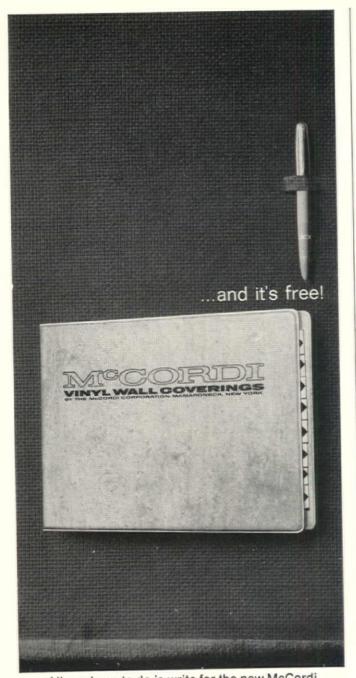
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Dunbar Furniture Co., 505 S. Fulton, Berne, Ind.

Duc. Inc., 1633 Adrian Rd., Burlingame, Cal., 1634 Adrian Rd., Burlingame, Cal., 1645 Adrian Rd., 1647 A. 1

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Brite Lite Lamps Corp., 230 Fifth Ave., New York, N.Y.
Chelsea Clock Co., 10462 Everett Ave., Chelsea 50, Mass.
Columbia Unlimited Inc., 145 E. 57 St., New York, N.Y.
Richard Draper Associates, 16 E. 52 St., New York, N.Y.
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Dukane Corp., Communications Sys. Div., St. Charles, Ill.
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F. Grote Clock Co., 14 Edgewood Ave., Glen Head, N.Y.
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LaBarge Mirrors Inc., 74 River St., Holland, Mich.
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Gene McDonald Inc., 969 Third Ave., New York 22, N.Y.
Howard Miller Clock Co., Zeeland, Mich.
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Penwood Numechron Co., 7249 Frankstown Ave., Pittsburgh, Pa.
Peter Pepper Products Inc., 22422 S. Avalon Blvd., Wilmington,
Harris G. Strong Inc., 465 E. 147 St., Bronx 55, N.Y.
Syracuse Ornamental Co., 225 Fifth Ave., New York, N.Y.
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WallDecor, 944 Third Ave., New York 22, N.Y.

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Alma Desk Co., Box 271, High Point, N.C.
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Bevco Precision Mfg. Co., 831 Chicago Ave., Evanston, III.
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Columbia Unlimited Inc., 145 E. 57 St., New York, N.Y.
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Daglee Seating, 21 St. & Godfrey Ave., Philadelphia 38, Pa.
Fixtures Mfg. Corp., 1641 Crystal, Kansas City, Mo.
Robert Garvin Associates, 315 E. 62 St., New York, N.Y.
General Fireproofing Co., Youngstown, Ohio
Hiebert Inc., 17001 Yukon Ave., Torrance, Cal.
Howe Folding Furniture, 360 Lexington Ave., New York 16, N.Y.
International Contract Furnishings, 145 E. 57 St., New York 22,
Jasper Desk Co., P.O. Box 111, Jasper, Ind.
George Karger, 1145½ Second Ave., New York, N.Y.
Lama Supply Co., 327 E. 103 St., New York 29, N.Y.
Frederik Lunning, 667 Fifth Ave., New York 29, N.Y.
Frederik Lunning, 667 Fifth Ave., New York 22, N.Y.
Gene McDonald Inc., 969 Third Ave., New York 22, N.Y.
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Stew & Davis Furniture Co., 25 Summer N.W., Grand Rapids, Mich.
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Tassell Industries Inc., 4135 Lake Michigan Dr., Grand Rapids 4, Mich.
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John D. Williams Co., 1185 Merchandise Mart, Chicago, III.

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Brown-Morse Co., 110 E. Broadway Ave., Muskegon Hgts., Mich.
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Fabry Associates, 301 E. 63 St., NewYork, N.Y.
Froelich Leather Craft, 43 W. 16 St., New York, N.Y.
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Netholate Products Inc., 327 E. 103 St., New York, N.Y.
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St. Denis Studios, Box 473, 3349 N.Whitehall, Muskegon, Mich.
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W. A. Sheaffer Pen Co., Ft. Madison, Iowa
Smith Metal Arts Co. Inc., 1721 Elmwood Ave., Buffalo 7, N.Y.
Steelcase Inc., 1120 36 St., S.E., Grand Rapids, Mich.
Virginia Metalcrafters, 1010 E. Main St., Waynesboro, Va.
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s-student
m-metal
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American Desk Mfg. Co., Temple, Tex.

American Eurniture Novelty, 2601 Fournoy, Chicago, III.

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Bentson Mfg. Co., P.O. Box 1143, Aurora, III.

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Benthehem Furniture Mfg., 2 Park Ave., New York 16, N.Y.

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Bros. Woodworks Inc., 41-43 37 St., Long Island City, N.Y.
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navian Design, 16, 979 Third Ave., New York 22, N.Y. (e, g, s, m, w)
Scerbo & Sons Inc., 140 Plymouth St., Brooklyn I, N.Y. (e, g, s, w)
to, 1900 N. Narragansett Ave., Chicago 39, Ill.
ndustries Inc., 90 S. Santa Fe Dr., Denver 23, Colo. (e, g, s, w)
Nalker Co., Muskegon, Mich.
ns Co. Contract Div., 1870 Merchandise Mart, Chicago, Ill. (e, g, s, m)
ns Co. Contract Div., 1870 Merchandise Mart, Chicago, Ill. (e, g, s, m)
n-Boswarth Co. Inc., 1745 N. Richmond St., Chicago, Ill. (g, w)
owry Contract Furniture, 174 E. 11 St., Holland, Mich.
(ref Furniture Co., Stanleytown, Va.
se Inc., 1120 36 St. S.E., Grand Rapids, Mich.
(e, g, w)
tworth Corp., Allen St. Extension, Jamestown, N. Y.
(s, k)
Davis Furniture Co., 25 Summer N.W., Grand Rapids, Mich.
(e, g, w)
tuart Inc., 205 E. 58 St., New York 16, N.Y.
(e, g, w)

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Decorative Center, Dallas; Morganton Furniture Company, High Point; 266
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Thomas-Davis Mfg. Co. Inc., Thomas, W. Va.

Thonet Industries Inc., 1 Park Ave., New York, N.Y.

Traditional Reproductions, 208 E. 60 St., New York 22, N.Y. (e, w.)

Valley Upholstery Corp., 232 E. 59 St., New York, N.Y.

Wells Chair Corp., P.O. Box 230, Michigan City, Ind.

Westcort Inc., 160 E. 56 St., New York, N.Y.

Western Mfg. Co., 536 N. Highland Ave., Aurora, Ill. (e, g, m.)

War-moreland Metal Mfg., Milnor St. & Bleigh Ave., Philadelphia 35

Pa.

(s) War moreland Metal Mtg., Minner St.

Pa.

Whitecraft Furniture, 7350 N.W. Miami Ct., Miami, Fla.

Whitecraft Furniture, 7350 N.W. Miami Ct., Miami, Fla.

(w)

John Williams Co., 235 E. 58 St., New York, N.Y.

John D. Williams Co., 1185 Merchanduse Mart, Chicago, Ill. (e, g, m, w)

Williams Moduplan Office Furniture, 175 Fifth Ave., New York 10, N.Y

(e, g, s, w)

(e, g, s, w) Worden Co., 200 E. 17 St., Holland, Mich. World Wide Design House, 232 E. 59 St., New York, N..Y Yawman & Erbe Mfg. Co., 1099 Jay St., Rochester 3, N.Y. (e, g, s, m

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American SERPE Corp., 716 Madison Ave., New York, N.Y.
Basic-Witz Furniture Ind. Inc., Box 490, Waynesboro, Va.
Broyhill Furniture Factories, Lenoir, N.C.
Contempo Associates Inc., 178 Boui: Ave., Rockville, Md.
Daglee Seating, 21 St. & Godfrey Ave., Philadelphia 38, Pa.
DeGaal & Walker, 405 E. 62 St., New York, N.Y.
Foster-M-David Inc., P.O. Box 10617, Tampa, Fla.
J. Froehlich Cabinet Works, 560 Barry St., Bronx 59, N.Y.
Glenn of Californio, 130 N. First Ave., Arcadio. Col.
P. E. Guerin Inc., 25 Jane St., New York, N.Y.
Haasbrock-Sonderguard, P.O. Box 69764, Los Angeles 69, Cal.
Hickory Mfg. Co., Hickory, N.C.
International Contract Furnishings, 145 E. 57 St., New York 22, N.Y.
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Kittinger Co. Inc., 1893 Elmwood Ave., Buffalo, N.Y.
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John Scalia-Schmieg & Kotzian, 521 E. 72 St., New York 21, N.Y.
John Stuart Inc., 205 E. 58 St., New York 16, N.Y.
Tomlinson of High Point, 305 W. High St., High Point, N.C.
Sherle Wagner, 125 E. 57 St., New York, N.Y.

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Code: b-backing fb-fibers fn-finishes, finishing

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American Viscose Corp., 350 Fifth Ave., New York, N.Y.
American Viscose Corp., 350 Fifth Ave., New York, N.Y.
American Viscose Corp., 350 Fifth Ave., New York, N.Y.
Beaunit Corp. Fibers Div., 261 Fifth Ave., New York, N.Y.
Beaunit Corp. Textile Div., 450 Seventh Ave., New York, N.Y.
Beaunit Corp. Textile Div., 450 Seventh Ave., New York, N.Y.
Berkshire Hathaway Fabrics, 261 Fifth Ave., New York 16, N.Y.
Celanese Corp. of America, 522 Fifth Ave., New York, N.Y.
Courtaulds North America, 104 W. 40 St., New York, N.Y.
Courtaulds North America, 104 W. 40 St., New York 18, N.Y.
Dazian's Inc., 142 W. 44 St., New York 36, N.Y.
Dearing Milliken Inc., 1045 Sixth Ave., New York 18, N.Y.
Dow Chemical Co., 350 Fifth Ave., New York 18, N.Y.
Dow Corning Corp., Midland, Mich.
Eastman Chemical Products, 260 Madison Ave., New York 16, N.Y.
FMC Corp., 633 Third Ave., New York 17, N.Y.
Fulton Cotton Mills, P.O. Box 1726, Atlanta, Ga.
Gurian Fabrics, 39 W. 45 St., New York, N.Y.
James G. Hardy & Co. Inc., 11 E. 26 St., New York 10, N.Y.
Henrose Co. Inc., 19 E. 53 St., New York, N.Y.
James G. Hardy & Co. Inc., 11 E. 26 St., New York 10, N.Y.
Henrose Co. Inc., 19 E. 53 St., New York, N.Y.
Kiesling-Hess Finishing, 1011 Wood St., Philadelphia, Pa.
Keeton Industries Inc., P.O. Box 1179, Ft. Worth, Tex.
Kiesling-Hess Finishing, 1011 Wood St., Philadelphia, Pa.
Kiesling-Hess Finishing, 1011 Wood St., New York, N.Y.
Metlon Corp., 432 Park Ave. S., New York, N.Y.
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Metlon Corp., 432 Park Ave. S., New York, N.Y.
Nannesota Mining & Mfg., 2501 Hudson Rd., St., Paul 19, Minn.
Naca Fabrics, 291 Grand St, New York, N.Y.
Owens-Corning, 717 Fifth Ave., New York, N.Y.
Owens-Corning, 717 Fifth Ave., New York, N.Y.
Payne & Co., 3500 Kettering Blvd., Dayton, Ohio
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Schwarzenbach Huber Co., 470 Park Av

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d—drapery p—plastic u—upholstery
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Win Andersonn Fabrics, 677 Fifth Ave., New York, N.Y. (b, c, d, u)
Associated Draperies, Field Sta., 5t. Louis, Mo.
Athol Mfg Co., Div. Plymouth Cordage Inc., Bu*ner, N.C. (p)
Bates Fabrics Inc., 112 W. 34 St., New York, N.Y. (b)
Bead Art Originals, 789 Lexington Ave., New York, N.Y. (c)
Lee Behren Silks Ltd., 160 E. 56 St., New York, N.Y. (b)
Bergamo Fabrics Inc., 969 Third Ave., New York, N.Y. (b, c, d, u)
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Brunschwig & Fils Inc., 90x 3707, Park Pl., Greenville, S.C. (u)
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Henry Calvin Fabrics, 412 Jackson Sq., San Francisco 11, Cal. (c, d, u)
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Larnegie Fabrics Inc., 253 W. 27 St., New York, N.Y. (c, d, u)
Larnegie Fabrics Inc., 253 W. 27 St., New York, N.Y. (c, d, u)
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Leveland Products Co., 214 Madison Ave., New York, N.Y. (b, c, d, p, u)
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(d) Duo-Bed Corp., 1812 W. Second St., Wichita 3. Kans.

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[d, p, u) Henrose Co. Inc., 19 E. 53 St., New York, N.Y.

[d, p, u) Henro Huntington Products Co. Inc., 200 Merrimack St., Lawrence, Mass.

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(A. H. Jarobs Co. Inc., 979 Third Ave., New York, N.Y.

(Joan Fabrics Corp., 350 Fifth Ave., New York, N.Y.

(Joan Fabrics, 45 E. 53 St., New York, N.Y.

(Karen Corp., 184 Fifth Ave., New York, N.Y.

(Lo., d, p. u)

Krovet Fabrics Inc., 201 E. 56 St., New York, N.Y.

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Krovet Fabrics Inc., 202 E. 51 St., New York, N.Y.

(Laminating Services Inc., 4700 Robards In., Louisville 1, Ky.

(Jack Lenor Larsen Inc., 677 Fifth Ave., New York, N.Y.

(Leatherguild Inc., 1 E. 53 St., New York, N.Y.

(Leatherguild Inc., 1 E. 53 St., New York, N.Y.

(Leatherguild Inc., 1 E. 53 St., New York, N.Y.

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Masland Duraleather Co., Amber & Willard Sts., Philadelphia, Pa. (p. u)

Massachusetts Mohair Plush, Kings Mountain, N. C.

Maurice Fabrics Inc., 310 W. Broad Ave., High Point, N.C.

McCardi Corp., 707 Fenimore Rd., Mamaroneck, N.Y.

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Gene McDonald Inc., 969 Third Ave., New York, N.Y.

Merimac Textile Co., 112 Canal St., Boston, Mass.

Metropolitan Furniture Mfg., 950 Linden Ave., S. San Francisco, Cal. (u)

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Nace Fabrics, 291 Grand St., New York, N.Y.

Nace Fabrics, 292 Grand St., New York, N.Y.

Nace Fabrics, 293 Fifth Ave., New York, N.Y.

Notella Creek Industries, 260 Fifth Ave., New York, N.Y.

Nettle Creek Industries, 260 Fifth Ave., New York, N.Y.

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Overland Fabrics Inc., 2710 Fifth Ave., New York, N.Y.

Overland Fabrics Ind., 71 Fifth Ave., New York, N.Y.

Overland Fabrics Inc., 2710 Nicollet, Minneapolis, Minn.

Pippin Papers, 969 Third Ave., New York, N.Y.

Ramsona Fabrics, 7 E. 53 St., New York, N.Y.

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Ramsona Fabrics, 7 E. 53 St., New York, N.Y.

Ramsona Fabrics Corp., 79 Fifth Ave., New York 16, N.Y.

Ramsona Fabrics Corp., 79 Third Ave., New York, N.Y.

Samuel Rich Co., 40 E. 34 St., New York, N.Y.

Ramsona Fabrics Corp., 799 Third Ave., New York, N.Y.

Samuel Rich Co., 40 E. 34 St., New York, N.Y.

Ramsona Fabrics Corp., 799 Third Ave., New York, N.Y.

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Inbortel Fireproof Fabrics, 51 Madison Ave., New York 10, N.Y.
Inbortel Fireproof Fabrics, 51 Madison Ave., New York 10, N.Y.
Inbortel Fireproof Fabrics, 51 Madison Ave., New York 10, N.Y.
Inbortel Fireproof Fabrics, 52 Madison Ave., New York 17, N.Y.
Inbortel Fireproof Fabrics, 58 Howard, San Francisco 5, Cal.
Inka-Vaev, 305 E. 63 St., New York, N.Y.
Inka-Vaever St.
Inc., Valdese, N.C.
Inka-Vaever St.
Inc., Valdese, N.C.
Inka-Vaever St.
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Code: c-ceramic m-marble

w-wood

rchitectural Elements, 124 E. 40 St., New York 16, N.Y.

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merican Olean Tile Co., 1000 Cannon Ave., Lansdale, Pa.

msterdam Corp., 41 E., 42 St., New York, N.Y.

angkok Industries Inc., 1545 W. Passyunk Ave., Philadelphia, Pa.

L. Bruce Co., 1648 Thomas St., Memphis, Tenn.

ambridge Tile Mfg. Co., P.O. Box 15071, Cincinnati 15, Ohio

oughlin Flooring, 101 Park Ave., New York, N.Y.

(sesigned Wood Flooring, 299 Madison Ave., New York, N.Y.

Ion Imports, 1428 Lexington Ave., New York, 28, N.Y.

Ionuel Feldman Co., Inc., 18 E. 53 St., New York, N.Y.

(varino Marble Works, 740 Washington Ave., Belleville, N.J.

aywood-Berk Floor Co., 414 W. Broadway, New York 12, N.Y.

(otel & Theatre Carpet Corp., 41 E. 57 St., New York 12, N.Y.

(otel & Theatre Carpet Corp., 41 E. 57 St., New York 12, N.Y.

(otel & Theatre Carpet Corp., 41 E. 57 St., New York 17, N.Y.

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iraplas Tile Co., 980 Parsons Ave., Columbus 6, Ohio

adernwood Co., P.O. Box 360, Cli.ton, S.C.

odernwood Co., P.O. Box 124, Spring Valley, N.Y.

nyx Resources Co., 303 Fifth Ave., New York 16, N.Y.

scrift Tile Co., 741 Beverly Blvd., Los Angeles, Cal.

necrest Inc., 2710 Nicollet, Minneapolis, Minn.

(in)

ylon Corp., 136 Newbury St., Boston, Mass.

Jmmitville Tiles Inc., Summitville, Ohio

rradino Corp., Carlstadt, N.J.

ree Centuries, 202 E. 56 St., New York 22, N.Y.

5. Ceramic Tile Co., 217 Fourth St. N.E., Canton 2, Ohio (m) (w) (w) (w) (w) (w) (w) (w) (c, m) (c) (w) (c) (c, m) (c, m) m (c

Vanderlaan Tile Co., 103 Park Ave., New York, N.Y. Vermont Marble Co., 61 Main St., Proctor, Vt. Walker & Zanger Inc., 100 Hudson St., New York 13, N.Y. Wood Mosaic Corp., 5000 Crittenden Dr., Louisville, Ky.

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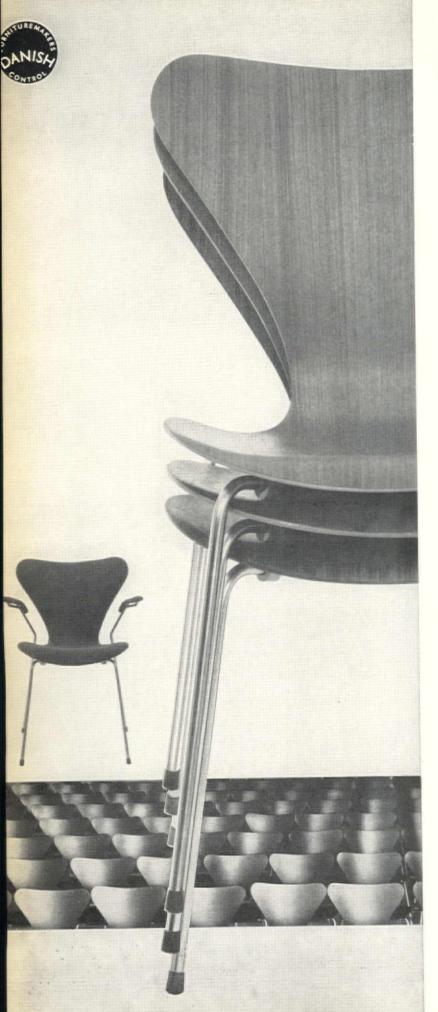
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American Floor Products Co., 4922 Wisconsin Ave., N.W., Washington, D.C.
Armstrong Cork Co., Liberty & Mary Sts., Lancaster, Pa.
Azrock Floor Products, P.O. Box 531, San Antonio, Tex.
Bonafide Mills Inc., 295 Fifth Ave., New York 16, N.Y.
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Dodge Cork Co., 11 Laurel St., Lancaster, Pa.
Manuel Feldman Co. Inc., 18 E. 53 St., New York, N.Y.
Flintkote, 30 Rockefeller Plaza, New York, N.Y.
General Tire & Rubber Co., 70 Garden St., Lawrence, Mass.
William Gold Inc., 1270 Ave. of Americas, New York 20, N.Y.
Goodyear Tire & Rubber Co., Plant C, Akron, Ohio
Gotham Materials Inc., 91 Weyman Ave., New Rochelle, N.Y.
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L. Jones & Co. Inc., 19 E. 53 St., New York, N.Y.
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John McCagney Inc., 139 E. 57 St., New York, N.Y.
R. C. Musson Rubber Co., 1320 E. Archwood, Akron 6, Ohio
National Floor Products, Box 354, Florence, Ala.
Polyplastex United Inc., 870 Springfield Rd., Union, N.J.
Robbins Praducts Inc., Tuscumbia, Ala.
Ruberoid Co., 733 Third Ave., New York 17, N.Y.
Burton Scherer Floor Covering, 515 Madison Ave., New York, N.Y.
Stylon Co., 136 Newberry St., Boston, Mass.
Sylvan Carpet Co., 184-42 Avon Rd., Jamaica, N.Y.
Ierrafino Corp., Carlstadt, N.J.
U. S. Ceramic Tile Co., 217 Fourth St. N.E., Canton 2, Ohio
U. S. Rubber Co., 1230 Ave. of Americas, New York 20, N.Y.
Vinyl Plastics Inc., 1825 Erie Ave., Sheboygan, Wis.

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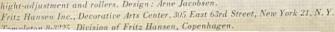
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American-Accordion-Fold Doors, Inc., 175-35 Liberty Ave., Jamaica, N.Y.
Carlton Products, 344 Palisade St., Pasadena, Cal.
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Korngold Bros. Inc., 258 E. 139 St., New York 51, N.Y.
Modernfold Doors Inc., 101 Park Ave., New York 17, N.Y.
National Folding Wall Corp., 42 W. 13 St., New York 11, N.Y.
Numa Resnick Plostics, 403 E. 62 St., New York, N.Y.
Panelboard Mfg. Co., 222 Pacific St., Newark 14, N.J.
Pinecrest Inc., 2710 Nicollet, Minneapolis, Minn.
Technoply Corp., Arch Div., 182-20 Liberty Ave., Jamaica, N.Y.
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Bela Div., J&J Tool & Machine Co., 9505 S. Prairie Ave., Chicago, III
Brunswick Corp., 2605 E. Kilgore Rd., Kalamazoo, Mich.
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Carriker Church Furniture Co., Box 520, Monroe, N.C.
Chicago Hardware Foundry, Commonwealth Ave., N. Chicago, III.
Design Products Inc., P.O. Box 342, Boulder, Colo.
Desks of America Inc., P.O. Box 3605, Bridgeport, Conn.
Douglas Furniture Corp., 5555 W. 65 St., Chicago 38, III.
Edgewood Furniture Co., 203 E. 52 St., New York 22, N.Y.
J. Froehlich Cabinet Works, 560 Barry St., Bronx 59, N.Y.
Garland Furniture Co., 409-11 W. Huron St., Chicago 10, III.
Griggs Equipment Co., P.O. Box 630, Belton, Tex.
Fritz Hansen Inc., 305 E. 63 St., New York 21, N.Y.
Institutional Products Inc., Eye & Venango St., Philadelphia 34, Pa.
International Contract Furnishings, 145 E. 57 St., New York 22, N.Y.
Keller Products Inc., 41 Union St., Manchester, N.H.
Kwik Bed Sofa Corp., 330 E. St. Joseph, Indianapolis, Ind.
McNeff Industries Inc., P.O. Box 10626, Dallas 7, Tex.
Metropolitan Furniture Mfg., 950 Linden Ave. S., San Francisco, Cal.
Midwest Folding Products, 1414 S. Western Ave., Chicago, III.
National Industries Inc., 0440 Mndison Ave., New York 22, N.Y.
Robey Dept., Drexel Enterprises, Drexel, N.C.
Scandinavian Design, 15 E. 53 St., New York, N.Y.

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American of Martinsville, Contract Div., Martinsville, Va.
Armstrong Furniture Co., P.O. Box 636, Martinsburg, W. Va.
Artes de Mexico International, 163 Pittsburg St., Dallas, Tex.
Barler Inc., 214 W. Jefferson, Goshen, Ind.
Basic-Witz Furniture Ind. Inc., Box 490, Waynesboro, Va.
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Baumritter Corp., 145 E. 32 St., New York, N.Y.
Beautycraft Furniture Industry, 1301 N.W. Seventh Ave., Miami, Fla.
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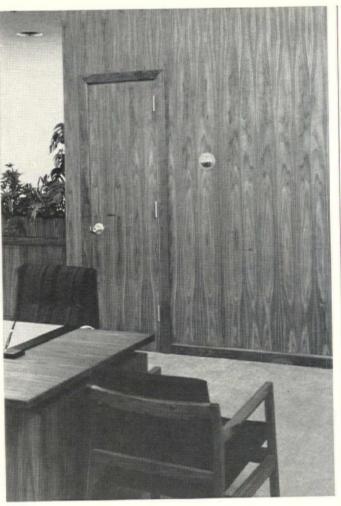
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gewood Furniture Co., 208 E. 52 St., New York 22, N.Y. ermold Corp., 2321 Abalone Ave., Torranse, Cal.	(s, wd)
kel Inc., 141 Lanza Ave., Garfield, N.J.	(a, s, u)

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Gables, Fla.
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Vogue Casual Furniture, 454 Fairman Rd., Lexington, Ky.
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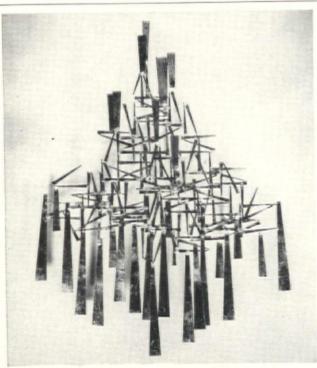
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Venini Ltd., 377 Park Ave. S., New York, N.Y.
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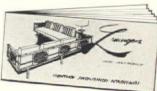
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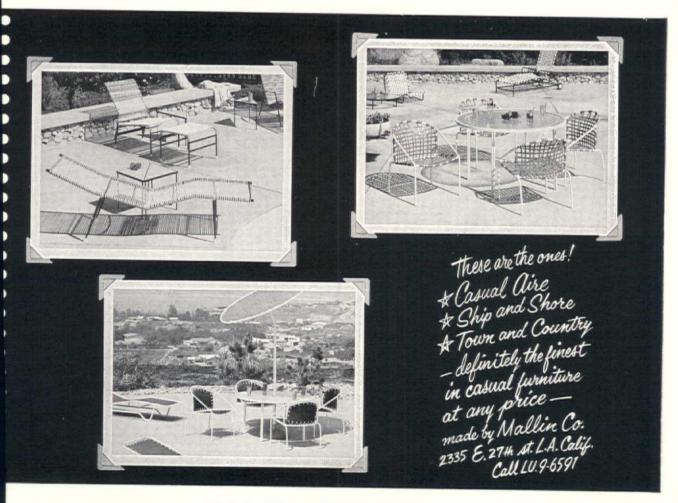
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Venini Ltd., 377 Park Ave. S., New York, N.Y.	(t, ld, lf, la)
Kurt Versen, 4 Slocum Ave., Englewood, N.J.	(f, ld, lf
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Bassett Furniture Industries, Bassett, Va.
Bassett Mirror Co. Inc., Bassett, Va.
Bassett Mirror Co. Inc., Bassett, Va.
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Beautycraft Furniture Industries, 1301 N.W. Seventh Ave., Miami, Fla.
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Burwood Praducts Co., 320 W. Ohio St., Chicago, III.
Carolina Mirror Corp., N. Willesboro, N.C.
Century Industries Inc., 1517 W. 35 St., Chicago 9, III.

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DeGaal & Walker, 405 E. 62 St., New York, N.Y.
Dux Inc., 1633 Adrian Rd., Burlingame, Cal.
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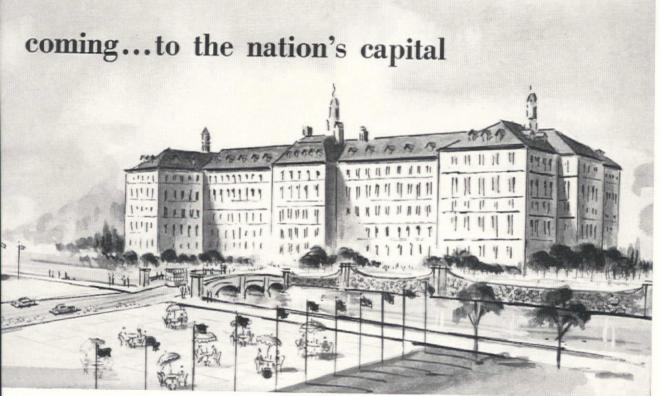


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Seal Industries Inc, 90 S. Santa Fe Dr., Denver 23, Colo.
Selig Mfg. Co., 54 Green St., Leominster, Mass.
Serman/Bertram Inc., 5401 E. Slauson Ave., Los Angeles 22, Cal.
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Simpson-Bosworth Co. Inc., 1745 N. Richmond St., Chicago, Ill.
Stendig Inc., 487 Park Ave., New York, N.Y.
Thinline Mfg. Co., 623 Young St., Santa Ana, Cal.
Ihomasville Furniture Ind., Thomasville, N.C.
Ihonet Industries Inc., 1 Park Ave., New York, N.Y.
Tomlinson of High Point, 305 W. High St., High Point, N.C.
Tri-Lo Products, 3137 W. Lake, Chicago, Ill.
Valley Uphalstery Corp., 232 E. 59 St., New York, N.Y.
Whitecraft Furniture, 7350 N.W. Miami Ct., Miami, Fla.

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Bangkok Industries Inc., 1545 W. Passyunk Ave., Philadelphia, Pa.
Barclay Mfg. Co., 385 Gerard Ave., Bronx, N.Y.
E. L. Bruce Co., 1648 Thomas St., Memphis, Tenn.
Burwood Products Co., 320 W. Ohio St., Chicago, Ill.
Cal Craft Wood Fabrics, 80 Tehama St., San Francisco, Cal.
Carlton Products, 344 Palisade St., Pasadena, Cal.
Carlton Products, 344 Palisade St., Pasadena, Cal.
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Conolite Div. of Woodall Industries, 425 Maple Ava., Carpentersville, Ill.
Conolite Div. of Woodall Industries, 425 Maple Ava., Carpentersville, Ill.
Conolite Div. of Woodall Industries, 425 Maple Ava., Carpentersville, Ill.
Day Star Corp., 6161 Cedros Ave., Van Nuys, Cal.
Jack Denst Designs Inc., 7355 S. Exchange Ave., Chicago 49, Ill.
Desks of America Inc., P.O. Box 6305, Bridgeport, Conn.
Filon Corp., 12333 S. Van Ness Ave., Hawthorne, Cal.
Lee Fink Associates, 1999 Walnut Ave., Long Beach, Cal.
Formica Corp., 4614 Spring Grove Ave., Cincinnati 32, Chio
J. Froehlich Cabinet Works, 560 Barry St., Bronx 59, N.Y.
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General Plastics, 1400 N. Washington, Marion, Ind.
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Marsh Wall Products, Dover, Ohio
Masonite Corp., 29 N. Wacker Dr., Chicago, Ill.

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National Plastic Products, Odenton, Md.
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Pace/Jil Associates Inc., 315 E. 62 St., New York, N.Y.
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Panelfab Products Inc., 2060 N.E. 146 St., N. Miami, Fla.
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Westard Inc., 160 E. 56 St., New York, N.Y.
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Westinghouse Electric Corp., 353 Park Ave. S., New York, N.Y.
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Arc Apex Equipment Co., 443 Park Ave. S., New York, N.Y.
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Typical room in S. F. Hilton



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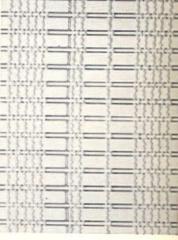
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WEFT: 1/4" white slats with alternating reeds.

WARP: White yarns accented by a double gold metallic thread.

Designed to operate as accordion pleated shades covering floor to ceiling windows; TROPICRAFT'S Pebble Beach #2 design (the leading design in the field of economy priced woven-woods) adds warmth and dignity to decorative rooms.

Pebble Beach #2



Imperial Suite - S. F. Hilton



CUSTOM DESIGNED . . . TROPICRAFT'S hand woven custom designed Mission Monterey was specified for the Imperial Suite

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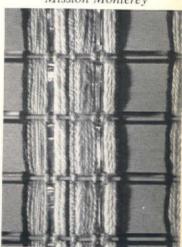
Mission Monterey



WEFT: 11/2" walnut slats with alternating reeds.

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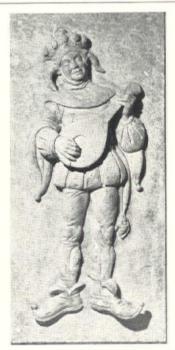


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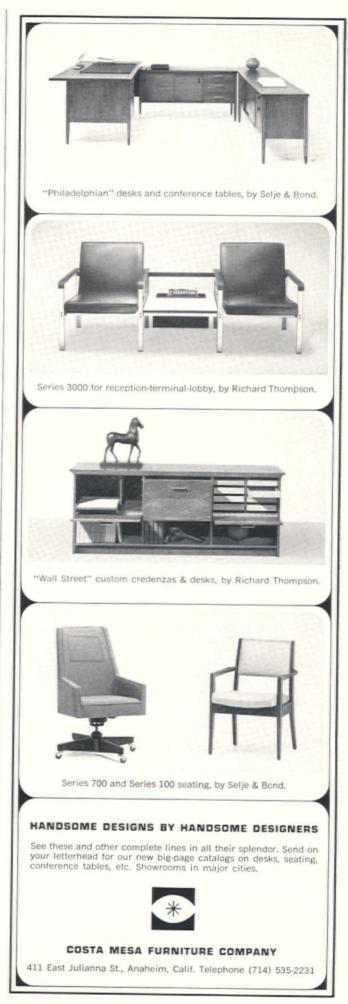
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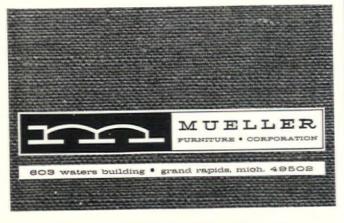
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SEATING, MULTIPLE

Code: a-auditorium c—church pews r—reception room s—stacking-ganging w-waiting room

Advance Design Inc., 45 W. 33 St., New York, N.Y. (r, All-Steel Equipment Inc., Aurora, III.
American Desk Mfg. Co., Temple. Tex.
American Fixture Inc., 15 & Schifferdecker, Joplin, Mo.
American Seating Co., 901 Broadway N.W., Grand Rapids, (r, s, w) (r, w) (a, r, w) (r, w) ds, Mich. Armstrong Furniture Co., P.O. Box 636, Martinsburg, W. Va. (r, w)
Art Metal Inc., Jamestown, N.Y. (r, w)
Art Steel Co. Inc., 170 W. 233 St., New York, N.Y. (r, w)
Avard Inc., 353 E. 62 St., New York, N.Y. (r, w)
Baumritter Carp., 145 E. 32 St., New York, N.Y. (a, r, s, w)
Bela Div. J & J Tool & Machine Co., 9505 S. Prairie Ave., Chicago, Ill. Bela Div. J & J Tool & Machine Co., 9505 S. Prairie Ave., Chicago, III.

Bentson Mfg. Co., P.O. Box 1143, Aurora, III.

Bianco Mfg. Co., 2736 Victor St., St. Louis, Mo.

Biarco Mfg. Co., Marietta, Ga.

B. Brody Seating Co., 5921 W. Dickens St., Chicago, III.

Browne-Morse Co., 110 E. Broadway Ave., Muskegon Hgts., Mich.

Brunswick Corp., 2605 E. Kilgore Rd., Kalamazoo, Mich.

Carrilla Chair Co., 1127 S. Main St., Oshkosh, Wis.

Burke Div., 5140 N. Westmoreland, Dallas, Tex.

Carriler Church Furniture Co., Box 520, Monroe, N.C.

Carroll Chair Co. Inc., 1508 W. Carroll, Chicago, III.

Jack Cartwright Inc., 319 Ennis St., High Point, N.C.

Chairmasters Inc., 200 E. 146 St., Bronx 51, N.Y.

Charlton Co. Inc., Contract Div., Fitchburg, Mass.

Chicago Hardware Foundry, Commonwealth Ave., N. Chicago, III.

Chromedern Chair Co., 3113 E. 11 St., Los Angeles 23, Cal. (a, c, r, s, w)

Chromedern Chair Co., 3113 E. 11 St., Los Angeles 23, Cal. (a, c, r, s, w)

Chromedern Chair Co., 3113 E. 11 St., Los Angeles 23, Cal. (a, c, r, s, w)

Clarin Mfg. Co., 4640 W. Harrison St., Chicago, III.

Cole Steel Equipment Co. Inc., 415 Madison Ave., New York, N.Y.

Content of the Clarin Mfg. Co., 4640 W. Harrison St., Chicago, Ill.
Cole Steel Equipment Co. Inc., 415 Madison Ave., New York, N.Y.
Conover Chair Co., Conover, N.C.
Contempo Associates Inc., 178 Bouic Ave., Rockville, Md.
Cramer Posture Chair Co., 625 Adams, Kansas City 5, Kan.
Daglee Seating, 21 St. & Godfrey Ave., Philcdelphia 38, Pa.
Design Products Inc., P.O. Box 342, Boulder, Colo.
Desks of America Inc., P.O. Box 6305, Bridgeport, Conn.
Directional Contract Furniture, 979 Third Ave., New York, N.Y.
Domore Chair Co. Inc., 2400 Sterling, Elkhart, Ind.
Douglas Furniture Corp., 5555 W. 65 St., Chicago 38, Ill.
Richard Draper Assocs., 16 E. 52 St., New York, N.Y.
Durk Inc., 1633 Adrian Rd. Burlingame, Cal.
Edgewood Furniture Co., 208 E. 52 St., New York, N.Y.
Fibermold Corp., 2321 Abalone Ave., Tarrance, Cal.
Fixtures Mfg. Corp., 1641 Crystal, Kansas City, Mo.
Garland Furniture Co., 409-11 W. Huron St., Chicago 10, Ill.
Robert Garvin Assocs., 315 E. 62 St., New York, N.Y.
General Fireproofing Co., Youngstown, Ohio
Gregson Mfg. Co., Liberty, N.C.
Griggs Equipment Co., P.O. Box 630, Belton, Tex.
Hamilton Mfg. Co.. Two Rivers, Wisc.
Hamseatic Furniture Co., 161 W. Huron St., Chicago, Ill.
Gr., S., W.
Hanseatic Furniture Co., 161 W. Huron St., Chicago, Ill.
Fritz Hansen Inc., 305 E. 63 St., New York 21, N.Y.
Hanseatic Furniture Co., 161 W. Huron St., Chicago, Ill.
Gr., F., S., Helikon Furniture Co., 161 W. Huron St., Chicago, Ill.
Gr., F., S., Helikon Furniture Co., 161 W. Huron St., Chicago, Ill.
Gr., F., S., Helikon Furniture Co., 161 W. Huron St., Chicago, Ill.
Gr., F., S., Helikon Furniture Co., 161 W. Huron St., Chicago, Ill.
Gr., F., S., Helikon Furniture Co., 161 W. Huron St., Chicago, Ill.
Gr., F., S., Helikon Furniture Co., 161 W. Huron St., Chicago, Ill.
Gr., F., S., Helikon Furniture Co., 162 St., New York 21, N.Y.
Helikony Mfg. Co., Hickory, N.C.
Horness Inc., North Elm St., Three Oaks, Mich.
Howell Co., 436 First St., St. Charles, Ill.
Huntington Furniture Copp., P.O. Box 307, Lincolnton, N.C.
Institutional Products, (a, r, s, w (r, w (r, w (r, w (r, w (r, w (c, w (a, r, s, w (a, r, s, w (a, r, s, w (a, s, w Institutional Products, Eye & Venango Sts., Philadelphia 34, Pa. International Contract Furnishings, 145 E. 57 St., New York 22, N. (a, c, r, s, Irwin Seating Co., 1480 Buchanan S..W, Grand Rapids, Mich (a, r, s, Jansko Inc., P.O. Box 1751, Ft. Lauderdale, Fla. J. G. Furniture Co., 160 E. 56 St., New York N.Y. (a, c, r, s, Jansko Inc., P.O. Box 1751, Ft. Lauderdale, Fla. J. G. Furniture Co., 160 E. 56 St., New York N.Y. (a, c, r, s, Robert John Co., 821 N. Second St., Philadelphia, Pa. (r, Kasparians Inc., 7772 Santa Monica Blvd., Los Angeles, Cal. (r, Kasparians Inc., 7772 Santa Monica Blvd., Los Angeles, Cal. (r, Kasparians Inc., 7772 Santa Monica Blvd., Los Angeles, Cal. (r, Kasparians Inc., 7172 Santa Monica Blvd., Los Angeles, Cal. (r, Kasparians Inc., 7172 Santa Monica Blvd., Los Angeles, Cal. (r, Kasparians Inc., 7172 Santa Monica Blvd., Los Angeles, Cal. (r, Kasparians Inc., 7172 Santa Monica Blvd., Los Angeles, Cal. (r, Kasparians Inc., 7182 Santa Monica Blvd., Los Angeles, Cal. (r, Kasparians Inc., 7182 Santa Monica, Cal. Loyd Mrg., Products, P.O. Box 2097A, Green Bay 6, Wis. (r, r, s, Laird, Young, 1021 Ridge Ave., Philadelphia 23, Pa. (r, s, Lehigh Furniture Co., 16 E. 53 St., New York, N.Y. Living Designs Inc., 5525 McKinley Ave., Los Angeles 11, Cal. Lloyd Mrg. Co., Div. Heywood Wakefield, Menominee, Mich. Frederik Lunning, 667 Fifth Ave., New York 22, N.Y. (r, s, Madison Furniture Industries, Canton, Miss. B. L. Marble Chair Co., 89 Willis St., Bedford, Ohio Marden Mrg. Inc., 1015 N. Halsted St., Chicago, III. (r, s, Milwaukee Chair Co., 3022 W. Center St., Milwaukee 45, Wis, (r, s, Modernize/Dean Inc., Pontotoc, Miss. Modernize/Dean Inc., Pontotoc, Miss. Modernize/Dean Inc., Pontotoc, Miss. Modernize/Dean Inc., Pontotoc, Miss. Modernize/Dean Inc., Dentotoc, Miss. Modernize/Dean Inc., Pontotoc, Miss. Modernize/Dean



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Peabody Seating Co. Inc., W. Fourth, N. Manchester, Ind. (a)
Peerless Steel Equipment, Unruh & Hasbrook Aves., Philadelphia 11, Po

Precision-Posturect Chair Co., 3100 W. Carroll Ave., Chicago 12, III. (r, w. Prestige Chair & Desk Co., P.O. Box 230, Michigan City, Ind. (r, w. Jens Risom Design Inc., 44 Madison Ave., New York 22, N.Y.

Prestige Chair & Desk Co., P.O. Box 230, Michigan City, Ind.

Prestige Chair & Desk Co., P.O. Box 230, Michigan City, Ind.

Robey Dept., Drexel Enterprises, Drexel, N.C.

Robinson-Johnson Inc., 1670 Defoor Ave. N.W. Atlanta, Ga.

(a, c, r, v. Robinson-Johnson Inc., 1670 Defoor Ave. N.W. Atlanta, Ga.

Janet Rosenblum Inc., 315 E. 62 St., New York 21. N.Y.

(a, c, r, v. V. Arabellum Inc., 215 Signal St., San Pedro, Cal.

Royalmetal Corp., 1 Park Ave., New York 16, N.Y.

(a, r, s., V. R. Way Furniture Co., 440 Park Ave. S., New York 16, N.Y.

Roandline Furniture Inc., 2175 Signal St., San Pedro, Cal.

Scandline Furniture Inc., 2175 Signal St., San Pedro, Cal.

Scandline Furniture Inc., 2175 Signal St., San Pedro, Cal.

Scandline Furniture Inc., 2175 Signal St., San Pedro, Cal.

Scandline Furniture Inc., 2175 Signal St., San Pedro, Cal.

Scandline Furniture Inc., 2175 Signal St., San Pedro, Cal.

Scandline Furniture Inc., 2175 Signal St., San Pedro, Cal.

Scandline Furniture Inc., 2175 Signal St., San Pedro, Cal.

Schoolco, 1900 N. Narragansett Ave., Chicago 39, Ill.

(a, r, s., V. Scandis Person St., Leominster, Mass.

Shaw-Walker Co., Muskegon, Mich.

Shew-Walker Co., Muskegon, Mich.

Shemman Bertram Inc., 5401 E. Slauson Ave., Los Angeles 22, Cal. (r., Shwayder Bros. Inc., 1050 S. Broadway, Denver, Colo. (a, r., s., Steelcase Inc., 1120 36 St. S.E. Grand Rapids, Mich.

Strelecase Inc., 1120 36 St. S.E. Grand Rapids, Mich.

Strelecase Inc., 1120 36 St. S.E. Grand Rapids, Mich.

Stylex Seating Co., Delanco, N.J.

Stylex Seating Co., Delanco, N.J.

Telescope Folding Furniture, Granville, N.Y.

Taylor Chair Co., Willis & Taylor Rds.. Bedford, Ohio

Telescope Folding Furniture, Granville, N.Y.

Tri-Par Mfg. Co., 1740 N. Pulaski Rd., Chicago 39, Ill.

United Seating Co., 234 Vanderbilt Ave., Brooklyn, N.Y.

Valley Upholstery Corp., 232 E. 59 St., New York, N.Y.

(r., S., Valley Upholstery Corp., 232 E. 59 St., New York, N.Y.

Western Mfg. Co., 536 N. Highland Ave., Philadelphia 22, Pa. (r., S.)

Western Mfg. Co., 536



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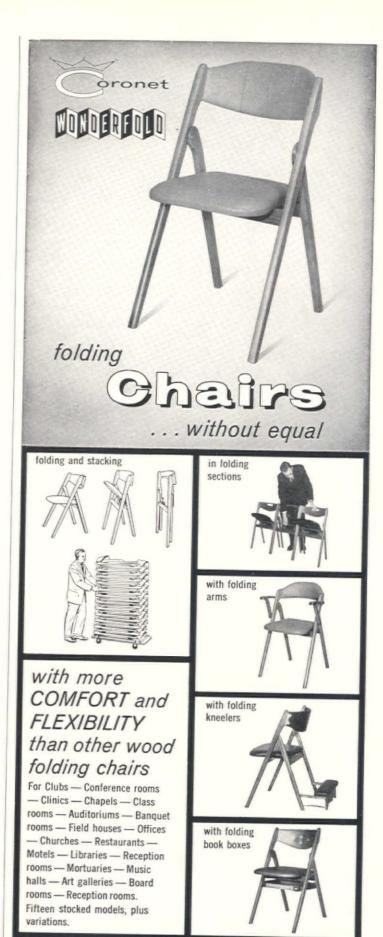
Hugh Acton Design Co., 588 Brookside, Birmingham, Mich.
Alco Equipment Co., 884 Tenth Ave., New York, N.Y.
American Fixture Inc., 15 & Schifferdecker, Joplin, Mo.
ARC Apex Equipment Co., 443 Park Ave. S., New York, N.Y.
Art Metal Inc., Jamestown, N.Y.
Basic-Witz Furniture Ind. Inc., Box 490, Waynesboro, Va.
Blair Mfg. Co., Marietta, Ga.
Ezra Blank Associates, 500 Stagg St., Brooklyn, N.Y.
Bomyte Co., 1407 Broadway, New York, N.Y.
Bomyte Co., 1407 Broadway, New York, N.Y.
Bowyte Co., 1207 S. Main St., Oshkosh, Wis.
Burwood Products Co., 320 W. Ohio St., Chicago, III.
S. Christian of Copenhagen Inc., 225 Post St., San Francisco 8, Cal.
Cole Steel Equipment Co. Inc., 415 Madison Ave., New York, N.Y.
Columbia Hallowell Div., Standard Pressed Steel, Jenkintown, Pa.
Daglee Seating, 21 St. & Godfrey Ave., Philadelphia 38, Pa.
Desks Inc., 71 Fifth Ave., New York, N.Y.
Richard Draper Associates, 301 E. 63 St., New York, N.Y.
Fabry Associates, 301 E. 63 St., New York, N.Y.
J. Froehlich Cabinet Works, 560 Barry St., Bronx 59, N.Y.
General Fireproofing Co., Youngstown, Ohio
Grant Pulley & Hardware, 181 High St., W. Nyack, N.Y.
Hale Industries Inc., Herkimer, N.Y.
Hardwood House Inc., 10 St. James St., Rochester, N.Y.
House of Italian Handicraft, 225 Fifth Ave., New York 10, N.Y.
International Contract Furnishings, 145 E. 57 St., New York 22, N.Y.
Masonite Corp., 29 N. Wacker Dr., Chicago, III.
Metalstand Co., 11200 Roosevelt Blvd., Philadelphia 15, Pa
Herman Miller Inc., McKinely St., Zeeland, Mich.
Monogram Metals Inc., 54 N. 11 St., Brooklyn 11, N.Y.
Seffector Hardware Corp., 1400 N. 25 St., Melrose Park, III.
Doyalmetal Corp., 1 Park Ave., New York 16, N.Y.
candia Designs Inc., 579 Third Ave., New York, N.Y.
candiavan Design, 15 E. 53 St., New York 22, N.Y.
candiavan Design, 15 E. 56 St., St., New York, N.Y.
candiavan Design, 15 E. 57 St., New York, N.Y.
candiavan Design, 15 E. 57 St., New York, N.Y.
candiavan Design, 15 E. 57 St., New York, N.Y.
candiavan Design, 15 E. 57 St., New York, N.Y.
candiavan Design, 15 E. 58

OFAS, SECTIONALS, COUCHES

dvance Design Inc., 45 W. 33 St., New York, N.Y. Iwin Furniture, 6 E. 33 St., New York, N.Y. ma Desk Co., Box 271, High Point, N.C. nerican Chair Co. Inc., 911 N. 11 St., Sheboygan, Wis. nerican of Martinsville, Contract Div., Mortinsville, Va. mstrong Furniture Co., P.O. Box 636, Martinsburg, W. Va. rard Inc., 353 E. 62 St., New York, N.Y. Ker Furniture Inc., 35 Milling Rd., Holland, Mich. rler Inc., 214 W. Jefferson, Goshen, Ind. Sestet Furniture Inc., 35 Milling Rd., Holland, Mich. rler Inc., 214 W. Jefferson, Goshen, Ind. Sestet Furniture, 145 E. 32 St., New York, N.Y. bert Benjamin Inc., 6 E. 53 St., New York, N.Y. bert Benjamin Inc., 6 E. 53 St., New York, N.Y. werly Hills Rattan, 2100 Signal St., San Pedro, Cal. ght Chair Co. Inc., 34 Mill St., Middletown, N.Y. swn-Jordan Co., 9860 Gidley St., El Monte, Cal. syhill Furniture Factories, Lenoir, N.C. ekstaff Co., 1127 S. Main St., Oshkosh, Wis. ton-Dixic Corp., 2180 S. Racine Ave., Chicago, Ill. J. Campbell Co., 1750 W. Wrightwood, Chicago 14, Ill. k. Cartwright Inc., 319 Ennis St., High Point, N.C. pirmasters Inc., 200 E. 146 St., Bronx 51, N.Y. prlotte Chair Co., Pearl & Lovett, Charlotte, Mich. Intro. Co. Inc., Contract Div., Fitchburg, Mass. cago Hardware Foundry, Commonwealth Ave., N. Chicago, Ill. J. Designs, 230 Claredon St., Boston, Mass. esteel Equipment Co. Inc., 415 Madison Ave., New York, N.Y. umbia Bedding Co., 2519 N. Elston Ave., Chicago, Ill. 1. Designs, 230 Claredon St., Boston, Mass. esteel Equipment Co. Inc., 178 Bouic Ave., Rockville, Md. ta Mesa Furniture Go., 411 E. Julianna, Anaheim, Cal. tonsmith Furniture Mfg. Co., P.O. Box 1279, Salisbury, N.C. nberland Furniture Go., 40 E. 49 St., New York, N.Y. gn Products Inc., P.O. Box 342, Boulder, Colo. ks Inc., 71 Fifth Ave., New York, N.Y. gn Products Inc., P.O. Box 342, Boulder, Colo. ks Inc., 71 Fifth Ave., New York, N.Y. tore Chair Co., Inc., 2400 Sterling, Elkhart, Ind. glas Furniture Co., 505 S. Fulton, Berne, Ind. Bed Corp., 1812 W. Second St., Wichita 3, Kans. Inc., 1633 Adrian Rd.,

For telephone numbers of manufacturers listed in hese pages, see alphabetical list starting page 110.

Iajor national showrooms begin on page 122.





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Fabry Associates, 301 E. 63 St., New York, N.Y.
Ficks Reed Co., 4900 Charlemar Dr., Cincinnati 27, Ohio
Fixtures Mfg. Corp., 1641 Crystal, Kansas City, Mo.
Flexsteel Inds. Inc., Waxahchie, 1ex.
Flexsteel Inds. Inc., Waxahchie, 1ex.
Florian Mfg. Corp. of N.Y., 932 American Furniture Mart, Chicago 11, Ill.
Gallo Original Iron Works, 401 Park Ave., Brooklyn 5, N.Y.
Garland Fireproofing Co., Youngstown, Ohio
Robert Garvin Assoc., 315 E. 62 St., New York, N.Y.
General Fireproofing Co., Youngstown, Ohio
Otto Gerdau Co., 82 Wall St., New York, N.Y.
Gilbert-Joffe Co. Inc., 34 E. 29 St., New York, N.Y.
Gilbert-Joffe Co. Inc., 34 E. 29 St., New York, N.Y.
Gilbert-Joffe Co. Inc., 34 E. 29 St., New York, N.Y.
Gilbert-Joffe Co. Inc., 34 E. 20 St., New York, N.Y.
Globe Furniture Co., High Point, N.C.
Gregson Mfg. Co., Liberty, N.C.
Gregson Mfg. Co., Liberty, N.C.
Heilmiton-Cosco Inc., P.O. Box 200, Gallatin, Tenn.
Fritz Hansen Inc., 305 E. 63 St., New York 21, N.Y.
Heilkon Furniture Co., 315 E. 62 St., New York 21, N.Y.
Heilkon Furniture Co., 315 E. 65 St., New York 21, N.Y.
Heilkon Furniture Corp., P.O. Box 307, Lincolnton, N.C.
Hiebert Inc., 17001 Yukon Ave., Torrance, Cal.
Huntington Furniture Corp., P.O. Box 307, Lincolnton, N.C.
Imperial Craftsmen, 319 E. 53 St., New York, N.Y.
Jomestown Lounge Co., 40 Winsor St., Jamestown, N.Y.
J. G. Furniture Corp., P.O. Box 307, Lincolnton, N.Y.
J. G. Furniture Co., 160 E. 56 St., New York, N.Y.
Robert John Co., 821 N. Secand St., Philadelphia, Pa.
Kagan-Dreyfuss Inc., 40 East End Ave., New York, N.Y.
Kasparians Inc., 7772 Santa Monica Blyd., Los Angeles, Cal.
Kittinger Co. Inc., 1893 Elmwood Ave., Buffalo, N.Y.
Kodawood Furniture Mfrs., 3730 N.W. Suffalo, N.Y.
Kroehler Mfg. Co., 222 E. Fifth Ave., New York 22, N.Y.
Modison Furniture Industries, Canton, Miss.
B. L. Marbie Chair Co., 89 Willis St., Bedford, Ohio
Morden Mfg. Inc., 1015 N. Halsted St., Chicago, Ill.
M/B Designs, 702 Harrison St., Berkeley, Ch.
Metropolitan Furniture Mfg., 950 Linden Ave., Son Francisco, Cal.
Herman Mil





JASPER DESK CO., JASPER, INDIAN Circle No. 140 on product information card

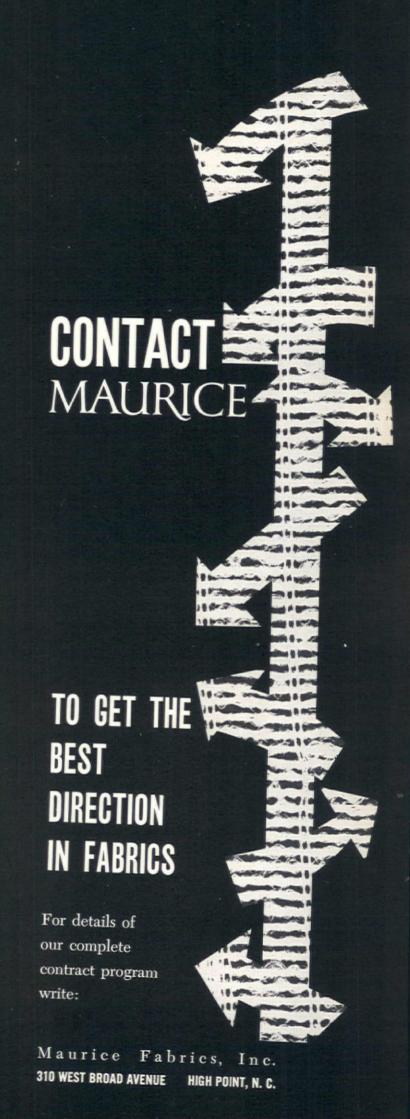
Office Furniture Ltd., 351 E. 61 St., New York, N.Y.
Orsenigo Co. Inc., 1059 Third Ave., New York, N.Y.
Pace/ Jil Associates Inc., 315 E. 62 St., New York, N.Y.
Pacil Chair Co., Paoli, Ind.
Patrician Furniture Co., P.O. Box 1768, High Point, N.C.
Peerless Steel Equipt, Unruh & Hasbrook Aves., Philadelphia 11, Pa.
Pinecrest Inc., 2710 Nicollet, Minneapolis, Minn.
Harvey Probber Inc., 155 E. 56 St., New York, N.Y.
Regaline, 595 E. 10 Ave., Hioleoth, Fla.
Richardson-Nemschoff, 2218 W. Water, Sheboygan, Wis.
Jens Risom Design Inc., 444 Madison Ave., New York 22, N.Y.
Rubey Dept., Drexel Enterprises, Drexel, N.C.
Robinson-Johnson Inc., 1670 Defoor Ave. N.W., Atlanta, Ga.
Janet Rosenblum Inc., 315 E. 62 St., New York 21, N.Y.
Rubee Furniture Mfg. Corp., 1026 W. Van Buren St., Chicago, Ill.
Soybolt & Cleland Inc., 326 N. 17 St., Philadelphia 3, Pa.
John Scalia-Schmieg & Kotzian, 521 E. 72 St., New York 21, N.Y.
Scandiline Furniture Inc., 2175 Signal St., San Pedro, Cal.
Scandia Craft Enterprises, 156 E. 30 St., New York, N.Y.
Scandia Design, 15 E. 53 St., New York, N.Y.
Scandia Design, 15 E. 53 St., New York, N.Y.
Scandia Design, 15 E. 53 St., New York, N.Y.
Crank Scerbo & Sons Inc., 140 Plymouth St., Brooklyn 1, N.Y.
Chnadig Corp., 4820 W. Belmont Ave., Chicago, Ill.
Scandia Corp., 4820 W. Belmont Ave., Chicago, Ill.
Chradia Corp., 4820 W. Belmont Ave., Chicago, Ill.
Scandia Corp., 4820 W. Belmont Ave., Los Angeles 22, Cal.
Huff Furniture Co., 105 St., Sell Souson Ave., Los Angeles 22, Cal.
Huff Furniture Co., 105 St., Sell Souson Ave., Los Angeles 22, Cal.
Huff Furniture Co., 105 St., Sell Souson Ave., Los Angeles 22, Cal.
Huff Furniture Co., 205 S. St., New York, N.Y.
Tow & Davis Furniture Co., 25 Summer N.W., Grand Rapids, Mich.
Din Stuart Inc., 205 E. 58 St., New York, N.Y.
How & Davis Furniture Co., 25 Summer N.W., Grand Rapids, Mich.
Din Stuart Inc., 205 E. 58 St., New York, N.Y.
How & Davis Furniture Co., 25 Summer N.W., Grand Rapids, Mich.
Din Stuart Inc., 205 E. 58 St., New York, N.Y.
How Savis Furniture Co.

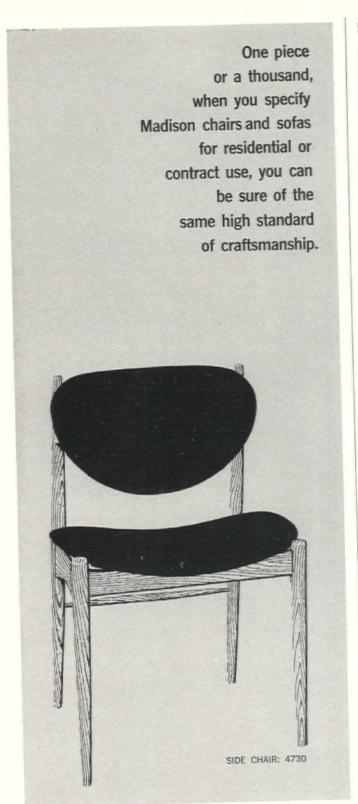
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ode: s—serving t—telephone tv—television

rex Corp., 200 W. Willow St., Chicago, III.	
Metal Inc., Jamestown, N.Y.	(tv)
Steel Co. Inc., 170 W. 233 St., New York, N.Y. tson Mfg. Co., P.O. Box 1143. Aurora III.	(†)
irmasters Inc. 200 F. The Advoid, III.	(1)
streel Equipment Co. Inc. 146 St., Bronx 51, N.Y.	(1)
umbig Hallowell Discovery 413 Madison Ave., New York	N Y (s)
midle unlimited les 1/6 5 cm s lest, Jenkintown	Pri
lee Seating, 21 St & Call Time Tork, N.Y.	(t)
ard Draper Assocs 16 F Philadelphia 38. Pa	(s, t, tv)
-Bed Corn 1912 W C	(ALL)
wood Furniture Co., 208 F 52 St. Michita 3, Kan.	47
awood Furniture Co., 208 E. 52 St., New York 22, N.Y. roehlich Cabinet Works, 560 Barry St., Branx 59, N.Y. sbrock-Sonderaugat P.O. Barry St., Branx 59, N.Y.	(s, t, tv)
pert Inc., 17001 Yukan A. Box by/64, Los Angeles 69, Cal.	
fington Furniture Corn B.O. Dirance, Cal.	(†)
tington Furniture Corp., P.O. Box 307, Lincolnton, N.C. Chair Corp., 86-30 103 Ave., Ozone Park, N.Y. er Desk Co. P.O. Box 111.	(s, t)
er Desk Co. P.O. Boy 377	(t)
	(+)
ort John Co., 821 N. Second St., Philadelphia, Pa.	(+)
navax Co., 2131 Buster Rd., Fort Wayne 4, Ind.	(†)
Istand Co., 11200 Roosevelt Blvd., Philadelphia 15, Pa. en Lamps Inc., 317 E. 34 St. New York 14 Living 15, Pa.	(tv)
nigo Co. Inc. 1050 Thind A TOTA TOTAL TO, N.T.	(†)
Commercial Products, Camden, N.J.	(†)
	(tv)
Risom Design Inc., 444 Madison Ave., New York 22, N.Y. Scerbo & Sons Inc., 140 Plymouth St., Brooklyn 1, N.Y.	(s)
-Walker Co Muchania Mindelli St., Brooklyn 1. N.Y.	(1)
	(†)
lard Furniture Co., Herkimer, N.Y	(s, t, tv)
	(†)
tional Reproductions, 208 E. 60 St., New York 22, N.Y. or Mfg. Co., 1740 N. Pulaski Rd., Chiesea 20 III.	(tv)
or Mfg. Co., 1740 N. Pulaski Rd., Chicago 39, III.	(s, tv)
nghouse Electric Corp., 353 Park Ave. S., New York 10, ectaft Furniture, 7350 N.W. Migmi Ct. Miller 10,	h (s)
ectaft Furniture, 7350 N.W. Miami Ct., Miami, Fla.	(s, tv)
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American SERPE Corp., 716 Madison Ave., New York, N.Y.
Astra Bent Wood Furniture, East Arlington, Vt.
Avard Inc., 353 E. 62 St., New York, N.Y.
Robert Benjamin Inc., 6 E. 53 St., New York, N.Y.
Robert Benjamin Inc., 6 E. 53 St., New York, N.Y.
Robert Benjamin Inc., 6 E. 53 St., New York, N.Y.
Robert Benjamin Inc., 6 E. 53 St., New York, N.Y.
Robert Benjamin Inc., 9860 Gidley St., El Monte, Cal.
Bilsscraft of Hollywood, P.O. Box 47607, Los Angeles, Cal.
Bilsscraft of Hollywood, P.O. Box 47607, Los Angeles, Cal.
Brunswick Corp., 2605 E. Kilgore Rd., Kalamazao, Mich.
Buckstoff Co., 1127 S. Main St., Oshkosh, Wis.
Burke Div., 5140 N. Westmoreland, Dallas, Texas.
Burke Div., 5140 N. Westmoreland, Dallas, Texas.
Carroll Chair Co., Dearl & Lovett, Charlotte, Mich.
Chairmasters Inc., 200 E. 146 St., Bronx 51, N.Y.
Chairmasters Inc., 200 E. 146 St., Bronx 51, N.Y.
Chicago Hardware Foundry, Commonwealth Ave., N. Chicago, Ill.
Chicago Hardware Foundry, Commonwealth Ave., N. Chicago, Ill.
Chicago Hardware Foundry, Commonwealth Ave., N. Chicago, Ill.
Columbia Unlimited Inc., 145 E. 57 St., New York, N.Y.
Columbia Unlimited Inc., 145 E. 57 St., New York, N.Y.
Daystrom Inc., Sinair Rd., S. Boston, Va.
Decarative Imports, 408 Jackson St., San Francisco, Cal.
Decarative Imports, 408 Jackson St., San Francisco, Cal.
Douglas Furniture Corp., 5555 W. 65 St., Chicago 38, Ill.
Durham Mfg., 700 S. Council, Muncie, Ind.
Eastern Furniture Mfrs., 372 Riverbend St., Athol, Mass.
Emjay Imports Inc., 270 Madison Ave., New York 16, N.Y.
Emjay Imports Inc., 270 Madison Ave., New York 16, N.Y.
Englay Imports Inc., 270 Madison Ave., New York, N.Y.
Gallo Original Iron, Works, 401 Park Ave., Brooklyn 5, N.Y.
Gallo Original Iron, Works, 401 Park Ave., Brooklyn 5, N.Y.
International Contract Furnishings, 145 E. 57 St., New York, N.Y.
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11 East 33rd Street, New York, N.Y. 10001 (212) PL 7-3430

Circle No. 143 on product information card

Geroge Tanier Inc., 305 E. 63 St., New York, N.Y.
Thinline Mfg. Co., 623 Young St., Santa Ana, Cal.
Tri-Par Mfg. Co., 1740 N. Pulaski Rd., Chicago 39, III.
Unique Headboard Co. Inc., 68 Clifford St., Newark 7, N.J.
Virtue Bros. Mfg. Co., 19801 S. Santa Fe Ave., Compton, Cal.
William J. B. Waite Co., 560 Western Merchandise Mart, San Francisco,
Cal.

William J. B. Walle Co., 300 Cal. Frederic Weinberg Co., 145 W. Columbia Ave., Philadelphia 22, Pa. Whitecraft Furniture, 7350 N.W. Miami Ct., Miama, Fla. Lee L. Woodard Sons Inc., Owosso, Mich. World Wide Design House, 232 E. 59 St., New York, N.Y.

TABLE LINENS

Deltrox Inc., 35 Wisconsin St., Oshkosh, Wis. James G. Hardy & Co., 11 E. 26 St., New York 10, N.Y. William Liddell & Co. Inc., 24 W. 40 St., New York, N.Y.

TABLE PARTS, ACCESSORIES

Code: t-tops p-pedestals

p—pedestals

Hugh Acton Design Co., 588 Brookside, Birmingham, Mich. American Desk Mfg. Co., Temple, Tex.
Astra Bent Wood Furniture, East Arlington, Vt.
Authentic Furniture Products, 607 Nash St., El Segundo, Cal.
Bethlehem Furniture Mfg., 2 Park Ave., New York 16, N.Y.
Bianco Mfg. Co., 2736 Victor St., St. Louis, Mo.

(t, Bomyte Co., 1407 Broadway, New York, N.Y
B. Brody Seating Co., 5921 W. Dickens St., Chicago, III.
Brunswick Corp., 2605 E. Kilgore Rd., Kalamazzo, Mich.
(t, Brunswick Corp., 2605 E. Kilgore Rd., Kalamazzo, Mich.
Buckstaff Co., 1127 S. Main St., Oshkosh, Wis.

Burke Div., 5140 N. Westmoreland, Dallas, Tex.
(t, Carroll Chair Co. Inc., 1508 W. Carroll, Chicago, III.
(t, Chairmasters Inc., 200 E. 146 St., Bronx 51, N.Y.
Chicago Hardware Foundry, Commonwealth Ave., N. Chicago, III.
(t, Chromecraft Corp., 4321 Semple, St. Louis, Mo.
Clapper Mfg. Co., P.O. Box 8, Meyersdale, Pa.
Cole Steel Equipment Co. Inc., 415 Madison Ave., New York, N.Y.
(t, Contempo Associates Inc., 178 Bouic Ave., Rockville, Md.
Design-Technics, 7 E. 53 St., New York 22, N.Y.
Desks of America Inc., P.O. Box 6305, Bridgeport, Conn.
Douglas Furniture Corp., 5555 W. 65 St., Chicago 38, III.
(t, Richard Draper Assocs., 16 E. 52 St., New York, N.Y.

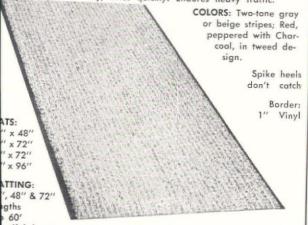
Duc., 250 W. 24 St., Hialeah, Fla.

Duo-Bed Corp., 1812 W. Second St., Wichita 3, Kans.
Frickson Mobile Products, 1316 18 St., Two Rivers, Wis.
falcan Products Inc., 2130 Schuetz Rd., St. Louis, Mo.
(in Products Inc., 2130 Schuetz Rd., St. Louis, Mo. (t, p) (t, p) (t, p) (t, p) (t, p) (t, p) (p)

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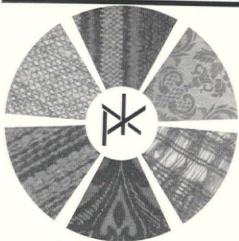
- ☐ WINDOW COVERINGS . . . handloomed fabrics ranging from spider-web sheer casements to dramatically elegant draperies . . . exotic wood weaves combining specially treated slats with everything from beads to bobbles. Installations include executive offices, banks, clubs, hotels and homes.
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Fixtures Mfg. Corp., 1641 Crystal, Kansas Citv, Mo.
Florentine Craftsmen, 479 First Ave., New York 16, N.Y.
Furniture Accents Inc., 303 Fifth Ave., New York, N.Y.
General Fireprosfing Co., Youngstown, Chio
Hiebert Inc., 17001 Yukon Ave., Torrance, Cal.
House of Italian Handicroft, 225 Fifth Ave., New York 10, N.Y.
Institutional Products, Eye & Venango Sts., Philadelphia 34, Pa.
Jansko Inc., P.O. Box 1751, Ft. Lauderdale, Fla.
Jasper Office Furniture, 402-424 13 St., Jasper, Ind.
Robert John Co., 821 N. Second St., Philadelphia, Pa.
Johns-Manville, 22 E. 40 St., New York, N.Y.
King Arthur Chair Co. Inc., 5501 N.W. 36 Ave., Miami, Fla.
L & B Manufacturing, 2144 Colorado Ave., Santa Monica, Cal.
L & B Products Corp., 3247 Laconia Ave., Bronx 69, N.Y.
Laminite Plastics Corp., 2677 W. Monroe, Chicago, Ill.
Masonite Corp., 29 N. Wacker Dr., Chicago, Ill.
McNeff Industries Inc., P.O. Box 10626, Dallas 7, Tex.
Mueller Furniture Co., 603 Waters Bldg., Grand Rapids, Mich.
Numa Resnick Plastics, 403 E. 62 St., New York, N.Y.
Phillips Imports, 271-273 Minna St., San Francisco, Cal.
Rayalmetal Corp., 1 Park Ave., New York 16, N.Y.
Phillips Imports, 271-273 Minna St., San Francisco, Cal.
Smith System Mfg. Co., 56 Emerald St. S.E., Minneapolis 14, Minn.
Stow & Davis Furniture Co., 25 Summer N.W., Grand Rapids, Mich.
Thinline Mfg. Co., 623 Young St., Santa Ana, Cal.
Tri-Par Mfg. Co., 1740 N. Puleski Rd., Chicago 39, Ill.
Vermont Marble Co., 61 Main St., Proctor, Vt.
Virtue Bros. Mfg. Co., 19801 S. Santa Fe Ave., Compton, Cal.
Walker & Zanger Inc., 100 Hudson St., New York 13, N.Y.
Westcort Inc., 160 E. 36 St., New York, N.Y. Walker & Zanger Inc., 100 Hudson St., New York 13, N.Y. Westcort Inc., 160 E. 56 St., New York, N.Y. Whitecraft Furniture, 7350 N.W. Miami Ct., Miami, Fla. Wilkenson Mfg. Co., 2833-55 W. Lake St., Chicago, III. John D. Williams Co., 1185 Merchandise Mart, Chicago, III.

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TABLES

c-card & game co-cocktail & coffee dc-dining, commercial di-dining, institutional dr—dressing e—executive & conference f—folding o—occasional s-serving t-television

ela Div., J&J Tool & Machine Co., 9505 S. Prairie Ave., Chicago, III.

co, dc, di, o interfer Corp., 145 E. 32 St., New York, N.Y.

co, dc, di, o interfer furniture Industries, 1301 N.W. Seventh Ave., Miami, Fla. (co. o) ita Div., J&J Tool & Machine Co., 9505 S. Prairie Ave., Chicago, Ill. (bert Banjamin Inc., 6 E. 53 St., New York, N.Y. (c, co, e, o) atson Mfg. Co., P.O. Box 1143, Aurora, Ill. (thehem Furniture Mfg., 2 Park Ave., New York 16, N.Y.

verly Hills Rattan, 2100 Signal St., Son Pedro, Cal. (c, co, o, s) anco Mfg. Co., 2736 Victor St., St. Louis, Mo. (c, dc, di) if Mfg. Co., Marietta, Ga.

ra Blank Associates, 500 Stacg St., Brooklyn, N.Y.

grand Rapids, Mich. (dc, di) ower Furniture Co., 1801 Turner Ave. N.W., Grand Rapids, Mich. (dc, di) ower-Morse Co., 110 E. Broaddway Ave., Mus'segon Hgts., Mich. (e) own-Jordan Co., 9860 Gidley St., El Monte, Cal. (c, co, dc, di, o) yhill Furniture Factories, Lenoir, N.C.

Janwick Corp., 2605 E. Kilgore Rd., Kelemazco, Mich. (b, co, dc, di) ekstoff Co., 1127 S. Main St., Oshkosh, Wis.

ke Div., Brunswick Corp., 5140 N. Westmoreland, Dallas, Tex.

lifornia Wrought Iron, 9860 Gidley St., El Monte, Cal. (c, di) J. Campabell Co., 1720 W. Wrightwood, Chicago, Ill. (co, di) (co, o) airmosters Inc., 200 E. 146 St., Bronx 51, N.Y.

cago Hardware Foundry, Commonwealth Ave., N. Chicago, Ill. (co, di) in Co., 1127 S. Maries, J. St., Migh Point, N.C.

card Ware Foundry, Commonwealth Ave., N. Chicago, Ill. (co, di) o. Ill. (co,

to Corp., Elm Ave., Hanover, Pa.

(b, c, co, dc, di, e)

son Mobile Products, 1316 18 St., Two Rivers, Wis. (b, c, dc, di, e, f)

y Associates, 301 E. 63 St., New York, N.Y. (c, co, dc, di, dr, e)

gy Feis Lamp Corp., 860 E, 136 St., Bronx, N.Y.

mold Corp., 2321 Abalone Ave., Torrance, Cal. (dc, dr)

Reed Co., 4900 Charlemar Dr., Cincinnati 27, Ohio

Arts Furniture Co., Grand Rapids 2, Mich. (c, co, dc, di, e, s)

Design Inc., 533 S. Los Angeles St., Los Angeles, Cal. (co, o)

r-McDavid Inc., P.O. Box 10617, Tampo, Fla. (co, o)

pehlich Cabinet Works, 560 Barry St., Bronx 59, N.Y.

Ure Accents Inc., 303 Fifth Ave., New York, N.Y. (co, dc, di, o, s)

t Garvin Assoc., 315 E. 62 St., New York, N.Y. (co, dc, di, o, s)

t Garvin Assoc., 315 E. 62 St., New York, N.Y. (co, dc, di, o, s)

lin & Constantine, 61 W. 74 St., New York, N.Y.

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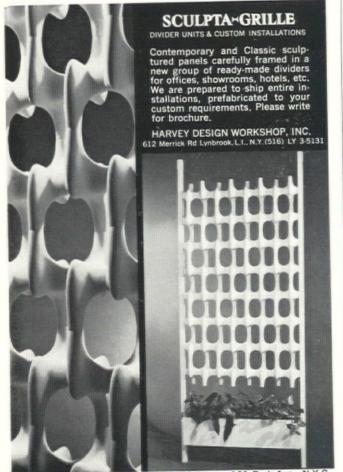
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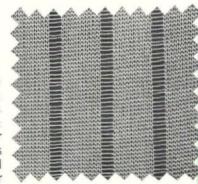
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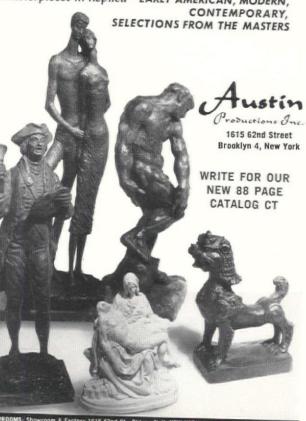
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Knoll Associates Inc., 320 Park Ave., New York 22, N.Y. (co, dc, di, e, o) Kraftware Corp., 225 Fifth Ave., New York 10, N.Y. (co, dc, di, e, o) Kroehler Mfg. Co., 222 E. Fifth Ave., Naperville, III. (co, o) Krueger Metal Products, P.O. Box 2097A, Green Bay 6, Wis. (b, c, dc, di, f) L & B Manufacturing, 2144 Colorado Ave., Santa Monica, Cal. (dc, di) L & B Products Corp., 3247 Laconia Ave., Bronx 69, N.Y. (b, co, dc, di, f, s) Laird/Young, 1021 Ridge Ave., Philadelphia 23, Pa. (e) Albert Larsen of California, 418 S. Robertson Blvd., Los Angeles 48, Cal. (co, o)

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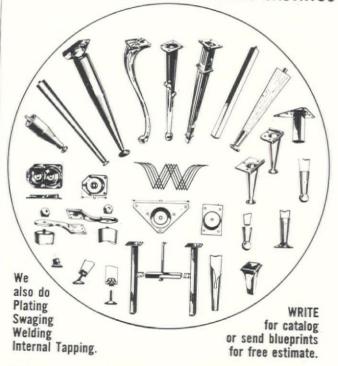
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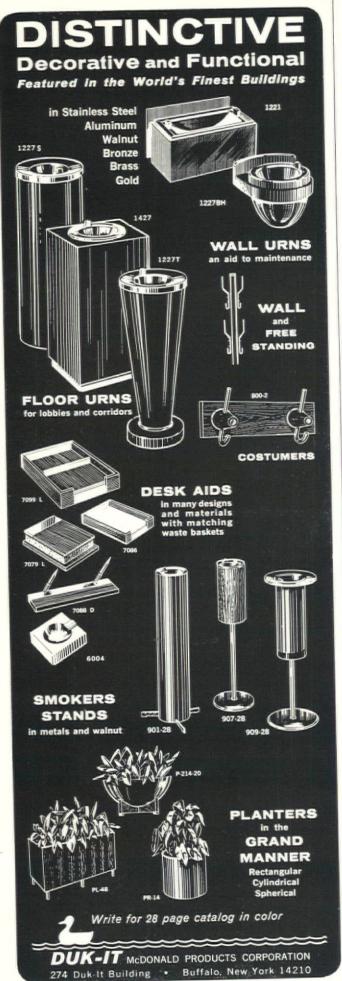
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Circle No. 156 on product information card

John Scalia-Schmieg & Kotzian, 521 E. 72 St., New York 21, N.Y.

Scandia Craft Enterprises, 156 E. 30 St., New York, N.Y.

Scandiline Furniture Inc., 2175 Signal St., San Pedro, Cal.

Scandinavian Design, 15 E. 53 St., New York, N.Y.

Scandix Designs Inc., 979 Third Ave., New York, N.Y.

Scandix Designs Inc., 979 Third Ave., New York, N.Y.

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Frank Scerbo & Sons Inc., 140 Plymouth St., Brooklyn 1, N.Y.

Seal Industries Inc., 90 S. Santa Fe Dr., Denver 23, Colo. (co, dc, di, e, o)

Seal Industries Inc., 90 S. Santa Fe Dr., Denver 23, Colo. (co, dc, di, e, o)

Selig Mfg. Co., 54 Green St., Leominster, Mass.

(co, o)

Shaw-Walker Co., Muskegon, Mich.

Shelby Williams Industries, 2500 W. Ogden Ave., Chicago 8, Ill.

Shelby Williams Industries, 2500 W. Ogden Ave., Chicago, Ill. (co, e, o)

Sico Mfg. Co. Inc., 5215 Eden Ave., Minneapolis, Minn.

(b, c, di, f, o)

Simpson-Bosworth Co. Inc., 1745 N. Richmond St., Chicago, Ill. (co, e, o)

Simpson-Bosworth Co. Inc., 1745 N. Richmond St., Chicago, Ill. (dc, di)

Srakmore Co., 200 Lexington Ave., New York, N.Y.

Stelcase Inc., 1120 36 St. S.E., Grand Rapids, Mich.

(co, dc, di, e, o)

Stendig Inc., 487 Park Ave., New York, N.Y. (b, c, co, dc, di, e, o)

Sterlingworth Corp., Allen St. Extension, Jamestown, N.Y.

Stelcase Bacing Co., Delanco, N.J.

Stylex Seating Co., Delanco, N.J. Stylex Seating Co., Delanco, N.J.

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Stylex Products Inc., 3640-3650 E. Tenth Ct., Hialeah, Fla.

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Stylume Products Inc., 3640-3650 E. Tenth Ct., Hialeah, Fla.

(c, co)
Stylume Products Inc., 3640-3650 E. Tenth Ct., Hialeah, Fla.

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Stylem Cado, 1130 Third Ave., New York, N.Y.

(di)
System Cado, 1130 Third Ave., New York, N.Y.

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Stylem Cado, South Rd., High Point, N.C.

(co, co, o, s)
Thomasville Furniture Industries, Thomasville, N.C.

(co, co, o, s)
Thomasville Furniture Industries, Thomasville, N.C.

(co, co, o, s)
Thomasville Furniture Industries, Thomasville, N.C.

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Thomasville Furniture Industries, Thomasville, N.C.

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Traditional Reproductions, 208 E. 60 St., New York, N.Y.

(co)
Tri-Mark Designs, 1006 Arch St., Philadelphia 7, Pa.

(co)
Turner Mfg. Co., 2309 S. Keeler, Chicago, Ill.

(co)
Villey Upholstery Corp., 232 E. 59 St., New York, N.Y.

(co)
Victorian Furniture Co., P.O. Box 60, Montgomery, Ala.

(virco Mfg. Corp., P.O. Box 44846, Sta. H, Los Angeles, Cal.

Virtue Bros. Mfg. Co., 19801 S. Santa Fe Ave., Compton, Cal.

(virtue Bros. Mfg. Co., 560 Western Merchandise Mart, San Francisco, Cal.

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Western Mfg. Co., 536 N. Highland Ave., Aurora, III.
Whitecraft Furniture, 7350 N.W. Miami Ct., Miami, Fla. (c, co, dc, di, o, s, t)
John Widdicomb Co., 205 E. 58 St., New York, N.Y.
(h. c, co, dc, di, dr, e, o, s)
John D. Williams Co., 1185 Merchandise Mart, Chicago, III.

Williams Modup!an Office Furniture, 175 Fifth Ave., New York 10, N.Y. (e) ee L. Woodard Sons Inc., Owosso, Mich. (c, co, di, e, f, o) Yorden Co., 200 E. 17 St., Holland, Mich. (e) World Wide Design House, 232 E. 59 St., New York, N.Y. (c, co, di, o) awman & Erbe Mfg. Co., 1099 Jay St., Rochester 3, N.Y. (e). Zimet Corp., 19 Quincy St., Brooklyn, N.Y. (di)

TABLEWARE

c-china

nternational Silver Co., Hotel Div., Meriden, Conn. ackson China Co., 212 Fifth Ave., New York 10, N.Y. rederik Lunn'ng, 667 Fifth Ave., New York, N.Y. kottahedeh & Sons, 225 Fifth Ave., New York, N.Y.

TILE

Code: c—ceramic m—metal mo—mosaic

rchitectural Elements, 124 E. 40 St., New York 16, N.Y.
merican Olean Tile Co., 1000 Cannon Ave., Lansdale, Pa.
merican SERPE Corp., 716 Madison Ave., New York, N.Y.
msterdam Corp., 41 E. 42 St., New York, N.Y.
msterdam Corp., 41 E. 42 St., New York, N.Y.
rchitectural Pottery, 2020 S. Robertson Blvd., Los Angeles, Cal.
tlas Tile Co., 264 W. Spazier Ave., Burbank, Cal.
arclay Mfg. Co., 385 Gerard Ave., Bronx. N.Y.
ayton Potteries Inc., 1471-79 Glenneyre St., Laguna Beach, Cal.
ambridge Tile Mfg. Co., P.O. Box 15071, Cincinnati 15, Ohio
ngoleum-Nairn Inc., 195 Be'grove Dr., Kearny N.J.
M. C-ocetti Inc., 311 E. 150 St., Bronx. N.Y.
own Tile Corp., 125 Walnut Rd. S. E., Massillon, Ohio
sign-Technics, 7 E. 53 St., New York 22, N.Y.
on Imports, 1428 Lexington Ave., New York 28, N.Y.
through the corp. 125 Walnut Rd. S. E., Massillon, Ohio
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through the corp. 125 Walnut Rd. S. E., Massillon, Ohio
sign-Technics, 7 E. 53 St., New York 28, N.Y.
through the corp. 125 Walnut Rd. S. E., Massillon, Ohio
sign-Technics, 7 E. 53 St., New York 28, N.Y.
through the corp. 125 Walnut Rd. S. E., Massillon, Ohio
sign-Technics, 7 E. 53 St., N (c, mo) (c, mo) mo (c) (m) Cal. evolin & Constantine, 61 W. 74 St., New York, N.Y.

Circle No. 159 on product information card

For long-term FLOOR PROTECTION

MATS

3' x 4', 3' x 6', 4' x 6', 4' x 8'

RUNNERS

20-yards long in 3', 4', 6' widths



Carpet-Cover is a fine investment for your customers! Carpet-Cover traps tracked-in dirt . . . and preserves your costly flooring materials. Reduces floor maintenance... looks good even when "loaded" with dirt. Top quality plush nylon is immersion-fused to durable vinyl backing by exclusive Crown process. Always looks beautiful and luxurious. Eliminates daily mop-ups. Needs only occasional vacuuming...spraying with a hose...or shampooing. A practical solution to long-term requirements.

See your Crown distributor or write for his name.



Mtima

America's Most Flexible Line of Contract Co-ordinates

- wall hung and free standing MOTEL ROOM FURNISHINGS
- · room, lounge and reception seating
- Ultimá dining tables and chairs

Write or Call Today for literature and information on the complete line of Contract furniture



GRIGGS EQUIPMENT, INC. Belton, Texas



A Ultimá UNIQUE

The newest addition to a fine series of Contract and Lounge furniture.

Circle No. 160 on product information card

Circle No. 161 on product information card

Only genuine teakwood flooring imported from Thailand (authentic "Tectona Grandis") gives that added air of quiet dignity and good taste along with

Recommend

an amazing resistance to heavy traffic and wear that your clients are looking for! And now ... for the very first time ... you can get immediate delivery at prices that are

Genuine Teak immediate delivery at prices that are competitive with other fine floorings and coverings. • Recommend teak with confidence . . . nothing else is so durable, so versatile,

for Enduring

requires so little maintenance, is so resistant to rot and decay! And nothing else gives you such continuing good will and customer satisfaction! Your clients will be more

than impressed by the beauty, the durability, the ease of care! • Write today for complete information on Thai-teak, imported for distribution in the United States exclusively by Bangkok Industries, Inc.



Finger Pattern in Art Gallery by Reese Palley, Interior Designer

BANGKOK INDUSTRIES, INC. 1545 W. Passyunk Ave., Phila., Pa. 19145



Circle No. 162 on product information card

TILE—continued

Leather Tile Industries, 441 Pine St., Hanover, Pa.
Marble Internationale Ltd., 101 Park Ave., New York 17, N.Y.
Marshall Studio Inc., Veedersburg, Ind.
Miraplas Tile Co., 980 Parsons Ave., Columbus 6, Ohio
Mosaic Tile Co., 55 Public Sq., Cleveland, Ohio
National Gypsum Co., Gold Bond Bldg., Buffalo 2, N.Y.
Olean Tile Corp., 101 Park Ave., New York, N.Y.
Olympia Tile Corp., P.O. Box 124, Spring Valley, N.Y.
Onyx Resources Co., 303 Fifth Ave., New York 16, N.Y.
Pacific Tile Co., 7461 Beverly Blvd., Los Angeles, Cal.
Preco Chemicals, 489 Main St., Westbury, N.Y.
Scandinavian Desian, 15 E. 53 St., New York 22, N.Y.
Summitville Tiles Inc., Summitville, Ohio
Three Centuries, 202 E. 56 St., New York 22, N.Y.
U. S. Ceramic Tile Co., 217 Fourth St. N.E., Canton 2, Ohio
Vanderlaan Tile Co., 103 Park Ave., New York, N.Y.
Vikon Tile Corp., Washington, N.J.
Walker & Zanger Inc., 100 Hudson St., New York 13, N.Y.

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(c, mo)

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(c, mo) (c) (mo) (c, mo) (c)

(c, mo)

TV & SOUND SYSTEMS

Admiral Corp., 3800 W. Cortland St., Chicago, III.

Antrex Corp., 200 W. Willow St., Chicago, III.

Dukane Corp., Communications Sys. Div., St. Charles, III.

General Electric Co., Schenectady, N.Y.

Glenn of California, 130 N. First Ave., Arcadia, Cal.

Magnavox Co., 2131 Bueter Rd., Fort Wayne 4, Ind.

Philco Corp., C & Tioga Sts., Philadelphia 34, Pa.

RCA, Broadcast & Comm. Prod., Front & Cooper Sts., Camden, N.J.

Harry Tehan Associates, Inc., P.O. Box 1080, Greensboro, N.C.

Westinghouse Electric Corp., 353 Park Ave. S., New York 10, N.Y.

WALLCOVERINGS

(OTHER THAN PAPER)

Adams Leathers & Vinyls Inc., 304 E. 54 St., New York, N.Y. American Olean Tile Co., 1000 Cannon Ave., Lansdale, Pa. Architectural Pottery, 2020 S. Robertson Blvd., Los Angeles, Cal. Architectural Products Co., 104 E. 40 St., New York, N.Y. Armstrong Cork Co., Liberty & Mary Sts., Lancaster, Pa. Arts for Architecture, 50 Rose Pl., Garden City Park, N.Y. Athol Mfg. Co., Div. Plymouth Cordage Ind., Butner, N.C. Atlantic Refining Co., 260 S. Broad St., Philadelphia, Pa. Barclay Mfg. Co., 385 Gerard Ave., Bronx, N.Y. Bassett & Vollum Inc., 217 N. Main St., Galena, III.



new and very exciting!

HAND-MADE TILES from MEXICO

See our wide selection of decorated and plain wall tiles, coordinated trims & accessories. Glazed and unglazed Terra-Cotta floor tiles.

Brochure on request

ELON IMPORTS

1423 Lexington Ave., N. Y. 28, N. Y. 212: TE 1-6518



Circle No. 163 on product information card

ead Art Originals, 789 Lexington Ave., New York, N.Y.
irge Co., 390 Niagara St., Buffalo, N.Y.
eorge K. Birge Co. Inc., 120 E. 56 St., New York, N.Y.
rederic Blank & Co. Inc., 120 E. 56 St., New York, N.Y.
rederic Blank & Co. Inc., P.O. Box 388, Passaic, N.J.
bus W. Bowen Inc., 979 Third Ave., New York, N.Y.
runschwig & Fils Inc., 979 Third Ave., New York, N.Y.
runschwig & Fils Inc., 979 Third Ave., New York, N.Y.
J. Campbell Co., 1750 W. Wrightwood, Chicage 14, III.
E. Carpenter & Co., 350 Fifth Ave., New York, N.Y.
plumbus Coated Fabrics, 1280 N. Grant Ave., Columbus, Ohio
pnolite Div. of Woodall Industries, 425 Maple Ave., Carpentersville, III.
partial Shippee Inc., 24 W. 25 St., New York, N.Y.
plumbus Coated Fabrics, 1286 N. Grant Ave., Columbus, Ohio
pnolite Div. of Woodall Industries, 425 Maple Ave., Corpentersville, III.
partial Report of Property of

Circle No. 164 on product information card



OELICH LEATHER CRAFT CO., 43 W. 16th St., N.Y. 11



MODERN for today's by VEIT moderns

Showroom Facilities: Ruben Ltd., 434 N. LaCienega Blvd., Los Angeles 48, Cali-fornia

uben Ltd., Western Mdse. Mart, 1355 Market St., San Francisco 3, California

Stephenson Showrooms, 12-110 Mdse. Mart, Chicago 54, Illi-nois

Catalogue available to accredited dealers and decorators

FURNITURE CORP.

133 Broadway, Hanover, Penna.

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Circle No. 166 on product information card



commercial interior wall displays for reception rooms, office lobbies projecting corporate identities dimensionally in all materials.

design / construction / installation

DISPLAYCRAFT

56 West 45th Street / New York, N. Y. 10036 / YU 6-4955



 $Rectangular - square - trapezoidal - circular - half-round\ folding$ tables for banquets, meetings, classrooms, offices or homes, are built by Metwood/Hanover. Handsome in appearance, superior in construction, and economical to use, M/H Folding Tables are easy to store, quick to setup and lock automatically, providing a table as rigid as a regular table.

Write for catalog.



FOLDING TABLES . BENCHES . STAGE UNITS Spruce St., Hanover, Pa.

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Circle No. 168 on product information card





holland michigan



o n

request

Here's the key. Design handcuff.

o f

Roll Out Conserv-a-file®* offers new freedom of design. No need to design AROUND conventional files any more. Roll Out Conserv-a-file is a whole new concept in filing. Its drawers roll out from the side saving a great deal of floor space, aisle space and time. It comes in two widths and so many heights you can do practically anything with them: use them in general office areas, or the processor of the space of the spa you can do practically anything with them: use them in general office aleas, reception rooms, in narrow passageways, as room dividers, partitions, desk modules, counters...you can even recess them. And when the capacity requirements for a given area exceed even Roll Out's ability, Supreme's Conserv-a-file \(\mathbf{X}\) takes over. This revolutionary 2 rows in 1 engineered filing system provides far greater capacity, space-savings and efficiency than any other filing equipment. Send coupon for details.

Supreme Steel Equipment Corp. Brooklyn, New York 11232

World's leading manufactur of time and space-saving fili equipment. Dealers in principal cities throughout U.S.

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ci-	Name
	Company Name
	Address
	City
SSEC	ZoneState
SOLL	

*Pat. Off. #3095250 @1965, Circle No. 169 on product information card

WALLCOVERINGS—continued

Gene McDanald Inc., 969 Third Ave., New Yor'. N.Y.
Murals & Wallcoverings Inc., 979 Third Ave., New York, N.Y.
National Plastic Products, Odenton, Md.
Numz Resnick Plastics, 403 E. 62 St., New York, N.Y.
Olympia Tile Corp., P.O. Box 124, Spring Valley, N.Y.
Olympia Tile Corp., P.O. Box 124, Spring Valley, N.Y.
Olympia Tile Corp., P.O. Box 186, N. Hollywood, Cal.
Plymouth Cordage Inc., 140 Federal St., Boston, Mass.
Polyplastex United Inc., 870 Springfie d Rd., Union, N.J.
Robbins Products Inc., 1uscumbia, Ala.
Ben Rose, 1129 W. St. St., New York, N.Y.
Scalamandre Silks Inc., 977 Third Ave., New York, N.Y.
Isabel Scott Fabrics Corp., 979 Third Ave., New York, N.Y.
James Seeman Studios, 53 Rose Pl., Garden City Park, N.Y.
Standard Casted Products, Buchanan, N.Y.
Stelzer Mouldings Inc., 23184 Keller St., Sough Bend 28, Ind
C. W. Stockwell Co., 320 N. Madison Ave., Los Angeles 4, Cal.
Thomas Strahan Co., Heard & Maple, Cheisea 50, Mass.
John Strauss, 160 E. Erie St., Chicago, Ill.
Summitville Tiles Inc., Summitville, Ohio
Superior Wall Products, 4401 N. American St., Philadelphia, Pa.
Svracuse Ornemental Co., 225 Fifth Ave., New York, N.Y.
Shirley Tattersfield Associates, 2047 Cherry St., Philadelphia, Pa.
Textureflex Inc., 27 Bruckner Blvd., New York, S.A. N.Y.
Timbertone Decorative Co., 979 Third Ave., New York, N.Y.
U. S. Ceramic Tile Co., 217 Fourth St. N.E., Canton 2, Ohio
U. S. Plywood Corp., 777 Third Ave., New York, N.Y.
U. S. Ceramic Tile Co., 217 Fourth St. N.E., Canton 2, Ohio
U. S. Plywood Corp., 777 Third Ave., New York, N.Y.
Victox Sales Corp., 40 E. 53 St., New York, N.Y.
Victox Sales Corp., 40 E. 53 St., New York, N.Y.
Victox Sales Corp., 40 E. 53 St., New York, N.Y.
Victox Sales Corp., 40 E. 53 St., New York, N.Y.
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Victox Sales Corp., 40 E. 53 St., New York, N.Y.
Victox Sales Corp., 40 E. 53 St., New York, N.Y.
Victox Sales Corp., 40 E. 53 St., New York,

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FURNITURE ACCENTS INC.

303 5th Ave.

New York, N.Y. 10016

May we make YOUR



Small or massive, c temporary or tradition interior or exterior ... y designs faithfully rep duced in all metals : plastics.

Ask for specific quo tions and Designer Co log of Door Number Letters, Nameplates Corporate Emble Bronze and Alumin Plaques.

NITED STATES BRONZE Sign Co., I Dept. ID, 101 W. 31st St., New York, N. Y. 100 Serving America's leading Decorators for 40 ye

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WALLPAPER

Arts for Architecture, 50 Rose Pl., Garden City Park, N.Y.
Assett & Vollum Inc., 217 N. Main St., Galena, I.I.
Irge Co., 370 Nisgara St., Buffalo, NY.
Beorge K. Birge Co. Inc., 120 E. 56 St., New York, N.Y.
Ouis W. Bowen Inc., 979 Third Ave., New York, N.Y.
Frunschwig & Fils Inc., 979 Third Ave., New York, N.Y.
Canadian Wallpaper Manufacturers, Ltd., 222 Seventh St., Toronto 14, runschwig & Fils Inc., 979 Third Ave., New York, N.Y.
Lanadian Wallpaper Manufacturers, Ltd., 222 Seventh St., Toro
Ontario
lacence House 40 E. 57 St., New York, N.Y.
ack Denst Designs Inc., 7355 S. Exchange Ave., Chicago 49, Ill.
L. Diament & Co., 989 Third Ave., New York, N.Y.
uralee Fabrics, Ltd, 979 Third Ave., New York, N.Y.
uralee Fabrics, Ltd, 979 Third Ave., New York, N.Y.
uralee Fabrics, Ltd, 979 Third Ave., New York, N.Y.
mbossy Handprints Inc., 1665 Northern Blvd., Manhasset, N.Y.
abrovin Corp., 165 Ward St., Patterson, N.J.
bur Walls Inc., 515 Madison Ave., New York, N.Y.
R. Gracie & Sons Inc., 148 E. 58 St., New York, N.Y.
an Tec Papers, 425 Iakeside Ave. N.W., Cleveland 13, Chio
M. Hexter Co., 2800 Superior Ave., Cleveland, Ohio
nperial Wallpaper Mill, 3645 Warrensville Ctr., Cleveland 22, Ohio
H. Jacobs Co. Inc., 979 Third Ave., New York, N.Y.
I Keilehor Designs, 1508 Boren Ave., Seattle, Wash.
needler-Fauchere, 451 Jackson Sq., San Francisco, Cal.
hight Bros. Inc., 425 Lakeside Ave. N.W. Cleveland 13, Ohio
bris Kroll Fabrics Inc., 220 E. 51 St., New York, N.Y.
sverne International Ltd., 979 Third Ave., New York, N.Y.
yorda de Mar Wallpaper, 209 E. 56 St., New York 22, N.Y.
J.H.S. Lloyd Co. Inc., 425 E. 53 St., New York 27, N.Y.
anuscreens Inc., 113-73 Gueens Bivd, Forest Hills 75, N.Y.
anuscreens Inc., 113-73 Gueens Bivd, Forest Hills 75, N.Y.
anuscreens Inc., 113-73 Gueens Bivd, Forest Hills 75, N.Y.
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anuscreens Inc., 113-73 Gueens Bivd, Forest Hills 75, N.Y.
anuscreens Inc., 173-75 Gueens Bivd, Forest Hills 75, N.Y.
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anuscreens Inc., 173-75 Gueens Bivd, Forest Hills 75, N.Y.
anuscreens Inc., 173-75 Gueens Bivd, Forest Hills 75, N.Y.
bele's Designs, 490 Rockaway Ave., Valley Stream, N.Y.
urals & Wallcoverings Inc., 979 Third Ave., New York 22, N.Y.
All Japlastex United Inc., 870 Soringfield Rd, Union, N.J.
in Rose, 1129 W. Sheridan Rd, Chicago, Ill.
alamandre Sil's Inc., 977 Third

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NEW CONTRACT GROUP

PERMA TREES and PLANTS

(INDIVIDUALLY BOXED)

- FINEST QUALITY
- LASTING BEAUTY
- REALISTIC
- **NEW LOW PRICES**

VRITE FOR BROCHURE

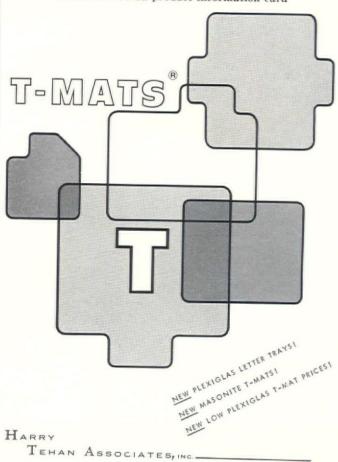
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AN OFFICE / INDUSTRY
SES INC., 85 BROAD ST
OSTON, SAN FRANCI
TO RICO, LO PLANNING/DESIGN/OFF JFN ASSOCIATES INC., NEW YORK, BOSTON, S. CHICAGO, PUERTO RI D. W. NICHOLSON pres.,

Circle No. 124 on product information card

Circle No. 173 on product information card



Greensboro, North Carolina 27402



- * Saves floor space
- Rich, attractive-modern
- Keeps wraps aired, dry, "in-press"

Combines the advantages of a modern coatrack and a built-in wardrobe. Holds hats, coats, overshoes apart, open to air, still out of sight. Permits utter flexibility of office layout. Brushed cast aluminum brackets summinum brackets summinum brackets summinum brackets summinum brackets summinum brackets. out. Brushed cast aluminum brackets support hat and utility shelves and hanger rail of solid walnut rods; 4 solid walnut coat hangers and a 30" x 72" oil finished walnut panel screen.



MODEL WA 500

This is just one of the new "luxury" units created by Vogel-Peterson — shown in full color and described in Bulletin OV-855 Write for it today.

VOGEL-PETERSON CO.

ELMHURST . ILLINOIS

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Circle No. 175 on product information card





For the commercial installation, your best starting point is Simon Manges, where you will find a tremendous selection of textures and colors . . . plus such service factors as correctly measuring a job and "on time" performance. For the finest in contract carpeting...always call Simon Manges first.

SIMON MANGES & SON INC. 575 MADISON AVENUE, NEW YORK 10022

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WALLPAPER PROTECTION

Resitane Coating Corp., 966 Nepperhan Ave., Yonkers, N.Y. Thomas Strahan Co., Head & Maple, Chelsea 50, Mass.

WARDROBES

Code: f-freestanding

Code: f-freestanding w-woll mounted

Hugh Acton Design Co., 588 Brookside, Birmingham, Mich.

Barler Inc., 214 W. Jefferson, Goshen, Ind.

Bethlehem Furniture Mfg., 2 Park Ave., New York 16, N.Y

Brunswick Corp., 2605 E. Kilgore Rd., Kalamazoo, Mich.

Cole Steel Equipment Co. Inc., 415 Madison Ave., New York, N.Y.

Columbia Hallowel Div., Standard Pressed Steel, Jenkintown, Pa.

Columbia Unlimited Inc., 145 E. 57 St., New York, N.Y.

Desks Inc., 71 Fifth Ave., New York, N.Y.

Desks of America Inc., P.O. Box 6305, Bridgeport, Conn.

Richard Draper Assocs. 16 E. 52 St., New York, N.Y.

J. Froehlich Cabinet Works, 560 Barry St., Bronx 59, N.Y.

General Fireproofing Co., Youngstown, Ohio

Hardwood House Inc., 10 St. James St., Rochester, N.Y.

Huntington Furniture Corp., 350 Fifth Ave., New York 1, N.Y.

KLM Steel Products, Perrin-Beitel Rd., San Antonio, Tex.

Loumac Supply Co., 327 E. St., New York 29, N.Y.

Robert Memmel Co., 204 W. Washington, Milwaukee 4, Wis.

Metalstand Co., 11200 Roosevelt Blvd., Philadelphia 15, Pa.

Mutschler Bros., S. Madison St., Nappanee, Ind.

Parker Steel Products Inc., 54 N. 11 St., Brooklyn 11, N.Y.

Period Inc., Henderson, Ky.

Harvey Probber Inc., 155 E. 56 St., New York, N.Y.

Royalmetal Corp., 1 Park Ave., New York, N.Y.

Royalmetal Corp., 1 Park Ave., New York, N.Y.

Seal Industries Inc., 90 S. Santa Fe Dr., Denver 23, Colo.

Simmons Co. Contract Div., 1870 Mercandise Mart, Chicago, Ill.

Stow & Davis Furniture Co., 25 Summer N.W., Grand Rapids, Mich.

Superior Sleeprite Corp., 759 S. Washetenaw Ave., Chicago 12, Ill.

Thonet Industries Inc., 1 Park Ave., New York, N.Y.

Yogel-Peterson Co., Rt. 83 & Madison, Elmhurst, Ill.

(f, Westcort Inc., 160 E. 56 St., New York, N.Y. (f, w

WINDOW SHADES

Abbott-Miller, 631 W. 125 St., New York 27, N.Y.
American Window Shade Mfg. Co., 325 Rockaway Ave., Brooklyn, N.Y.
Breneman-Hartshorn Inc., 1133 Sycamore, Cincinnati, Ohio
Bridgeport Brass Co. 30 Grand St., Bridgeport, Conn.
Cal Craft Wood Fabrics, 80 Tehama St., San Francisco, Cal.
Conrad Imports, 712 Montgomery St., San Francisco 11, Cal.
Day Star Corp., 6161 Cedros Ave., Van Nuys, Cal.
Holland Shade Co., 999 Third Ave., New York, N.Y.
Illinois Shade Div., 71 St. & Union Ave., Chicago Hgts., Ill.
Louverdrape Inc., 1710 22 St., Santa Monica, Cal.
Pittsburgh Plate Glass Co., 1 Gateway Ctr., Pittsburgh
Roth Lamp & Shade Co., 76 Ninth Ave., New York 11, N.Y.
Tropicraft of San Francisco, 568 Howard, San Francisco 5, Cal.
Window Modes Inc., 16 E. 52 St., New York, N.Y.

WOOD VENEERS

Laminating Services Inc., 4700 Robards Ln., Louisville, Ky. William L. Marshall Ltd., 450 Park Ave. S., New York 16, N.Y. National Products, Inc., 900 Baster Ave., Louisville, Ky. Chester B. Stem Inc., Grant Line Rd., New Albany, Ind. U.S. Plywood Corp., 777 Third Ave., New York, N.Y. Weis-Fricker Mahogany, Pensacola, Fla.

WOVEN WOOD SHADES & BLINDS

Abbott-Miller, 631 W. 125 St., New York 27, N.Y.
Aeroshade Co. Inc., P.O. Box 559, Waukesha, Wis.
American-Accordion-Fold Doors Inc., 175-35 Liberty Ave., Jamaica, N.
American Window Shade Mfg. Co., 325 Rockaway Ave., Brooklyn, N.Y.
Breneman-Hartshorn Inc., 1133 Sycamore, Cincinnati, Ohio
Cal Craft Wood Fabrics. 80 Tehama St., San Francisco, Cal.
Day Star Corp., 6161 Cedros Ave., Van Nuys, Cal.
Elkirt Vertical Inc., P.O. Box 284, Des Moines I, Iowa
Holland Shade Co., 999 Third Ave., New York, N.Y.
Illinois Shade Div., 17 St. & Union Ave., Chicago Hats., Ill.
Levolor Lorentzen Inc., 720 Monroe St., Hoboken, N.J.
Lozano-Fisher Studios, 64 E. 55 St., New York, N.Y.
Standard Trimming Corp., 927 Third Ave., New York 22, N.Y.
Tropicraft of San Francisco, 568 Howard, San Francisco 5, Cal.
Webb Textiles Inc., 2010 Lincoln Ave., Pasadena, Cal.
Window Modes Inc., 16 E. 52 St., New York, N.Y.

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MISCELLANEOUS

OTHER CONTRACT FURNISHINGS & SERVICES

chushnet Process Co., New Bedford, Mass
(molded elastomeric suspension platforms)

I State Carpet Service Inc., 1036 N. Miami Ave., Miami, Fla.
(carpet installation)
merican Drapery & Carpet Co. Inc., 184 Fifth Ave., New York, N.Y.
(drapery, carpet, flooring installation)
endix Mouldings, Inc., 952 Whittier St., Bronx 74, N.Y.
(ornamental carved & embossed mouldings)
Decoration, 835 W. Diversey, Chicago, Ill.
(home study)
plonial Furniture Frame Co., 2217 E. Hagert St., Philadelphia, Pa.
(sofa, chair frames) emmonwealth Mfg. Co., 158 Main St., Gardner, Mass.

sign Aid, 811 Cory Dr., Inglewood 3, Cal. (design templates) splaycraft, 56 W. 45 St., New York 36, N.Y. (signs and logos) kane Corp., Communications Systems Div., St. Charles, III.

petro-Solid Controls, 2240 E. Third St., Dayton 3, Ohio (electronic dimmers)

kay Mfg. Co., 2700 S. 17 Ave., Broadview, III. eating Floors Inc., 22 E. 42 St., New York, N.Y.

(raised floors for data processing areas)

neva Industries, Inc., 201 S. Eighth St., Geneva, III.

neva Industries, Inc., 201 S. Eighth St., Geneva, III.

egl Bros., 32-32 48 St., Long Island City, N.Y.

W. Knight & Son Inc., 8 Lane St., Seneca Falls, N.Y.

ron Electronics Co., Sixth & Minor Sts., Emmaus, Pa.

th American Van Lines, Fort Wayne 1, Ind. (moving service)

ific Fence & Wire Co., 2235 S.E. 11 Ave., Portland 14, Ore.

(woven wire draperies)

illips & Brooks Inc., 3422 Pierce Dr., Chamblee, Ga.

stic Woven Products, 51 Canden St., Paterson 17, N.J.

(plastic webbing, saran)

anjer Sign Co., 189 Chrystie St., New York, N.Y. (display signs)

ldvogel Bros., 219 E. 44 St., New York, N.Y. (ceiling installation)

Circle No. 177 on product information card



tough customer!

exposure to a bunch of tough hombres between the ages of 5 and 15. Fibermold Furniture is built to stand up under this kind of punishment indefinitely. It's your best buy for business, industrial or institutional use. Write, wire or phone:

FIBERMOLD CORPORATION

321 ABALONE AVE. • TORRANCE, CALIFORNIA • (213) 775-6288

An Affiliate of Borg-Warner BORG



WARNER

CAPTAIN'S CHAIR



Chair available in any wood shade, and choice of coat of arms, motto, name or insignia; hand painted.

Matching table tops available with same inscribed design.

Complete line of better chairs and

KING ARTHUR CHAIR CO., INC.

5501 N.W. 36th Avenue Miami, Fla. • Ph. 635-3066 Send for FREE full color brochure.

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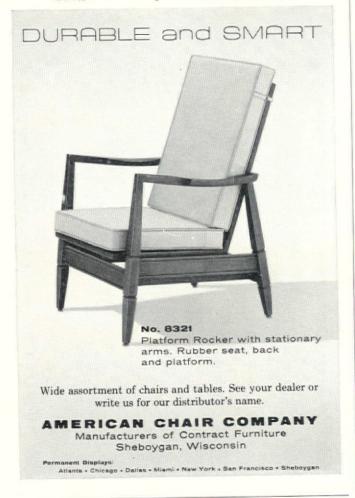
8 West 30th Street, New York 1, N.Y. Dallas, Trade Mart • San Francisco, Western Merchandise Mart

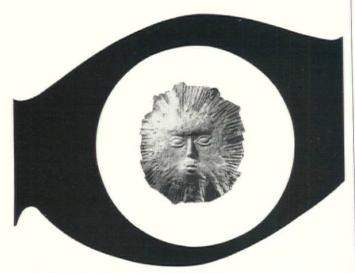
Write for free catalog



Circle No. 180 on product information card

Circle No. 181 on product information card





SEEING IS BELIEVING...

BE AN EYE WITNESS TO THE NEW WONDERS OF WALLCOVERING, OUR VOLUME 14 • SEND FOR FREE BROCHURE

THE JACK DENST DESIGNS INC.

7355 S. Exchange Ave., Chicago, Ill. 60649 Circle No. 182 on product information card

CLASSIFIED ADVERTISEMENTS

Rates: \$12.00 per column-inch payable with order. N extra charge for box numbers. This section closes on th 15th of preceding month.

EAST COAST REPRESENTATIVES WANTED: By one of the nation's largest and best established contract furnishing firms. Offering a complete package: including, manufacturing, design, financing and installations, to Hotel Motels, Schools, and Institutions. Only experience salesmen will be considered. Reply in complete confidento: Box A-208, Contract.

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CALENDAR

1965

anuary 18-22. Winter Furniture Market. Western Merchandise Mart, San Francisco.

anuary 18-22. Southern Furniture Market. Southern Furniture Exposition Bldg., High Point, N.C.

anuary 25-28. International Heating & Air Conditioning Exposition. McCormick Place, Chicago.

ebruary 4-5. Furniture Market Days. Los Angeles Home Furnishings Mart, Los Angeles.

ebruary 13-16. Furnishings Market. Denver Merchandise Mart, Denver.

arch 5-7. National Stationery & Office Equipment Western Convention. Portland Hilton and Memorial Coliseum, Portland, Ore.

arch 11. Contract Seminar. Western Merchandise Mart, San Francisco. The 1965 session will be a morning workshop on contract industry problems, co-sponsored by the Mart and CONTRACT Magazine. For details, write to Robert Zinkhon, Western Merchanlise Mart, 1355 Market Street, San Francisco 3, Cal.

rch 22-25. Furniture Show. War Memorial Auditorium, Boston.

rch 30-April 4. Electronic Parts Distributors Show. New York Hilton and Americana Hotels, New York City.

ril 4-8. Furniture Market. amestown, N.Y.

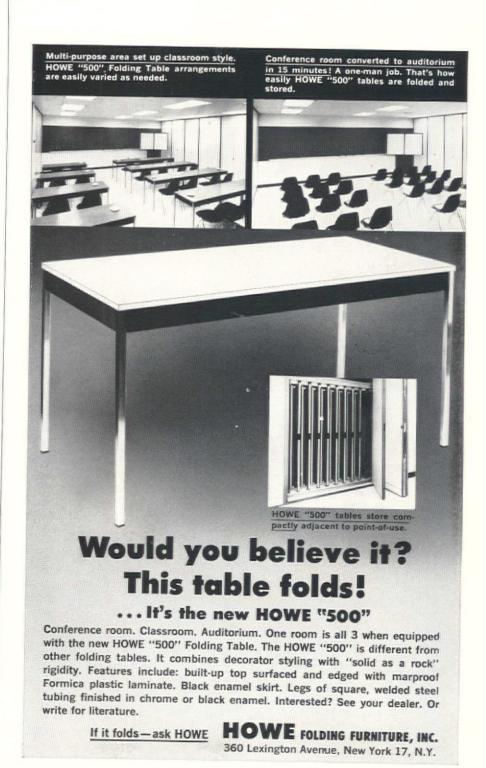
il 13-15. Midwest International otel-Motel Show. Palmer House, hicago.

June 20-26. Summer Furniture November 8-11. National Hotel & Market. American Furniture Mart, Chicago.

October 8-17. National Decoration December 5-11. American Hotel & & Design Show. Seventh Regiment Armory, New York City.

Motel Exposition. New York Coliseum, New York City.

Motel Association 54th Annual Convention. Miami Beach, Fla.



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