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DESIGN

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Designed for Laughter by Michael Saphier 16 43 **Contract Quotes** 50 **Contract Technology** 60 **Report from Finland** 74 Product Showroom: Haworth 78 Product Showcase: Tishman/United Technologies 82 Product Showcase: Pittcon 86 **People/News** 98 **Coming Events** FULL-SERVICE BANKING IS ALIVE & LIVING WITH ATMS 100 102 Bank Space Planning Team Includes Designer From Outset Operations changes, fluctuating economy demand early strategy sessions 106 West Coast Designer Uses Computer, Halves ATM Expense Dramatic cost and time savings accrued through CAD expand client base 108 Remodel Restores 1927 Bank To Original State Renovation of River Forest Bank uncovers detail, adds neoclassic style 110 **Designers Evaluate Variables In Staff-Assets Ratios** Studies determine First National Bank of Dickson's exact future space needs, enable creation of flexible design scheme 114 Ethnic Bank Stresses Native Colors, Privacy in Service Allied Irish Bank, New York, creates intimate setting for customers seeking high-quality retail service 116 Citibank Branch Combines Priority Service With Machine Banking Separate and unequal spaces in same facility attract new professionals and business accounts to prototype branch 120 Sawtooth Teller Wall, Custom Mobile Solve Space Problem Open ceiling space at Minnesota's Wayzata Bank & Trust demanded dramatic, custom-designed treatments 122 Wood Designs Dominate Bank Products Light oak and white ash prevail in introductions, mahogany remains strong 132 **Create Multi-Use Textiles With Protective Finishes** Broad pattern selection, soil-, stain-, and flame-resistance make contract fabrics adaptable to many end uses 138 Desk Accessories Help Set Office Style Wide range of materials and finishes allow for creativity 147 **Products & Services** 179 **Catalogs & Brochures** 181 **Classified Advertisements** 182 **Advertising Directory** COVER-Up-to-the-minute banking in a traditional setting is the successful marketing technique of the First National Bank of Dickson, Tenn., and a fitting introduction to outstanding bank design and products starting on p. 100. Cover design by George Koizumi.

VOL. 24 NO. 10

11

Contract News

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE



October 1982



GLARO, INC. 735 Old Willets Path Hauppauge, N.Y. 11788 (516) 234-1717 Visit with us at the International Hotel Restaurant Show, November 7 - 10, New York Coliseum, booth 4528

Write directly to Glaro for any of the above 6 catalogs



Vol. 24 No. 10

November: OFFICE DESIGN INNOVATIONS-some outstanding designs that incorporate technological innovations, plus an office products preview showcase. Special: Institute of Business Designers (IBD) and CONTRACT Magazine Product Design Competition Award Winners. Arts & Graphics Review, including stained glass, sculpture, and tapestries.

December: STORE DESIGN—innovative, thought-provoking, and purchase-inducing store planning and design projects, plus store fixture & display systems products for the specifier. Related product previews: signage; resilient, wood, studded vinyl flooring; and site furniture for malls and outdoor applications. Plus Contract Mart & Showroom Buildings Directory—contacts and events planned tor 1983. Also, Antibacterial carpet—potent protection for healthcare facilities flooring applications.

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PEDIGRID/PEDIMAT

Construction Specialties gives you two elegant new ways to control tracked-in dirt, mud and slush.

C/S Pedigrid is a complete system of permanent recessed treads that allow dirt to fall between heelproof rail openings into a cleanable recess below.

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in foot-fatigue situations. Pedigrid and Pedimat do the jobs that have to be done-stopping dirt, mud, sand, and water at the door; reducing interior floor maintenance; protecting the safety of visitors and workers. At the same time, both Pedigrid and Pedimat build the designer's palette with a broad range of contemporary colors, textures and surfaces including Dupont Antron III® carpet.

> Pedigrid/Pedimat is custom fabricated to any size or shape. Send for literature!

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When you want to create an elegant look with carpet, there's always one simple solution: Karastan.

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Executive Command is a loop style carpet fashioned of soil-hiding, static-controlled ANTRON® III nylon. Executive Order is made of ANTRON[®] XL nylon yarns, resulting in a surface of exceptional density for a plush style carpet. It offers resilience, wear resistance and the ability to resist soil.

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The excellence of any system depends on the excellence of its parts.

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A COMPLETE LINE OF QUALITY SYSTEMS OFFICE FURNITURE AND ACCESSORIES.

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Designer Tom Tolleson has integrated a geometric standard, the 45° angle, into a new point of view.

The 45 table has edges crafted of hardwood with matching or black plastic laminate surfaces. Metal frame and legs are black powder coated. They're available in a wide range of sizes, 17 or 29" heights.

Request 45 table literature and the name of the closest source. Krueger, P.O. Box 8100, Green Bay, WI 54308. (414) 468-8100.



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The Dorsal oval tube stack chair is designed by Emilio Ambasz and Giancarlo Piretti for OPEN AfK B.V. Manufactured and distributed in the USA under an exclusive license from OPEN AfK B.V. by Krueger.

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Send for the "SystemSeating Package". Write One Haworth Center, Holland, MI 49423.



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CONTRACT

Gold Key awards, educational programs highlight International Hotel/Restaurant Show

New York—Outstanding hospitality design will be honored for the second year by the American Hotel & Motel Association's Gold Key awards to be presented at the International Hotel/Motel & Restaurant Show November 7-10.

Conceived in 1981 to honor the contributions of the interior design industry to successes of hospitality establishments, the competition features three categories. Entrants will be judged in formal dining area/formal restaurant dining; guest room accommodations; and front desk/lobby. Fifteen finalists, some

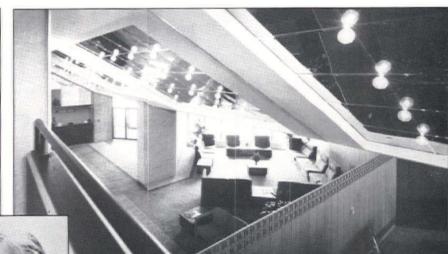
of which are pictured, were selected from more than 80 entries representing domestic and foreign properties.

This year's theme, "New Horizons in Hospitality," represents many facets of the industry. Seminars and educational

programs include on-going culinary demonstrations and the Societe Culinaire Philanthropique's 114th Salon of Culinary Art. "Guest Room Design for the Future" chaired by Muriel Chess, editor, *The Designer*, is among session topics.

Addressing the group as keynote speaker is Ray Brady, CBS Television Network business correspondent and syndicated radio show host. He will focus on corporate business trends in the hospitality industry at the opening luncheon November 8. Gold Key Awards presentation is also scheduled for the luncheon at the Sheraton Centre. An International Hospitality Ball is planned for the Waldorf Astoria.

Gold Key award entries were judged by editors and publishers of leading trade publications including Len Corlin, editor/co-publisher, CONTRACT. Other magazines represented were *Interiors*, *Restaurant Design*, *The Designer*, and *Interior Design*. Works of finalists will be open for viewing at the IH/M&R





Ray Brady (insert, left), CBS business correspondent, addresses the International Hotel/Motel & Restaurant Show at the opening luncheon November 8. Gold Key Awards honoring outstanding hospitality design will also be presented. Finalists include Sheraton Park Place Hotel, St. Louis Park, Minn. (top), and Pastabilities restaurant, Short Hills, N.J. (bottom).

Show, at the New York Coliseum in "Designs For the '80s Gallery."

Products, services, and resources will be exhibited by approximately 650 firms. More than 50,000 industry representatives are expected to attend.

The IH/M&R Show is sponsored annually by the American Hotel & Motel Association, the New York State Hotel & Motel Association, and by the Hotel Association of New York City. For more information contact Howard Hamm, show manger, George Little Management Inc., 261 Madison Ave., New York, NY 10016; 212/986-4700.

(Continued on p. 16)

Carnegie 110 N. Centre Avenue Rockville Centre, NY 11570 516 678 6770 Circle 10 on reader service card

Xorel Fabric Wallcoverings look as great as they perform. It's here, the brilliant concept that took seven years to perfect. Xorel fabrics, the wallcovering innovation of the 80's combine the Xorel Fabric Wallcoverings look as great as they perform. If is here, the brilliant concept that took seven years to perfect. Xorel fabrics, the wallcovering innovation of the 80's, combine the performance needed for high traffic, tough wear areas with the visual appeal of real woven took seven years to perfect. Xorel fabrics, the wallcovering innovation of the 80 s, combine the performance needed for high traffic, tough wear areas with the visual appeal of real woven fabric and exclusively from Carpegie. Xorel fabrics come namer backed and unbacked in 3 he compromise is over. performance needed for high traffic, tough wear areas with the visual appeal of real woven fabric. ■ Exclusively from Carnegie, Xorel fabrics come paper backed and unbacked in 3 weaves 30 colorways Xorel fabric wallcoverings are a new aesthetic solution for every inb Tabric. Kiclusively from Carnegle, Xorel fabrics come paper backed and unbacked in 3 weaves, 30 colorways. Xorel fabric wallcoverings are a new aesthetic solution for every job with a maintenance problem. Examine the extraordinany test results and call our sales weaves, 30 colorways. Xorel fabric wallcoverings are a new aesthetic solution for every job with a maintenance problem. ■ Examine the extraordinary test results and call our sales representative today. See for yourself how ideal reality can be representative today. See for yourself how ideal reality can be. 12 difficult common stains completely removed by simple maintenance methods, most by wiping with damp cloth. after 100,000 double Stain Resistance

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Fabric Wallcoverings Xorel fabrics are an exclusive development of Xorel fabrics are an exclusive development of Carnegie Concepts, which holds the worldwide rights for their manufacture and distribution.

Panel Concepts brings new Software[™] to the electronic office with designs that are gentle to the eye, pleasing to the touch, functional to the task.

The new Software[™] system combines the look of gently rounded wood with step-down work surfaces designed to put the keyboard at the fingertips, the terminal at see level.

Muted colors and soft textured panels interact with state-of-the-art electronics. Now power and communications are within easy reach with Panel Concepts IMPAC Midline raceway. Comfortable work surfaces, convenient vertical storage and steel drawer units, and a matching printer stand make the system complete. Organized for maximum productivity.

The Software[™] system from Panel Concepts. It brings function and comfort to the automated office.

For a free color brochure on our complete product line, call or write Panel Concepts, Inc., P.O. Box C-11953, Santa Ana, CA 92711, (714) 979-3680. In California, call (800) 422-2101. Outside California, call (800) 854-6919.

Circle 11 on reader service card

Software[™]

The new open plan system for the electronic office.



Designers are saying

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The Designers' Choice

sofflight shades by del mar Not a metal blind but a beautiful woven and pleated fabric.

From versatile neutrals to a rainbow of colors . . . from softly transparent sheers to private opaques, Del Mar Softlight Shades create the crisp, clean look of metal blinds with the warm touch of fabric. So simply elegant they perfectly complement traditional as well as modern interiors . . . and fill them with soft filtered light. So practical they can reflect up to 87% of the sun's heat and glare . . . and insulate against winter chill. All these features in a design so compact that Softlights virtually disappear when not in use. A truly revolutionary new innovation in window fashions; Softlight Shades are fast becoming the choice product among leading designers. Ask for them by name.

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CONTRACT NEWS

(Continued from p. 11)

SELECTED LISTING OF IH/M&R SHOW CONTRACT EXHIBITORS

Allied Corp. American Booth Creators American of Martinsville Ametex Contract Fabrics Austin Productions Inc. **Bernhardt Industries Bigelow-Sanford Inc.** Brazilian Gov't, Trade Bureau Carpets International USA Centrac Industries Ltd. Charlotte Chair Co. Congoleum Corp. Kinder Div. Doll-Flynn Inc. Durkan Enterprises Inc. Empire State Chair Co. Inc. Fantastic Plastic Inc. Gasser Chair Co. Gordon International Grosfillex Inc. Howe Furniture Corp. Hunt Country Furniture Inc.

Kavdee Metal Products Corp. Kofabco Inc. Krueger L & B Products Corp. Litelab Inc. **MTS Seating** Magna Products Inc. Maytex Mills Milliken & Co. Plymold Booths The Printmakers Redco Inc. Shelby Williams Industries Ship 'N Out Sico Incorporated Simmons USA Snap Drape Inc. The Swan Corporation Vanguard Studios Inc. Wesley Allen WoodMaster Graphics

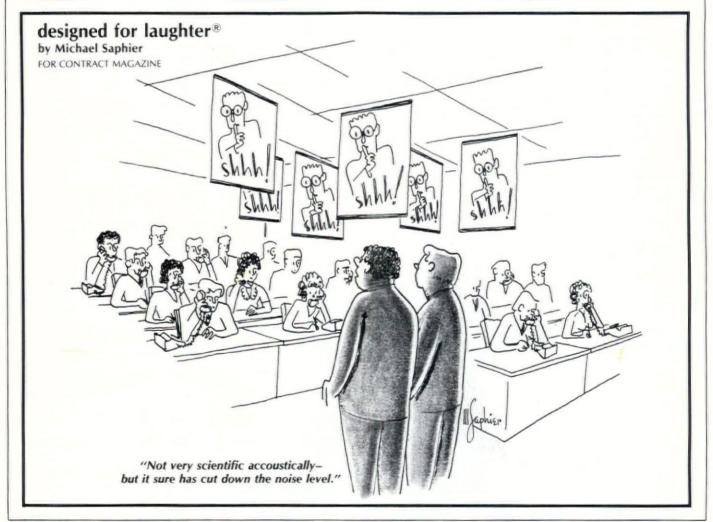
Manufacturers host tours at IBD rally

Grand Rapids, Mich.—Haworth, Herman Miller, Steelcase, and Westinghouse will host more than 200 students for factory tours and seminars at Rapids Rally '82 November 7-9 sponsored by the Michigan and Ohio chapters of the Institute of Business Designers (IBD).

This third bi-annual event for college juniors and seniors studying design includes a keynote address by Beverly Russell, editor, *Interiors*. David Cooke, FIBD, national president of IBD, and principal, Design Collective Incorporated, will speak at the closing banquet.

A series of events for interaction with professionals is planned, including displays and demonstrations by manufacturers. Product exposition chairman Richard Rose, design sales, Eriksen's Inc., expects nearly 25 manufacturers to participate. Displays focus on furnishings, accessories, textiles, window treatments, floorcoverings, and CAD.

Information contact is Barbara Wallace, IBD, 616/392-5961 ext. 3258.



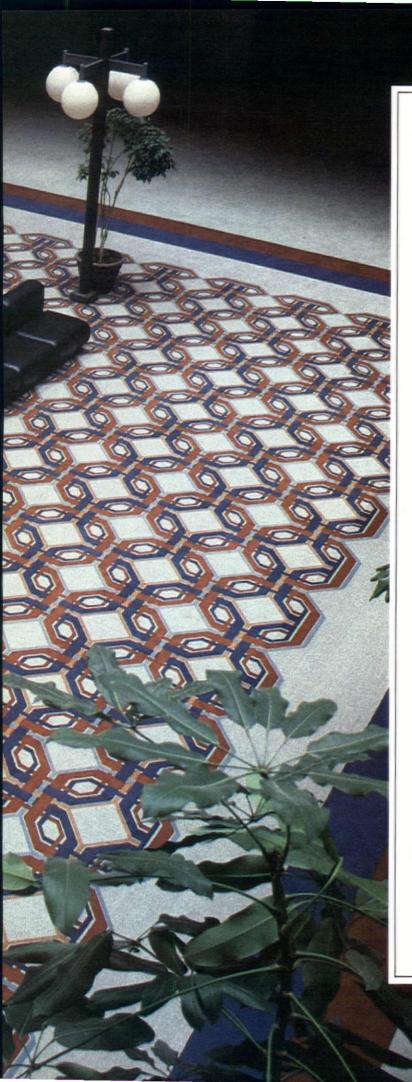
STAND OUT WITH A SHADE OF DIFFERENCE.

ELEVATE YOUR CREATIONS FAR BEYOND THE BOUNDS OF THE STANDARDS WITH ARC-COM'S LATERAL PLUSH. AVAILABLE IN 27 SUBTLE HUES, IT CAPTURES THE EXACT ENVIRONMENTS YOU CONCEIVE. AND ITS TIMELESS DURABILITY TRANSCENDS THE STRAIN OF AGE WITH A PLUSH ELEGANCE FROM ITS LATERAL WEAVE. EXPLORE THE LIMITLESS QUALITIES OF LATERAL WOOL PLUSH COMPLETE WITH THE VIRTUES OF AFFORDABILITY.



6 EAST 32ND STREET, NEW YORK, N.Y. 10016 (212) 689-9370 ATLANTA, BOSTON, CHICAGO, DETROIT, HOUSTON, LOS ANGELES, MIAMI, SAN FRANCISCO, WASHINGTON D.C.





With carpet of DuPont Antron, the design possibilities are practically endless... and endlessly practical.

Whether you're creating an elaborate design in modular tiles as in this renovation of the Albuquerque Convention Center... or a simple statement with solid color in broadloom...you have so much more flexibility with commercial carpet of DuPont Antron* nylon. That's because DuPont Antron* is available in more colors, more styles and more textures than any other commercial carpet fiber.

And Antron* offers the assurance of outstanding performance, proven over the years in a wide variety of installations. Through special fiber engineering, Antron* provides superior soil resistance and pile height retention so carpet of DuPont Antron* retains its original beauty for years with less frequent maintenance.

It's no wonder Antron* is specified more than any other carpet fiber.

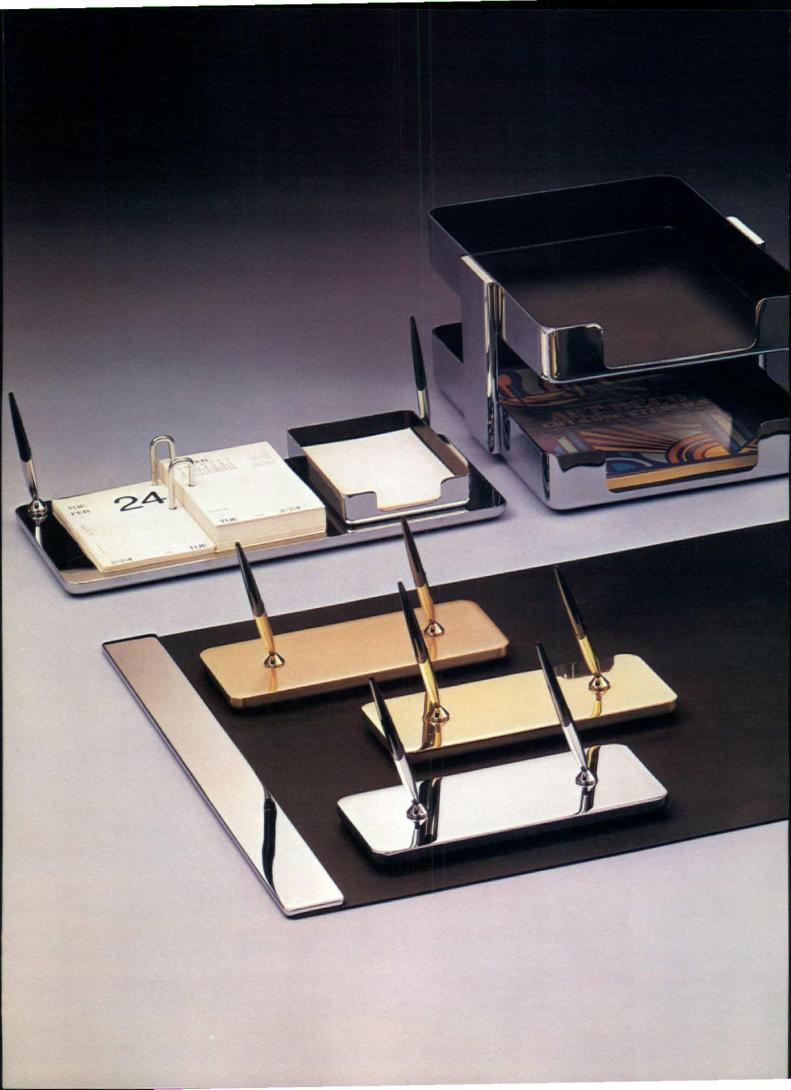
Specify carpet of DuPont Antron* for the look you want to capture, and the look you want to keep.

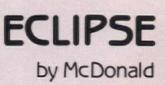
Carpet designed by Richard G. Worthen, ASID *DuPont registered trademark. DuPont makes fibers, not carpets.

DU PONT ANTRON." COMMERCIAL CARPET FIBERS ENGINEERED FOR PERFORMANCE.



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DEAU Cut & Use Stendis

Award winning design
Unequalled quality and service

ECLIPSE - offered in metal and wood finishes

Send for McDonald's 1982 Design Book with all new full color reproductions of the broadest selection of office accessories available.

MCDonald Products 2685 Walden Avenue, Buffalo, N.Y. 14225

An Ansico Company

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Design authorities keynote, moderate seminars at Marketplace program

Philadelphia—Experts on lighting, office automation, and contract design will address architects and designers at the 1982 Design Assembly at The Marketplace November 12-14. Themed "New Concepts for a New Age," the conference features product displays and introductions at 52 showrooms.

Seminars include "Lighting, Vision, and the CRT" presented by James Nuckolls, president, Incorporated Consultants, and director, Parsons Lighting Institute; and Dr. Melvin Schrier, optometrist/specialist in CRT/VDT vision factors. Moderator is Len Corlin, copublisher/editor, CONTRACT.

Robert L. Engel, AIA, IEEE, president, R.L. Engel Associates, will look at the computer and its impact on planning, design, and furnishings in "Office Automation." Anne Fallucchi, editor, Facilities Design & Management, will moderate.

Frank Rizzo, co-publisher/advertising sales director, CONTRACT, presents "New Concepts and New Ideas," an overview of new concepts, planning, and development in design.

Also scheduled is "Entrepreneurship" with Charlotte Taylor, MBA, executive director, Encouraging Entrepreneurship Project, sponsored by the American Mgmt. Assn. and the U.S. Department of Labor. "Adaptive Reuse: The Ingredients of a Successful Project" will be presented by Alexander Bols, AIA, and Morton Block, CKD.

For more information contact The Marketplace, 2400 Market St., Philadelphia, PA 19103; 215/561-5000.



Forecasts and change to be focus of Canadian CANEXUS contract conference

Toronto, Ont.—Jeffrey Hallett, president of the Naisbitt Group, specialists in change and forecasting, will discuss the topic, "Restructuring of America," in a keynote address at CANEXUS contract conference October 28-30.

Following the conference theme, "High Tech/High Touch," Hallett's address coincides with the release of *Megatrends*, a book authored by John Naisbitt, chairman of the firm. Hallett will cover gradual shifts and changes reflected in new business and political environments.

CANEXUS, the contract exhibition/ conference of Canada, also includes a seminar by the American Institute of Architects entitled, "Differing Perspectives: A View of Four Design Giants." Panelists are Arthur Gensler, Gensler & Associates; Bruce Graham, Skidmore, Owings, & Merrill; Ken Johnson, ISD; and Ken Walker, The Walker Group. Sherman Emery, editor, Interior Design, will make introductions; Walter Wagner, editor, Architectural Record, will moderate.

Guest speaker Michael Brill will present the results of his four-year, \$500,000 study of human needs as related to environment and productivity. Seminars on interior/exterior relationships of environments, human behavior, and the design profession are on the agenda for October 29.

Tours of Canadian showrooms and factories are planned in addition to product exhibitions and receptions featuring 22 Canadian companies. The event is scheduled at the Inn on the Park. Sponsored by the Office and Contract Furniture Group of the Canadian Business Equipment Manufacturers Association (CBEMA), CANEXUS is expected to draw more than 1,000 visitors from Canada and the United States.

For more information contact Klaus Nienkamper, 416/752-2575, or CBEMA, Suite 212, Yorkdale Place, 1 Yorkdale Rd., Toronto, Ont. M6A 3A1.

Color Marketing to celebrate 20 years at fall convention

Williamsburg, Va.—Color Marketing Group (CMG) will celebrate its 20th anniversary at "Color/20," a program for color professionals November 15-17. Introductions of 1984 colors are part of the program.

Featured speaker is Len Corlin, co-publisher/editor, CONTRACT, who will present future implications of the contract market. Frank Spina, creative director, IM International, will discuss fall fashions and their effect on home furnishings.

"Contract Color Directions Workshops" have been planned in response to market growth in commercial furnishings and design. Workshops meet over two days with the first day's sessions limited to members specializing in contract design.

Other presentations include "The Williamsburg Collection" with curators from the Colonial Williamsburg Foundation speaking on special expression of color and design in Colonial America for architecture, furniture, paint, and pigments. "The Fine Points of Color Presentation" focuses on how to avoid pitfalls in color presentations to client and management. CMG's technical com-



Len Corlin, co-publisher/editor, CONTRACT, will address Color Marketing Group conference in Williamsburg.

mittee has developed a seminar on "Solving the Mysteries of Color Mapping and Matching for Dyes and Pigments." "Marketing Consultant Banks on Color" looks at ways to use color to create brand awareness and loyalty as a marketing tool.

For further convention information contact F. McSherry Ellman, Color Marketing Group, 1000 Vermont Ave., N.W., Washington, D.C. 20005; 202/ 682-4634.

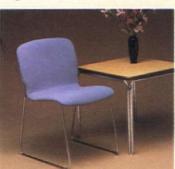
the "d chair"



In 1981 we introduced the "d chair" and the response was impressive. Designers were delighted by the elegant simplicity of the continuous, solid steel rod frame and molded thermoplastic shell. The sixteen stylish, high gloss seat colors were an immediate hit. For maximum comfort, the seat

flexes as you move and conforms to your body. But form follows function, so the "d chair" also stacks 45 high for compact storage and can gang. Arm and tablet models complete this versatile designer line.

In 1982 we turned to our Fabric Collection, and found among the many selections a full range of colors and textures perfectly suited for the next step: an upholstered "d chair".





Then we chose rift cut white oak in an oiled finish for our wood version. It achieves natural warmth with a smooth, even grain that flows with the curves of the chair, and contrasts beautifully with the polished chrome frame.



Each chair is built in a tradition of careful detailing and craftsmanship. We do not compromise on performance or quality, yet prompt delivery is assured.

Write on your letterhead for a full prospectus on all three

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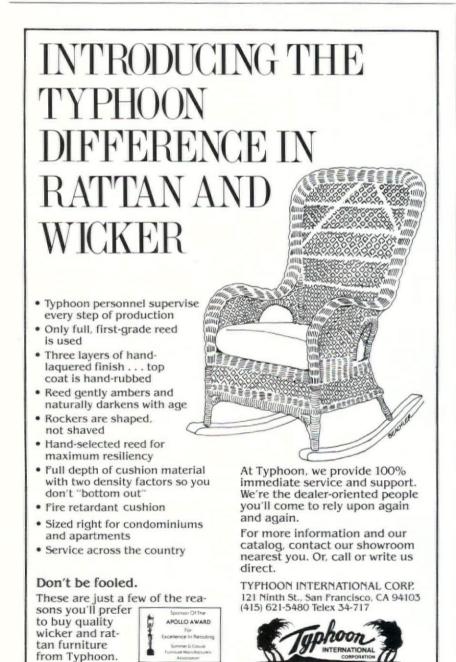


CONTRACT NEWS

Jury selected for 12th ROSCOE awards

New York—Judges have been chosen for the 12th annual ROSCOE awards competition for excellence and innovation in product design sponsored by the Resources Council Inc.

Jury chair is Annett Johnson, executive editor, House & Garden. Others selected include Ivan Chermayeff, graphic designer/president, Chermayeff & Geismar Associates; Melvin Dwork, interior designer/president, Melvin Dwork Inc.; William Gaylord, interior designer, William Gaylord & Associates; Ann Milligan Gray, commercial interior designer; Bruce Gregga, decorator, Bruce Gregga Interiors Inc.; Charles Gwathmey, architect, Gwathmey Siegel & Associates Architects; Sarah Tomerlin Lee, designer/editor/ president, Tom Lee Ltd.; Gene Moore, display director/vice president, Tiffany & Co.; William Seale, historian of



Showrooms: Los Angeles Home Furnishing Mart, L.A.: Merchandise Mart. Chicago; Southern Exposition Building, Hight Point; Western Merchandise Mart, San Francisco; Atlanta Merchandise Mart, Atlanta; Dallas World Trade Center, Dallas; Orlando Import Co., Orlando.

interior restoration; Rita St. Clair, president, Rita St. Clair Associates Ltd.; and Edward J. Wormley, retired home furnishings/interior designer.

More than 500 entries are expected in 25 categories. Awards will be presented December 2 at Windows On The World restaurant in the World Trade Center.

Office Landscape Symposium to review VDT environments

Houston—Future directions of the electronic office will be the theme of Office Landscape Users' Symposium October 31-November 3.

Results of a recent Users Group think-tank session in Rochester will focus on office operations, problems and solutions related to workstation analysis for VDT users, operator awareness/education, antiglare/quality lighting, and sound control for highspeed printers. Other areas covered will be HVAC for the VDT environment, wiring and circuitry systems, planning processes, open plan landscapes, and facilities management.

A demonstration project field trip to the Pennzoil Co. will be included to review its present office environment and focus on changes required to effectively meet needs of future VDT operations.

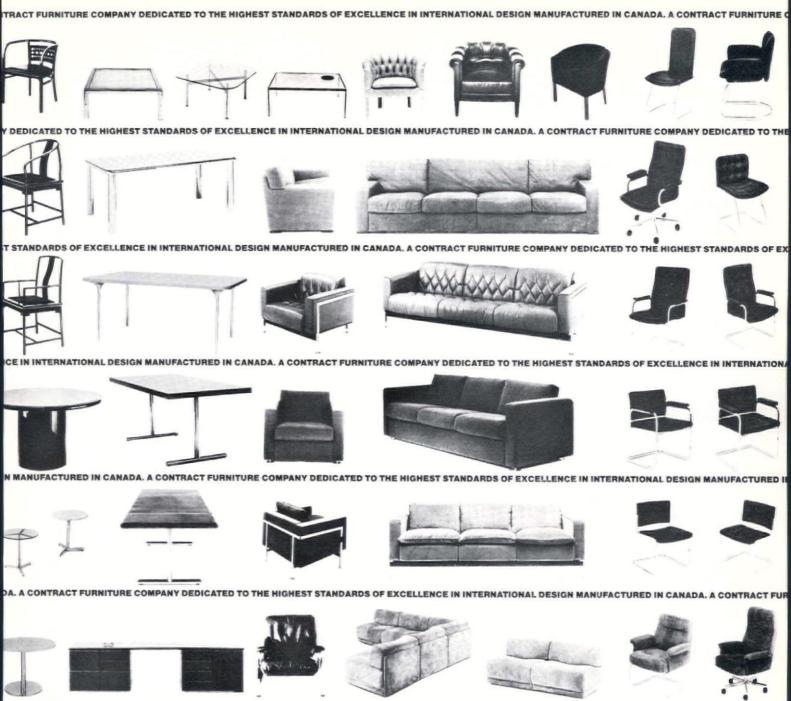
Furniture and equipment related to the open and electronic office will be on display. Registration materials and information may be obtained from Frank J. Carberry, managing director, Office Landscape Users, Box 11182, Philadelphia, PA 19136; 215/335-9400.

Finger Furniture opens 30,000-sq.-ft. contract showroom

Dallas—More than \$2 million in inventory is the stock of Finger Furniture's new Contract and Design Showroom covering 30,000 sq. ft. plus 60,000 sq. ft. of warehouse space.

The firm represents 60 lines of furniture and accessories. Finger's facility contains the largest in-stock program in the area plus a range of services from sales to installation.

Opening of the showroom was celebrated with a Texas-style barbecue and western music.



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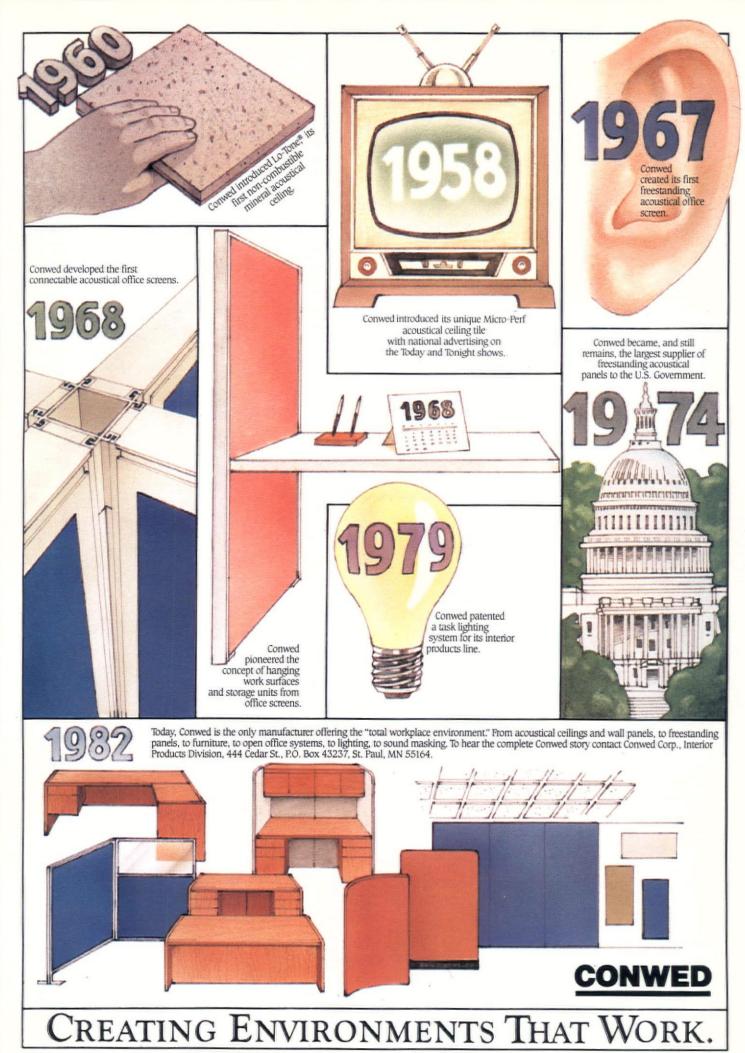
Byrd went to the North Pole, he called on Conwed to provide him with thermal

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CONTRACT NEWS

Stained Glass Int'l. stresses secular use

New York—Stained Glass International/82, a program of seminars, workshops, and lectures on stained glass November 11-13, will focus on the possibilities of glass application as contemporary secular art.

Conference subjects cover 21 areas including "Stained Glass Direction for the '80s" with designers E. Crosby Willet, Kenneth von Roenn, Peter Rohlf, and Richard Millard; "Architects & Stained Glass" led by Harold Edelman, FAIA; Herman Hassinger, FAIA; Willy Malarcher, art and design consultant; and Janet Nairn, associate editor, Architectural Record. "Collaboration of the Stained Glass Designer with the Architect & Interior Designer" features designers Robert Pinart and Kenneth von Roenn; Martin Dorf, architect and restaurant designer; Regina Baraban, associate publisher and editor Restaurant



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Design. "Stained Glass in Interior Design" will be presented by Ignez Franco, interior designer; Tony Mandolfo, design director, Innerplan; Mary Knackstedt, ASID, interior designer; William Weber, vice president, Ram-



Stained glass application at the Chicago Public Library Cultural Center shows secular use to be stressed at Stained Glass International, New York.

busch Co.; Elvero Velez, associate, Swanke, Hayden, Connell Architects.

Seminars and workshops are scheduled November 11-13. Trade show hours are 1:30 p.m. to 6 p.m. November 12, and 10 a.m. to 4:30 p.m. November 13. Luncheon speaker on November 11 is Dr. Henry Lee Willett, vice chairman, Willett Stained Glass Studio. His scheduled topic is "Glass Through the Ages."

Individual seminars are \$20 each with discounts for early registration and attendance at seven sessions. Registration fee is waived for ASID and AIA members. For further information contact Dame Associates Inc., 51 Church St., Boston, Mass. MA 02116; 617/ 482-0097; or Interglassmetal Corp., 110 E. 42nd St., New York, NY 10017; 212/682-7681.

New York AIA to host Interiors Committee

New York—American Institute of Architects (AIA) local chapter will host its first Interiors Committee meeting November 18. Open to all design professionals, the meeting will feature a slide program developed by the National AIA Interiors Committee.

Plans exist to establish priorities in programs and events. Proposed subjects include state of the art, business practices in design, marketing strategies, computer application and management.

For more information contact Kenneth Van Der Kolk, AIA, chairman, 212/286-0212.

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Get a whole new perspective on portable panels with Spacesetter III. For more information, contact the company that's first in walls that move. Write Modernfold, Box 310, New Castle, Indiana 47362. Or call (317) 529-1450. In Canada, write P.O. Box 399 - Station E, Toronto, Ontario, M6H9Z9, Telex: 27-2285.



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CONTRACT NEWS

CONTRACT/Facilities CAD conference aims at two design levels

New York—Both novice and professional computer users will find seminars and roundtables tailored to their computer-aided design and management needs at a CADM seminar November 8-9 co-sponsored by CON-TRACT and Facilities Design & Management magazines.

This 4th annual conference focuses on computer design and planning to eliminate crisis-mode corporate design,



Seminar leaders at the November 8-9 CADM conference include (clockwise from top left) Robert L. Engel, Marshall Graham, Ralph Hagman, and Edward Toran.

extensive planning time, and extreme costs. Seminars and roundtables are geared to varying levels of knowledge and experience in CADM.

Topics include "How to Take the First Step Towards Computers" led by David Wolfberg, partner, Wolfberg/Alvarez/ Taracido & Associates, Miami; "Update on Developments & Applications of CAD/CAM Management" with Dr. Joel Orr, president, Orr Associates; and "How to Acquire Software/Hardware to Fit Your Specific Needs" featuring Les J. Cranmer, senior vice president, Interspace Inc.

Jackie Potts, computer systems analyst, Social Security Administration, will speak on "Computer-Aided Facilities Planning—A Corporate Perspective;" "Computer-Aided Design & Drafting: Architecture & Interior Space Planning Applications" features Marshall Graham, senior vice president, Environetics International Inc.; "How to Protect Yourself with a Software Agreement" will be led by Richard Raysman, partner, Brown, Raysman & Millstein. Other seminars are "Computer-Aided Facilities Planning & Management" with Robert L. Engel, president, R.L. Engel & Associates; and "Office of the Future" led by a representative from Environetics International Inc.

Hot topic executive exchange roundtables provide up-to-the-minute information in "How to Work with a Programmer" moderated by Ralph Hagman, manager/facilities design and utilization, Owens-Illinois: "How to Buy a Computer System Without Exceeding Your Budget" led by Edward Toran, project director, ISD Inc.; "Furniture Bar Coding" moderated by Roberta Walton, managing editor, CONTRACT, with Alan Wilson, executive vice president, RMM. "Facilities Management Problems" features comoderators Robert L. Engel and John R. Adams, assistant director, Facility Management Institute.

"Design Drafting Systems Review" will be led by speaker/moderator Paul Druckman, general manager, Master Design Corporation; and speaker/moderator for "Case Study; Evolution of Office Automation in a Large Corporation" is Robert D. Woog, district manager, AT&T Long Lines.

Honorary Industry Advisory Board members for the conference are Joy Adcock, ASID, Designers, East Lansing, Mich.; Antonin Aeck, Aeck Associates, Atlanta; David Armstrong, Facility Management Institute, Ann Arbor, Mich.; James R. Boyce, DFI/Systems, Orlando, Fla.; Kreon L. Cvros, director, Office of Facilities Management Systems, Massachusetts Institute of Technology; Eugene M. Daniels, Counterpoint Inc., Knoxville, Tenn.; Robert L. Engel, R.L. Engel & Associates, Chatham, N.J.; Parker Hirtle, Bolt, Beranek & Newman Inc., Cambridge, Mass.; Carl Machover, Machover Associates, White Plains, N.Y.; and Joel Orr, Orr Associates, Danbury, Conn.

In addition to seminars and roundtables, exhibits of the latest in hardware and software will be open. Among exhibiting companies are DFI/Systems, Orlando, Fla., Information Displays Inc. Armonk, N.Y.; Decision Graphics, Southborough, Mass.; Arrigoni Computer Graphics, San Jose, Calif.; California Computer Products, Anaheim, Calif.; Herman Miller Inc., Zeeland, Mich.; and Resource Dynamics, New York.

To register contact Computer-Aided Space Design & Management Conference, c/o Gralla Conferences, 1515 Broadway, New York, NY 10036.

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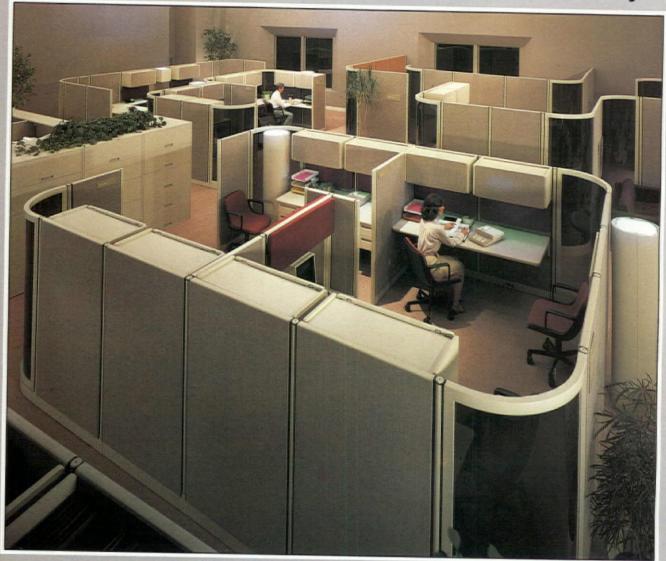
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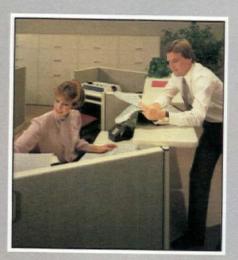


Of all the Open Plan Systems manufacturers and all the conventional office furnishing manufacturers, GF Business Equipment is one of the few offering a total, complete, compatible line for both. Including a unique Quantum Filing system.

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CONTRACT NEWS

Hendrickson elected president of BIFMA

Chicago—Philip J. Hendrickson, president and treasurer, Krueger Inc., Green Bay, Wisc., was elected president of the Business and Institutional Furniture Manufacturer's Association (BIFMA) at the organization's annual meeting.

Hendrickson succeeds Glenn Walters, president and CEO of Herman Miller Inc., installed as president in 1981. Since 1981, he has been BIFMA's vice president and president designate.

BIFMA, established nine years ago, has 110 members representing approximately 90 percent of the industry's total sales volume. It has 30 associate members from allied industries.

Hendrickson, a graduate of the University of Wisconsin, received his MBA from Harvard Graduate School of Business Administration. He joined Krueger in 1950 and has held his current position since 1968.



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Send your tax-deductible contributions to: Foundation for Interior Design Education Research. 242 West 27 Street, New York, New York 10001. 1/212/929-8366.

This advertisement is a contribution by this publication through the FIDER Development Task Force.

Office automation topic scheduled for Pratt seminar

New York—Facets of office automation such as word processing systems, microcomputers, electronic mail, micrographics, and human engineering are the focus of a seminar for architects and designers/specifiers November 10, sponsored by Pratt Institute.

Scheduled to follow November's CON-TRACT/Facilities Design & Management CADM conference, the seminar will be led by William Saffady, information management specialist, and Marshall Graham, senior vice president, Environetics International.

For more information write Nina T. Curtis, Pratt Institute, 160 Lexington Ave., New York, NY 10016; 212/685-3754.

Miami Market Week emphasizes contract

Miami—More than one-third of the 110 showrooms represented at Market Week are contract-oriented, according to Miami market officials. Led by Pace, Stendig, and Saporitti Italia, manufacturers will exhibit new products for approximately 5,000 participants.

The event takes place November 12-17. Design seminars and local tours are part of the market observance.

Errata

Complete address for Productive Office Furniture Installers, omitted from CON-TRACT's Open Plan Directory, July 1982, is as follows: Productive Office Furniture Installers, 13740 N.W. 19th Ave., Miami, FL 33054.

An incorrect telephone number was published in the Quick-Ship directory of CONTRACT, August, 1982. The entry should read: Janis Grant, Hesco Industries Inc., P.O.B. 7, Charlestown, IN 47111; 800/457-6457; in Indiana 812/ 256-3323.

Integrated Ceilings Inc. Lean To system was pictured on page 110 of the August issue of CONTRACT and inadvertently identified as SkyVault[™] For more information contact Integrated Ceilings, P.O. Box 64750, Los Angeles, CA 90064. SkyVault is pictured on page 158.

DesignTex. A jump ahead.



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Ask our Contract Carpet Consultants for a resource list: Northeast Area, Bob Van Horn, (212) 730-4345 • Southwest Area, William Borges, (214) 352-2324 • Midwest Area, Nancy Holton, (312) 527-0066 • West Coast Area, Patricia Nasrallah (213) 636-2101 • Southeast Area, Julienne Hillyer, (404) 223-0650 • Mid-Atlantic Area, Sharon Mohney, (804) 887-6441 • Canada, Badische Canada, Ltd., (613) 725-3685.

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CONTRACT OTES

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66 Since the computer is a capable policeman that smokes out larcenousminded depositors in bank operations, we make provision-about 600 sq. ft. of space-in banks that we design for the computer and peripherals. Wouldn't you, if you were a bank executive? ??

PRODUCT COMPETITIONS PROMOTE GOOD DESIGN

Barbara Sauerbrey FASID **Barbara Sauerbrey** Assoc. Bellevue, WA-



66 Entering product design competitions should be a regular, yearly activity of manufacturers because the activity promotes good design. Also, it is a low-cost way of exposing products to good publicity. In short, suppliers should enter and enter often. ??

MORE MEMBERS OF ASID MEAN MORE CLOUT



Barbara Ebstein ASID Bernard Vinnick Assoc. Hartford, CT-

66 So many designers who do not belong to ASID do not know how strong and diversified an organization it is. About 50 percent of members are in contract design. Many believe that ASID is residentially oriented because some chapters are residentially and socially oriented. The more members we have, the more legislative clout we have-as in Connecticut, where we no longer have to append an architect's seal to interior design work that we do. ??

TELLER LINES REQUIRE CAREFUL PLANNING



Chicago, IL-

66 The banking industry's trend to use

theater lines in lobbies has been increasing-even the airlines are doing it now-so a great deal of consideration must go into exactly how the line will work. In the past, movable stands with velvet ropes were used predominantly. But the trend now is to make the line more permanent, with markers on the floor, and that means really careful planning. ??

BETTER WAY SOUGHT TO JUDGE ASID AWARDS



Fran Wilson **Corporate Facility** Planner Gen'l. Reinsurance Greenwich, CT-

66 With the growing number of ASID Industry Foundation members now participating in the ASID product awards program and those who said they are interested, we may have to find a better way of presenting the products so that we do full justice to each member firm, 99

INTEGRATE PRINCIPLES FOR STRONG DESIGN

Chet Widom AIA, IBD Widom/Wein Associates Los Angeles



66 It's really important if we're going to meet the needs of our clients and users, that we shift gears. The executive making a decision on design is making it from an oak-paneled office and is not dealing with the clerical person, the secretary, or manager sitting in that space. Somehow, we've got to find a way to integrate all the principles we've learned in design school with the principles of good management and the principles of how you live in this space after it's designed. ??

DESIGN NO LONGER JUST PRETTY DECOR



Sam Cannell Pres., CEO Cannell-Heumann & Assoc. Los Angeles-

66 Design is no longer just clever planning and pretty decor. It has taken some time for the consumer to realize that interior design firms are specialized organizations that respond to large corporate commitments. We're involved in analyzing corporations, improving their efficiency through reorganization of workstation requirements, and by finding waste. We look at the relationship between the spatial commitment and the earnings of the division involved to understand whether or not the commitment is justified. In short, we act as a consultant to guide the user to improved occupancy. ??

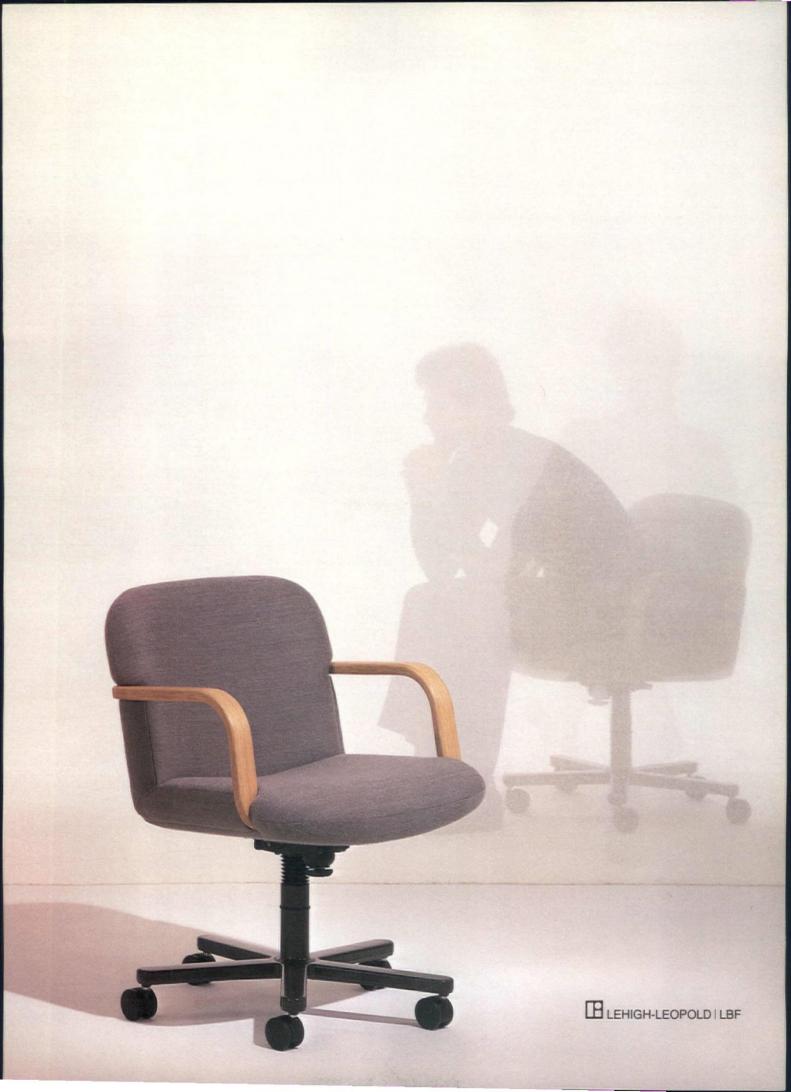
Max New from Lehigh-Leopold

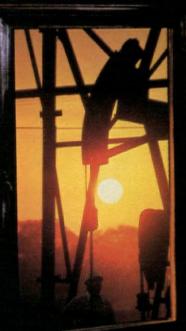
Max Pearson design combines sculptured tailoring with timeless styling to add subtle elegance to any office setting.

Total selection includes high back, low back and secretarial models available either armless or with upholstered or wood arms. Optional matched-grain wood caps lend warmth to the five-star base. Available gas cylinder height control provides instant seat adjustment while seated.

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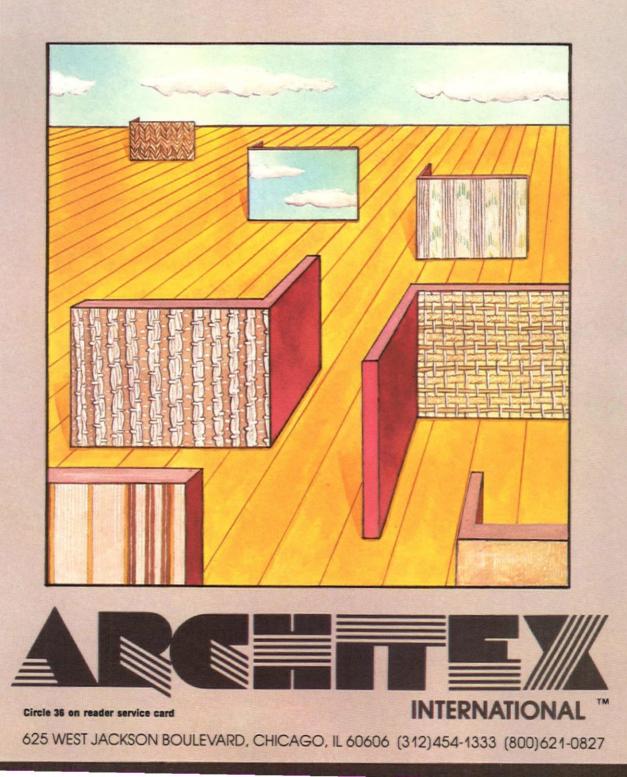
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Design: Ray Zimmerman

For more information on the Echo 444 and your area representative contact: Hayes 1036 47th Avenue Oakland, California 94601 415 534-4511 Chicago Space 1081 Merchandise Mart

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UPPER BROTHES CLASS A WALL COVERINGS



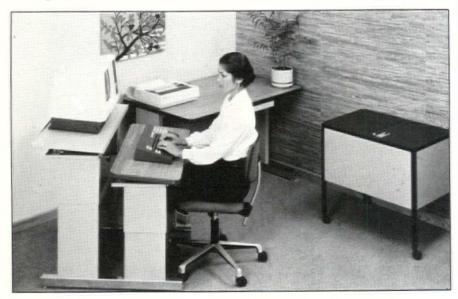
CONTRACT HNOLOGY

Coordinate complete office layout with computer-support components



Inner Concepts line of word-processing support furniture includes CRT stands and printer tables, as well as workstations, filing and storage units, conference tables, and custom office components. In addition, cubes and cylinders as well as Parsons and Waterfall tables are offered. Components combine and coordinate to create integrated office environments. **Circle No. 316.**

Adjustable VDT systems furniture responds to office/school settings



Electronic Furniture Program from Smith System Mfg. includes two programs designed to suit office and school environments. Featuring Flex Table for detached keyboard terminals, unit provides for various adjustments in eye-toscreen and hand-to-keyboard tasks. Bilevel tables, work stations, printer stands, and crank adjusting terminal tables are also available. **Circle No. 317.** Two-tractor drive, integral power offered by forms handler



Bidirectional forms handler from Turn 10 Marketing does not require mechanical interface or separate power source. Compatible with any fixed platen printer or typewriter, accessory can handle any continuous form up to 14-7/8 in. Easy loading is enabled by unique pivoting mechanism in two tractor drives. Installation of unit is accomplished by sliding bottom plate under back pads of typewriter or printer. **Circle No. 314.**

Computer-grade products prevent static

United Technical Products Inc. has developed a range of computer-grade, anti-static products and materials used to protect computers and other staticsensitive electronic equipment against static discharge. A variety of floorcovering materials are offered, as well as upholstery products. **Circle No. 386.**

Software geared to design areas

Two programs from Basicomp Inc. can be utilized in a package for planning and projections. "Space Projections" suits pre-architectural specification periods, allowing easy data update as needs and criteria change. "Workstation Typical" accomplishes preliminary budgeting. Subsequent use of programs can handle internal layouts by various departments, and final furnishings specification. Circle No. 387.

Classic detail adds interest to multi-function A-V cabinet



"Classic Elegance" audio-video entertainment center from Bush Inds. provides traditionally styled storage space for CRTs and other electronic equipment. Finished with oak vinyl veneer, cabinetry has antique brass finish hardware which complements unit design. Audio component features framed safety-tempered glass doors; video section has retractable roll-out shelf for topand front-loading VCRs and videodisks. Enclosed storage provides space for records, tapes, disks, and accessories. Hidden heavy-duty casters enable cabinet to move freely. **Circle No. 311.**

Mobile computer station aids users with 270-degree swivel mount

Integral BioMedical Engineering (IBME) introduces a new mobile computer station for small computers. Featuring a 270-degree swivel mount which maximizes access, unit can hold a 132-column printer and rear paper catch in addition to the computer which mounts on a lazy susan. Made of red oak finished with water-resistant lacquer, cart is prewired with lighted power switch,

internally mounted multi-outlet power strip, and 20-ft. retractable cord. Mounted on 3-in. casters, it includes pull-board for additional work space and pull-board slide mount for discs. **Circle No. 315.**

Totally adjustable workstations adapt to each VDT operator

Monarch introduces completely adjustable workstations designed to increase efficiency and productivity in computerized offices. Stations are adjusted by each VDT operator to suit his/her individual needs. Eyestrain, fatigue, and error reduction are among system benefits. **Circle No. 319.**





The tops are available in flip, folding or fixed models, and in a variety of shapes and sizes, for space planning efficiency. They are also durable. And, as you can see, attractive. Benefits specifiers appreciate. But at Howe, we believe the real advantages lie underneath the table. A Chromax plated tubular steel understructure has silver induction weldments

WITH TEMPEST, THERE ARE ADVANTAGES TO BOTH SIDES

so clean the joints are hardly visible. And so strong they're virtually indestructible. Fortunately, you get both sides of a Tempest table. And they're both winners. For more information on the Tempest Tables, write HOWE Furniture Corp., Dept. 562, 155 East 56th St. NYC, NY 10022. Or call collect: (212) 826-0280. Showrooms nationwide.

Introducing Eclipse[™] Steelcase task lights take a turn for the better.

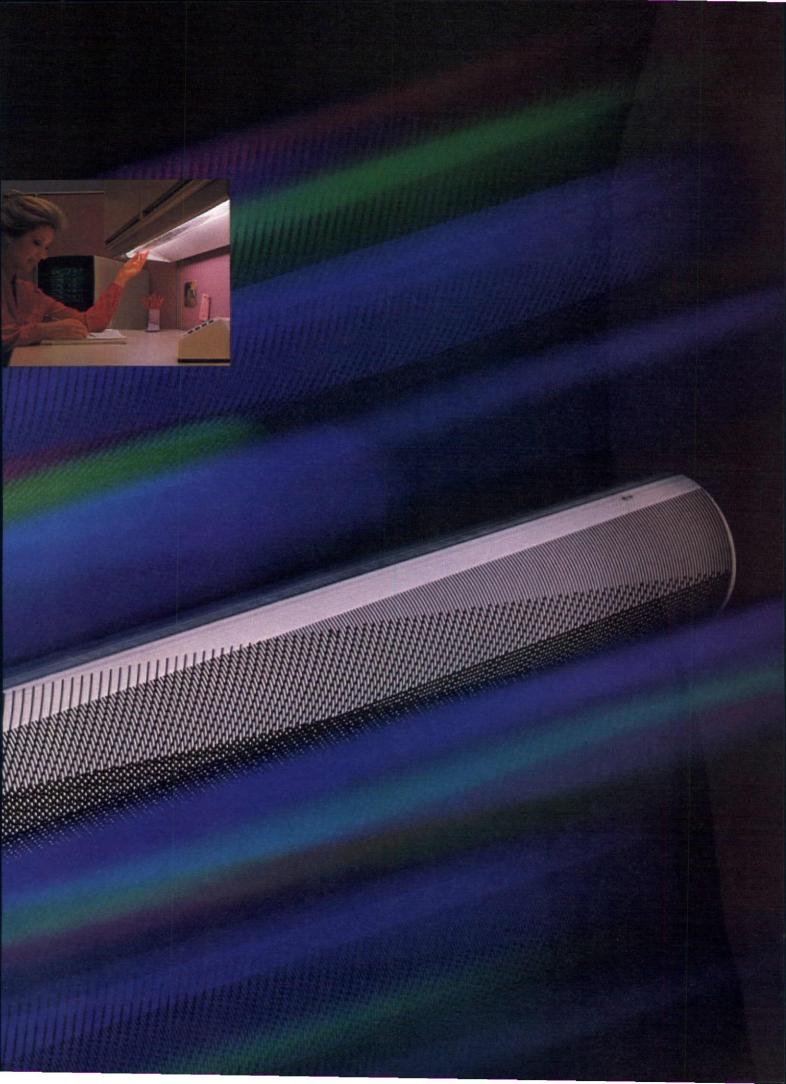
Now, Steelcase workstation task lights can be adjusted to answer any need.

With a twist of the wrist, this variable intensity task light provides just the right light for any job. Intense, muted, or anywhere in between.

Eclipse is designed to work beautifully with Steelcase systems, including Design 9, Mobiles/Movable Walls, Series 9000 and Ultronic 9000; the ultimate furniture for today's electronic office.

See Eclipse at one of our regional offices or contact your Steelcase Representative. For worldwide product, service or sales information, write P.O. Box 1967, Grand Rapids, MI 49501. Or, call toll-free 800-447-4700.

Circle 39 on reader service card



ENGINEERED TO PERFECTION

Collier-Keyworth's thin-line torsion bar control mechanism is designed and engineered to enhance the aesthetic appearance and provide the structural durability that is demanded in quality office seating.

Designed for medium to large fixed back tilting executive chairs, the Model 720 offers unique operational benefits, including strategic placement of the fulcrum (tilting axis) to minimize seat front lift and deliver fully balanced action throughout the entire tilt range. The two short interconnected torsion bars provide maximum strength and concealment. Our unique bearings assure smooth, squeak-free operation and never require lubrication. An insulating cushion assures quiet and soft stop at extremes of tilt range. Two accessible handwheels provide adjustment for seat height and tension of tilting action.

Consider Model 720, or the many other Collier-Keyworth office chair mechanisms and designer bases, for incorporation into your chair offerings. Contact Collier-Keyworth for more details and descriptive material on our entire line of top quality products.





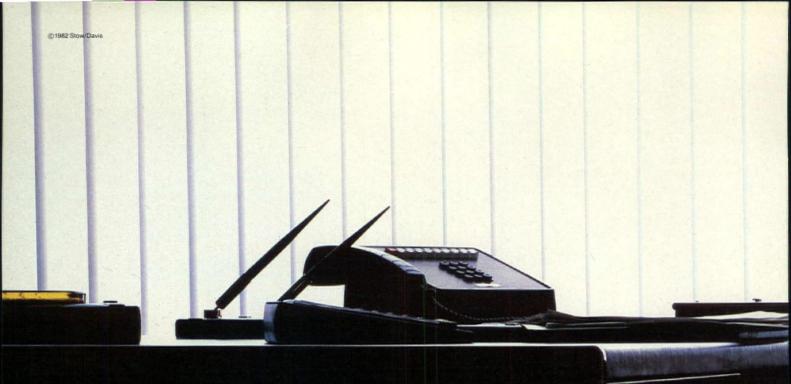
Circle 40 on reader service card

The Gunlocke Company 1385 South Lackawanna Street, Wayland, New York 14572–716-728-5111 /isit our showrooms in New York, Dallas, Chicago, Los Angeles

Circle 41 on reader service card



Gunlocke	bridges	Imag	zination	and	Reality
	Yo	ur imaginatio	n.		
		And	the reality		
	of	highly	innovative de	esign	
	in	Gunlocke			
		chairs	, desks		
		and			
		pan	el systems.		



Announcing a brilliant career move for executives. The Moving Chair.

Together, Stow/Davis and Richard Schultz have created a chair that is remarkably beautiful and thoroughly comfortable. The Moving Chair.

It allows an executive to find a position in which he, or she, can feel and look comfortable.

But, unlike other chairs, The Moving Chair accomplishes this without being over-burdened with complex technological features.

The back and arms more with your back and arms, independently of the comfortable seat. The simple design of the chair itself is respon-

sible for its comfort. Which is the way it should be.

The simplicity of design also allows The Moving Chair to be moved from desk to conference table without looking out of place.

And thanks to the variety of wood, chrome and fabric finishes, it looks beautiful in virtually any office.

So when you take a look at The Moving Chair, we're confident you'll admire its design.

But also be sure to actually try it for yourself. We've been told that it's a very moving experience.

Circle 42 on reader service card



Classic, quality design & stress on computer workstations typifies contract offerings

by **Roberta S. Walton** Managing Editor

Finnish innovation in contract interiors, demonstrated by the launch of computer support furnishings a few years ago, continues to blaze new paths in both quality and design engineering aimed at U.S. audiences.

Primary contract manufacturers who tailor their products to meet the specifications of American designers have established domestic representation to strengthen ties with the U.S. buyer.

Meanwhile, other suppliers have effected improvements in self-assembly merchandise for ease of shipping and storage by dealers.

As part of an aggressive contract marketing program, Finnish firms have become regular exhibitors at NEOCON and Orgatechnik, among other key commercial furnishings shows.

Qualities of Finnish lines include ergonomically designed seating and workstations, user-based research underlying product design, and craftsmanship.

Of the key commercial suppliers, four companies currently offer computer support furniture. Manufacturing volume in this category constitutes 50 percent of one company's line, while at another it equals one-third of production and half of revenue. Manufacturers of computer furnishings have high expectations in the U.S. market, noting promising growth outside their own country for electronic workstations.

Contract, computer orientation

A special Finnish Contract Furniture brochure, prepared for distribution at the 1982 Copenhagen Fair, cites 23 manufacturers whose products are geared to commercial interiors.

Says Ritva Rissanen, Finnish Furniture Exporters Association, "Contract is a growing factor among Finnish furniture manufacturers. There is a lot of attention being paid to ergonomic styling. For the first time ever at the Copenhagen Fair, commercial suppliers exhibited under a contract 'umbrella' with signage alerting attendees to this specialization."

Rissanen notes that Finnish manufacturers are becoming more directly involved in the American market, working with local showroom representatives. In addition, more are showing complete collections.

"Our first target is a very modest





Economic Kaluste-Termi terminal table has desk legs of steel tubing, adjustable height, separate keyboard, and articulated display surface. Optional components include wrist rest, document stand, lamp, and telephone stand. Circle No. 375.

one—to get merchandise placed on the market. Then we need long-term planning," says Rissanen.

Echoing her thoughts is Max Treuthardt, export manager for Economic Kaluste, whose four-year-old firm specializes equally in metal computer support and office furnishings. Explains Treuthardt, "Our expectations of the U.S. market are high. We showed our Termi table for computer support at NEOCON in '81 and '82 and it is being exported to 20 countries currently."

Economic-Kaluste produces modular workstations, ADP data cabinets, filing systems, bookcases, conference tables, planters, and seating. The company is represented in the U.S. by the Chicago showroom, HUJU.

Aiming one-third of production to computer support and U.S. buyers in particular is Martela, which, according to export manager Juha Ihalainen, "has localized modular workstation components for optimum marketability in the States." At Martela, new product development in the area of computer sup-

Martela–Conti Range terminal table system in laminate and steel tubing offers adjustable keyboard table and CRT tabletop. Screen angle can be adjusted to 14 degrees. Optional work areas can be fixed to terminal table by means of brackets. Circle No. 380.





Avarte-Ergonomically designed Plaano chair offers detachable fabric or leather upholstery for easy maintenance. Timber shell and arm rests are coated with semigloss plastic varnish to protect birch components from yellowing. Natural, dark brown, or black birch can be specified. Chair features polished aluminum parts and chromium plated steel. Circle No. 376. port has been undertaken to capture the interest of U.S. buyers.

In addition to this category, Martela offers the InTeam open office system of panels, desks, and storage, plus seating lines which include the ergonomically designed Kilta and Vector chairs. The 37-year-old company, which entered systems production in the '70s, is represented by ICF, New York.

Quality materials, engineering

An abundant national resource in forestland has given Finland's furniture manufacturers a priceless commodity—economical, high quality Finnish birch which is amply used on commercial lines. In addition, a natural craftsmanship in woodworking and furniture making developed over the years, has established a highly innovative approach to product styling and engineering.

The work of Kimmo Varjoranta and Jouko Jarvisalo, graduates of Helsinki's University of Industrial Arts, expresses much of the Finnish design tradition. The two designers for Domeco have produced styles in wood, chrome, and upholstery. Eight new chair models, some introduced during NEOCON '82 in the Chicago HUJU showroom, are tailored to lobby, conference, and restaurant settings.

Another primary contract producer in

Lahden Puutyo-Trio Moduli birch system includes modular units in file/shelving, planters, desks, and partitions. Panel partitions are available in two heights with open vents or fabric covering. System is suited to office, school, and library environments. Circle No. 379.

Finnish birch is Lahden Puutyo, a 63year-old company based in Lahti, Finland. Specializing in seating, tables, bookcases, filing systems, desks, partitions, and planters, the firm concentrates on exporting its Trio Moduli line of modular office and library components to overseas customers.

Trio Moduli offers 30 self-assembly units and is represented through HUJU, Chicago, where Lahden Puutyo exhibits at NEOCON International.

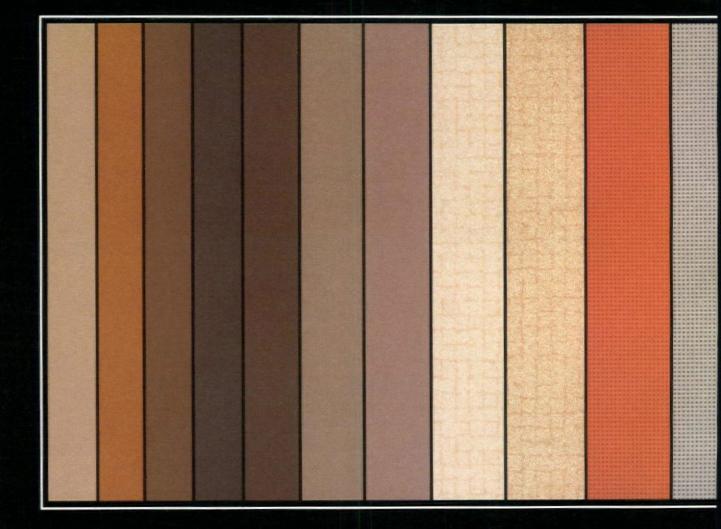
Classic designs employed

The contract market for yet another Finnish birch producer, Asko, is primarily offices, hotels, and restaurants. U.S. exports center on chair lines which are shipped KD. Notes Helena Kemppainen, Asko Project Sales, "Two chair lines exported to the States are shipped either KD or assembled and stacked for efficient, economical routing." Some 20 percent of the company's contract volume centers on exports.

The firm is known for its curvilinear forms in pressed birch. An exhibitor at NEOCON '81, Asko is represented by HUJU, Chicago.

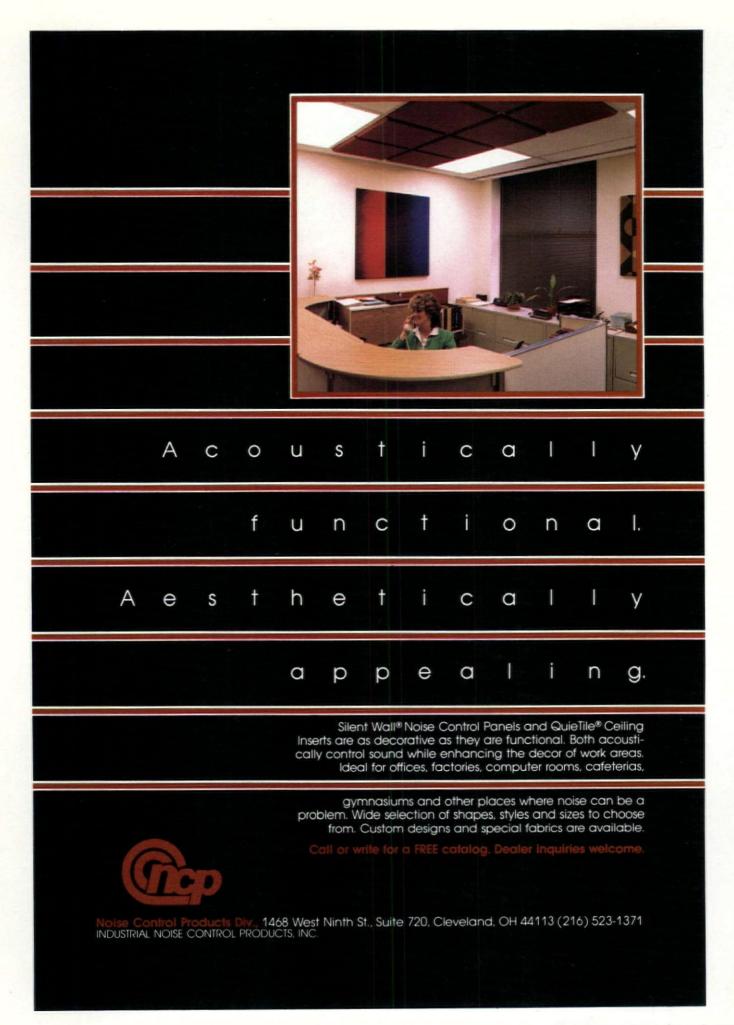
The respected architectural and in-

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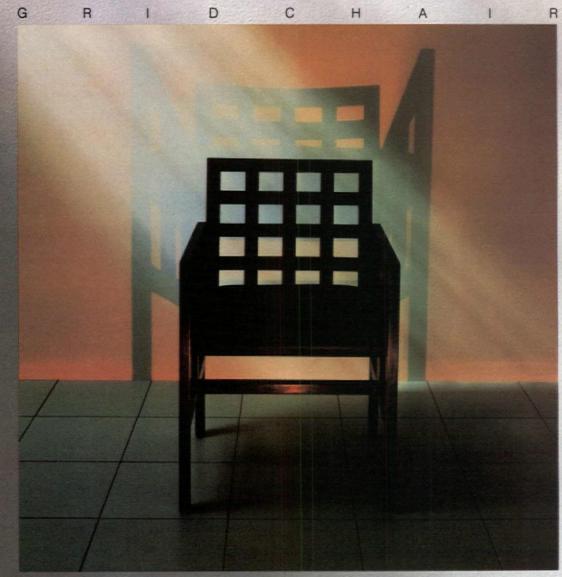
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Image Size: 23"x33"



CIRCA 1982

In the tradition of ancient Egypt, Momoyama Japan and Renaissance Italy. Interpreted by architects Charles Rennie Mackintosh, Josef Hoffmann and Luis Barragan. Ward Bennett redefines the form. The Grid Chair," a small scale pull-up for dining, conference or executive suites. Handcrafted of kiln dried solid ash in a variety of finishes. With upholstered seat. Brickel Associates Inc., 515 Madison Ave., New York, New York 10022, 212 MU 8-2233.

Circle 48 on reader service card

Draws on classic designs of '30s

dustrial design approach of Alvar Aalto, who pioneered new techniques of bending and laminating birch, forms the basis of Artek's extensive seating, tables, and storage for both contract and residential applications.

Comments Ake T. Tjeder, Artek managing director, "The Aalto line is our strength. It is being reinterpreted through new overseas marketing programs which have worked well with our American audience."

Aalto's first furniture models, considered timeless examples of efficient design, were created in the late '20s. His pieces use unconventional construction techniques based on standard elements suited to multiple combinations.

Artek, represented locally by ICF, has developed variations of Aalto's line through the years, advancing original forms and construction.

The contemporary work of another recognized designer, Yrjo Kukkupuro, is on permanent exhibit at the Museum of Modern Art, New York, and is produced out of Finland by Avarte. Planning to exhibit at NEOCON '83, Antti Wuorenjuuri, managing director, Avarte, notes, "Our 10-year goal is to become well-known in the States through local representation. We believe that our honest, self-assembly designs will find a niche in America."

Some 90 percent of Avarte's ergonomically advanced line is geared to contract applications in seating primarily. Engineered for fire safety and easy maintenance, almost all models are designed for replacement of parts by the user on-site. Components are mainly of Finnish birch.

Avarte's design innovations are typical of Finnish industry goals in creating original, durable, and practical furnishings for the office setting.

A rich tradition in public interior design, notably that of Eliel Saarinen in the early 1900s, fuels international interest in Finnish products. Nearly 50 percent of Finland's furniture exports are in the commercial sector and subcontracting exports—in componentry as well continues to be an area of growth. □

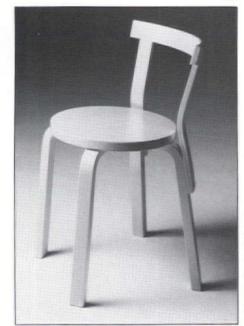


Domeco-Metal frame, chrome-plated side chair designed by Jouko Jarvisalo. Seat and back are upholstered. Model 24 available with complementary styles in triple-seat lounges and single chairs. Circle No. 374.



Polardesign-Lounge chair for contract settings is framed in rounded bentwood,

natural or stained birch. It comes KD and is covered in genuine leather. Circle No. 381.

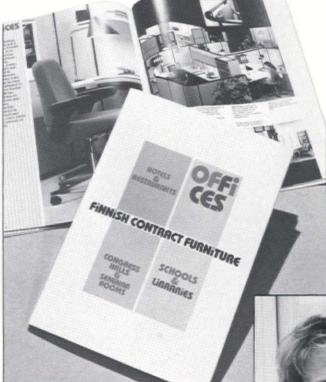


Artek-This mid-'30s design by Alvar Aalto was developed for a library in Viipuri, Finland. Chair has round seat and "Aalto legs." Model features laminated back and is stackable. Circle No. 377.

Asko-Safran armchair includes birch laminate frame. Stackable model can stack seven units high. Chair comes with an optional linking unit and offers upholstery in fabric, plastic vinyl, or leather. Circle No. 378.



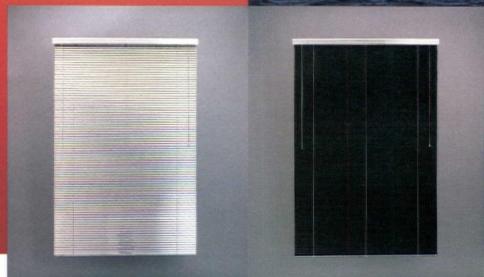
Jysky-Finnish birch and plastic laminate are used in furnishings for kindergartens and libraries. Systems come in variety of sizes and color accents. Circle No. 382.



Contract market is of prime importance to Finnish manufacturers, 23 of whom are featured in first guidebook produced by the Finnish Furniture Exporters Association, according to Ritva Rissanen, director.







Cryotherm Treated blinds by Levolor reduce solar heat gain by 55% (12% more effective than conventional blinds).

These blinds are more than just beautiful. Their sleek surface promotes direct reflection of the entire solar energy spectrum — includ-

ing infrared heat. Exactly how effective is this new treatment in reducing heat gain? We asked the Stevens Institute of Technology to find out. Their findings are in the accompanying chart.

But reducing heat gain is only one side of the story. These blinds reverse to a dark, heat absorbing color on the other side, reducing energy costs in winter, too. Detailed information about the use of these blinds in both summer and winter environments is available. Please write: Levolor Lorentzen, Inc., 1280 Wall Street West, Lyndhurst, New Jersey, 07071.

Heat loads and	Chart represents data for a typical summer day			
Finish of blind	Total heat loads (Btu/hr.)	% Savings	(August 21) for south facing windows on a building located at 40° N latitude. Temperatures are 95° Foutside and	
No blind (clear glass)	16,086	Base		
White finish blind in closed position (clear glass)	8,176*	49%	 75° F inside at 12 noon *The 894 Btu 	
Cryotherm Treated' blind in closed position (clear glass)	7,282*	55%	difference represent a 12% savings. tNo. 89 Brite	

CRYOTHERM TREATED

TOYOTA CHOSE HIEBERT



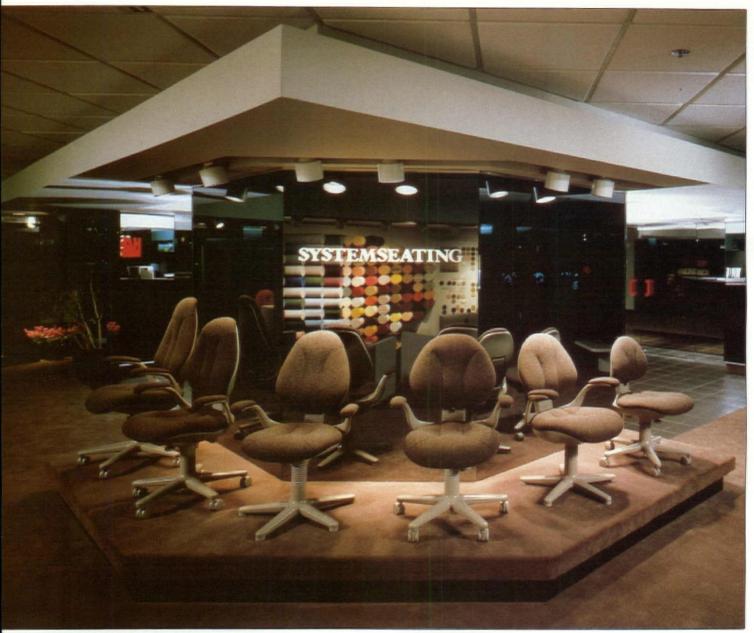


800 Hiebert IPA stations, private offices, conference areas and seating.

Toyota Motor Sales, U.S.A., Inc. Torrance, CA William L. Pereira Associates, Architecture The Austin Company, Interior Design

HIEBERT, INC. 19801 S. SANTA FE AVE. CARSON, CA 90749 (213) 603-0441 DIVISION, HON INDUSTRIES Circle 50 on reader service card

PRODUCT SHOWROOM





Furnishings, textiles get prime play in Haworth Chicago showroom design

Products at the national showroom for Haworth Inc. in Chicago's Merchandise Mart are an integral design element in that space.

Graphics and signage for IntraSystem seating and Unigroup Color System are prominently displayed. Showroom lighting is principally provided by the firm's TriAmbient Lighting System, a blend of High Intensity Discharge freestanding and panel-mounted lighting, plus panel-mounted fluorescent fixtures. Individual display areas are thematically tied by dodecahedron sculptures throughout the facility. Another coordinating factor is the selection of monoprints by artist Walter deRooy which matches each workstation in the space. Workstations have been personalized to accommodate staff members of the Chicago division.

Mirrors, mixed floorcovering selections, and entrance display windows add interesting characteristics to the showroom.

Mohawk Woven Interlock The world's best kept secret... isn't a secret anymore.

"26 million square yards"

Nine years ago Ohio Bell Telephone installed 40,000 square yards of Mohawk Woven Interlock carpet. Today, nine years later, the same carpet is still in service performing well. During that nine year period Ohio Bell Telephone has continued to specify and install Mohawk Woven Interlock carpet in many of their facilities from offices to cafeterias, from engineering departments to switching centers... Mohawk Woven Interlock carpet continues to perform

The last word in proven performance.

Mohawk Woven Interlock of Antron III nylon has guietly been proving itself to be the toughest, most durable carpet construction ever. Starting with Mohawk's famed Duotron, over 26 million square yards have been installed over the last ten years. It's become today's performance leader for all kinds of heavy traffic areas. And it's the number one specified carpet for schools.

The reason is simple. Mohawk's Woven Interlock heavy duty construction is a superior construction. The pile loops are coiled like springs in opposite directions, springing back after each step to defy crushing and matting. Backing and face yarns are totally interlocked to eliminate the problems of snagging, running and delamination. But outstanding performance isn't our only advantage.



Circle 51 on reader service card

The latest word in sophisticated design.

When the 1981 IBD awards came out, only one broadloom carpet was recognized for



Baronial Plaid from



Get the complete facts on Mohawk's Woven

Interlock products. Contact your local Mohawk representative today.





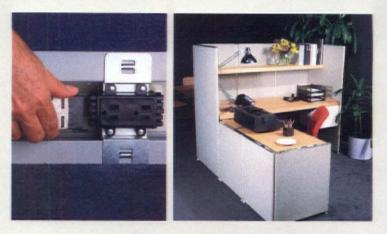
Get to know

For AMP PANEL-PAK-the only connector system that handles power, data and telephone and is U.L. component recognized and CSA certified.

As the world's leading manufacturer of electrical and electronic connection devices, AMP has always been at the forefront in the development of new products. The AMP PANEL-PAK connector is an outstanding example of the company's massive investment in research and development. Not only is it more widely used than any other connector system but it also is the sole method of its kind that's both U.L. component recognized and CSA certified.

Until the AMP PANEL-PAK connector became available, office wiring in work areas meant high-cost, laborintensive methods to install or change wiring systems.





The AMP PANEL-PAK connector offers greater flexibility, too.

Panels and modular components can now be moved quickly and easily. With the AMP PANEL-PAK connector, the self-contained electrical systems move with them.

When the panels are rejoined, the system is ready to go. It's as simple as that.

You don't have to recommend all-new office panels and components in order to achieve the benefits of the AMP PANEL-PAK connector. Present equipment can be retrofitted. Receptacles are available in contemporary colors to match virtually all panel decors.

ANP.

New systems for the future

AMP hasn't stopped here. Soon, a more advanced, second generation of AMP PANEL-PAK connectors will be available. This system will include the ultimate in wiring flexibility.

This is a direct result of how AMP's investment in research, development and engineering—\$111 million in 1981 pays off in maintaining our leadership in connection devices such as this, as well as providing tremendous benefits to our customers.

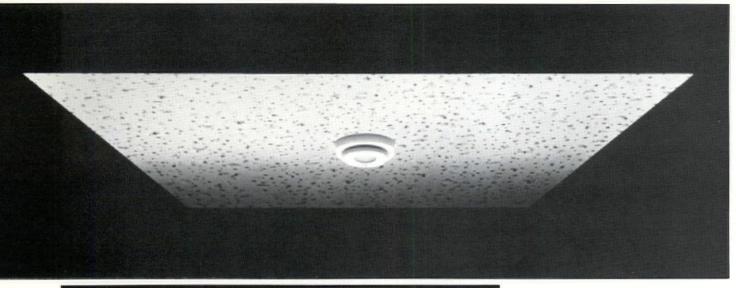
Circle 46 on reader service card

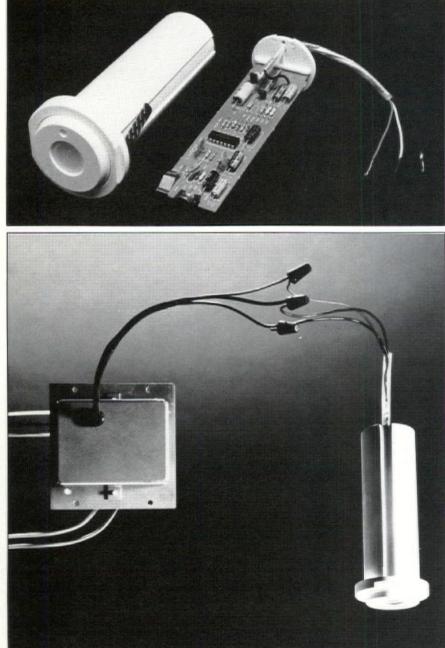
For more information about AMP PANEL-PAK connectors, contact Tom Spadaro, AMP Special Industries, P.O. Box 1776, Paoli, PA 19301. (215) 647-1000, Ext. 300.

AMP means productivity.



AMP and PANEL-PAK are trademarks of AMP Incorporated





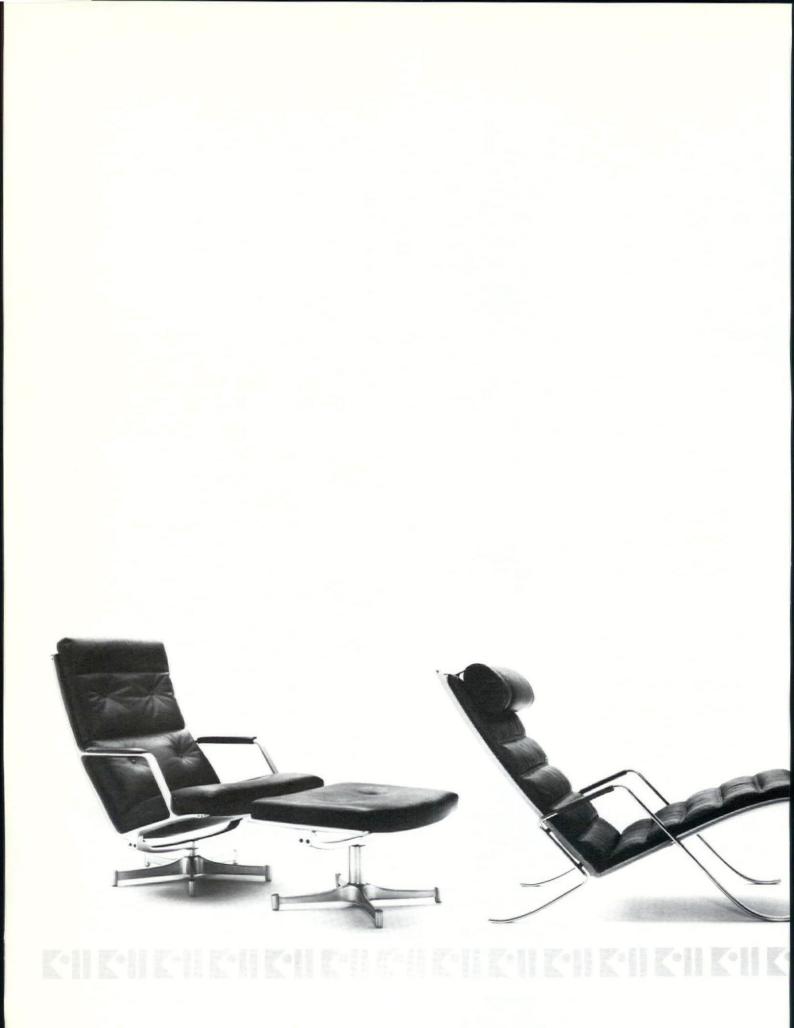
Light sensor cuts energy costs by 50%

An innovative lighting control/ occupancy sensor that cuts energy consumption by as much as 50 percent in commercial buildings has been developed by Tishman Research and United Technologies. Called Infracon[®], this electronic, passive infrared sensor automatically turns lights on when a person enters a room and turns them off after space is vacated.

Infracon senses heat given off by human movement. The system is easily mounted in suspended ceilings and can cover an area of 200 sq. ft. Solid-state circuitry minimizes power required by the sensor, further reducing energy consumption.

Successfully installed in the New York City World Trade Center as part of a six month study, Infracon reduced energy usage in buildings with modern, conservation-oriented electrical systems. Full payback in energy savings can occur in one-to-three years after installation in existing buildings, or over several months in new construction sites. **Circle No. 388.**

When your eye says beauty, but logic demands performance... Don't compromise. Specify Anso IV nylon. For out-standing beguty equal to gay end-use or traffic standing beauty equal to any end-use or traffic made linn is made demand. Every yord of carpet in this Ramada linn is reise demand. IV nylon Different in styling in rich color or crise Don't compromise. Specify Anso IV nylon. For ou standing beauty equal to any end-use or traffic domand Examination for a section this Parada land demand. Every yard of carper in this Kamada inn is made of Anso N nylon. Different in styling, in rich color or finish tile ar actiera beguby: different in Juster denier or finish tile ar of Anso IV nylon. Different in styling, in nch color or crisp pattern beauty; brocelloom but all bare the lacting built in archedian patient beauty; afferent in luster, denier or finish; file or broadloom...but all share the lasting built-in protection of Anso IV avian to keep them fresh and pewer looking for broadloom...but all share the lasting built-in protection of Anso N nylon to keep them fresh and newer looking for Anso IV nylon actually resists soil, spills and stains Anso IV nylon actually resists soil, spills and stains other fibers try to hide. Only Anso IV nylon offers built-in, Ath generation protection to make routine care faster and other tibers try to hide. Only Anso IV nyton offers built-in, Ath generation protection to make routine care faster and and affactive instruction appearance retention of the second atin generation protection to make routine care faster and more effective, improve appearance retention, postpone cleaning and reduce maintenance problems and costs h more effective, improve appearance relemion, posipone cleaning and reduce maintenance problems and costs. No other contract nylan can match its effectiveness longer. ateuring and reduce maintenance Problems and other contract nylon can match its effectiveness. Don't settle for less than the best. Carpet Manufacturet: Milliken Fabrics: Dining Room, Tactics base featuring the Customax[™] Program Design, "Serenade" Umng Noom, recinc, con Design, "Serenade" Guest Room, Tactics base featuring the Customax" Program Guest Room, Tactics base featuring the Customax" Program Project: Ramada Inn, LaGrange, Ga. Guest Room, lactics base teaturing me costomus Design, Executive Square Modular Carpet Lobby, Henson A.S.I.D; Project Director: Leslie H. Falk Designer: Lloyd Henson Dealer: The Mill Store Dealer: The Mill Store The 4th generation nylon that made all other carpet fibers obsolete. The aesthetics were made possible by Nilliken's har hilliken's har hilliken's here and here a Millitron® computer injection dye machine. The design and color clarity are unsurnamed to the design and color clarity are unsurnamed. one computer intection are machine. The design and color clarity are unsurpassed to the comparately are unsurplayed to th in commercial carpet. Dealer: The Mill Store 1411 Broadway 10018 New York, NY 10018 Circle 54 on reader service card



DAVIS FURNITURE INDUSTRIES INCORPORATED

is proud to present the internationally known Kill Collection designed by Kastholm & Fabricius of Fellbach, Germany

More than a selection of highly functional office and lounge seating, the Kill Collection is a successful creation in esthetically appealing design. The numerous design awards and merits bestowed on this collection only serve to confirm this.

The excellence in gracious design is quickly recognized. Perhaps not so apparent is the unsurpassed quality in manufacturing. The Kill Collection employs the highest standards in the world with fine craftsmanship and the highest quality materials. From the highly sculptured metal frames and special die-castings to the hand stitched leather upholstery, Kill is indeed the ultimate in craftsmanship.

Davis Furniture Industries is pleased to be manufacturing this elite collection of seating through our facilities in the United States.



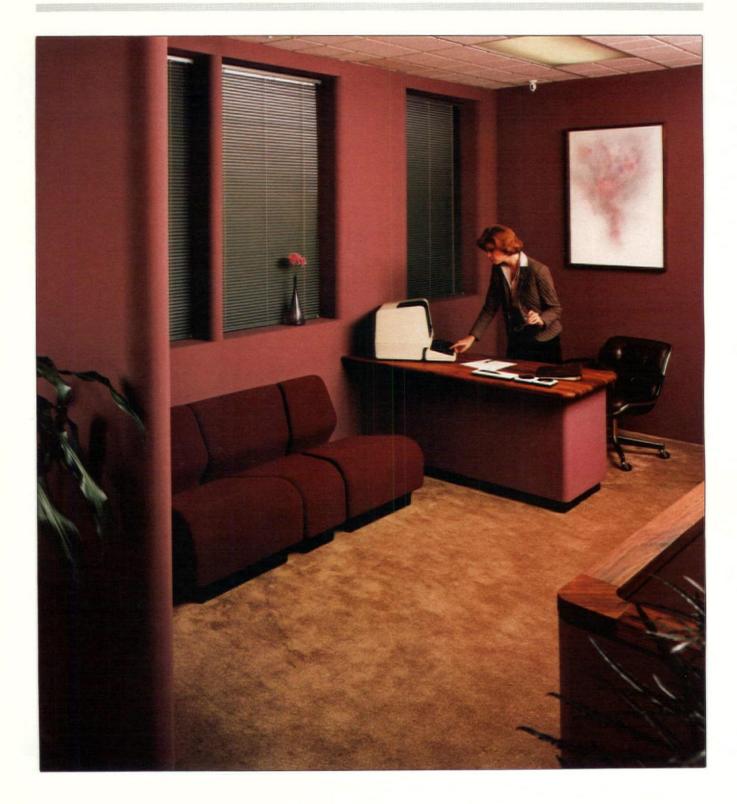




Davis Furniture Industries, Inc. P.O. Box 2065, High Point, NC 27261-2065 Phone (919) 889-2009

Circle 55 on reader service card

PRODUCT SHOWCASE



Aluminum extrusions offer drywall alternative

An alternative to standard drywall corner beading is now available in various bullnoses and architectural styles. Developed by Pittcon Industries Inc., Softforms[™] are designed to be installed like traditional corner beading and can be used in any drywall project.

Offered in a commercial grade of 1/8 in., material is not easily damaged.

Residential grade of 1/16 in. is sufficient for inside corners, soffits, windows, and lighter applications. Rounded form and thickness provide safer corners in hospitals, hotels, airports, and other high traffic areas.

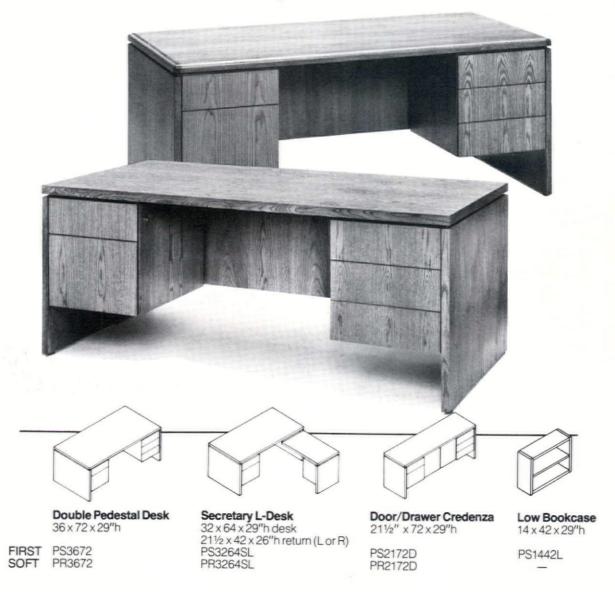
An expanded line is being developed to include a snap-form version to be clipped on existing walls without modification. A variety of factory finishes will be available.

Custom Deskits complement wall treatments with desks constructed to match Softform applications. Deskits can be finished with paint, wood veneer, or fabric. Electrical raceways are standard and kits are Class A fire-rated. **Circle No. 294.**



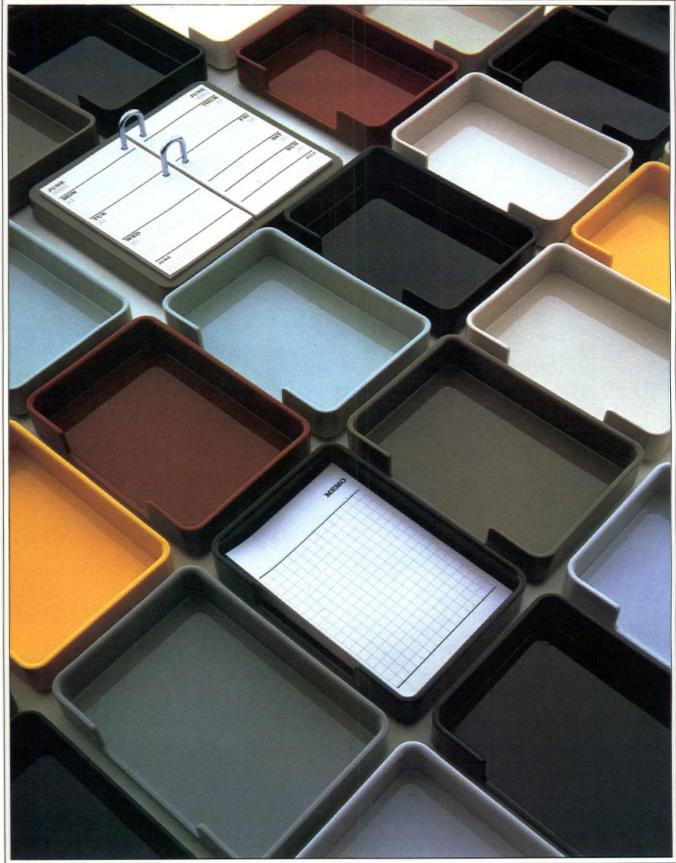
Lunstead

Visit the Lunstead showroom during Neocon 14 and join us in celebrating the introduction of our new, five day "Expresso" quick ship service with, appropriately enough, a cup of espresso. While in our showroom, you'll have a chance to see our high quality furniture while learning more about our five day "Expresso" shipping service for select Soft and First Profile furnishings.



Harry Lunstead Designs, Inc. • 8655 South 208th Street • Kent, Washington 98031 USA Telex: 32 0195 • Telephone: (206)872-8835. Showrooms in most major cities. Please contact factory for your area representative.

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Circle 2 on reader service card

PEOPLE/NEWS

Sandy Silverstein has been appointed executive vice president/ controller of Saxony Carpet.

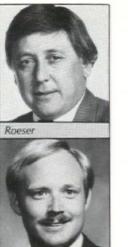
Buzz Roeser (shown) has been named national sales manager for Howmet Aluminum Corporation's commercial remodeling division.

Keith Werner, IBD (shown) is now an associate with Andre Staffelbach Designs & Associates Inc., Dallas. David Flatt assumes the title of senior designer at the firm.

New sales manager at Anderson Desk Inc. is **Wayne Loeb. Bill Davis** is new national accounts manager.

Recent appointments at Stratton Industries Inc. include Charles Nelson as territory manager, Oregon/Washington; Martha Banks, San Francisco/Oakland; Corey Malmberg, metropolitan San Francisco. Ed Lacina assumes additional responsibilities in northwest California while remaining as territory manager.

Western Contract Furnishers, a design and furnishings service in the Bay Area of California, announces its name change to Western Contract.

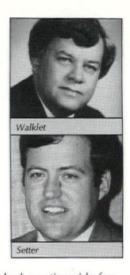


Werner

Newly created position of marketing and sales service director at Mc-Donald Products Corp. is filled by **Thomas B. Walklet** (shown). He will be responsible for supervising all sales administration functions.

Marjorie Hoyne will join Spectrum Fabrics Corp. as senior vice president and creative director. She will handle marketing and merchandising directions for the company.

L. Robert Setter (shown) has been named national sales manager of the Domore Corp.



Systems Furniture Co. recently established a nationwide factory dealer network. Territories cover the continental U.S., Hawaii, and Canada.



Newly appointed national sales manager for Pleion Corp. is **Daniel DePasquale** (shown).

Jim MacRae joins the sales department of Terra Furniture Inc., City of Industry, Calif. MacRae will cover southern California in this capacity.



FINE ART RESOURCES, INCORPORATED

Publishers & Distributors of Contemporary Original Prints 2724 North Lehmann Court, Chicago, Illinois 60614 Phone 312-348-8348



Circle 59 on reader service card

Electric Terminal Table

Two electric motors elevate the keyboard and screen at the touch of a button. The screen platform tilts to eliminate glare, while the keyboard platform adjusts in and out to optimize the keyboard-to-screen distance. All adjustments can be effortlessly controlled by a seated user.

Available in rift oak, mahogany or walnut veneers and many laminates, the Electric Terminal Table matches all of JG's systems and desks. The unit may serve as a freestanding table, or as a return attached to a Reveal desk (shown below). JG's Articula Chair, also shown below, is easily adjusted by each user who shares the terminal. For more information, request the Electric Terminal Table brochure, JG's White Paper on Terminal Sharing Devices, and the Articula

Chair brochure.

JG Furniture Systems A Division of Burlington Industries Quakertown, PA 18951 215 536 7343

Circle 125

JG

Sharing lowers equipment cost, improves utilization and reduces computer response time. Users get more personal space and a healthier environment.



Now Touch'n Draw[®] puts computer-aided design at your fingertips.

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Through its Touch Control Station, the system puts computer power right at your fingertips. While a drawing is being electronically created on the display screen, it can be changed, moved, or scaled up and down—limited only by your imagination. Once they're complete, drawings can be automatically produced on a digital plotter in just minutes.

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No matter what your design specialty is—architecture, facilities



planning, interior design—you'll appreciate how quickly Touch 'n Draw™ goes to work in your practice. That's because it has all the specialized symbols and commands you need. At present, a library of over 1,000 drawing symbols is available, covering all of the specialty areas—electrical, mechanical, landscape, furniture, etc.—required for complete working drawings.

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For the cost of a single draftsperson, you can now have a Touch 'n Draw[™] system. Typically, one system does three to five times the drafting work possible manually and considerably more than that on repetitive tasks. That means now you can add design and drafting power to your office, without adding manpower. And reduce turnaround times dramatically too. Easy to grow with.

No matter how large or small your design workload is, a Touch 'n Draw[™] system will be easy to grow with, as your business grows. Upgrading is simple—from a single station to the most complex, multiple-station system—so your initial investment is protected as

your needs expand.

Touch 'n Draw[™] could be your blueprint for success in the '80s, right now. To find out how, contact us today for a descriptive brochure or a demonstration.



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2000 SERIES BANK SYSTEM

The Teller-Helper

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This system is available in a wide range of standard components including - perpetual calendar, waste doors, form holders, ash trays, pens and Metcor's newly engineered calculator group.

Custom fabrication and finish variation allows the designer to individualize the system for any installation.

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PEOPLE/NEWS

Advance Office Concepts WI Inc. (AOC) is a newly formed corporation which manufactures and markets freestanding acoustical panels, computer furniture, and systems for the contract market. President is **Carl Suplick; Austin Eckerline**, vice president production/product development; and John R. **Carlson**, vice president marketing. Office and facilities are located at 3810 N. Dunlap St., Arden Hills, MN 55112;

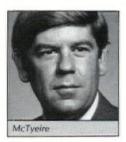


John O. Dampeer (shown) has been promoted to national sales manager at Harter Corp.

Don Schmittzehe was appointed Western U.S. sales manager for Precision Mfg. He will direct and supervise regional sales representatives in the mid-west and far-west. **Mike Laflamme** is new sales manager for central and western Canada.

William W. McTyeire III (shown) was recently appointed vice president/director of contract department operations for Drexel Heritage Furnishings Inc.

Paul Mailander joins Misco-Shawnee as sales manager for the Mohawk Carpet div., St. Louis branch.





Jensen

Palle Lorentzen (shown) and Torben Huge-Jensen (shown) have cofounded TOP-GRADE INC., a firm offering contract carpet, fabric, and furniture, both domestic and imported. The company currently has headquarters at P.O. Box 6434, Bridgewater, NJ 08807; 201/469-6476.

The Wool Bureau carpet marketing department has leased 4,000 sq. ft. in the Atlanta Merchandise Mart to house a new showroom and offices for the expanding department, according to Paul Marois, president.

The **Construction Specifications Institute** offers its Certified Construction Specifier program for certification in preparation of construction documents. For information write Chairman, Certification Committee, Construction Specifications Institute, 1150 17th St. N.W., Suite 300, Washington, DC 20036.

Neville Lewis Associates has opened offices in Pittsburgh and Seattle. Both are handling local projects.

Christopher Strachan has been promoted to contract sales manager for the newly opened Concord, Calif., office of Western Contract design and furnishings company.



Shown: Harris Saxony BondWood® Parquet of solid hardwood. An elegant inlaid pattern of Old English origin. Can be installed direct to dry concrete or wood subfloor. Harris top quality flooring is available in many patterns and species. Write for literature on the full line.



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204 EXCITINGLY NEW STRIPED VERTICAL BLIND IDEAS FROM LOUVERDRAPE®

At LouverDrape® we have long recognized the potential for exciting Stripe Louver Patterns for window coverings made of selective combinations of our 60 Amalfi colors.

We now have systemized a program which allows you to choose from 9 Stripe Louver Patterns and 204 color combinations ordered to your custom width. Ordering is easy, just specify the size and pattern from our catalogue and we do the rest. These designs are available with 102 color combinations as



free hanging Amalfi fabric or 102 as Amalfi inserts in our Clear-Edge LouverGroover.[®] The opaque back of the Groover has two advantages, it gives the blind opacity plus the light colored back reflects as much as 75% of the solar radiation entering the room through the window.

As you can see from these photos, the use of multicolored LouverDrape® Vertical Blinds is an exciting departure from single colored vertical blinds.

Write for our free 32 page full color catalogue of 204 Exciting Stripe Ideas from LouverDrape.[®] It contains additional photos and examples of the 102 color selections.



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"I'm good, but I'm not a one-man band."

My ideas work best in an environment of other good ideas. So I look for suppliers who can take my concepts one step further. I specify Patrick for contract carpet because they consistently provide me with smart, workable choices. Like Antron[®] XL nylon, which resists crushing and abrasion, hides soil and retains its excellent appearance.

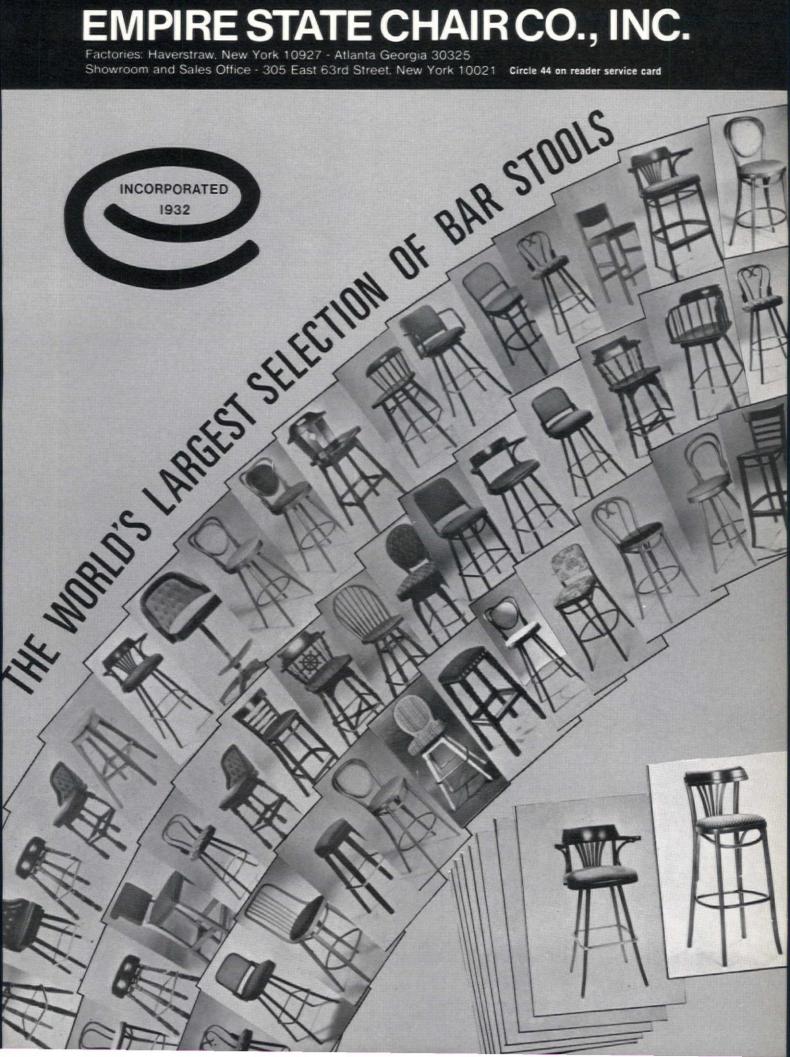
Patrick can finish what I start. From start to finish.

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Quality and Function ...by Design.

The 3355 HB-WC by Gregson.

Timeless beauty and strength bolstered by an all new, comprehensive fabric and color system, affording virtually unlimited design alternatives, is the highlight of the Gregson 3000 Series.

It's elegant lines are hand sculptured by the finest tailoring techniques in the industry today. The 3355 is available in the widest selection of vinyl, fabric, and leather coverings ever offered by Gregson.

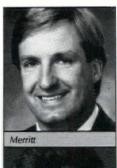
A Tradition in Quality

LIBERTY, NORTH CAROLINA 27298

Circle 66 on reader service card

OSON Furniture Industries

PEOPLE/NEWS







Randy Merritt (shown) has been named central division manager of Philadelphia Carpets, division of Shaw Industries Inc.

Joining Hellmuth, Obata & Kassabaum Inc. as vice president and director of facility programming is **David Whiteman**, AIA (shown).

Professor Doris Burton, IDEC, chair of the FIDER Board of Trustees, announced the appointment of professor **Nikki J. Spencer**, IDEC, of Louisiana State University as the new chair of the FIDER Committee on Accreditation.

George Esposito (shown) has been appointed regional sales manager of the northeastern U.S. for Howe Furniture Corp. John Dorias was named general manager of the hotel division, a newly created department.

L.E. Carpenter promoted **Deborah S.** Wilson to the position of studio director for the firm's Milford, Conn. Design Center.

Effective since October 1, **Corry Jamestown** has offered wood furniture on a zone-delivered basis. This changes the firm's previous pricing system from FOB factory. Corry Jamestown is a subsidiary of Hon Industries.

All-Steel Inc. has appointed **Thomas C. Stakem, Jr.** (shown) to the position of designer. His background includes commercial design.

Hercules Inc. announces the promotion of **Rodman B. Teeple** (shown) to director of marketing, fibers. He has been with the firm since 1948.

Curt Zeiser has been appointed chief operating officer and executive vice president of Griswold, Heckel, & Kelly Associates Inc., interior design and space planning firm. New vice president and general manager of New York headquarters is **Dennis T.** Yaklofsky.



Teeple

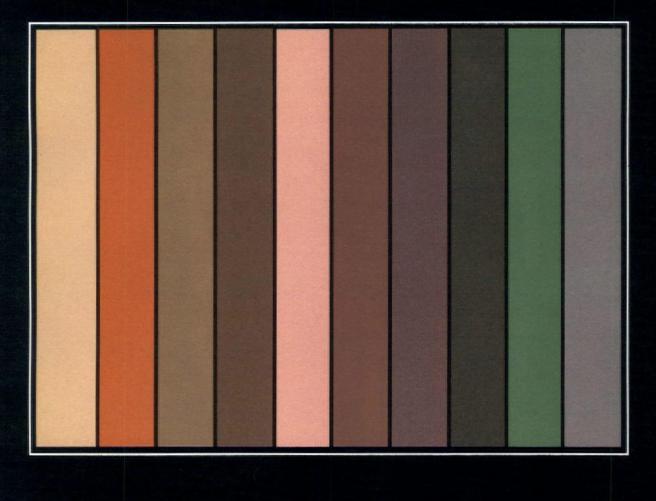
Recently appointed sales managers at Kwikset include Leo E. Gallagher, eastern region; Jack F. Wood, central region; and James S. Gleason, western region. Ronald D. Taylor has been named advertising manager for the hardware supply firm.

Tarket Inc., manufacturers of resilient flooring, recently announced purchase of distribution rights of its commercial products from Architectural Floor Products, Chicago; Tarco East, Philadelphia; and Tarco West, San Francisco. Twenty company personnel recently completed one week of intensive sales study in the contract area.

CONTRACT/October 1982

This is nevamar





Vogue Ten more continuing designer winds. with more now show in the sa Glosdier an well as in the mandard Pertured 11. 800. 638. 4380 Circle 67 on reader service card

Tuohy

Sunburst Table Collection

The Sunburst Collection from Tuohy unveils the quiet magnificence of hardwood design. This controlled use of bursting, radial pattern presents a rare opportunity to make a truly distinctive, yet unpretentious, design statement.

Sunburst tables are available in white oak and black walnut. Edges are of matching solid hardwood and carry a full bullnose. Table heights are 15 and 29½ inches, for occasional and conference use. Diameters are continuous through 60 inches.

The Sunburst Collection. An elegant, yet affordable design statement from Tuohy.

Additional information regarding the Sunburst Collection and twenty-two other table opportunities is available through your Tuohy representative, or directly at 1-800-533-1696.

Tuohy Furniture Corporation Corporate Offices: 42 St. Albans Place, Chatfield MN 55923 Representation in all major U.S. cities.

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IDEALLY SUITED FOR COMMERCIAL AND RESIDENTIAL USE.

> 80% Wool/20% Nylon
> 12' Width In Stock For Immediate Delivery
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COMING EVENTS

1982

October 14-16. Designer's Saturday. Member Showrooms,

October 15. Institute of Business Designers (IBD)/CONTRACT Product Design Awards. Helmsley Palace Hotel, New York. October 16-19. American Home Lighting Institute Annual Convention. Fairmont Hotel, New Orleans.

October 20-23. Industrial Designers Society of America (IDSA) Annual Conference & Exhibition. Hyatt Orlando, Orlando, Fla. October 21-22. Professional Services Mgmt. Assn. Annual Meeting. Queen Mary Hotel, Long Beach, Calif.

October 26-29. International Facility Mgmt. Assn. Conference. Hyatt

October 27-31. Marble Institute of America 38th Annual Convention. Callaway Gardens, Ga.

November 7-9. Designing With Systems. Ohio Regional Chapter/IBD Rapids Rally '82. Grand Plaza, Grand Rapids, Mich.

November 7-10. International Hotel/Motel and Restaurant Show.

November 8-9. Computer-Aided Space Design & Management Conference co-sponsored by CONTRACT and Facilities Design & Management. Halloran House Hotel, New York. November 9-11. Second Annual International Energy Management &

Facilities Improvement Show. Expocenter/Chicago. November 11. Interiors Expo '82. First Exhibition of Products &

Services For Residential/Contract Interiors. Lincoln Hotel, Dallas. November 11-13. Stained Glass International/1982. New York Statler

November 12-14. Design Assembly 1982, "New Concepts for a New Age." The Marketplace, Philadelphia, Penn.

November 13-14. ISID Design Expo/'83. Design Center, Los Angeles.

November 15-17. Color Marketing Group (CMG) Annual Fall Convention, "Color/20," A Program For Color Professionals. Williamsburg, Va.

November 18. New York Chapter/ASID Interiors Committee Meeting. New York Chapter Headquarters, 457 Madison Ave., New York.

Foreign Trade Shows 1982

October 16-24. Interior '82. Kortrijk, Belgium.

October 26-31. Orgatechnik. U.S. Pavilion, Cologne, Germany. October 28-30. Canexus '82. Inn on the Park, Toronto.

November 14-18. DACTEX. National Exhibition Centre, London. November 24-28. China Business Equipment Exhibition. Foreign Trade Center, Guangzhou (Canton), China.

1983

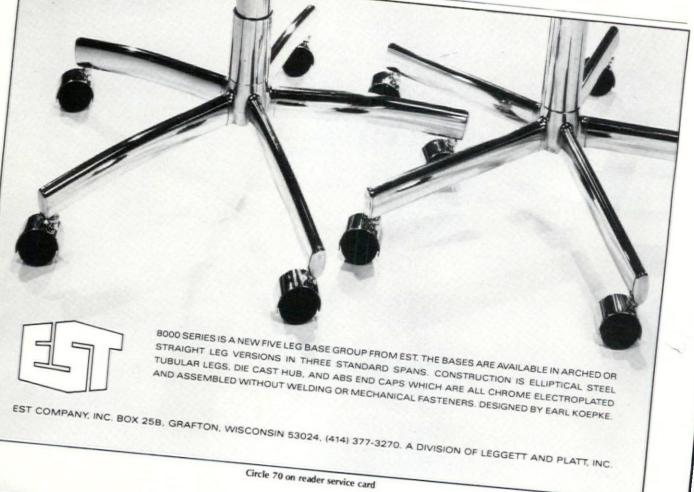
January 12-16. Heimtextil. International Trade Show for Home and Household Textiles. Frankfurt Fair Grounds, Frankfurt, West January 13-17. International Furniture Exhibition. Exhibition Park at

March 3-5. Condes. Dallas Market Center, Dallas March 17-19. West Week. Pacific Design Center, Los Angeles.

April 14-17. International Show for K.D. Furniture. Le Bourget, Paris, April 25-27. Lighting World II. New York Hilton, New York.

May 4-8. Scandinavian Furniture Fair 1983. Bella Center, Copenhagen, Denmark.

June 8-10. A/E Systems '83. Electronic Design & Architectural Drafting Equipment Exhibition. Market Hall, Dallas. June 14-17. NEOCON 15. National Exposition of Contract Interior Furnishings. Merchandise Mart, Chicago.







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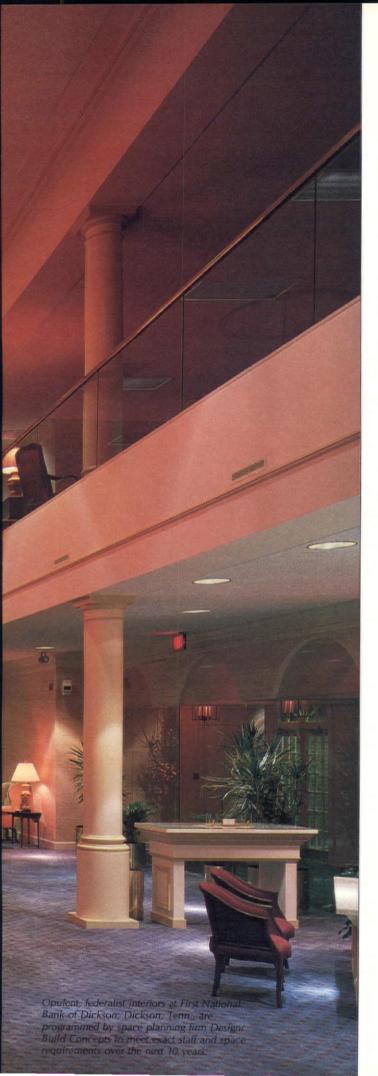
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& Board Chairmen

FULL-SERVICE BANKING IS ALIVE & WELL, & LIVING WITH ATM OPERATIONS

Reports of the death of full-service bank branches have been greatly exaggerated. With more attention being paid to priority business customers, service banking not only lives on, but is being strengthened and expanded.

Deregulation of the banking industry and the move toward life-saving mergers are prompting banks to find their own market niches. Sale of certificates of deposit and investment counseling are only two of the many services being offered.

At the same time, however, the need to cut costs is resulting in more automated teller machines (ATMs), sometimes referred to as customer automated terminals (CATs), even in priority service banking facilities. But ATMs cannot substitute for sit-down personal banking, which requires platform officers, service tellers, and related furniture and furnishings. All heavily influence bank facility design, examples of which are illustrated on the following pages. —**The Editors**

Bank Space Planning Team Includes Designer From Outset

Operations changes, fluctuating economy demand early strategy sessions for new banks

by **ANTHONY HARBOUR** Gensler & Assoc. Architects

eam planning by interior architects, senior bank management, and building owner/developers is a means of coping with a dramatic rate of change in banking operations and a fluctuating business climate.

In the past, a bank's business planning group would allocate capital resources for facilities and make key budgeting and scheduling decisions long before communicating with the space planner who implements a program.

Our experience with large banking projects has proven that the interior architect/designer should participate as a vital member of the bank team, providing technical and creative services for programming, space planning, interior design, construction documentation, budgeting, and contract administration. In this manner, facilities planning becomes part of the bank's business planning function.

The following scenario illustrates the impact of a structured, systematic approach to development of a hypothetical headquarters for Bank A—a major tenant in a new high-rise office building. Offering contrast is Bank B, a project administered independently by the banking organization, with delayed participation by the space planner.

Establish roles, staffing

Bank A: Senior management at the highest corporate level forms part of the initial planning team which establishes objectives for bank relocation. The

chairman and president are actively involved in directing the project and in monitoring progress.

Day-to-day coordination for the bank is the responsibility of a full-time administrator who has the trust and confidence of top management, a comprehensive understanding of bank operations, and the ability to interface with all project team members.

The bank's coordinator, together with senior management and the interior architect, tour other banking facilities at this early stage to begin developing a design philosophy and specific solutions to consider in planning headquarters.

Bank B: Responsibility for decisionmaking related to facilities may not be clearly defined. For, while the bank's financial planning group has responsibility for establishing budget guidelines, project management is delegated to middle-level managers on a part-time basis.

Interior programming begins

Bank A: The interior architect's first task is to define the image of the new space, examine current and projected operations, and develop budget guidelines. This programming phase involves an overview by senior management of the bank's direction for growth, priorities, and anticipated innovation that might influence future planning.

Past surveys, progams and present space-use inventories are studied and current data is obtained by the interior architect from each bank department. The use of space requirement survey forms, followed by extensive interviews with key department heads, facilitates the data collection process.

The result is a clear understanding of

the relative functions of each department, historical and anticipated growth patterns, workflow, and definitions of optimum departmental proximity requirements.

This basic data is translated by the designer into a set of preliminary standards for space, furniture, and equipment. Each job classification has its own standards, including the size and configuration of work surfaces, storage and filing requirements, and provisions for privacy, security and communications.

Many additional priorities unique to banking operations are anticipated and studied by the interior architect, including the need for:

• Integration of a major retail banking hall.

Central data processing capabilities.

• Vaults and coin/currency processing areas.

• Optimum customer accessibility to public areas.

· Stringent security provisions.

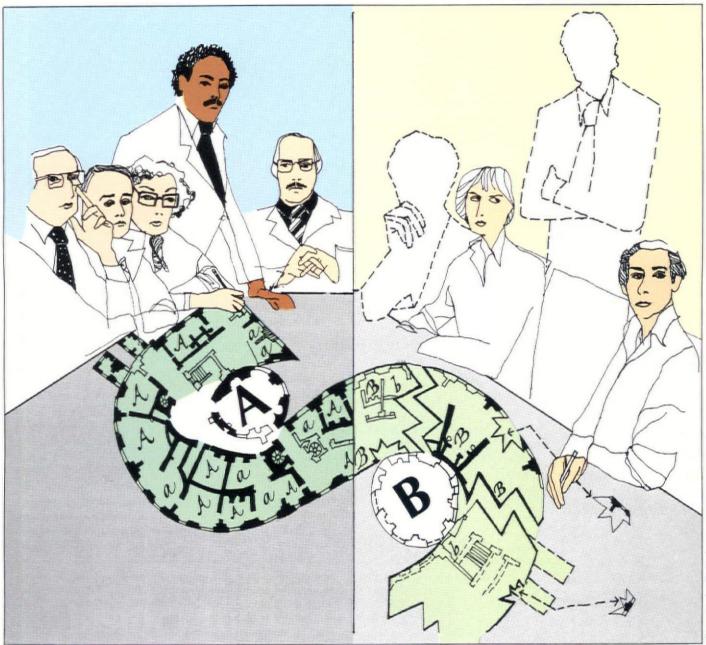
• Vertical transportation, mail distribution, and communications systems.

Graphics (identification) program.

 Interrelationship of new facility with existing bank buildings.

Using this systematic approach, the interior space designer has established a decision-making framework with which to manage the facilities planning process for the bank, including: the present distribution of space per department; schedule of projected space, personnel and equipment requirements in increments of one year or more; an understanding of functional relationships between departments; and a set of standards for each job classification.

Also included in the programming phase is a study of comprehensive cost



estimates which are prepared for review and approval. These preliminary figures serve to establish a target for cost control and they are updated as the project proceeds.

Bank B: Projections are based primarily on the bank's anticipated financial growth, rather than on a detailed examination of existing and future space needs. From the expected increases in business volume, general conclusions are drawn as to future staffing and space requirements. However, without a thorough survey of current facilities and an evaluation of each department's unique operating characteristics, this generalized projection cannot anticipate varying rates of growth among departments, the possible impact of new technology, or the need for specialized operational areas.

The potential for acquiring too little or too much space is considerably greater when the crucial programming phase is omitted.

Design, lease negotiated

Bank A: Bank management recognizes that a typical office building is not designed with the unique operational requirements of a banking facility. Before the lease is completed and building construction gets under way, it is crucial to develop criteria to meet those needs by reviewing basic building design. Criteria are likely to include:

• Suitability of the building plan for a banking hall; its impact on the bank's

Bank A includes space designer on internal planning team, realizes long-term savings and project control. Bank B management operates without designer input, loss of planning integration results.

image, accessibility to the public, and relationship to other bank departments.

• Building plan provisions for security, encompassing entry/exit for after-hours bank operations, vault placement, armored truck delivery, data processing, location of coin and currency processing, and loading dock area.

 Mechanical and electrical system modifications to accommodate 24-hour data processing and a growing proliferation of special equipment such as CRT units, power files, word processors, and

BANK PLANNING TEAMS

Chairman, designer are co-monitors

check sorting machines. These systems must also allow for flexibility in future rearrangement of departments.

• Recommended floor loads that will conform to computer facilities, power files, and other special equipment.

• Efficient building core size and placement in relationship to the bank's public contact, security, and space planning goals.

• Floor size, column spacing, and building module that are suitable for office planning. Floors must be large enough to allow for important departmental adjacencies and to provide efficient workflow.

Vertical delivery system design for efficient paperflow.

 Parking accommodations to meet customer service needs, including convenient access and appropriate location and number of spaces.

In the Bank A project, these criteria may be considered with the following ramifications: the ground floor of the building interior is designed to suit a banking hall consistent with the bank's desired image, sense of presence, public access, and security requirements.

Improved efficiency is accomplished by elimination of most treestanding colums (adding space planning flexibility), creation of a more compact core, and reduction of corridor space.

As a result of the reconfigured core, the outer shape of the building is altered to maintain a consistent wall-to-core depth of 40 ft. for more efficient space utilization. The reconfigured core also produces a substantial construction savings by clustering stairs and freight elevators consistently throughout the building.

In addition to offering building design consultation, the designer should evaluate the workletter that establishes specifications and quantities of interior construction items provided as part of the lease agreement. After evaluation, he can make recommendations for substitutions, additions, and deletions as well as construction unit prices.

Bank B: In a different framework for decision-making, management feels pressured to see building construction begin as soon as possible. The relationship of the bank's interior space needs and basic building design may not be recognized. Management assumes that decisions affecting bank spaces can be worked out at a later date when the interior architect is selected.

Interior design strategy

Bank A: Working with an approved interior programming report and established building design parameters, the interior architect proceeds to structure bank operations within the new building.

The space planning phase makes use of several techniques to develop alternative solutions that can be graphically presented for review:

Workflow diagrams that illustrate the movement of people and documents into and out of each major department.
Adjacency diagrams that translate each department's priorities into a visual presentation of essential working relationships, square footage. floor vertical space allocations.

This system of graphic alternative solutions lets the project team cope with complex information about department network, employee numbers, and equipment that characterizes a major banking organization.

Available options are considered at each stage by the project team and final recommendations are approved by key decision-makers designated at the executive level.

Through interaction with the latter, a dialogue develops which enables the interior architect to conceive a set of design concepts and goals which form the foundation for project design.

If the organization fosters open communication, a feeling of warmth and tradition or flexible work space, for example, these features can be translated into specific design criteria for open plan, traditional private offices, or a mix of open and closed spaces.

Next, the decision is made to acquire

• Stacking plans that show floor-by- Next, th

Project team members are delineated by area of responsibility in chart (below). Formal organization lets team cope with complex monitoring of operations by committee (opp. page), helps meet construction schedule, move-in date and future planning needs.

Project Team	Principal	
Client & Consultants	Project Manager	
	Programming/ Space Planning Team Leader	Design Team Leaders General & Special
Coordination with Base Building Architect & Engineer	Project Architects Design & Production	
	Construction Documents Team Construction drawings, specifications, etc.	Interiors Production Team Furniture plans, specifications, expediting, etc.
	Field Supervisor	



either open workstations, private office furnishings, or use existing furniture. Specifications are established to allow for competitive bidding on items selected.

Special areas identified in the early review of bank requirements are designed. These may include the bank lobby, board room, computer facility, employee cafeteria, training department, file rooms, and mail room.

Bank graphics are then coordinated with overall design development. Drawings and prototype samples for signage, departmental/identification are prepared.

Budgets reflecting all of these detailed project elements are updated and submitted to the project team to show estimated construction costs, and cost of furniture, equipment and accessories.

Working drawings and specifications are then prepared by the interior architect. These are used for construction of each major project element—interior partitions, ceiling and lighting systems, and electrical/communications distribution. Where new furnishings are required, assistance is provided in selection, review of price quotations, and delivery scheduling.

Finally, construction schedules and move-in are pinpointed and monitored so that operations can continue with a minimum of disruption and the project can be completed on schedule.

Bank B: At the stage where Bank A's project team has already made exten-

sive project planning and design decisions, Bank B concludes lease negotiations and selects an interior architect. Work begins to establish a space plan and design guidelines within a very limited time frame before bank relocation.

The process takes longer than anticipated, due to the lack of a clearcut decision-making structure. Frequently preliminary designs are rejected by senior management on the basis that they do not meet the bank's objectives.

Several revisions of the space plan are also required in order to adjust to objections voiced by department managers whose space allotments and adjacencies had not been discussed previously.

Plan for future

Further building construction delays are caused by the need for modification of building systems to meet unanticipated bank requirements emerging from interior design development.

Graphics and other "finishing touches" are left until after the move-in, in order to avoid delays.

Following the move-in, necessary change orders to correct mistakes and problems with furnishings that do not arrive on schedule will cause considerable disruption of the work environment.

In our two hypothetical banking projects, we see that the organized teamwork and clearcut procedures used by Bank A serve to simplify the process of facility design and supply far greater control over the end product. The cost of the project may be higher than Bank B's piecemal approach, but long-term savings realized in operational efficiency, ease of future reorganization, and control of space requirements will compensate for the initial expenditure.

Above all other objectives, facilities design must meet the bank's needs, accommodating changes that will take place after relocation. The finished space is not a static solution, but rather, represents the beginning of an on-going process of space management. It is a continuous cycle of evaluation, improvement, and change.

Teamwork that characterized the Bank A project should be extended beyond completion, so that facilities planning becomes a part of the bank's business planning functions.

The program for personnel, space and operating requirements that was established in the project's early stages as the framework for decision-making, can now serve as the basic resource for space management.

If the program is integrated with each of the bank's cost centers, it can be revised annually so that all departments understand exactly what needs will be for space, equipment, and furnishings as well as salaries and other operational costs.

The result will be a working environment of continued high quality, efficiency, and flexibility.

West Coast Designer Uses Computer, Halves ATM Installation Expense

Dramatic cost & time savings accrued through CAD expand client base for Jadlli & Associates, Los Angeles

by **ROBERTA S. WALTON** Managing Editor

The time required to design automated teller machine (ATM) installations for banks can be cut from three weeks to one day while cost is halved through use of computer-aided design techniques.

That's been the experience of Maxwell Jadlli, principal, Jadlli & Associates, Los Angeles-based architectural and space planning firm. The company has completed 100 ATM projects during the past year-and-one-half, each one realizing client savings of up to \$2,000 on ATM installation draw-

ings alone.

Indeed, Jadlli frankly admits that CAD cost benefits to bank clients are substantial and deserving of more consideration as ATM system investments climb over the \$50,000 mark.

Jadlli's operation stands to benefit as well, since the ability to repeatedly apply ATM software programs increases the profitability of teller machine design projects. Explains Jadlli, "A good 99 percent of ATMs are standard. We plug physical and geometric ATM elements into the computer for each of four major ATM manufacturers. This way, we have ready access to ATM data for instant application to a new client's needs."

It was the prefabricated, standard nature of ATMs that drew Jadlli to ATM installations as prospects for his CAD work, initiated two years ago.

ATM dimensions pre-programmed

The dimensions and electrical/ mechanical conditions required for various ATMs are pre-programmed from manufacturer catalogs. Initially, Jadlli contacted IBM and other manufacturers and then made several "cold calls" to area bank prospects at random.

Once a bank client expresses interest in Jadlli's CAD proposal, environmental design requirements for the ATM are calculated by Jadlli's team.

"We photograph the frontal elevation of the building and all conditions that pertain to the ATM. Photos can be scanned on the computer for recording

> Maxwell Jadlli demonstrates how CAD can save \$2,000 on ATM installation drawings alone. CAD savings on an 8,000-sq.-ft. bank can equal \$½ million.

of site dimensions. We then package the building and the ATM together as a unified whole."

Of course, Jadlli hastens to point out, the ideal bank project is a head-to-toe CAD job, involving the total building as well as the ATM in one, cost- and time-effective design program. He estimates the savings on an 8,000-sq.-ft. bank designed totally by computer to be \$½ million below the investment required to finance a manually executed design.

"In addition," he notes, "there would be an average 10-week savings on work time, allowing the bank to open 10 weeks earlier to realize short-term operating efficiency."

Among his current list of bank clients, all of whom rank in the country's top 20 retail banking institutions, Jadlli notes a gradual acceptance of CAD techniques in the industry.

Works in construction documents

While the banking industry may be acquiring a taste for CAD, architects and space planners have long been aware of its advantages as a tool. Many of Jadlli's current clients are space designers who use his systems in their own construction document preparation.

"When we do drawings for a client architect, we take over the entire construction document phase," Jadlli explains. This includes preparing final concept drawings, developing proposals based on code-checks (a responsibility Jadlli assumes), and all other work required before drawings are submitted to bid.

"In short," notes Jadlli, "we take over the entire production job for small architectural firms of three to 20 people on a contract basis." In addition to preparing construction documents, Jadlli offers feasibility studies, furniture specs, construction cost estimates, and other accounting functions as part of his service to architects, design firms, and other clients.

Operating with a small staff since he acquired his system two years ago, Jadlli works out of his home and also runs a second business, named "Compubase," which handles blueprint and reprographic services.

The basic elements of Jadlli's \$120,000 computer operation (augmented by \$180,000 in software) include:

- computing unit/electronics station.
- terminal/CRT.
- hardcopy unit.
- digitizer panel and cursor.

• drum plotter (capable of producing color and ink drawings at the rate of 15 in. per second in a variety of media).

Jadlli's computer, operating on two daily shifts totalling 18 hours, has permitted him to expand workload. "Other firms in this area are not that savvy with computers. As my familiarity with certain programs grows, the potential for operating efficiency is greater."

Services hardware himself

Jadlli admits that testing CAD waters can be problematic, however. "Computer down-time can hamper your efforts," he notes, referring to occasional brown-outs which can result from "dirty" electrical systems.

"I prepare for this by backing-up everything I do with a simultaneously recorded copy. Copies are later stored on discs at a separate location. And, I try to service minor repairs myself."

Jadlli cautions designers contemplating a CAD investment to work with consultants from the outset. "The sad reality is that computers are not all that they are 'sold' to be. Misrepresentation can be a problem," he observes.

Many new suppliers are entering the field of compugraphics, spurring rapid, technological change. Systems prices now range from \$15,000 to \$1 million—a spread that didn't exist for architects a few years ago. □

REMODEL RESTORES A 1927

Renovation of River Forest Bank, River Forest, Ill., uncovers detail, adds neoclassic style and atmosphere to banking in 1982

Although prior renovations of an Illinois bank's 1927 structure maintained building serviceability, little attention was paid to preserving architectural detail. Recent design efforts by Tilton & Lewis Associates, Chicago space planners, have recaptured the building's original neoclassic appeal in an ambience and style rarely found in contemporary banks.

As is common with older buildings, remodeling work completed during the 1940s through '60s concealed and negated interest-generating elements such as overhead beams, plastered ceiling panels, and skylights which are now focal points of public space at River Forest Bank & Trust. Designers gutted ceiling systems to expose beams and panels, accented these elements further through furniture arrangement, and added new windows and staircases which augment architectural symmetry and pristine detail.

Comments Terry Lewis, principal, Tilton & Lewis, "The idea of building a new structure was never considered. Management felt the facility offered too much architecturally to be torn down. Emphasis was on restoring the building to its original condition and harmonizing interior and exterior appearance to the greatest degree, thus making it visually pleasing to the community."

Removing inhibiting elements

A major enhancement of spacial symmetry was achieved through installation of windows on the southern facade which match those located on the north and west walls. When first built, River Forest Bank abutted with another building on the south side, making this installation impossible. However, by the time Tilton & Lewis was hired, the other building was demolished and the bank was using the site as a parking lot.

Designers reinforced the south wall and punched out windows which align with those on the north. This addition also brings in added natural light which is key to the design concept.



One former remodeling project added an acoustical ceiling with suspended fluorescent light fixtures. Says Lewis, "Besides being unnecessary from a noise-level standpoint, this treatment detracted from the two-story skylight and concealed overhead detail." Designers tore out the ceiling and repainted beams and panels. Variation in color from white to dark gray articulates planes and patterns and appears to enlarge public space.

Lighting is now concealed in cornices located between north and south wall windows. Light is directed at the ceiling and reflects back down on the banking floor. This system serves the dual function of highlighting ceiling detail and preventing glare in teller areas where VDTs make glare-free lighting a priority.

Flooring aids traffic flow

"Random placement of furnishings had been a major problem for the bank," notes Lewis. "Traffic was poorly directed and furnishings did not relate to those elements left exposed by prior remodeling work."

Teller counters previously located along the windowless south wall were removed. Tilton & Lewis created a custom-built teller cage with capacity for tellers on both sides and placed it directly beneath the skylight. This plan adds focus to banking space and increases service capacity by 30-40 percent. Check-writing desks were installed around the teller cage for customer convenience and to identify primary traffic patterns.

Floor treatment also signals traffic flow. Contrast between carpeting in ancillary service areas and quarry tile at check writing desks and around the teller cage helps to lead customers through the bank in an organized fashion.

A newly installed staircase unifies the tri-level, 12,000-sq.-ft. bank. It also helps to separate offices from public space on the main banking floor. Also serving as a divider is a stainless steel and brass vault door. Formerly concealed by miscellaneous furniture items, it creates a pleasing atmosphere, along with overhead beams, ceiling panels, windows, and skylights, in which customers can conduct banking business.

Newly installed teller island (opp. page, right) features concealed cabling which handles all EDP equipment. A pneumatic tube eases transfer of paper between tellers and bookkeepers located in another facility on the site. Stairway (above) acts as a divider between teller area and offices located behind it.

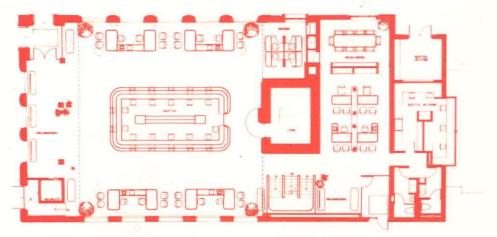
BANK TO ORIGINAL STATE



SOURCES

Carpet—Mohawk Carpet. Tile—Brann Clay Tile. Ceilings—Capaul Ceilings. Hardware—Illini Hardware. Doors—Ideal Cabinet Co. Windows— Builders Architectural Products. Blinds—Levolor. Lighting—Lightolier. Signage—Karman Ltd. Accessories—Smokador. Furniture/furnishings— Knoll, Brayton Int'l. Bank equipment—Diebold Bank Equipment & Security. Fabricators—Imperial Woodworking.

Architecture, interior design—Terry D. Lewis, principal-in-charge; Cary D. Johnson, project architect; Martha A. Bell, project manager; Tilton & Lewis Assoc. General contractor—Simpson Construction Co. Mechanical/electrical engineer—ESD Inc. Structrual engineer—George Kennedy & Assoc.



Designers Evaluate Variables In Staff-Assets Ratios, Avoid Overbuilding Bank

Studies determine First National Bank of Dickson's exact future space needs, enable creation of flexible design scheme

Interiors at First National Bank of Dickson, Dickson, Tenn., are programmed to meet anticipated demand as assets quadruple over the next 10 years. Because numerical ratios of staff to holdings will continue to drop with inflation, designers scaled down space needs in order to avoid overbuilding.

By studying past and present regional trends, along with the bank's development, and pre-

dicting this data into the future, designers created a master space plan which accommodates First National's expected growth through 1992. Gradual changes in staff placement now can be easily met without chaos or design overhaul.

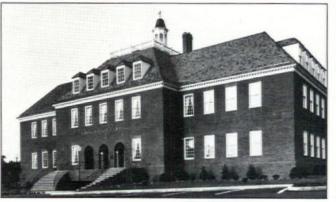
Says Dick Domurat, president, Design/Build Concepts, "First National was experiencing growing pains when it decided to build a larger structure. Financial institutions of its size—with holdings of \$25 to \$50 million—know that as they project into the future, volume will increase dramatically solely on the basis of inflation.

"Our work with banks has shown that although assets may triple, staff size will only double," he adds. "Numerically, this ratio keeps dropping. These factors must be taken into account when you estimate future space needs. Planning for growth by today's ratios can lead to drastic overbuilding and unnecessary expense."

Historical patterns determine future needs

Design/Build Concepts measured economic, population, and demographic trends in the Dickson County area. Past and anticipated growth patterns for industry, agriculture, retail, housing, and transportation were studied. Per-capita personal income, buying power, and deposit histories of competitive banks were also evaluated.

Projecting these factors 10 years out, designers determined that First National would require a 36,000-sq.-ft. space and a staff of 148 to 163 people to handle expected future holdings of more than \$200 million. It was also discovered that the



present Dickson location was practically ideal, that the bank should purchase an additional 1.5 acres of land on the existing site, and build a larger structure to meet future demand.

Studies also revealed that a working budget of \$2.4 million was necessary to create the traditional image desired by bank management. Yet, First National directors had limited fixed asset investment to \$2

million. Designers cut budget by reupholstering and reusing furniture from the old building in offices and other private spaces. Plans for complete exterior masonry were abandoned for more cost-effective face-brick set on structural metal studs. Original specs for a slate roof were modified to use of clay tile to cut cost.

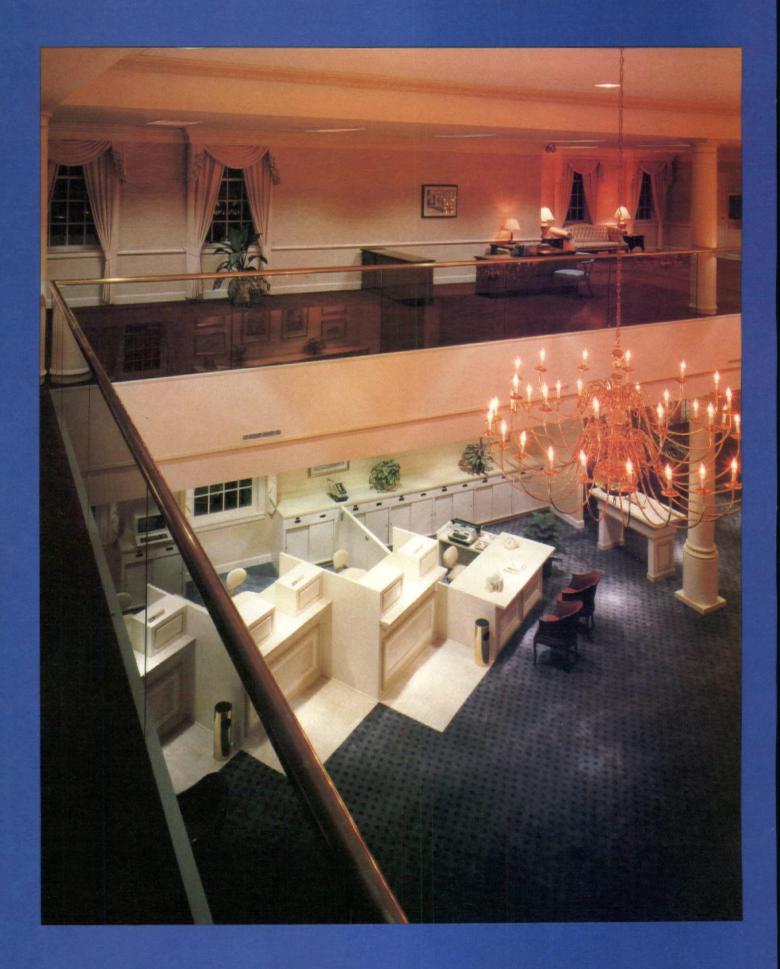
Artwork draws on local talent

Federalist motifs were inspired primarily by bank president Dan B. Andrews. A member of the local historical society, Andrews took an active part in design conception and furniture/furnishings selection. Another incentive to cultivate a traditional atmosphere was the fact that First National's major competitor had recently completed a contemporary redesign near the region's main highway. As First National is located in the center of Dickson County's business district, management believed that the bank's scheme should be warm and traditional to reflect its centrality to the area.

Color scheme and art selection were also guided by Andrew's personal taste. Paintings are from his and the bank's

Williamsburg period facade (above) harmonizes with Federalist interior motifs desired by bank management and achieves a primary goal of First National Bank of Dickson planning: integration of exterior and interior design themes to the greatest possible degree. Teller areas and ancillary main floor banking services (opp. page, right) are warm with a comfortable opulence that reflects the sturdy, stable identity developed by the bank over the past 80 years.





FIRST NATIONAL BANK OF DICKSON

Management is key to furnishings selection

collections, and are mainly works of local artists. Illustrating local buildings and scenes, these works enhance the bank's at-home atmosphere through their placement in gallery areas throughout the building.

Says Domurat, "Andrews wore blue and gray with red accents whenever we met with him. As a result, our color selection followed his dress code." Federal blue is used throughout the banking floor; red seating provides accents. Red carpet on the mezzanine level serves to highlight the banking floor when looking out from above and to differentiate this more exclusive trust area from public space. Red carpeting also emphasizes rich gold tones in chandeliers as the mezzanine aligns with their height.

Design was fast-tracked to enable completion of construction within 120 days from design concept approval. One year from commencement of construction, all employees were moved into the new site, in accordance with a planned 52week schedule. Design/Build Concepts provided all services—from interior and exterior planning through placement of accessories. In fact, throughout the week prior to opening, the nine person project team was on site installing furnishings and adding finishing touches.

All design specs for future years are now complete and can adapt to gradual growth patterns and changes in staff placement. A fourth level is presently unfinished but plans for future location of offices and conference areas in that space are ready. Says Domurat, "This approach enables us to plan from a business standpoint first and then create space which meets future customer demand and bank objectives without interrupting service."

SOURCES

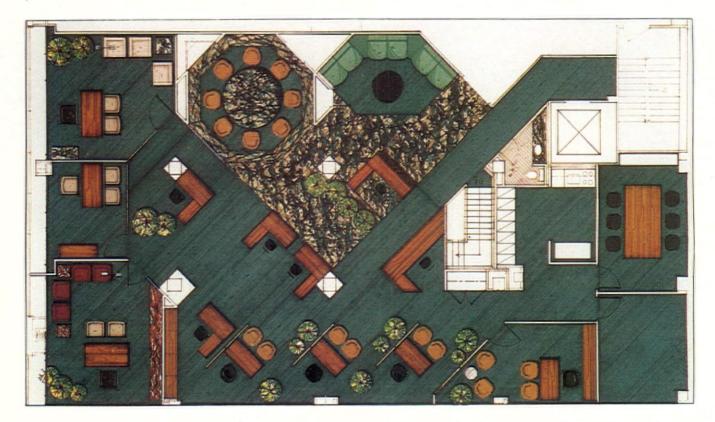
Carpet—J & J Industries. Chairs—Berkley, Barrit, St. Timothy. Upholstery—S.M. Hexter, Coral of Chicago. Teller counter/check desk—customdesigned, fabricated by Schjonning & Waller Custom Furniture Co. Ornamental mouldings and domes—Focal Point. Columns—Hartmann-Sanders Column Co. Chandeliers—Charles Seroya & Sons. Desks—Lehigh-Leopold. Planters and receptacles—Fine Alum. Lamps—Wildwood, Dunning Bruce. Accessories—Allyn Bank Equipment. Draperies—Elrod's Custom Drapery Worknoom. Brass/glass ornamental handrail—Ampat/Midwest. Millwork—W.P. Stephens Lumber Co. Metal casework—United Hospital Supply Co. Hardware—John Oatley Builders Hardware.

Architecture, interior design—Dick Domurat, president and program director; Robert Williams, operational design; Teresa Martin, operations director; Debbi Gering, interior designer; Marjorie Forbes, furnishings designer; Edgar Paul, project architect; Ron Bolden, lighting designer; John Lloyd, project manager; Design/Build Concepts. Mechanical Engineer—United Energy Consultants Inc.

Mezzanine level features red carpeting and a simpler opulence that is in keeping with exclusive trust department housed there. Mezzanine design also provides a foil for blue color scheme on banking level (opp. page, left). One major problem encountered by space planners was that the building is completely symmetrical. Upon entering, customers would find themselves in center space. To combat this, symmetry was reversed 90 degrees. Customers now turn either left or right upon entering and have access to all banking services (below).



Ethnic Bank Stresses Native Colors, Privacy In Transactions & Service



Allied Irish Bank, New York, creates intimate setting for customers seeking high-quality retail service

atering to the tastes of a foreign banking concern, Office Design Associates/ Shepard Martin Inc. stressed privacy and warmth in the New York retail branch of Allied Irish Bank.

Explains Don White, project principal, "The operation is not set up for heavy traffic. The client wanted to avoid a wholesale feeling in favor of a friendly, regal look." Carpeting predominates throughout, as opposed to the hard flooring traditionally specified in bank installations.

In addition, imported, handcrafted Irish wallhangings contribute to the ethnicity of the project. Green is the prevailing color, appearing in marble columns, flooring, and abundant plants.

Continues White, "The bank interprets the crisp, fresh appearance of Ireland itself. Contrasts of white and green create a fresh, lush setting for customers." A desire to create an intimate environment, atypical of most bank settings, avoids association with more universally applied bank motifs.

Customers enter the ground floor from the street and are greeted by a receptionist, another personal touch that stresses the high-service orientation of the Allied Irish operation. Visitor seating reinforces the concept of a reception area on this 15,000-sq.-ft. level.

Teller counters are configured to create a sense of intimacy. Columns serve to separate the floor into two areas, permitting privacy in transactions.

Separate reception for executives

On the bank's upper level, above the ground floor, executive offices are designated by a separate reception area that offers a further sense of discretion. This space is open and contiguous to the offices of bank managers. Carpeting highlights seating areas, while hard flooring is used in main traffic areas. Open offices on this level feature tinted glass partitions that offer privacy without confinement. Use of plants and green carpets continues the bank's central color scheme on this floor.

Also on the upper level is an executive conference room in a hexagonal shape. An elegant setting for business luncheons and internal meetings, the room is decorated with green marble used in flooring and custom-designed conference table. Ceiling lighting echoes the hexagonal shape. Walls are covered in pure wool laid in panels.

The bank's lowest level (not shown) is reserved for operations beneath the ground floor. Interior staircases and elevators connect all three levels.

Office Design Associates/Shepard Martin Inc. specializes in financial institution design which comprises 50 percent of all assignments. Nearly 80 percent of such work is completed for foreign clients.



SOURCES

Desks—Edward Roffman, Creative Woodworking, Cumberland. Seating—Knoll, Frank Scerbo & Sons, Stendig, Edward Roffman, Atelier International. Carpeting—McHale Carpet. Tables—Apollo Woodworking. Plants/Planters—Foliage Plant Systems, Architectural Supplements. Drapery/ tapestry—Draperies for Business, Robert Wallace Designs. Cabinetry—Creative Woodworking. Glass Partitions—Metralite. Files—Sunar. Marble—Port Morris. Accessories—Smith Metal Arts.

Upper level floorplan (opp. page) shows secondary reception area, contiguous to diagonally placed workstations of bank officers. The latter are separated by tinted glass partitions, while plants and green carpet dominate decor (right). Main floor has its own reception desk, lounge seating, and a clearly delineated teller counter, set off from private transaction area by columns (above).



CITIBANK BRANCH COMBINES PRIORITY SERVICE WITH MACHINE BANKING



Separate and unequal spaces in same facility attract new professional and business accounts to prototype branch

an priority banking service be successfully combined with Customer Automated Terminals (CATs) in one location without demeaning the exclusivity of the priority banking concept?

Citibank, New York, did so in its Park Slope, Brooklyn branch. The split operations are functioning so well that Park Slope has been designated as a prototype operation. Gonchor & Sput Architects & Planners, P.E., and Gonchor & Sput/Zizelis, interior space design arm of the architectural company, worked with Citibank to develop the concept. The combined transaction areas feature one private and one public CAT operation. An exposed private area promotes priority banking services to new customers whose curiosity is aroused when visiting the bank's 24-hour CAT vesVestibule in plan view (above) houses customer automated terminals (CATs) for public use and offers unrestricted view of priority banking waiting area consisting of plush sofas, plants, and other comforts. Prior to conversion to bank (opp. page) facility was a supermarket.

tibule for machine transactions.

That interest is prompted by the design and layout of the premises. Both functions are separate but visible to



each other. Local customers entering the 24-hour CAT vestibule to do their banking on automated terminals can look in on the priority banking areas set off by a low separation rail and controlled gate. Visible over the rail is a priority waiting lounge, private sales representative rooms, and teller area.

A separate entrance, activated by a special customer I.D. card, leads to the priority banking area which also has CAT units close to the entrance but removed from main priority banking activities for customer convenience.

Look and be motivated

"The branch," says Jack Gonchor, principal of the architectural company, "was planned to provide priority banking service for investment customers, as well as 24-hour customer access to Citibank cash machines and conventional banking services during regular business hours.

"However, design features of the space were important means of inviting CAT customers to look into V.I.P. banking areas and get the idea that the priority banking services section was desirable for their own financial transactions. Thus, the visibility promotes new priority banking business."



Within the priority banking area are a conference room, two teller stations, sales representative and manager offices, a work room, pantry, rest rooms, as well as the customers' lounge and priority CATs mentioned earlier.

Finishes selected for these spaces are carpeting, vinyl wallcovering, and plastic laminates in deep-tone colors which foster relaxed, leisurely banking.

The general public banking area con-

sists of the 24-hour vestibule with four CATs, a customer service area, and two teller stations located adjacent to the low separation rail and gate. It is designed to be sealed off from the priority banking teller service areas after banking hours by a 28-in. wide by 8-ft., 6-in. high rolling aluminum grille.

An aluminum dropped ceiling is installed in the 24-hour vestibule area.

Brick pavers extend out the doors and

View of priority banking motivates

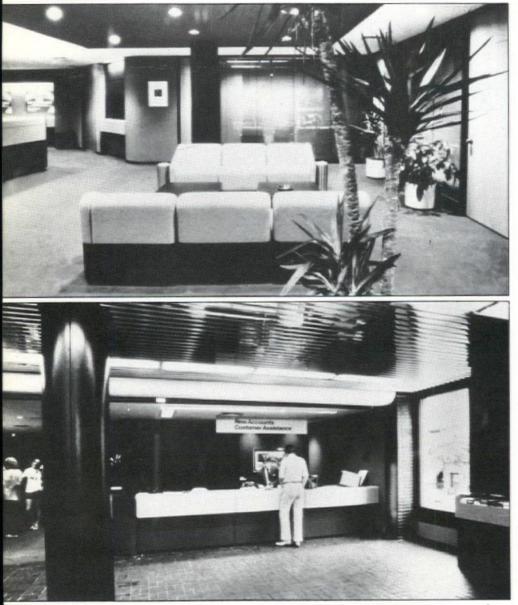
onto the sidewalk on Seventh Avenue. Close to the curb, two benches under trees were installed to beautify the area and provide for the comfort and convenience of the community.

Priority services are nothing new for Citibank, which has provided them in special rooms at other branches. However, the combined space for priority and CAT services is a first effort. Sited in a former Park Slope supermarket with 12-ft. ceilings, the flagship branch's success has encouraged development of another combined operation in Brooklyn's Bayridge section.

Materials for exterior facades were selected for compatability with surrounding buildings. Facades consist of glazed brick tiles and black duranodic aluminum window and door frames glazed with tinted bronze glass. □

SOURCES

Desk, lounge, and employee dining chairs; desks; credenzas; and dining and conference tables—Harvey Probber. Teller stools—Harter. Carpet tiles—Interface. Wallcoverings—Wolf Gordon. Pavers—Hastings Tile. Aluminum ceiling—Alcan.



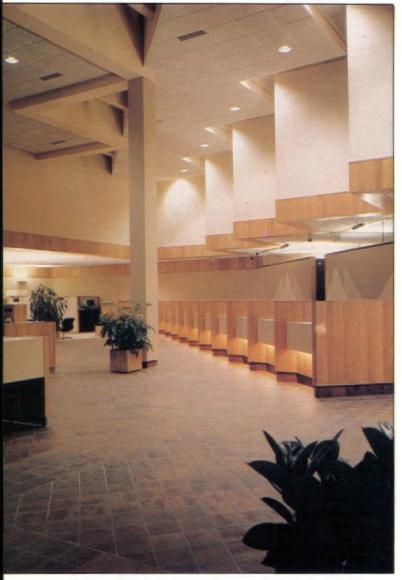
Lounge areas (top and right) invite easy, sit-down banking for priority service customers, who can be viewed from public vestibule area over low railing and gate, thus creating demand for full-service banking accounts by CAT bank customers. Tellers (above) service both priority customers and vestibule customers needing help.





Sawtooth Teller Wall, Custom Mobile Solve Awkward Space Problem

Open ceiling space at Minnesota's Wayzata Bank & Trust demanded dramatic, custom-designed treatments



Teller wall (above) mixes wood tones and lighting in sawtooth fashion. Ceramic tile in public areas reduces maintenance. Floorplan (opp. page, top) shows diagonal lines of existing architecture and interior treatments, as well as placement of workstations. Saltzman mobile hangs above open plan offices at eye-level from mezzanine (opp. page, bottom). The glass and mirror mobile does not interfere with the view through floor-to-ceiling windows. hen designers began work on the Wayzata Bank and Trust Co., Wayzata, Minn., they faced a wide-open ceiling space caused by the architect's multi-level design. Filling that space without blocking the outdoors view through a sawtooth glass facade became a major design focus.

A glass, mirror, and steel mobile custom-designed and constructed by artist William Saltzman, Minneapolis, proved to be the answer. His 40-ft.-long work incorporates the bank logo, harmonizes with his own stained glass lobby windows, and permits a reflective, glistening look through full-length windows from the mezzanine.

Effectively complementing the sawtooth glass facade is a wall of teller stations, with diagonally positioned woodwork and matching ceiling treatment. Chief designer Vaike Radamus of General Office Products Co. convinced the building's architect to place a skylight over public space and execute the ceiling in surrounding diagonal sections. This skylight brings natural light to the mezzanine space and brightens the teller area as well. The design adhered to a strict state lighting code and will provide important energy savings.

A neutral color scheme was maintained throughout the space and Danish half-glazed ceramic tile was chosen in dark brown tones as flooring to withstand wear and traffic in public areas.

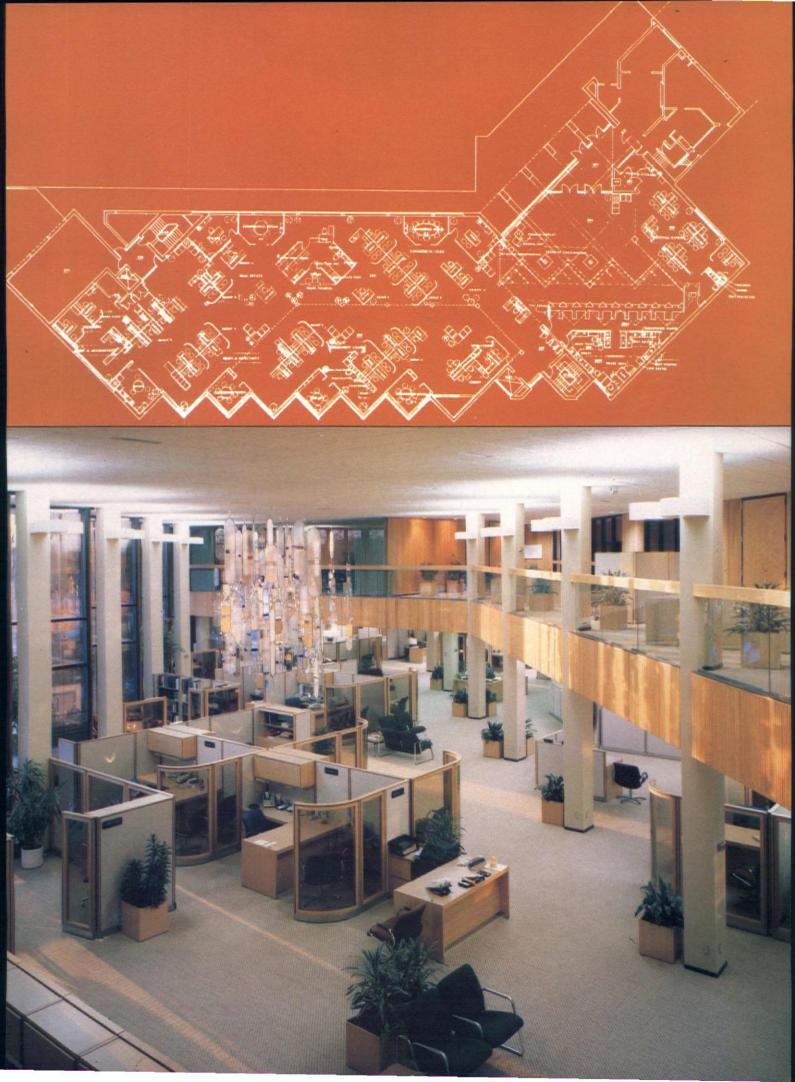
Adjacency values studied

Regular interviewing of bank employees helped determine staff positions in open plan environments. Round workstation corners and smoke-glass blend with the overhead mobile as well as the custom carpet pattern. The latter is a series of interconnecting circles similar to the bank's logo. Stations were positioned at an angle to the sawtooth windows. Ceiling tile previously installed diagonally reinforces flow and continuity in angular design.

SOURCES

Executive design consultant—Vaike Radamus, ASID. Mobile design—William Saltzman.

Storage system, planters, desks, tables, credenzas—Reff. Seating—Steelcase. Conference table—DMO. Work surfaces—John E. Pierson Co. Glass enclosures—Minneapolis Glass Co. Steel shelving—Aurora. Fireproof filing—Victor. Desk accessories—McDonald Products. Signage, directories—Serigraphics Sign Systems. Lamps—George Kovacs. Draperies—Coral Fabrics. Carpet—Georgia Commercial. Tile—Nicolith Floor Tile. Wallcovering—Genon, Design Tex. Carpentry, paneling—Paul's Woodworking.



Desience



WOOD DESIGNS

Light oak and white ash prevail in introductions, mahogany remains strong choice



Mueller

Falcon



Falcon-Wood cantilever chair is constructed of beechwood with six finishes available. Chair may be upholstered in cloth or vinyl. Styling is suited to lounge or lobby seating. Circle No. 215.

Desience Corp.-Housing configuration for four VDTs is available in custom orders. The manufacturer recently completed furnishings for the main trading room of the Harris Bank, Chicago. Circle No. 212.

Cumberland-Series 3 desks, credenzas, and breakfront cabinets are made of bookmatched mahogany veneer framed in solid mahogany. Satin-bronze reveal strip on desk and credenza is standard, Circle No. 202.

Mueller Furniture Corp.—Skipper chair is now available in an updated version. Scaled down from its original, chair is available in high- and low-back options with upholstered arms trimmed in wood or fabric. More than 30 wood finishes are offered. Circle No. 217.

Moser Contract Furniture-Curveback armchair model 1CAC-C is traditionally styled. Chairs may be grouped with matching conference table or trestle table desk. Units are available in walnut and ash, or cherry and ash. Ash used in chair spindles and legs adds strength. Tables and desks are offered in cherry, ash, or walnut. Circle No. 235.

Steelcase-First National Bank of Gastonia, N.C., opted for Designs in Wood for efficiency and privacy. Light oak finish was selected for desks and credenzas. Floor-to-ceiling units offer maximum storage. Circle No. 227.

Q-Line-Wood columns hold plants, displays, or writing surface while also marking lines and traffic patterns. Units are 36-in. high by 12.5-in. diameter. Weighted with 35 lbs. of sand, columns

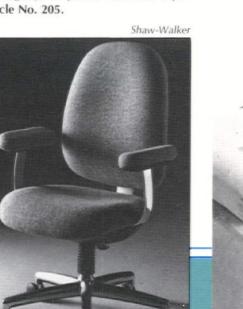


DOMINATE BANK PRODUCTS

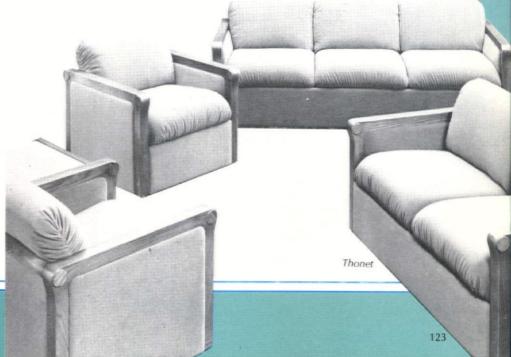
can be tilted to 45 degrees and not tip over. Rope length between units can be up to 12 ft. Circle No. 226.

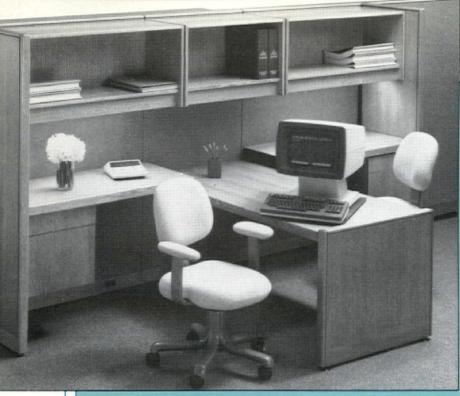
Shaw-Walker-An executive high-back version was recently added to the firm's 360 chair series. Five separate adjustments permit chair to fit any body type and work routine. Armrests move to match depth. Circle No. 267.

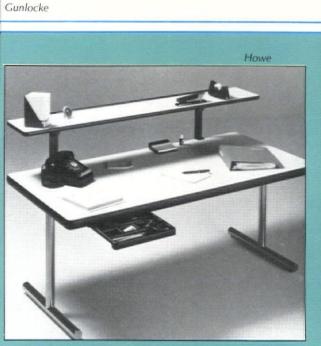
Thonet-Designed by Irving Savo, "Sabobend" lounge group is constructed of solid white oak or mahogany. Coordinating tables in same frame choices feature white oak veneer, mahogany, or plastic laminate tops. Circle No. 205.













BANK PRODUCTS

Carousel allows terminal sharing

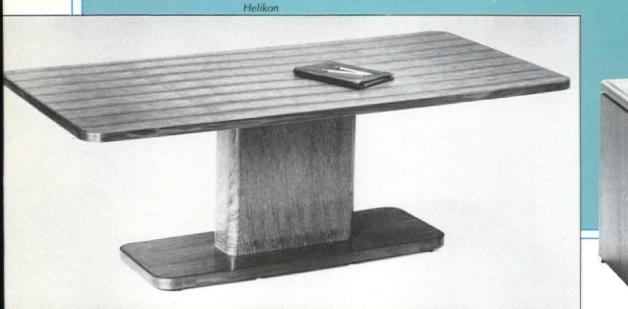
Gunlocke—Workstation configuration has carousel for shared terminal use. Designed with interchangeable and reversible componentry, system comes in rift oak veneer with fabric and acoustical combinations. Keyboard shelf, printer work surface, and lateral files for computer print-outs are other options. **Circle No. 230.**

Howe—Terminal/printer/work tables are offered in four styles, each with capability for added storage and work space. Circle No. 269.

Harter-Operator's chair is designed for multi-operator use. Featuring seatback adjustability, fingertip gas-lift height control, and variable foot position ring, chair has bumper guards which protect surrounding furnishings. **Circle No. 207.**

Helikon—Designed to double as table-desks or conference tables, pedestal-based unit is a recent addition to Veneer Ring collection. Grained English oak top has a contrasting rim of veneer layers. Circle No. 206.

Lunstead—Expresso Quick Ship service is available for the Profile series. Casegoods feature wire management systems, matched vertical grained



Lunstead

drawer fronts, full extension drawer slides, and glued and dowelled construction. Circle No. 213.

Gasser

Brayton

Hiebert

Gasser Chair—Model E-998 has protective edge and custom styling to suit any interior. Chair shown has 4-star base with casters. Circle No. 231.

Brayton International Collection-Signature systems designs have been developed at Klein and Stoll in Cologne.

Items included in the series are vertical storage units, desks, movable storage pedestals, and consoles. Circle No. 210.

Hiebert-Traditional desk and credenza series is offered in oak and mahogany. Inset modesty panel and top inlay detail are standard features. Contemporary version has flush top and base. Circle No. 208.

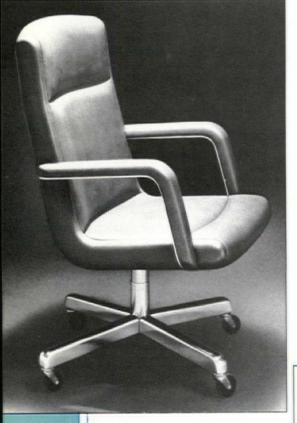
CONTRACT/October 1982





BANK PRODUCTS

Stow/Davis



Executive Furniture

Armoires lend look of stability

David-Edward Ltd.—Chair #78133 features weltless upholstery detail with luggage-stitch seams and solid ash exposed wood. Chair can be finished in any of the firm's standard stains, including limed oak. Upholstery is COM. Circle No. 239.

Conwed—System 2 furniture is standard at Philadelphia National Bank. Wood work areas offer maximum filing, work surface, and storage space. Acoustical and visual needs are also met by the system. **Circle No. 200.**

Stow/Davis—Paradigm Series is a design by Richard Schultz. Broad application possibilities result from continuity of design in eight styles. High-back executive chair with upholstered open arms is shown. **Circle No. 320.**

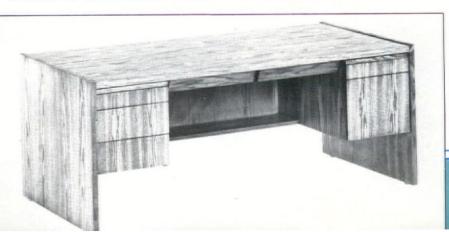
Executive Furniture Inc.-New line is available in oak or walnut veneer.

Desks contain two center drawers and writing arm slides. Locks and steel ball-bearing suspensions are standard. **Circle No. 209.**

R-Way—This addition to the Henrytown series is a multi-functional armoire. Desk, chest, and cabinet combine for maximum storage and efficiency. Crafted of mahogany solids and veneers, the design features dovetail construction typical of Chippendale furnishings. **Circle No. 236.**

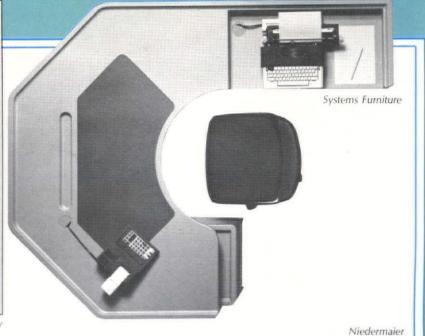
Niedermaier—Scala bench has stepped back detailing with a seat span of 96 in. Unit is available with or without back. Upholstery is black leather or COL. Seat measures 17-in. high and 30-in. deep. Circle No. 233.

Systems Furniture Co.—Adaptation has been made for this Gispen design, two-time winner of the ORGATECHNIK



126



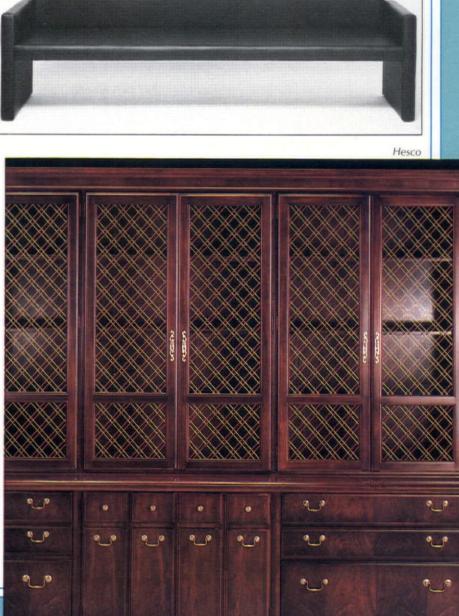


award, to American manufacturing standards. KT Series is designed to stand alone or in an island grouping. Top is molded from polyurethane and textured to make the surface scratch-proof. **Circle No. 228.**

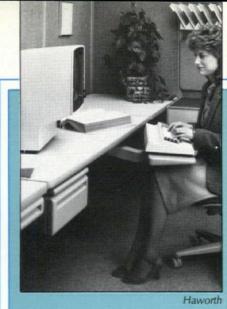
Hesco—Classic modular unit is part of firm's Traditional Collection. Standard features include brass finish open metal grille doors with locks, center unit with bifold doors, and outside units constructed with two box and one file drawer per unit. Up to four units can be used in configuration. Circle No. 219.

JG—Electric terminal table allows each user to adjust keyboard and screen platform as desired. Motors independently raise or lower keyboard and screen, move keyboard back and forth, and tilt screen to eliminate glare. Table is available with or without pedestals and has complete wire management. Circle No. 271.

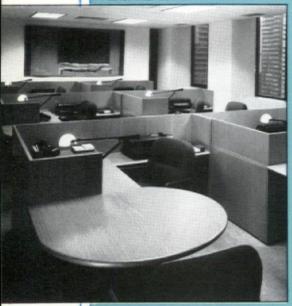




IC



Atelier International







BANK PRODUCTS Modular seating suits public space

Haworth—Additions to UniTek electronic support modules include an adjustable keyboard pad, which can be fitted to all series work surfaces, and a work surface extender, which mounts beneath work surfaces and above drawers. **Circle No. 268.**

Madison—Umanoff-Huin Assoc. created C26E05 sculptured oak chair for the firm. Exposed oak frame, radiused edges, and fully upholstered seat and back are features. Circle No. 201.

Atelier International—Carini seating by Giovanni Carini is offered fully upholstered with self-skin urethane caster base. Constructed of cast urethane foam over steel armature, chair is available in a full selection of standard or custom fabrics. Circle No. 203. Brickel Associates—Bankers Series[™] conference chair comes with a naturaloiled cherry or ash frame. Two styles, including 4-star base with casters and a deeper lounge chair, complement this item. Circle No. 222.

Davis Furniture Industries Inc.—Firm now markets a new line of desks in a U-shape design for computer terminals. System includes desk, credenza, secretarial desk, and high-rise storage. Circle No. 225.

Beylerian Ltd.—Modular seating for lounges and reception areas is part of the Arflex Collection available through this firm. Known as the Bonte System, designed by Cini Boeri, the series features left and right arm units, single elements, and corner modules. Com-

Davis Furniture



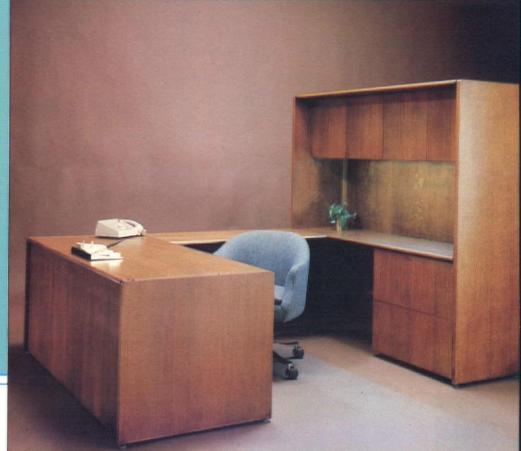
pletely washable upholstery has the feel and look of suede. Circle No. 229.

American Seating—Fully articulated lazy susan and mobile pedestal allow three users to share one terminal. Height of both screen and keyboard are separately adjustable. Molded surface in pedestal holds pens and pencils. Circle No. 220.

Office Suites Inc.—Barclay Group consists of executive desks, credenzas, hutch credenza, and secretarial desks. Rich finishes and recessed detailing are featured. Circle No. 234.

Edward Axel Roffman Associates— Components consist of credenzas with standard- or legal-size drawers, and desks available with upper structures. Both have standard task lighting. Circle No. 383. Edward Axel Roffman

Office Suites Inc.







Desks conceal VDT keyboards

Lehigh-Leopold—Bloc executive desks have matching credenzas and occasional tables in geometric shapes with edge reveals. Pieces are offered in white oak and black walnut solids or veneers. Grommets aid in wire management. Lateral files provide space for CRT units while offering an optional concealed keyboard drawer. Circle No. 221.

Kimball—Contemporary desk line, the 6700 series, may be matched with credenzas, L-units, lateral files, bookcases, and end tables. Walnut solids and veneers have high-sheen lacquer finish. A choice of bronze, chrome, or wood bases is offered. "Centra" locking system is featured in the line.

Circle No. 223.

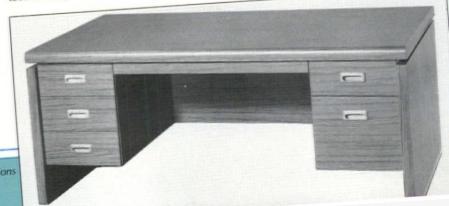
Loewenstein—Almatic teller stool has a 19-in.-wide contoured seat with touch lever for positioning. Spring loaded seat shaft prevents bottoming. Seat has protective vinyl extrusion; backrest is en-

cased in a plastic shell. Dual wheel safety casters or nylon glides are offered with base. Circle No. 218.

GF Business Equipment Inc.—Open plan system workstations contains Electra III tri-circuit electrical system. Split-height work surfaces, paper feed slots, and wire grommet options make stations suitable to computer functions. **Circle No. 214.**

Creative Dimensions—Firm offers post-formed edges in the Formate[®] 2000 and 3000 desk and credenza series. This appearance and recessed detailing is a new option in the firm's laminated line. Circle No. 238.

iil International—Latest open plan line is a design of Manfred Petri, design director. Bullnosed work surfaces have panel-mounted overhead storage and a range of freestanding components. System is available with integral ambient







lighting. Eight woods and 12 finishes are offered. Circle No. 232.

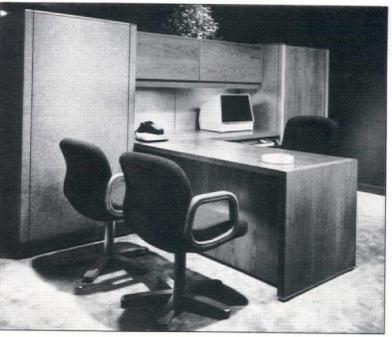
Artec—Developed especially for banking applications, this OFS loan officer station is a component system meeting requirements of storage, data processing, and privacy. Vertical panel fabrics of 100 percent wool come in 14 colors from the firm's textile collection. Wire management is also part of the system. Circle No. 224.

Spec'built—Citibank teller counters, check desks, service counters, and other electronic banking equipment are custom-designed by the firm. All units are modular and can be removed or rearranged as needed. **Circle No. 204**.

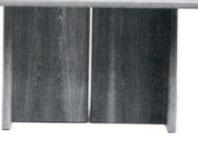
Tuohy Furniture—Conference table from the 380 Series has solid wood core top and base panels. Plain-sliced veneers are of red oak, white oak, or walnut. Triple lacquering process makes tables durable. **Circle No. 216**.



Artec

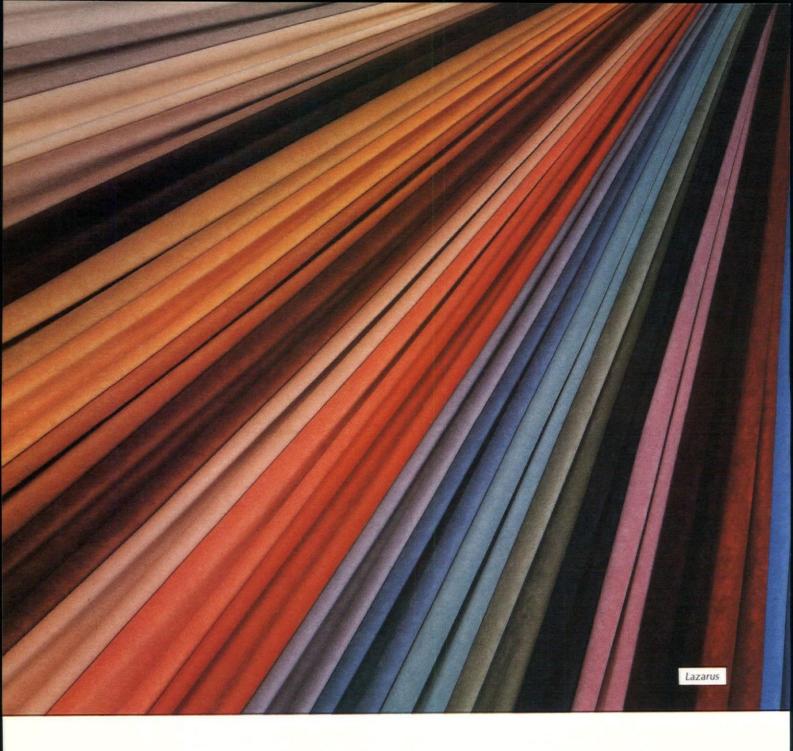






Spec'built

For additional coverage of Bank Furniture & Furnishings refer to Products & Services section, p. 147.



Broad pattern selection, soil-, stain-, & flame-resistance make contract fabrics adaptable to many end uses

Varied Woven Effects Typify New Fabric Intros



Naugahyde—Colors used by 17th century British painter William Turner are the inspiration for Masterpiece #21, a new collection of Naugahyde patterns. Offered 54-in. wide, fabrics are backed with spun polyester and are protected by a five-year limited warranty. Circle No. 257.

Donghia Textiles—New domestic wool program includes "Lewiston," a twill weave of worsted wool and mohair. Five jewel tones and four neutral shades are offered. Fabrics are rated for abrasion-resistance and fire-retardancy. **Circle No. 264.**

Interspec—One of 24 stock-printed designs from new Limited Editions collection, "Mardi Gras" is 100 percent Trevira polyester. Permanently and inherently flame-resistant, drapery is offered in four colorways and is machine-washable. **Circle No. 245.**

Innovations—"Madison Flannel" fabric group is offered in over 50 patterns and colors. A wool and nylon blend, textile runs 58-in. wide, qualifies as heavy duty upholstery, and is flame-treated for use as wallcovering. **Circle No. 356.**

Lazarus—Upholstery, drapery, and wallcovering needs are met by "Tru-Suede," a 60-in.-wide, flame-retardant, polyester fabric. Offered in 23 colors, textile is washable. Circle No. 354. FABRICS

Wool is primary material

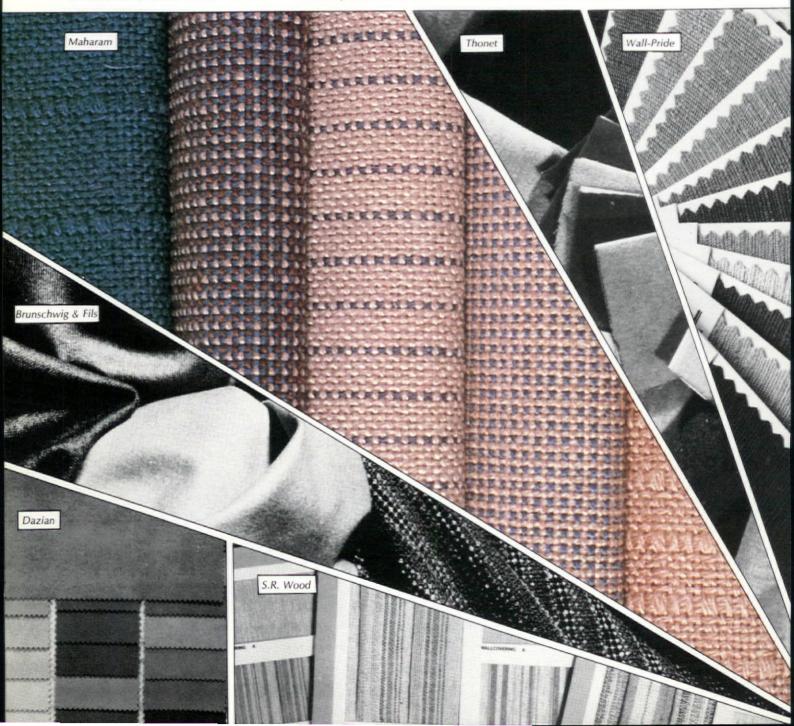
Wall-Pride—Imported from Mainland China, "Durasilk" silk fabric collection is offered in 16 colorways. Proven abrasion-resistant by the Wyzenbeck method, textiles run 54-in. wide and are fire-rated. Circle No. 254.

Thonet—Two fabric lines designed for management and general office areas are new introductions. "Woodland" is a 96 percent wool/4 percent elastometic stretch fabric in nine colors. "Arroyo" is all-wool in 18 colors. **Circle No. 255.** Maharam—Seven, 100 percent nylon upholstery patterns comprise Nylon Coordinates collection. Offered in 44 colors, fabrics can be specified in any of 328 color- and-weave combinations. All designs are fire-rated, Scotchgardtreated, and acrylic-backed. Circle No. 251.

Brunschwig & Fils—"Santa Fe Woolen Texture" (right) and "Cortland Flannel" (left) are two contract fabrics now offered by the firm. Santa Fe is of mothproofed virgin wool, in four colorways. Cortland is a polyester/wool/viscose blend available in 49 colors. **Circle No. 263.**

Dazian—Solid-color nylon face velvets in 26 hues are a new introduction. Durably flame-resistant, fabrics are 54 percent nylon/46 percent cotton with an acrylic back. **Circle No. 247.**

S.R. Wood-Crown Jewel textile collection coordinates solid and striped



upholstery, drapery, and wallcovering fabrics. Fine and coarse yarns in the warp and weft create varied textile effects. All selections are fire-rated. **Circle No. 241.**

Frankel Assoc.—Dimensional woolface patterns make up Wool Triad collection. Designed for use as upholstery and wallcoverings, fabrics are stocked in 14 colors. Circle No. 262.

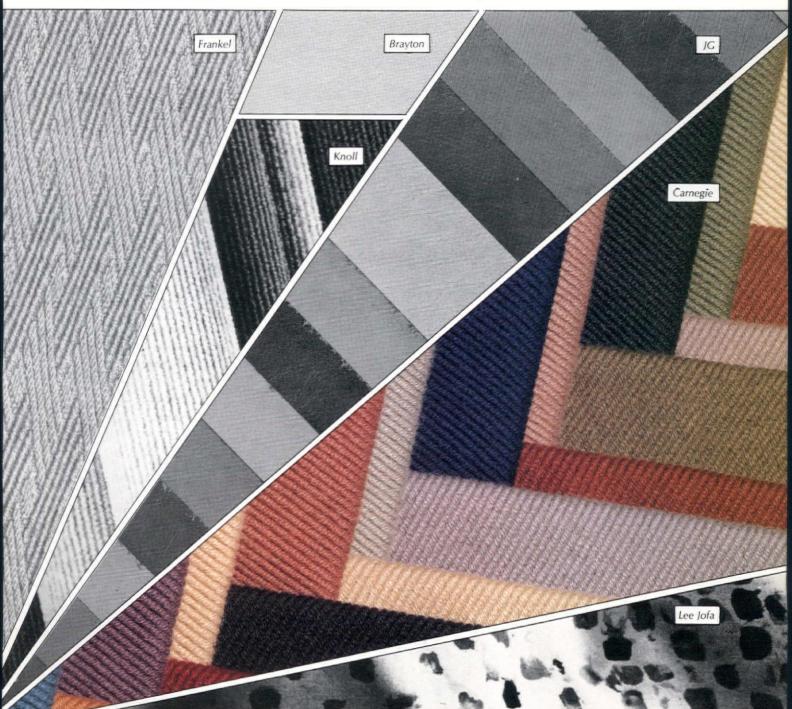
JG—Fabric designs inspired by the woodblocks of Japanese artist Hiroshi Yoshida have been translated into leather by the firm. Part of the Koko collection, leathers are aniline-dyed and processed with a soil-, stain-, and fade-resistant transparent finish. A total of 18 colors are offered. **Circle No. 242.**

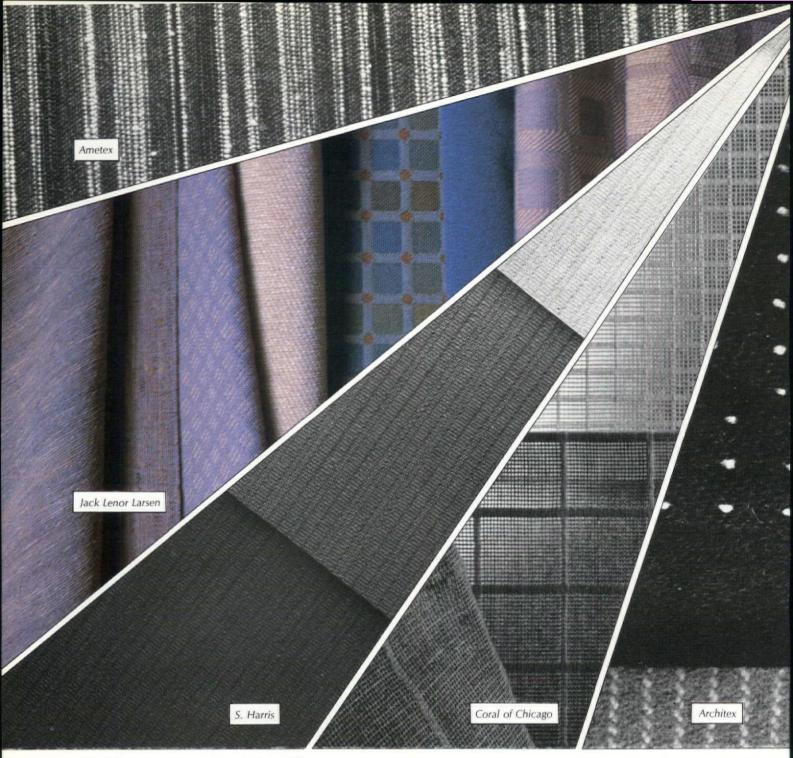
Knoll—"Furrows," the firm's first wallcovering introduction, is now available in six earth-tone colors. These include two grays, terra cotta, and dark green. **Circle No. 252.**

Carnegie—Textured twills, woven of wool and cotton, comprise "Sabra" fabric line. Acrylic-backed to perform in heavy traffic areas, it is offered in 21 colors and is suitable for use as upholstery, panel wrap, and wallcovering. Circle No. 259.

Lee Jofa—All cotton fabrics, designed to resemble silk batiks, are now offered. Called "Lumiere," patterns are achieved with half-tone screens which subtly blend color and shading to create a brush-painted effect. Circle No. 253.

Brayton Int'l—"Tucson" is a new addition to the contract leather market. Swedish glove hides are vat-dyed with a slight pigment and protective finish and are available in 18 colors. **Circle No. 249.**





FABRICS

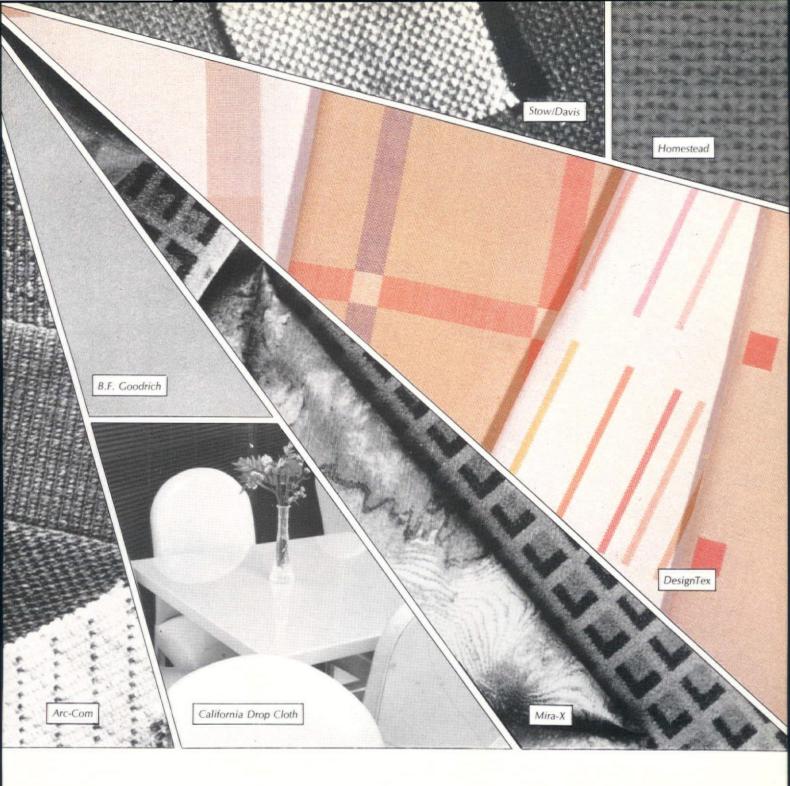
Reversibility expands fabric usage

Ametex—"Alpha" and "Mexico" are matching stripe and solid patterns woven of 72 percent spun rayon/28 percent cotton. Fabric has application as upholstery, wallcovering, and bed linen and can be flame-treated if specified. Circle No. 248.

Jack Lenor Larsen—Fall fabric introductions include "Manor Born," a multiple-use wool design woven on Irish looms. Durable, soil-resistant textures are offered in a range of colors. Circle No. 244. **S. Harris**—Contract fabric offerings include "Wall Street," a 100 percent wool cord in 12 colors that is imported from New Zealand. Recent formation of a contract division makes available a specifier's kit which coordinates 55 multi-use patterns made from various materials. **Circle No. 266.**

Coral of Chicago—"Hopscotch," "Midscotch," and "Largescotch" are the firm's three new flame-retardant Verel fabrics. Various colorways are offered. **Circle No. 265.** Architex—"Habada Sharary" collection consists of coordinated wool blend fabrics in pin-stripe, pin-dot, and solid patterns. Custom colorations and 14 stock companion colors are offered. Circle No. 260.

B.F. Goodrich—"Desert Sand" vinyl wallcoverings group is available in 100 colors. Featuring an expanded range of grays in both warm and cool values, yellow tones, and browns, collection is offered with three additional stipple embossing grains. **Circle No. 292.**



Mira-X—"Compose," one of many designs offered from firm's H-design collection, is available in variety of trompe l'oeil colors and textures. Circle No. 258.

Stow/Davis—"Freeman," woven of heathered, yarn-dyed Australian wool, runs 54-in. wide in 10 colorways. Fabric has a low pile and wears well. Circle No. 243.

DesignTex—"Kinnasand" collection features totally reversible, double-

woven cotton jacquard fabrics. Color and pattern vary from side to side to create a wider design selection. **Circle No. 270.**

California Drop Cloth—New vinyllaminated, hand-painted fabrics are suitable for use in both contract and residential interiors. Custom strike-offs enable color and design variations. Circle No. 261.

Arc-Com—Wool blend fabrics in three coordinating textures are now available.

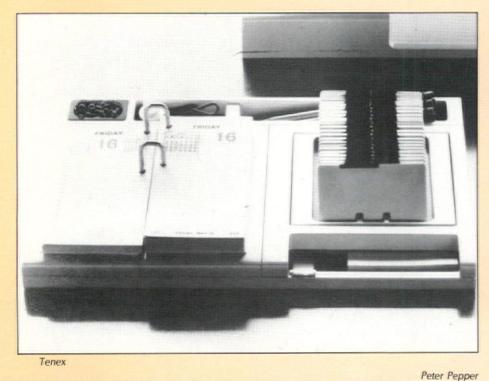
Called "Quantum" collection, rib, twill, and diamond patterns meet Wyzenbeck double-rub abrasion standards. Circle No. 355.

Homestead—An updated color palette for firm's "Concept" textile collection is now available. All-polyester screenand-system designs meet major fire code requirements. Circle No. 246.

For additional coverage of specifier fabric introductions refer to Products & Services section, p. 150 Heartwood

Desk Accessories Help Set Office Style

Wide range of materials & finishes allow for creativity



<n

Atelier Int'l—Ceramic desk accessories designed by Boccato, Giganti, and Zambusi for the executive include vases and ashtrays. Items are available in gray, white, and black and can be shipped within the U.S. in 10 days. Circle No. 288.

Peter Pepper—EDP file tray has hightech look. Available in two heights, single or double. Made of steel with polished chrome or various enamel colors. Circle No. 274.

Tenex—System consolidates all desktop accessories into a single unit. Recessed tray provides built-in space for optional ashtray or card file. Top lifts off to show additional space for organizing. **Circle No. 275.**



Heartwood Creations—Desk accessories can be customized for desired effect. Company selects the type of wood—domestic or exotic, lamination patterns, edging, and shaping. Woodcrafters can work from prints and rough sketches. Circle No. 285.

Beylerian—Desk accessories offered are a folio wire basket, folio desk set, and three tier organizer. Constructed of steel, they are available in a variety of color finishes. **Circle No. 291.**

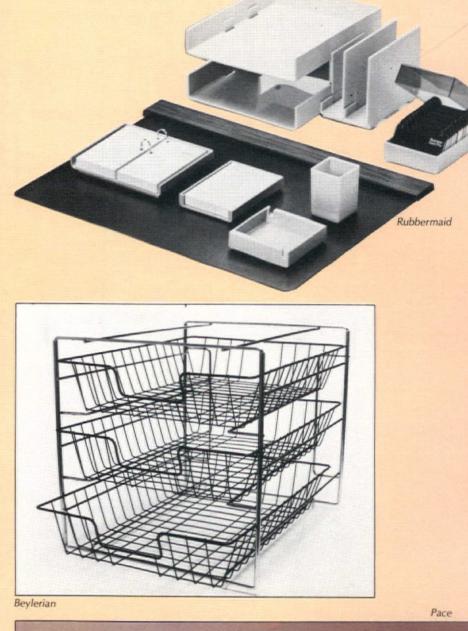
Eldon Office Products—File system suitable for visible storage of file folders, bound and unbound printouts, and correspondence. Available in letter size, super size, and vertical system. A new magnetic file can be mounted on copy machines and other metal surfaces. Circle No. 287.

The Pace Collection—Accessories are constructed of PBS and melamine in a variety of colors and may be used singly or in any desired combination. Pencil holders, ashtrays, and telephone trays are among the items offered. Circle No. 273.

Rubbermaid—Stacked letter trays, in letter or legal sizes, are available in six colors. A snap file can be attached to the letter tray for extra loose file space. Other complementing desk accessories are also offered. **Circle No. 278.**



Eldon



DESK ACCESSORIES

Continuous track consolidates desk tools

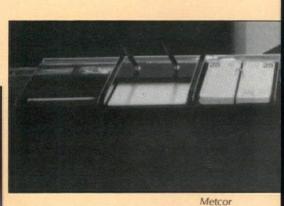


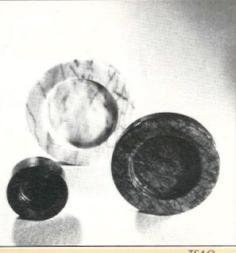




Glassform







TSAO

Metcor-Line of desk accessories includes ashtray, letter file, calendar, pencil and pen holders. Many other items and styles are also offered. Circle No. 293.

Glassform-Manlove accessory system consists of one continuous track which consolidates desk tools. Available in wide selection of colors and metal finishes. Track also accepts supplemental components. Circle No. 283.

TSAO Designs-Polished marble ashtrays are available in black, white, and green marble. Other marble accessories in the collection include planters and urns. Circle No. 276.

Stylecraft—American Legacy collection designed by Yale and Frances Forman features birds and berries pattern with double floral ribbon border. Accessories are available with background colors of cinnabar and bisque. Circle No. 284.

McDonald Products-SST 9100 series is designed to complement round edged executive furniture. Products are composed of mirror stainless steel with black interiors. Circle No. 272.

Gift Craft Leather-Executive work system includes calculator, chrome pen, letter size pad, and calendar enclosed in a leather folder. All items are removable and can be imprinted with initials or logo. Circle No. 279.

BPC Inds.-Accessories are in mirrored stainless steel, bronze, or aluminum. Any color acrylic may be used where required. Set includes note tray, letter file, calendar, and pen holder. Circle No. 280.

Park Sherman-Oak and walnut line focuses on the executive. Items available include letter tray, single pen with or without index, and bookends. Circle No. 281.

Smokador-Modular desk accessory system is designed for both conventional and open plan office. These plastic components have an option for panel mounting. Circle No. 286.

Park Sherman

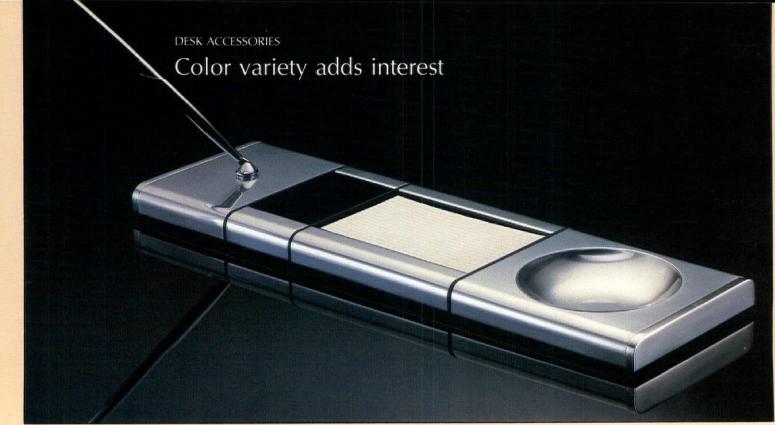
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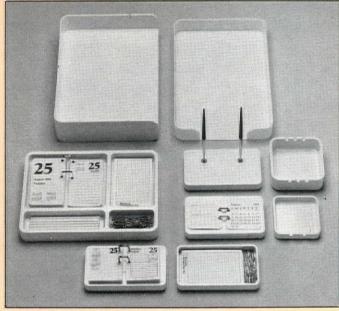


Smokador





Smith Metal







Smith Metal Arts—Radius Two accessories designed by William Sklaroff can be used separately or attached in a console arrangement. Collection is available in a choice of mirrored metals with coordinated metal end caps. Circle No. 282.

Dapco—Contemporary and traditional clocks for desks are available in oak, walnut, and leather. Clock face graphics are offered in various styles. **Circle No. 289.**

Allyn Bank Equip.—Digital calendar eliminates manual changing of dates. Item accepts watch-type batteries and is held in place by a hidden screw. Theftproof pen is included on all required models. Circle No. 277.

Business Accessories—New line of plastic accessories is available in a range of 20 colors. Also offered are custom colors for innovative firms. Delivery takes two to 10 weeks depending on color chosen. **Circle No. 373.**

Dapco

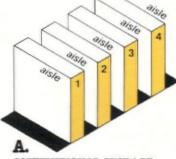


SPACESAVER SYSTEMS:

the intelligent alternative to storage.

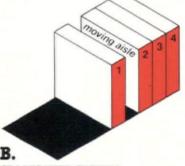
Doubles Storage Capacity without Doubling Interior Space...

or Saves 50% of Space for other functions.

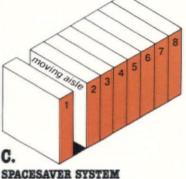


CONVENTIONAL STORAGE Wasted Aisle Space

Case Studies



SPACESAVER SYSTEM Converts Aisles to Storage



Doubles Storage Capacity



1. Fort Savings & Loan Association Edgerton, Wisconsin

2. Arthur Andersen & Associates Chicago, Illinois

THE CASE FOR HIGH-TECH HIGH-DENSITY MOBILE STORAGE SYSTEMS FROM SPACESAVER.

The basic concept is simple. By eliminating non-productive aisles that occur in conventional storage, Spacesaver fills those wasted aisles with 100% more material storage...using only a single, optional "moving" aisle. Mobile storage units carrying tons of payload per unit traverse on a system of rails...effortlessly and quietly. It's the high-tech way, the smart way to fully utilize all the available interior space for storage areas. And Spacesaver offers the Designer back-up planning assistance with a comprehensive Kinetic Space Analysis study for each of your client's projects. Spacesaver. The intelligent storage concept that just makes sense...for you and your clients.

The Spacesaver Group.

Yes, Spacesaver makes sense to me.

Please have your storage specialist contact me for my complimentary copy of the Architectural Planning Book.

□ I would like to review your entire Designer's File.

Name		100
Organization	Address	
City	State	
Zip	Telephone	Con. 10/82



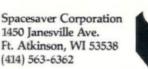


3. First National-Southern Natural Gas Company Birmingham, Alabama

Designer's File:



Available to qualified professionals. Includes Design Manual, Architectural Planning Book and Floor-Loading Technical Guidebook.

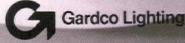




high-density mobile storage systems

Light Diet

A strict regimen of reduced energy consumption, coupled with enhanced visual comfort. An attractive alliance, engineered by Gardco's Focus Ten. H.I.D. sources deliver both reflected ambient and direct lighting (diffused or controlled task beam) from freestanding and ceiling-mounted luminaires. Touches of light from the ring reveal and lower aperture grace the outline of the luminaire. Now quality of light does the work of mere quantity, and curbs the powerful appetite of office lighting. Gardco Lighting, 2661 Alvarado Street, San Leandro, California, 94577. 800/227-0758 (In California 415/357-6900).



Circle 74 on reader service card

BART TRAINS WON'T SWITCH

After 10 years experience with wool, BART is staying on the track with pure wool carpet. BART, San Francisco's modern automated Bay Area Rapid Transit System, began service in 1972. In each car 100% pure wool sandstone/gold/orange Moresque carpet was installed.

Every work day 190,000 riders over 5 million a year—trudge on the carpet surface depositing mud and dirt; leaving coffee spills, grease and smoldering cigarette ends.

Wool's long wear, resilience and lasting appearance are equal to the challenge. Soil and stains are removed with monthly shampooing. Burns are easily brushed away, discouraged by wool's natural flame resistance.

BART is completely sold on pure wool's durability and easy maintenance. They are now planning to order 60-150 new cars, and for the carpet they insist on the same 100% pure wool specifications they have used for a decade.

This is the kind of satisfaction your clients can expect from pure wool, especially when you consider that wool carpet's lasting beauty and long life make it the most cost-effective choice.

Again 100% pure wool sets the standard of carpet excellence.



The Standard of Carpet Excellence.

The Wool Bureau, Inc., U.S. Branch of International Wool Secretariat 360 Lexington Ave., NY, NY 10017 212/986-6222

The Woolmark is a registered certification mark owned by The Wool Bureau, Inc.

Circle 73 on reader service card

Covered for frenzied art directors, doodling copywriters and all those new business toasts.

For advertising agencies, airplanes, banks, brokerage houses, chairmen of the board and junior vice-presidents, Lee Jofa announces COM, an entire collection of contract fabrics as brave as they are beautiful. Cover yourself with Lee Jofa COM. See it at 979 Third Avenue, New York, and in other major cities. (212) 889-3900.

Lee Jofa COM

Circle 52 on reader service card



Maximize storage to increase efficiency of bank operations



Modular

Multi-faced traditional workstations from **Modular Designs** incorporate work surface, file storage, wardrobe storage, bookshelves, and task lighting. Acoustical privacy is an integral part of design. **Circle No. 308.**

Wilkhahn 820 table series features polished aluminum bases which are designed by **Vecta** to match the firm's chairs. New veneer top options include a 1¼-in. convex solid wood edge. Tables are offered round, oval, square, rectangular, and in boat or racetrack shapes. Cocktail height tables are available in some sizes. **Circle No. 307.**

Dolmen desks, conference tables, bookcases, and credenzas are designed by **Castelli** with 45-degree angled support structures and sides. Individual units are offered in wood combinations with lacquer finishes. Inlays, modesty panels, and drawer fronts are styled of top-grained leather. **Circle No. 310.**

Banker's System from **Harvey Probber** is constructed of mahogany solids and veneers with antique bronze inserts set in leather accent trim. Double-wall construction permits unlimited concealed wire management. Single- and doublepedestal desks, credenzas with file and open shelf storage, executive and secretarial runoffs, and freestanding enclosures with overhead swing-door storage are features. Circle No. 306.

Stylex offers Vertaform Seating in seven styles. One-, two-, and three-seat lounges are available along with coordinating tables. Frames and bases are of triple-plated chrome or epoxy in black or putty. **Circle No. 309.**

Stylex



Nobody Backs Up Chairmats The Way We Do.

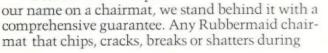
Rubbermaid

Of all the chairmats you could specify, no other gives your clients quite as much as ours.

For one thing, no other chairmat bears the Rubbermaid name, one of the names in the office products industry your clients already know and trust.

They've learned to count on Rubbermaid products for value and quality around the home. And that's exactly what they'll get from our chairmats at the office. You have our word on it.

Because when we put



Cleatmat Plus™Chairmat

W-3 Vinyl Chairmat

whole story behind our chairmats. The ones that carry the name your clients feel at home with.

Polycarbonate Chairmat

normal usage will be replaced at no charge*

And besides our guarantee, you can depend on daily availability of our entire chairmat line -including four different chairmats in a wide variety of sizes and custom cuts, too. Each one was designed to provide a stable rolling surface for chairs with rubber or plastic casters. And no matter what grade of commercial carpet you specify, there's a Rubbermaid chairmat designed to protect it.

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Rubbermaid RUBBERMAID COMMERCIAL PRODUCTS INC

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Guarantee void if metal casters are used. Chairmats will be replaced

after prior written approval by Rubbermaid Commercial Products, Inc.

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No one else in the industry can offer twenty-six different sizes of sorting modules; thirty-six sizes of consoles; a variety of scale and wrapping tables; and a choice of three popular finishes.

To find out how you can add color and efficiency to your mailroom, call 1-800-543-1605, or write us for a free catalog and the name of your local Hamilton Mailroom Dealer.

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Circle 77 on reader service card

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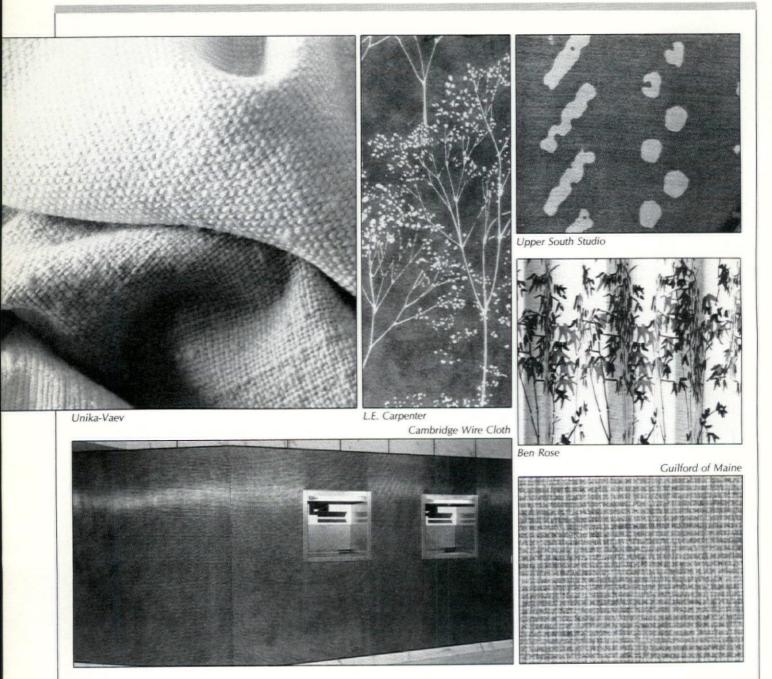
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Textured weaves add appeal to natural & synthetic fabrics

Architectural Mesh from **Cambridge Wire Cloth** graces automatic teller unit panels at Fourth National Bank, Tulsa, Okla. Woven of stainless steel, brass, and other alloys, mesh patterns reflect tactile and optical depth. Available in 24 standard textures, product minimizes scratches, is easy to clean, and resists corrosion. It may be custom woven. **Circle No. 295.**

Silks imported from Mainland China make up "Dynasty Silk Collection" from Unika-Vaev USA. Four designs are included, such as a heavily-textured fabric and two plain weaves. Circle No. 300. Seven solids and 18 print patterns coordinate to form "Contract Concepts" collection from **L.E. Carpenter.** Lightweight vinyl wallcoverings are offered in 111 colorways and meet Class A fire-safety requirements. Patterns range from geometric to abstract. Pictured is "Elysian Fields." **Circle No. 297.**

Hand-printed silks, woven from materials imported from Northern China, are available from **Upper South Studio**. Designer Larry Rosen hand-screens and hand-dyes fabrics with light and washfast dyes. Shown is "Jumping Run," one of many standard and custom designs offered by the firm. **Circle No. 296.** Traditional oriental motifs, such as fans, rolling seas, and tea chest patterns, comprise China Collection from **Ben Rose.** Designed by stylist Ben Rose with colorways by Helen Stern, fabrics are of 100 percent polyester and Beta Care Fiberglass with inherent flame-resistance. "Bamboo" (shown) is a recent addition to the collection.

Circle No. 298.

"Hobnail" is a new addition to fireretardant panel fabric selections offered by **Guilford of Maine.** Designed to coordinate with pattern FR-701, it is available 60-in. wide in a range of colors. **Circle No. 299.**

KRUG

Profile Series

A full series of office furniture. Desks, credenzas, filing cabinets and bookcases, with matched lines of seating and tables.

Construction features a perfect blending of solid edges and beautifully matched veneers.

Available in oak or walnut.



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Circle 68 on reader service card



INTRODUCES AN ADVANCE IN HIGH PERFORMANCE FABRICS ... THE STENA PLUSH SERIES

Comfort – Stena Plush remains inviting to the touch even in very warm or cold surroundings.

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Durability – Testing to international standards for flammability, resistance to abrasion, pilling and stain remover, tensile strength, and color fastness confirms the quality of Borgstena's Stena Plush.

Performance – Stena Plush passed rugged Swedish Taxi duty to become original equipment in many of Sweden's newest automobiles.

Easy Care – Cleaning Stena Plush is easy with soap and water.

Cost – Inexpensive to start with, Stena Plush stretches in all directions to make integral contour cushion forming easy and economical.



Borgstena's long-wearing Stena Plush is now an available option on Pacific Condi's C. Pelly Seating shown at NEOCON 14.

For samples and additional information contact: BORGSTENA U.S.A. 7650 Haskell Ave., Suite D Van Nuys, California 91406 U.S.A.

Circle 79 on reader service card

The very versatile lamineer chair. Dining · Reception · Conference · Systems · Everywhere





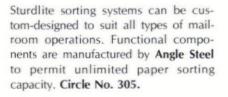
3752 North Dunlap Street, St. Paul, MN 55112 (612) 484-3329 Circle 80 on reader service card



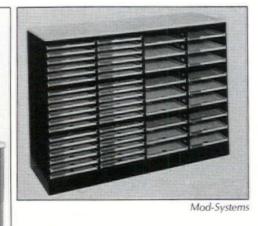
Delco

Modular components, automation ease mail sorting process

Bretford Mfg.'s series F230 booktruck is constructed of heavy-gauge steel finished in putty beige with accent stripes in walnut, blue, red or yellow. Equipped with two shelves, it features "Quiet Glide" caster system with locking brake. Weighing 40 lbs., it is suitable for mailroom functions. **Circle No. 301.**



IDS mail distribution system from Mod-Systems features adjustable



Angle Steel

shelves. Compartment height is altered by moving trays up and down at predetermined intervals. Plastic label protectors are offered in seven colors to enable color coding of materials. **Circle No. 302.**

Heavy-duty tables in 13 sizes and four heights are designed to support mailroom loads of up to 500 lbs. Manufactured by **Cramer**, tables feature laminated tops and chrome or polyester enamel frames which resist abrasion. Cantilevered legs enable user to work close to table. **Circle No. 303.**

Novak Multilane Mail Sort Conveyors from **Delco** are designed to cut mail sorting time in half. Letters and flat mail up to 11- by 13-in. high and 1-in. thick are easily sorted and automatically moved into tote boxes or mail bags for distribution. **Circle No. 304.**

In the beginning... there was static!

TODAY...you can have carpeting or carpet tiles which guarantee computer-grade static protection, eliminating static problems with all electronic equipment.

Sweet's Catalog 9.28/Uni.

Static is a major cause of malfunction in computers and other sensitive electronic equipment. Static problems can be eliminated by using *computer-grade*, antistatic carpeting or tiles. A *computergrade* floor covering must assure both *low generation* and *quick dissipation* of static charges. Only UTP products meet these criteria.

COMPU-CARPETTM is uniquely designed with permanently conductive fibers throughout the pile, supplemented by a conductive latex backing. Together, this patented combination provides the most



Circle 61 on reader service card

effective fail-safe static protection available today.

COMPU-TILETM is an equally effective carpet-face tile. The conductive pile and heavy conductive vinyl backing provide superior static protection in modular form.

Finally, UTP insures performance, but not just as a conventional static voltage rating. UTP guarantees that COMPU-CARPET or COMPU-TILE will not cause malfunction of your electronic equipment.

NO OTHER MANUFACTURER OFFERS SUCH A GUARANTEE!

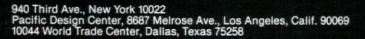
For more information, write or call Mr. Brenner UNITED TECHNICAL PRODUCTS, INC. 32 Southwest Park, Westwood, MA 02090 Tel. (800) 225-6052 or (617) 326-7611 (within MA)



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CLASSICS See the entire collection at our showrooms, or write on your letterhead for our new catalogue. Or design your own fixture. We'll do the contract work. We do it all. And we do it here in the U.S.A.

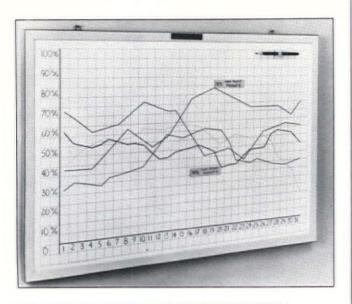


KOCH+LOW/Y INC. THE PAST, PRESENT, AND FUTURE OF MODERN LIGHTING

Circle 82 on reader service card

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MAGNETIC CHART BOARDS ARE EASY TO CLEAN

Magnetic Line Chart Boards from **Caddylak Systems** have a write-on/wipe-off surface that makes them easy to clean. Boards feature precisely printed grid patterns in a variety of sizes. Kits include board, self-adhesive charting tape in five colors, writing pencils, magnetic pencil holder, and 12-in., colored flexo strips. **Circle No. 340.**



IN-CABINET SCREENS ADJUST TO OFFICE LIGHTING

Rear Screen Cabinets are designed by **Egan Visual** to provide high-resolution images under normal office lighting conditions. Optically correct screens are concealed in cabinetry when not in-use. Cabinet panels can be fabric, laminate, or wood. **Circle No. 326.**



TWO-TONE EFFECT ENHANCES NUBBY FABRIC

Souveran Fabrics' newest upholstery line, "Laurentian," is a nubby woven fabric made from 75 percent wool/25 percent nylon. A two-tone effect, created by combination of weaving process and fiber content, enhances texture. Running 54-in. wide, fabric is offered in 10 colorways. **Circle No. 323.**

CONTRACT/October 1982







DESIGN CLASSICS IN FIBERGLASS Furniture, Planters & Accessories GLASSPEC

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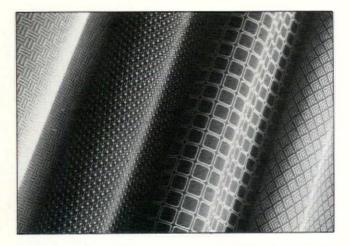






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We Welcome Special Orders & Specifications



COLOR-FASTNESS, STAIN-RESISTANCE KEYED TO CARPET Low-profile, fabric-like floorcoverings from **Robertex** are precision-woven to be color fast, stain resistant, and durable. Called "Design Plus," carpets are engineered for heavy-traffic areas and are solution-dyed. Four designs are available in five colorways. **Circle No. 325.**

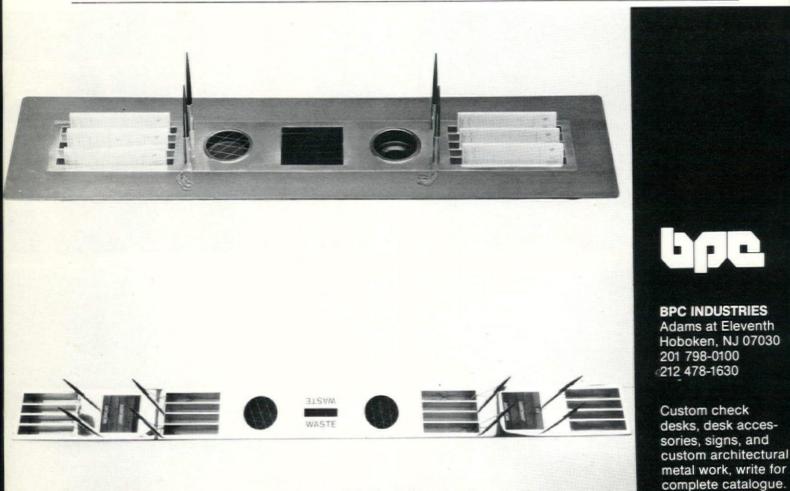
FABRICS GLITTER WITH LUREX WEAVE

Fabrics woven of wool and silk with a lurex stripe are available from Doug French Fabrics through Johnny Keeton Studios, New York. Textiles are offered on a per order basis. Circle No. 384.



LUMINOUS CEILING POSSIBLE WITH SKYVAULT™

Luminous ceiling called Skyvault[™] is the latest addition to the line of skylights from **Integrated Ceilings Inc.** Treatment is well suited to hallways, corridors, shopping malls, stores, banks, and tunnels. **Circle No. 399.**



Circle 84 on reader service card

JUTE. It's the natural choice for carpet backings.

Nature bestows Jute with special attributes that man-made backings can't match. Feature for feature, Jute backing gives you and your customers more value for your money. **1. Jute adds bulk for thicker, plushier, more beautiful carpets.** Springy, softly-yielding Jute enhances the luxurious feeling of any pile underfoot.

2. Jute backing saves energy. In both heating and air conditioning, Jute offers a protective thermal layer for exceptional insulating qualities. It provides superior acoustical qualities, too.

3. Fewer installation problems mean long-lasting beauty. Jute backing helps to prevent ripples, bulges, restretching, split seams and pop-ups after installation. Jute takes a full power stretch without splitting or overstretching. Unlike synthetics, it takes an invisible seam, regardless of the seaming method used. When glued, Jute gives the tightest, longest-lasting bond available. And supple, pliant Jute is easier to shape, tailor and fit with perfection . . . even on curves or stairways. With Jute backing, beautiful carpets stay that way longer.

> For lasting beauty and greater value, specify lute backing, naturally. Eircle 85 on reader service card





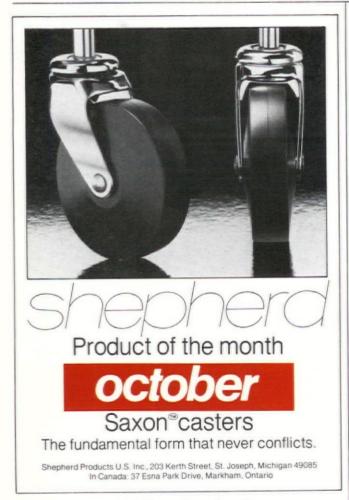
NEW QUALITY LABEL DEVELOPED FOR JUTE BACKING

A new label for carpets and rugs featuring primary and/or secondary jute backing was recently developed by the **UNDP/ITC.** Labels are designed to add "bonus" assurance of quality and satisfaction, supplementing those of the manufacturer. Labels are applied at mills on all jute-backed goods for residential and commercial use. **Circle No. 391.**



AWARD-WINNING CHAIR FEATURES SYNTHETIC FINISH

Steel stack chairs from **Kroin** were developed for the Munich Olympics by Heinz Wirth. Winner of eight international awards, "Triberg" is of tubular steel and wire coated with a synthetic finish. White and brown are offered. **Circle No. 392.**

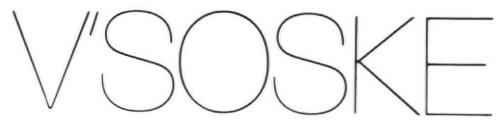






Circle 87 on reader service card





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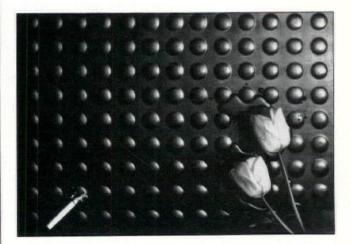
Circle 4 on reader service card

PRODUCTS & SERVICES



PIVOT STOOL SEAT TO ANY ANGLE

New stool series from HAG USA features many optional design elements. Included are Multisitt and Docs Seat Mechanisms which enable chair to be automatically pivoted to any angle. Seat can be locked in place or left free-floating. Feature allows user to sit comfortably without balancing on seat edge when working close to desk or drafting table. Circle No. 372.



REDUCE DIRT BUILD-UP WITH DOMED RUBBER FLOORS Forms & Surfaces introduces Bultop rubber flooring with a domed, studded surface that reduces dirt build-up. Slipresistant, non-static, non-conductive flooring is also resistant to burns and chemicals. Offered in 12 colors, it is designed for use in heavy-traffic areas. Circle No. 339.

The Digital Date-Write"... so dependable you can forget about it.

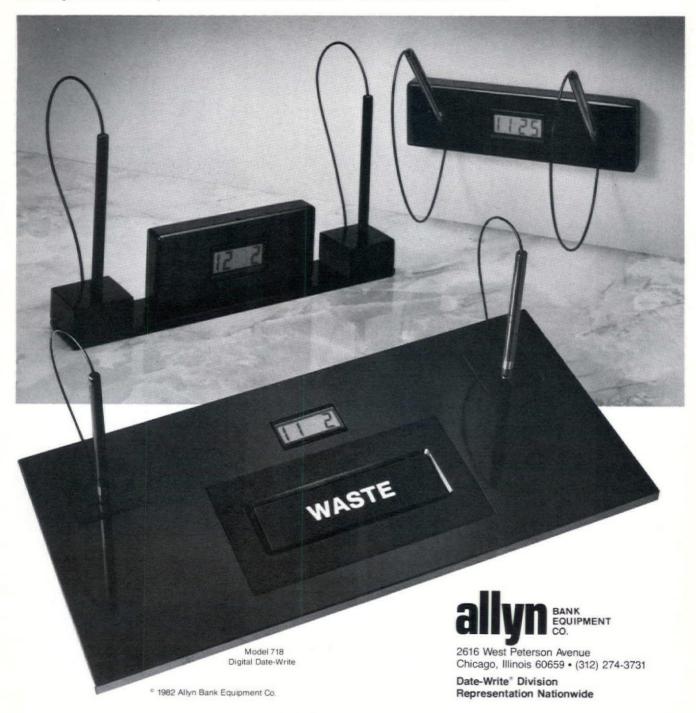
Introducing the problem solver. Virtually maintenance free and theft-proof, the Digital Date-Write^{*}, newest addition to the famous Allyn Date-Write family of check desk accessories and interior graphics, is a unique blend of form and function. Inset into the rugged, 1" thick anodized aluminum base is an elegant, digital display calendar that never forgets what day it is, even if you do. L.C.D. read-out clearly gives both date and time, automatically adjusting to monthly changes — including leap year.

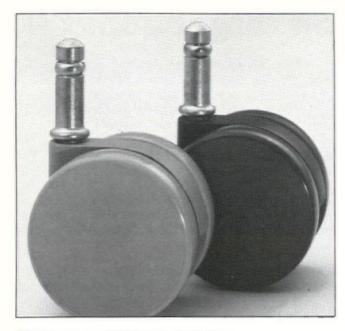
The Digital Display Calendar/Clock, also offered as an exciting new option in all Date-Write models, eliminates the time consuming task of changing standard modular calendars daily, as well as the problems involved with the stor-

age, loss and theft of their date plaques. The quartz-locked crystal, securely held in place by a hidden set-screw, is guaranteed to be accurate within 30 seconds for over a year without a battery change and accepts standard watch-type batteries.

The Allyn THEFTPROOF Pen, long a standard in the industry, is included on all Digital Date-Write models where pens are required.

Twelve Digital Date-Write models are available to choose from, either counter-mount, wall mount or recessed styles, in seven beautiful metal finishes: Black, Duranodic Bronze, Satin Aluminum, Satin Brass, Mirror Brass, Mirror Chrome, and Mirror Black.



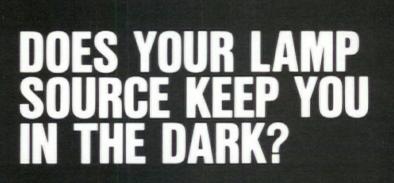


CASTER COLOR SELECTION EXPANDED

Faultless introduces a high-tech, dual-wheel caster in designer colors such as mahogany, walnut, tan, beige, gray, and charcoal. Matching horns are also offered in antique brass or chrome with a wide choice of metal or plastic sockets. Featuring 2¼-in. dual wheels for easy rolling, casters meet BIFMA standards for carpeting and hard flooring. **Circle No. 342.**



Conved expands its acoustical product line with Silent Accents sound absorbers. Designed for hard-to-reach spaces, panels measure 2-by 4-ft. or 2- by 6-ft. and feature an NRC rating of .90 to 1.00. Adhesive-backed strips enable no-tool installation. **Circle No. 390.**



If so, maybe it's time to consider a new source. One that controls its total manufacturing and assembly process. One that has a reputation for fine quality, reliable delivery and dependable service. But most important, a source that will communicate with you *honestly*.

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DecorTambours[®] creatively fits almost any construction, flat surface, curves, concaves, convex circles . . . and they're available in solid woods, veneers, genuine metal (mirrored and brushed) mylars, vinyls, acrylics and a variety of combinations of these DecorTambours[®]

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Unlimited application for ceiling, columns, wall coverings, desks, service counters, furniture, room dividers, tables and stand and display areas. Specify DecorTambours [®] for versatility and prestige.

340-

Interior Store Design!

For impact and appeal in store design and display specify DecorTambours'' for finish applications on POP displays, exhibits, wall coverings, store fixtures, plant displays, lighting fixtures, risers and more.

Write or call now for the name of our nearest national Tambour¹⁶ Distributor and our volume buying price list, as well as our four color brochure and samples.

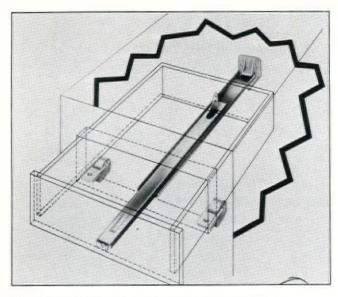
"The Source for Tambours"!

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nc.

Circle 93 on reader service card



SINGLE DRAWER SLIDE REQUIRES LESS SPACE

Grant Hardware's new "Velvet Touch" center-mounted drawer slides, designed for drawers which support less than 40 lbs., require only ¼- to %-in. mounting space beneath the drawer. Model 508 (shown) has a tab which attaches directly to the back of drawers. Model 509 has a series of mounting holes which accommodate a 4¼-in. variation in drawer lengths. Both models feature smooth ball-bearing action to eliminate sideplay, are made of cold rolled steel, and are pre-zinc plated. **Circle No. 331.**



LAY-IN CEILING GRID CUTS INSTALLATION TIME

Adapt-A-Grid ceiling panel system features a lay-in, T-bar ceiling grid which serves as a mounting panel for Planar ceilings. Designed by **Alcan**, grid eliminates need for mechanical fasteners or crimping tools, thereby reducing installation time and labor costs. Panels may run parallel or perpendicular to existing ceiling system. When installed under a new or existing fire-rated ceiling, original fire-rating is usually maintained. **Circle No. 341.**





AVERY BOARDMAN





Sofas & Sofa Beds for Contract

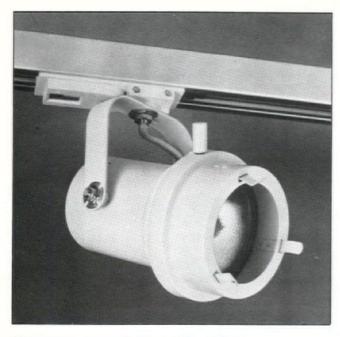


Send for helpful "SPECIFIER KIT" containing photos of typical "contract" sofas and sofa beds in various price ranges, plus technical data for "specing", including information on our Flame Retardant fabrics.



Avery-Boardman, one of America's largest manufacturers of custom sofas and sofa beds, gives you two important advantages. By buying direct, you get the best pricing and the best delivery. Plus elegant styling, traditional to contemporary.

AVERY BOARDMAN, LTD., D & D Building, 979 THIRD AVE., New York, N.Y. 10022 (212) 688-6611 PACIFIC DESIGN CENTER, SPACE 365, 8687 MELROSE AVENUE, LOS ANGELES, CA 90069 Circle 78 on reader service card

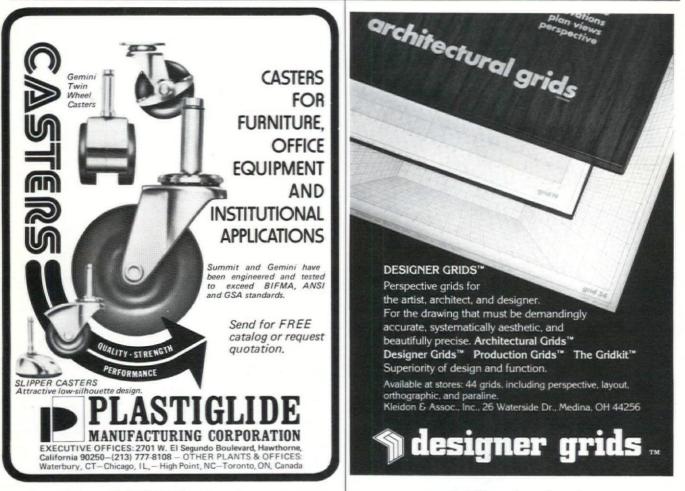


LOW HEAT RADIATION IS LAMP FEATURE

Two new low voltage PAR 36 light fixtures are now available from **Lighting Services Inc.** Called the 12-volt 35 series and 5.5-volt 36 series, units are miniature versions of existing PAR 46 30 series and offer low power consumption, low heat radiation, and integral tempered spring holders for use with accessories and color filters. **Circle No. 345.**



MARBLEIZE CHINA BATH FIXTURES FOR ORNATE LOOK Marbleized vitreous china bath fixtures from Kohler are created with a permanent decal process. When combined with brass accent pieces such as faucets, fixtures provide elegant bathroom environments desired for hotel and restaurant installations. Circle No. 328.



Circle 89 on reader service card

Circle 90 on reader service card

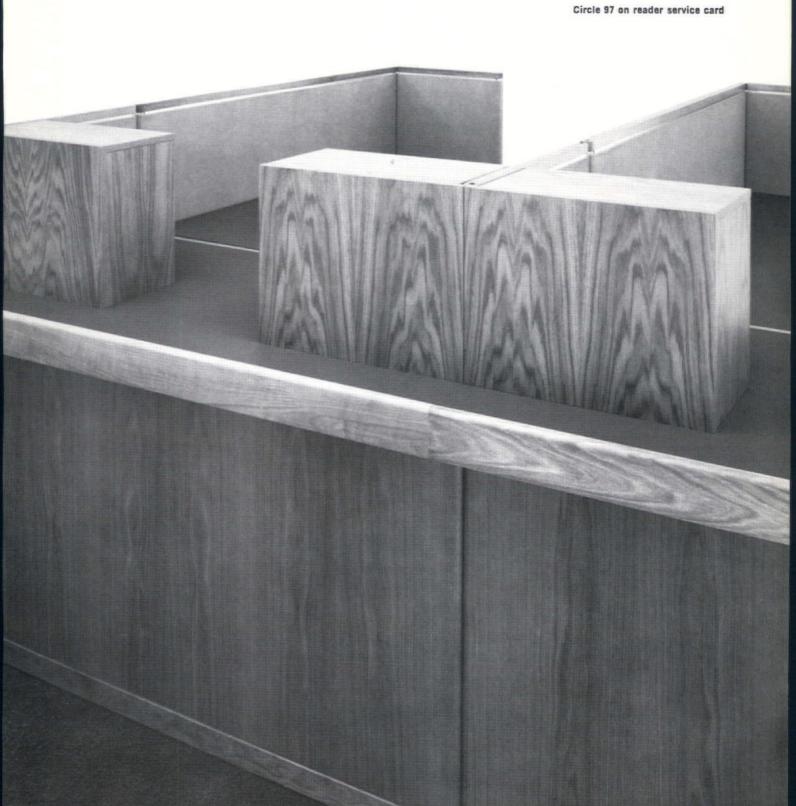
danwood

Transaction systems

Danwood transaction systems represent an exciting new concept in banking interiors. Made of the finest hardwoods, these durable components present an image of quality and security. Yet they provide additional design flexibility that custom-built transaction stations cannot offer. With the Danwood system, you are free to create each branch interior using only what you need to meet current requirements. Extra stations can be easily assembled and added as they are needed. That's the kind of adaptability that can save you

time, money and manpower. Combining design flexibility with the finest possible materials, Danwood systems set a standard of elegance and value that you won't find anywhere else.

Danwood 206/485-8524



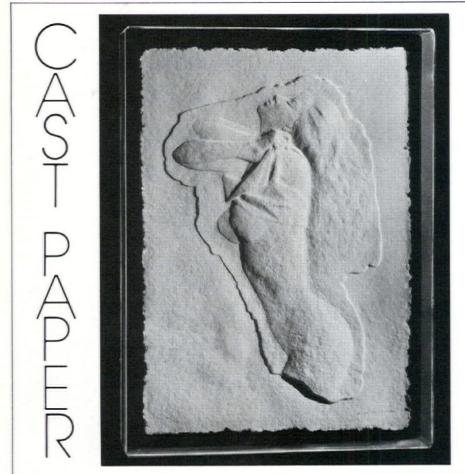


USE HARDWOOD CHAIRS IN A VARIETY OF SETTINGS

Jack Lenor Larsen expanded its conference seating line. One addition is the sharply silhouetted chair (pictured). Designed by Ernst Dettinger, hardwood construction makes chairs durable for use in a variety of settings. Upholstery and tapered wood add interest. Circle No. 211.



SPECIFY BEVELED TABLE EDGES FOR UNIQUE LOOK Krueger's "45" table features beveled hardwood edges, oval tubular legs, and a beveled frame. Designed by Tom Tollenson, tables are offered with hardwood or black plastic laminate surfaces surrounded by metal frames in black powdercoated finish. Circle No. 347.



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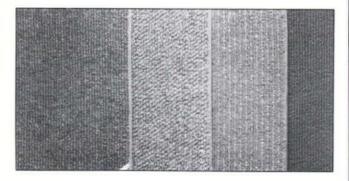
HIGH-IMPACT PLASTIC FEATURED IN TABLE

Gold Medal offers a new white, round-top table made of high-impact plastic laminate. Base is of hardwood with satin-varnish finish. Designed to coordinate with firm's director chairs, it stands 28-in. high. **Circle No. 389.**



AVOID WORN OUT CARPETS WITH CHAIR MAT

Custom-size oak parquet chair mat from **Angus-Stuart** prevents premature wear in carpets as chairs are moved over flooring surface. Chair mat is static-resistant and is offered in eight standard finishes. **Circle No. 351.**



COORDINATED TEXTURES EASE CARPET SELECTION

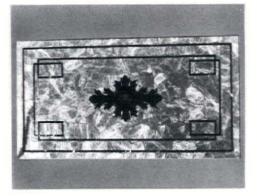
Designer X series from Hallmark Carpet Mills consists of four inter-coordinating carpet colors and textures for commercial interiors. Constructed of Anso IV HP nylon fiber from Allied, carpets are soil- and stain-resistant and feature anti-static protection. Circle No. 346.

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Call Marlene Soule for more information 212/922-1133

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CONTRACT'S Construction Lead Service Bringing Specifier/Buyers And Suppliers Together



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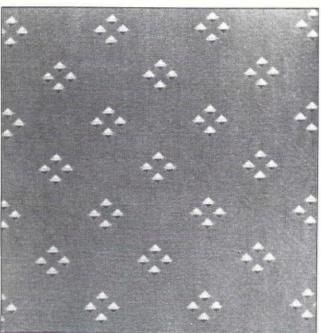
CONTRACT advertisers get key details such as name of job, type of project, location, purchase deadlines, projected budget, type of furnishings, name of contact and

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ENGLISH TAPESTRIES INFLUENCE JACQUARD DESIGNS Five jacquard patterns from **Manuel Canovas**, which were influenced by tapestries seen in English castles, are now available. Included is "Anna" (shown), a 51-in. wide, 74 percent rayon/26 percent cotton fabric in five colorways. **Circle No. 353.**





December CONTRACT: Store & Shopping Center "Executive Buyer Edition"

Read by 5,000 Planners, Developers & Managers Of Stores, Chains & Shopping Centers In Addition To Regular 29,000 + Specifier/Buyer Audience!

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For Advertisers: Direct ad impact on more than 33,000 contract specifier/buyer and end-user decisionmakers, including 5,000 store/shopping center planners, developers and managers.

The December CONTRACT Store & Shopping Center "Executive Buyer Edition" delivers practical, pertinent information on store/shopping center planning, design, furniture and furnishings...gives advertisers effective product exposure to more than 29,000 all-contract specifier/buyers, plus 5,000 leading buying influentials and end-users at stores, chains and shopping centers.

December Ad Deadlines: November 10, orders: November 15, film; November 19, inserts.

Upcoming "Executive Buyer Editions"

February: Health Care—Specialized health care data, plus extra circulation to 5,000 health care executives. Space closes Jan. 10

April: Hospitality/Restaurants—Specialized contents, plus extra circulation to 5,000 executives at hotels, restaurants, etc. Space closes March 10.

June: Government—Government installations, plus extra circulation to 5,000 government purchasing executives. Space closes May 10.

August: Commercial Buildings-

Remodeling editorial, plus extra circulation to 5,000 commercial building owners and staff executives. **Space closes July 10.**

October: Banks—Top bank projects, plus extra circulation to 5,000 bank presidents and board chairmen. Space closes Sept. 12.

November: Offices—Specialized editorial, plus extra circulation to 5,000 office managers/facility planners. Space closes Oct. 11.

A Gralla Publication/1515 Broadway, 24th Floor, New York, NY 10036/212-869-1300

Circle 106 on reader service card



EXOTIC PLANTS ARE FOCUS OF ATRIUM GARDEN

Chem Court, Chemical Bank's world headquarters building, New York, features an exotic atrium garden complete with multiple varieties of tropical plants. Designed by John Mini Indoor Landscapes, winner of five awards in the fourth Interior Plantscape Association Competition, plantings include Bambursa Vulgaris ranging in height from 5- to 35-ft., planted in clumps to create a bamboo forest. Leaves of 10- to 12-ft. Dizygotheca Elegantissima form a canopy over ground cover of Birds Nest Holly and Boston Fern. A centrally located cascading waterfall forms a reflecting pool along the periphery of planters. Circle No. 321.

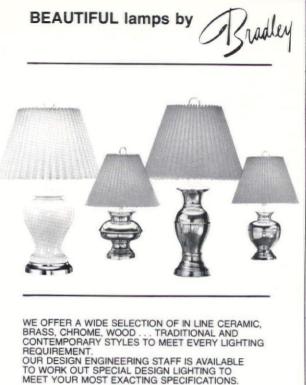


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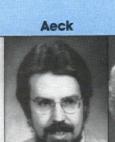
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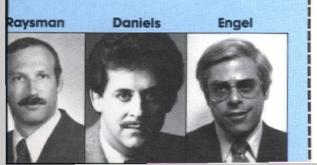
Registration Information:

To register, just fill out the coupon and mail it today to: Gralla Conferences, 1515 Broadway, New York, N.Y. 10036 -or- call Hilary Plunkett, toll free at 800-223-6767 (New York State registrants can call collect at 212-869-1300) to get an immediate confirmation of your registration.

Tuition: \$495 for the first person from a company, \$450 for each additional person from the same company. Tuition includes admission to two-day Conference (seminars, roundtables and exhibits), Conference/take-home materials, refreshment breaks and cocktail reception. Checks or money orders payable to Gralla Conferences.

Cancellations: Full refund of tuition if notified 48 hours in advance of the Conference, No refunds after that time.

Accommodations: Rooms have been blocked at the Halloran House Hotel. All registrants will receive hotel housing forms by mail.



Tax Deduction: Treasury Regulation 1-162-5 permits an income tax deduction for educational expenses (registration fees, cost of travel, meals and lodging) undertaken to (1) maintain or improve skills required in one's employment or other trade or business; (2) meet express requirements of an employer or a law imposed as condition to retention of employment, job status, or rate of compensation. (The IRS recommends you keep a daily record of expenditures in accordance with this regulation.)

For information on exhibiting call Justin LeWand, exhibit sales director, at (212) 391-9111.

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Directory Ad Deadlines: December 15, space; December 20, film; December 24, inserts.

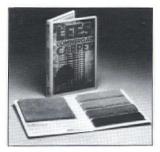
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CATALOGS & BROCHURES



Vertical Collection Book includes samples and literature for Flexalum vertical blinds from Hunter-Douglas. Designed for dealers and specifiers, kit offers a choice of waterfall samples or three-hole punched sample cards. Two three-ring notebook areas provide space for price lists and point-of-purchase literature. Kit can be displayed over the counter or wall-mounted. Circle No. 361.

Dataguard sample book from Lees Carpet includes colorways and specifications for static-protected flooring. Designed for computer rooms and electronic offices, flooring is offered as broadloom as well as modular carpet tile. Circle No. 366.



PowerWall III from Harter Corp. as shown in a new brochure integrates snap-in/snap-out receptacles which distribute power throughout offfice systems without requiring detailed planning or additional cables. Power and communication can be connected before, during, or after panels are in place, thereby easing changes in office layouts. **Circle No. 393.**

"Maintenance Guide For Contract Carpet of Ultron Nylon" was released recently by Monsanto. Booklet overviews routine carpet maintenance procedures, methods for spot and stain removal, spot cleaning equipment, cleaning compounds, and minor carpet repair. Circle No. 394.

Schafer Bros.' Swiss-designed seating systems are outlined in newly released catalogs. Each group is described in a separate brochure and can be stored binder-style. Circle No. 395.

Dunbar's S/4 systems furniture group is described in a new four-color catalog. Included are renderings of various configurations as well as photographs and price list. Circle No. 396.

Open plan systems for management are the subject of a new 20-page brochure from Rosemount. Highlighted are Private Spaces office systems which integrate wire management and power/communication sources within panels. Circle No. 397.

Koko leather collection is shown and detailed in a new sampler from JG Furniture Systems. A transparent finish protects textiles from stain, soil, and fading. Circle No. 398. Circle 110 on reader service card

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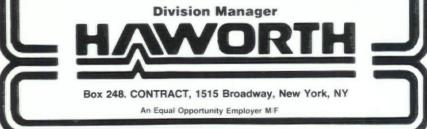
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CONTRACT REPS WANTED—National manufacturers of fine acoustic wall and panel fabrics is seeking experienced sales reps to call on architects, specifiers, dealers and panel manufacturers. Territories now open—California, Texas, New England and Illinois. Qualified representative inquiries from all areas are invited. George Backer, Acoustone, 80 Wythe Avenue, Brooklyn, NY 11211. (212) 782-5560.

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REPRESENTATIVES WANTED

EBCO—Ebenreiter Woodworking Company, Sheboygan, Wisconsin has an opening in the Seattle area for an individual with a proven track record in contract sales to sell its complete line of hotel/motel, residence hall and health care case goods. Reply: Department *M*, 1221 Erie Avenue, Sheboygan, WI 53081, (414) 458-8731.

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REPRESENTATIVES WANTED

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All inquiries will be handled in strictest confidence. Reply Box 247, CONTRACT, 1515 Broadway, New York, NY 10036.

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DEADLINE: First of the month prior to publication **RATES:** \$52 per column inch (approximately 58 characters to a line. 7 lines per inch). All copy is pub set at no charge. For blind box number, please add \$5.00.

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