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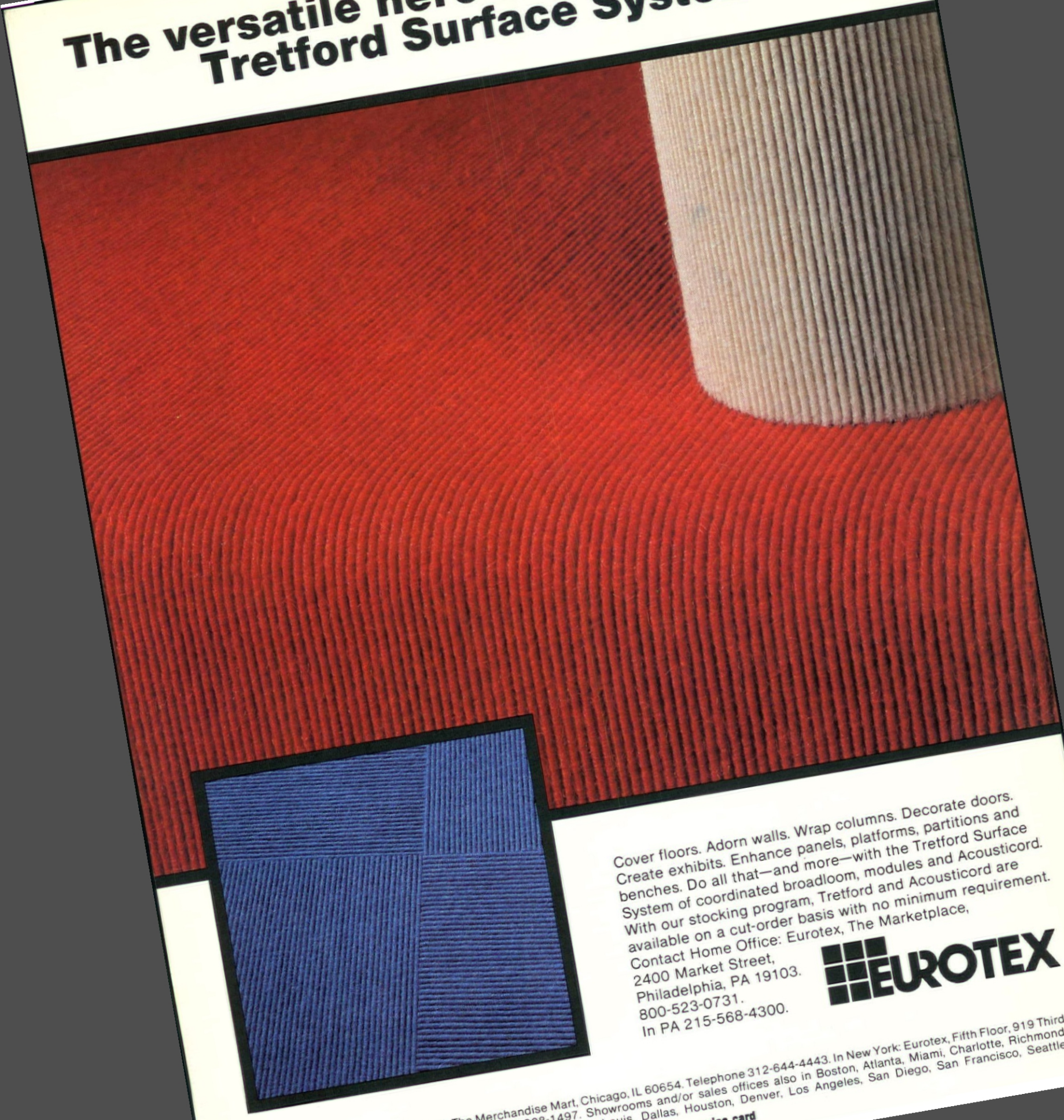

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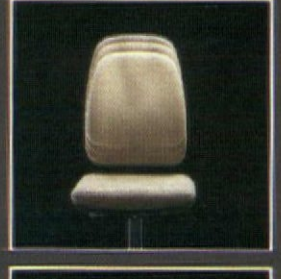

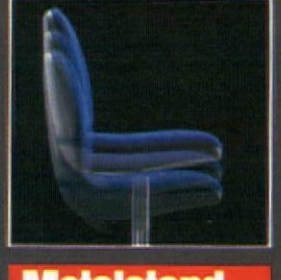

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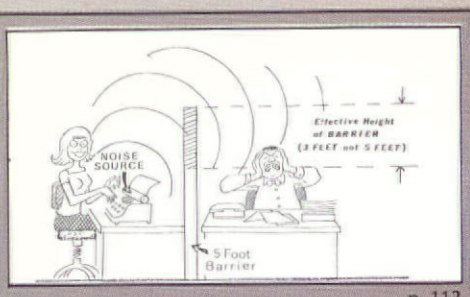

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Cover—Power management gains importance with growth of open plan. How the two interrelate is explored in this issue, as seen in cover design by graphic artist George Koizumi.

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Contract

Vol. 25 No. 7

August: Remodeling—outstanding installations. Quick-Ship Furniture Directory—listing of contract furniture/furnishings manufacturers and their quick-ship programs. Who's Who In Contract Design/Midwest—CONTRACT's 8th census of architects/designers/in-house designers and the work they are doing. Product reviews: Ceiling Systems and Ceramic Tile for floors and walls.

September: Computer-Support Furniture Directory—Complete listing of manufacturers and their products. World of Executive Desks—comprehensive look at the executive workplace including desks for top-level executives. Designer's Saturday Preview—Overview of product introductions plus map and guide to this New York City showroom event, October 13-15. NOPA Show Preview—Advance coverage of exhibitors, program and products for the National Office Products Assn. Show, Chicago, September 28-October 2. Orgatechnik Preview—Early look at Cologne Furniture Fair, October.

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LETTERS

West Week coverage successful

Dear Editor: On behalf of Harbor-Benedetti, and as a member of the Executive Committee of PDC II, I want to thank you for the truly wonderful coverage which CONTRACT afforded our West Week program (p. 106, February CONTRACT).

We all worked very hard throughout the year to make the West Week program a success, but our efforts would not have been nearly so well-rewarded without your very favorable publicity. You helped us bring our story to your readers and provided the excitement and exposure which made West Week successful.

JOHN M. COLEMAN
President
Harbor Universal Inc.
Los Angeles

On loss of industry friend

Dear Editor: I was shocked to learn about the death of an old industry friend, John Buglisi of Herman Miller.

John was a blend of logic, humor, humanity. And, for those who knew him, that was only a small part of what he was all about.

Rarely in our industry have I found a more splendid person whose knowledge, loyalty, and devotion to ideas, products, and people was so well expressed. He enriched the lives of all the people who knew him, and his memory will remain with us forever.

FRED KASS
Director, Interior Design
D.P. Facilities Inc.
New York

Praise for Sheraton story

Dear Editor: The Sheraton-Sand Key article (p. 106, April CONTRACT) was entertaining, informative, and witty—a delightful combination. It was amazing how much information you packed into the article without losing the light, bright feeling. I am sure that readers will certainly finish the article because it is so interesting.

Please note that the critical path method chart shown on p. 109 should be credited to Niles Bolton, as should the detail of the raised level arch.

MARRE D. STEVENS
Industrial Marketing Strategy
Sheraton Corp.
Atlanta

ERRATA

The Scott Group carpet in the DC/DC section of April CONTRACT is depicted in an installation at the Gerald R. Ford Presidential Museum, Grand Rapids, Mich., and was printed with permission of the museum.

Kron U.S.A., featured on p. 262, May CONTRACT, was incorrectly identified as Kron S.A. In addition, the company does not import from Italy, but manufactures in its Ft. Lauderdale, Fla. facility.

Correct listing for Design Printery fabrics shown in April CONTRACT appears in the Products & Services section of this issue.

NEOCON CHANGES

Domore Corporation's NEOCON introduction was incorrectly listed in May CONTRACT. The firm's latest line is the 2R Office System.

Boris Kroll's fabric line woven with lurex was incorrectly identified in May CONTRACT as the firm's Island Cloth.

Rosemount executives appearing at NEOCON included James Thompson, vice president of marketing and sales, and Thomas Canfield, president. Their names were inadvertently reversed in May CONTRACT.

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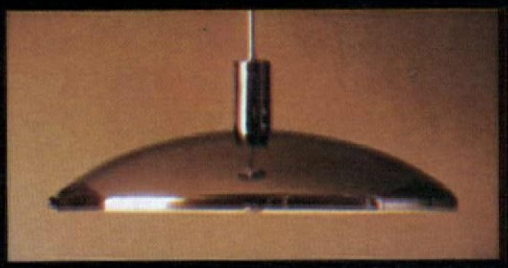

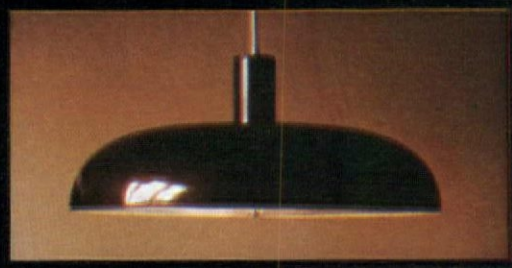

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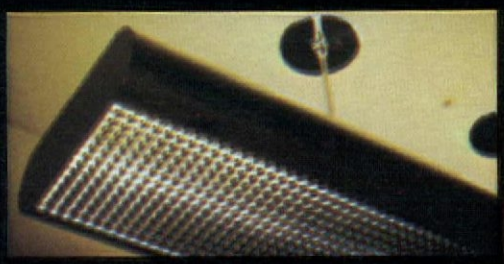

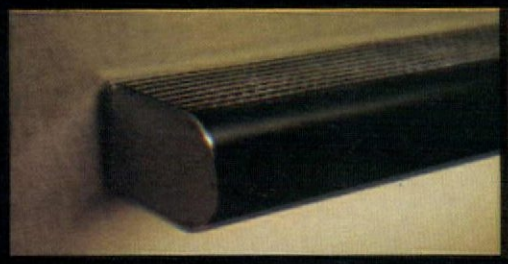

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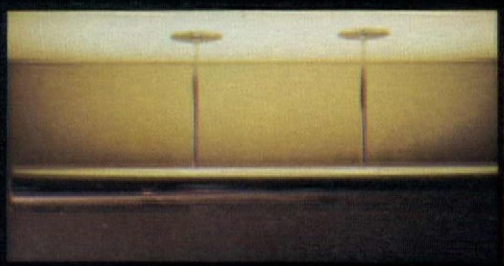

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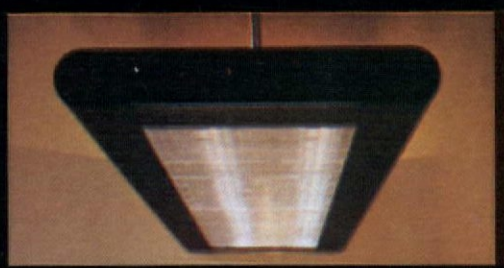

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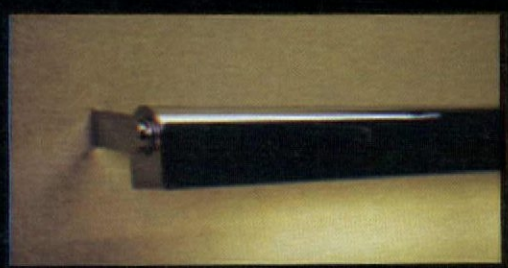

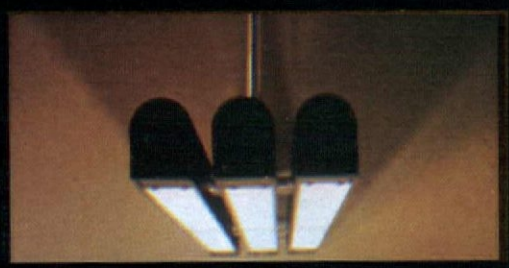

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ASID forms Media Information Center; first project tracks industry growth

New York—A new, centralized source for information on all aspects of the interior design industry has been formed by the American Society of Interior Designers (ASID). Called the Media Information Center (MIC), the new division will function as a news-gathering and research bureau to track design market trends, industry demographic shifts, and ongoing space planning projects.

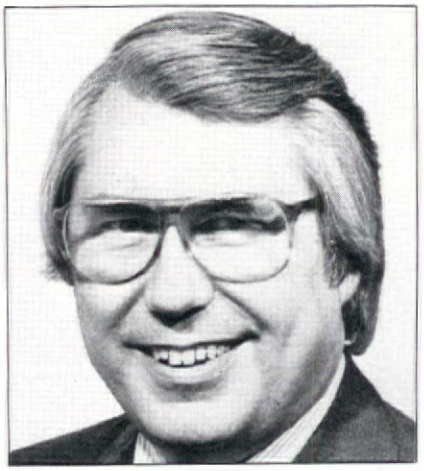
Five components comprise the MIC. Its News and Editorial Bureau monitors significant design industry developments topical to the media and industry audiences. The MIC Business Research Bureau will maintain up-to-date records of ASID professional members and business leaders and the activities in which they are involved. Two recently completed surveys focus on growth and change within the space planning business and an overview of top-level corporate design projects.

ASID Publications will keep track of materials published on the interior design market. This data is to be stored in the ASID library.

Survey shows market up 32 percent

The ASID/MIC Data Base will provide listings of over 12,000 ASID professional designers classified by region and areas of expertise. In addition, it will maintain up-to-date statistics on ASID's Survey of Significartt Interiors.

Finally, the Local Market Support Program will aid the media in gaining access to information on regional design trends and developments.



According to ASID president-elect William Richards Whaley, FASID, the 32 percent jump in interior design business reported by respondents to the ASID/MIC survey can be attributed to more renovation in the Northeast, low land costs and utility rates in the growing Sunbelt, and a willingness "to do more with less" in the West and North Central regions of the country.

The first survey undertaken by MIC's Business Research Bureau tracked 2,000 ASID professional members to determine how their roles as interior designers have changed since 1980. According to the random, anonymous survey, which acheived a response rate of 30 percent, two-thirds of designers responding claim that business has increased by an average of 32 percent over the past three years. More specifically, business rose by 24 percent over the past year, according to 63 percent of the respondents.

In the contract area, more than 50 percent of respondents indicated spending more than 25 percent of their time redesigning office interiors to maximize space. This figure signifies a 30 percent rise in such commissions since 1980.

Other data garnered by the survey shows that projects which focus on increasing worker productivity have gained importance. Nearly one-half of all respondents credited this area of design with a 34 percent increase over the past three years. Designers are also spending more time on reusing older

(Continued on p. 22)

D.C. politicos participate in Design Center festivities

Washington, D.C.—Shown (from l. to r.) at the ribbon-cutting which marked the beginning of festivities for the recent opening of this city's new Design Center are Steven Smith, president, Joseph P. Kennedy Ents.; Eunice Shriver; and Mayor Marion Barry. The new Design Center serves a $22 billion interiors market that spans five states and represents 10 percent of national industry sales. Approximately 75 percent of the building's 200 showrooms are currently operating. Remaining tenants will commence business throughout the summer and early fall.

In schools:
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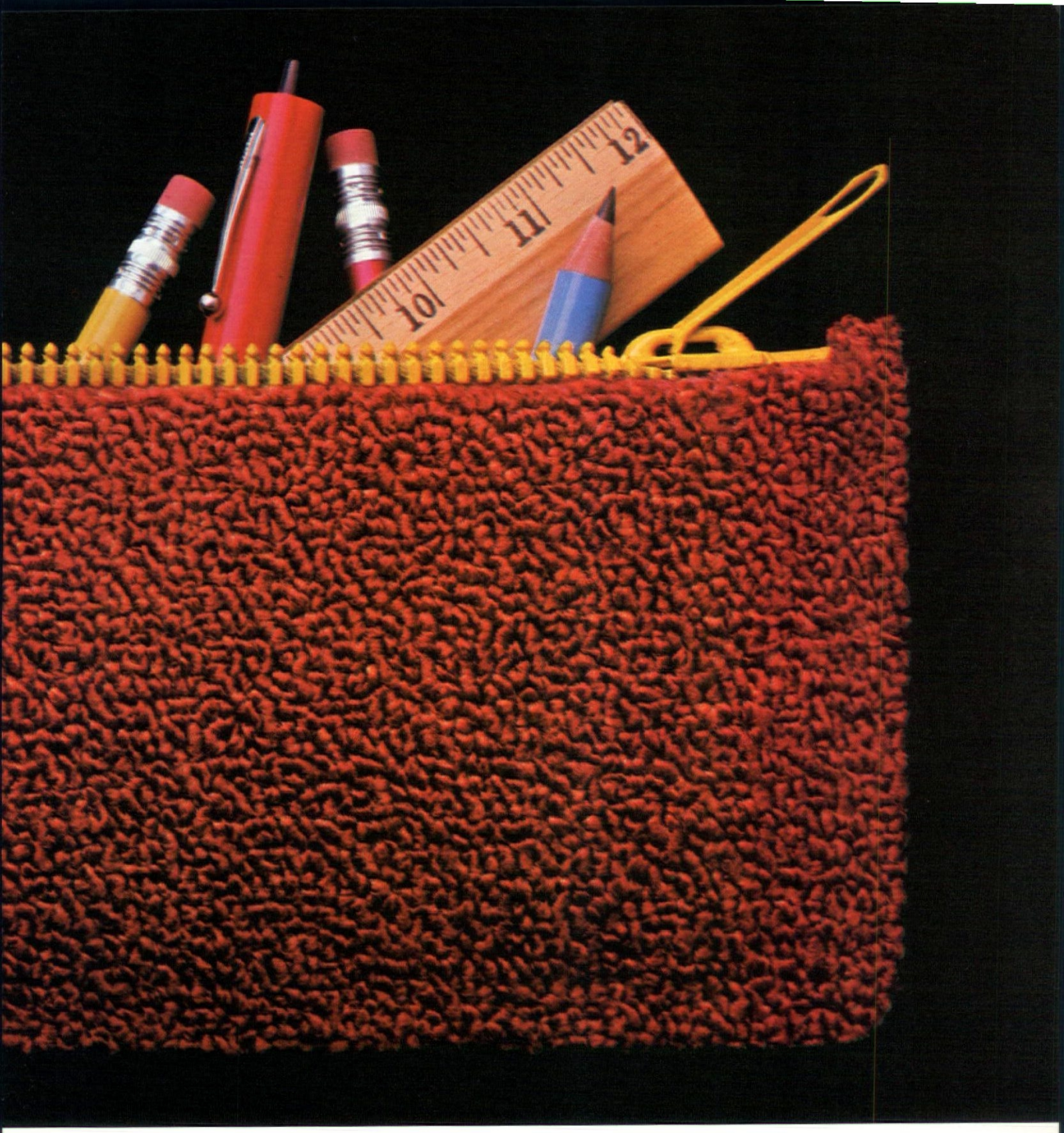

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Carpet consulting arm is now available through Wool Bureau

Atlanta—Information on carpet colors, styles, and constructions as well as advice on how to write carpet specifications is now available through a new carpet consulting service formed recently by The Wool Bureau.

This new, nationwide network of regional consultants based here is available to architects, designers, end-users, mills, distributors, dealers, and wool spinners. In addition to providing the design industry with generic information on wool carpets, it also offers sales training, seminar programs to industry organizations, sales meetings, and one-to-one customer calls with designers, dealers, and manufacturers.

The new service brings together five consultants with varied backgrounds in the design field. Each will cover a specific region of the country.

Patrice White, former stylist with Trend Carpets, will cover the Southeast from The Wool Bureau's Atlanta office.

Tamara Lee Leonard, Northeast representative, served as specifications and project coordinator for Paul Singer Floor Coverings, a commercial floorcoverings contractor located in California. She will be based in The Wool Bureau's New York office.

Shown (from l. to r.) are members of The Wool Bureau's new carpet consulting service and Wool Bureau executives. They are Peggy Jonas, Wool Bureau contract marketing manager; Sally Klein, western consultant; Tamara Leonard, eastern consultant; Vincent A. Murdico, director of marketing carpets; Patrice White, Southeast consultant; Dorie Coburn, Southwest consultant; and Nancy Gilbert, Midwest consultant.

Dorie Coburn, ASID, former Dallas sales representative for Jim Wylie & Co., Dallas, will cover the Southwest from her Dallas office.

Western territory will be served by Sally Marie Klein, a colorist/designer with marketing and merchandising

(Continued on p. 26)

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by Michael Saphier

FOR CONTRACT MAGAZINE

"It's one of a number of experiments we're making with ideas for task lighting."

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Shown: Kaleidoscope available in 14 colorways.

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Adagio designed by G. Vander Wood

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QUALITY BY DESIGN

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AIA opposes House Committee's planned extension of historic Capitol building's West Front

Washington, D.C.—Strong opposition to the U.S. House Appropriations Committee's recommendation to add office space to the West Front of the Capitol Building was voiced recently by the American Institute of Architects (AIA) at a Congressional hearing.

By a voice vote, the House committee recommended that $70.5 million for the controversial extension be included in the fiscal 1983 second supplemental appropriations bill.

Previously, AIA former president John M. McGinty, FAIA, testified before the House Appropriations Legislative Subcommittee to urge preservation of the remaining, visible facade of the original Capitol building. In his testimony, McGinty noted that the AIA originally proposed restoration of the building 15 years ago. Although projected restoration costs have risen dramatically since that time, the National Trust for Historic Preservation, other members of Congress, and the AIA maintain that restoration could be accomplished for under $50 million as compared to more than $70 million for new construction. But, says McGinty, "The decision to compromise architectural quality should not be based on financial projections alone."

In addition to esthetic considerations, the AIA is concerned with feasibility studies concluding that although the proposed extension calls for 147,000 sq. ft. of new space, only a fraction of that total represents usable space. Notes McGinty, "Congressional meetings have revealed that, at most, only 79,000 sq. ft. of net usable space will result from extension of the West Front.

"The proposed extension would also run contrary to public outcry against building expensive Congressional office space at this time. The Capitol building is more than an office. It is a symbol of our nation and its history. It should not be victimized by a purported shortage of office space when other alternatives exist," McGinty concludes.

AIA names 94 fellows

A total of 94 AIA members were advanced to the College of Fellows during the organization's recent convention in New Orleans. In addition, the organization named 11 honorary fellows.

Fellowship in the AIA is conferred on members of 10 years' standing who have made significant contributions to the architectural profession. Areas of practice include architecture, construction, design, education, government, industry, historic preservation, research, public service, and urban design.

Honorary fellowship is reserved for architects who are not U.S. citizens and do not practice in this country.

Honors, awards bestowed

Other honors bestowed at the recent convention included the 1983 Honor Awards which went to 11 architectural projects ranging in scope from a vacation home on Block Island, R.I. to a Saudi Arabian airport.

Additional awards went to The Price Tower, Bartlesville, Okla., a landmark high-rise structure designed by Frank Lloyd Wright. This structure received the AIA's Twenty-Five Year Award, recognizing architectural design of enduring significance.

Awards for Excellence in Library Architecture were bestowed on the Seeley G. Mudd Library, Yale University, new Haven, Conn.; Thousand Oaks Library, Thousand Oaks, Calif.; Dana Addition, Case Library, Colgate University, Hamilton, N.Y.; Jefferson Branch Library, Cleveland, Oh.; and Cushwa-Leighton Library, St. Mary's College, Notre Dame, Ind. Architects for these projects were Roth and Moore Architects, New Haven; Albert C. Martin & Assoc., Los Angeles; Herbert S. Newman Assoc., New Haven; Robert A. Barclay & Assoc., Cleveland; and Woolen, Molzan & Partners, Indianapolis, respectively.

Also recognized was the Washington Metropolitan Area Transit Authority for the Washington Metro System, winner of the 1983 Institute of Honor for a project.

Institute Honors were also bestowed on Knoll International, New York furniture and furnishings manufacturer; the late Fazlur Khan, Chicago structural engineer; Missouri Gov. Christopher Bond, for his support of preservation and re-use of the landmark Wainwright Bldg.; and Paul Stevenson Oles, AIA, architect, artist, teacher, and author of the internationally acclaimed textbook *Architectural Illustration: The Value Delineation Process.*

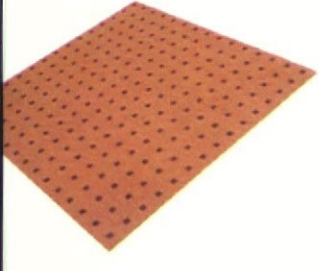
N.C. Governor presents safety award to Alma Desk Co. for low accident record

High-Point, N.C.—*North Carolina's Governor, James B. Hunt, Jr. (right), presented a safety award to Alma Desk Co. president Chas. E. Hayworth at a recent dinner here. The firm received the award for its safety record of two million manhours without a loss-time accident–the second time in North Carolina's history that an industry has established this record. Aetna Insurance Co. also presented an award to the firm.*

There's no 'or equal' for performance

Sheehan Design, Inc.: Pam Allen, IBD, ASID, Lynn Sheehan, IBD. Hatfield Halcomb Architects. Jeter Miller, Inc.: carpet Geomap Company, Plano, Texas. Richard Myers photography.

Surfaces: modular carpet tech from Lees



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See how the new Litton Office System makes open planning easy

It's easy to specify
The broad range of available sizes–panel heights from 34" to 84" and panel widths from 12" to 60"–gives you the selection flexibility necessary to handle space planning demands without compromise. Yet, the simplicity of the system means you can have this wide selection without the usual complicated assortment of parts to support it.

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Steel-sandwich panel construction over a honeycomb core makes other systems seem fragile. And every component is fabricated in a highly-automated facility to make this the system you can trust today and count on to last tomorrow after tomorrow.

It's easy to install
Simple panel assembly fits all configurations...no tools needed. Just hook each panel to its post and insert the electrical raceway. Even better, it comes apart just as simply as it goes up.

It's easy to build a complete system
The Litton Office System is just that–a complete office system ready to grow as your needs grow. Panels. Posts. Power and Communications. Panel-mounted Components. Lighting. Plus *a total selection of color-coordinated, free-standing desks, seating, lateral files and accessories.*

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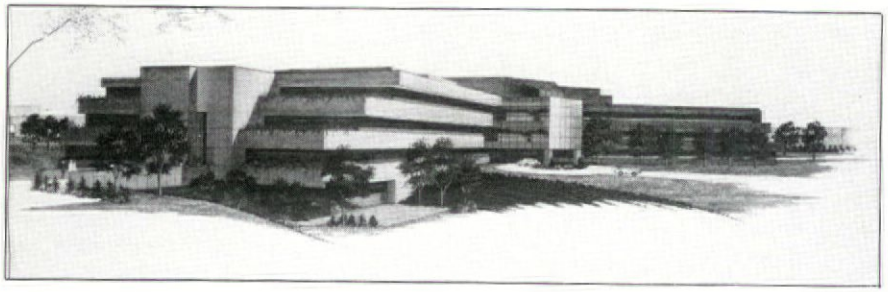
But don't take our word for it, see for yourself. Call Customer Service, (717) 854-1559 for the name of the authorized dealer nearest you. Or write, Litton Business Furniture/LBF, 640 Whiteford Road, PO Box M26, York, Pennsylvania 17405 for complete literature and specifications.

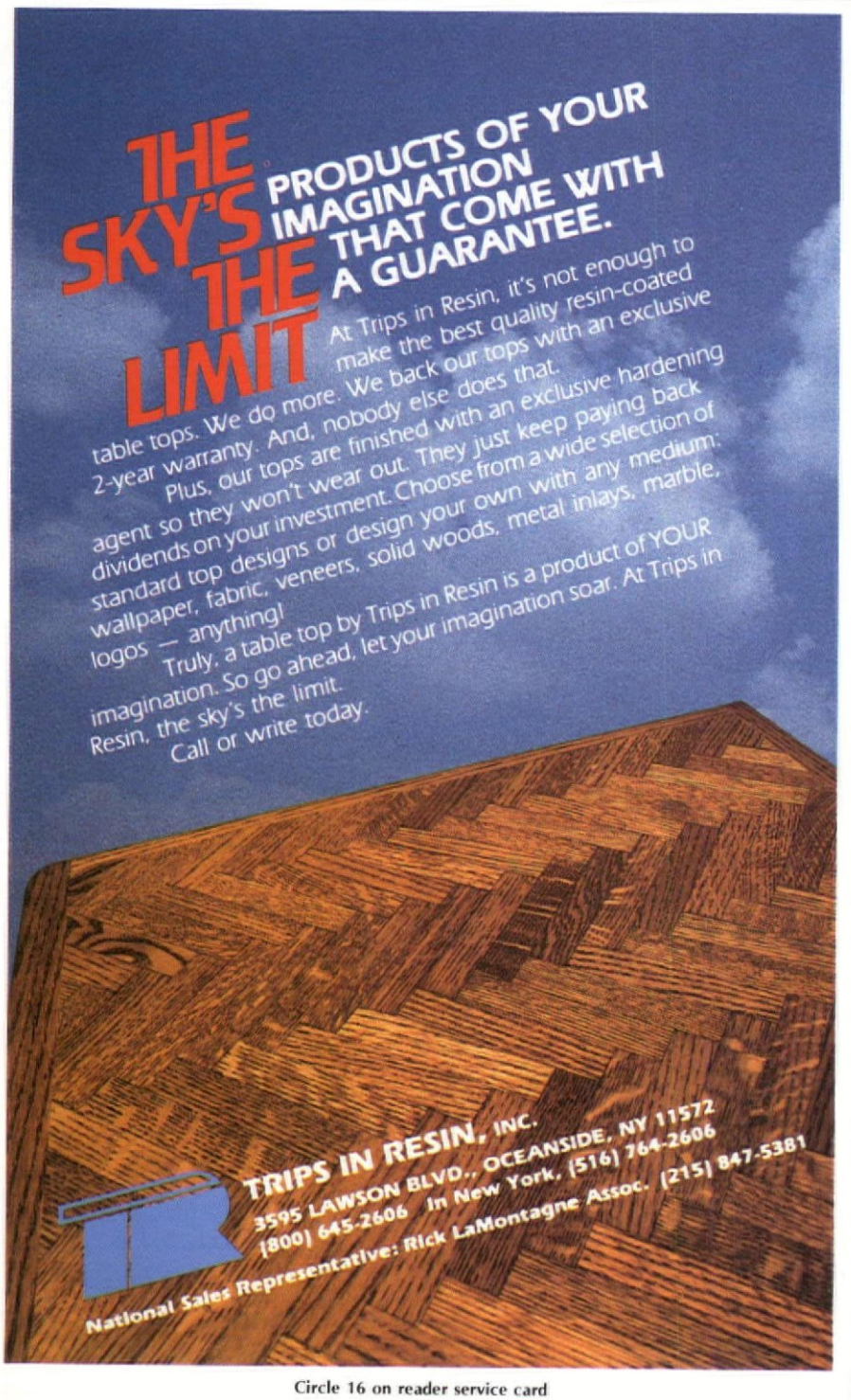
Circle 52 on reader service card

Litton Business Furniture | LBF

Barrier-free design, energy-efficiency accent function at new Steelcase HQ



Grand Rapids—*Designed to exceed all existing codes for barrier-free access and featuring state-of-the-art energy systems, a new headquarters building for Steelcase will set the pace for large-scale corporate construction in this area. Measuring 385,000 sq. ft., the building is the largest single-company office building in Grand Rapids. From an esthetic standpoint, the five-story complex also features a large atrium complete with a three-level waterplane. The waterplane leads to a pool in which is housed a Rosati sculpture. Also included in building design is a theater designed for corporate and community use with seating capacity for 200.*



Circle 16 on reader service card

Re-use up, reports survey

(Continued from p.11)

buildings (one-third report a 60 percent rise); on energy-saving projects (31 percent indicate a 72 percent increase); and on projects that involve computer equipment (42 percent now report a significant rise, as opposed to 22 percent in 1980).

Fire-safety and barrier-free design are two other areas tackled by the study. Time spent on fire-safe projects is up 39 percent according to one-third of respondents, while 25 percent of designers polled reported a 47 percent increase in barrier-free design projects.

South sees most growth

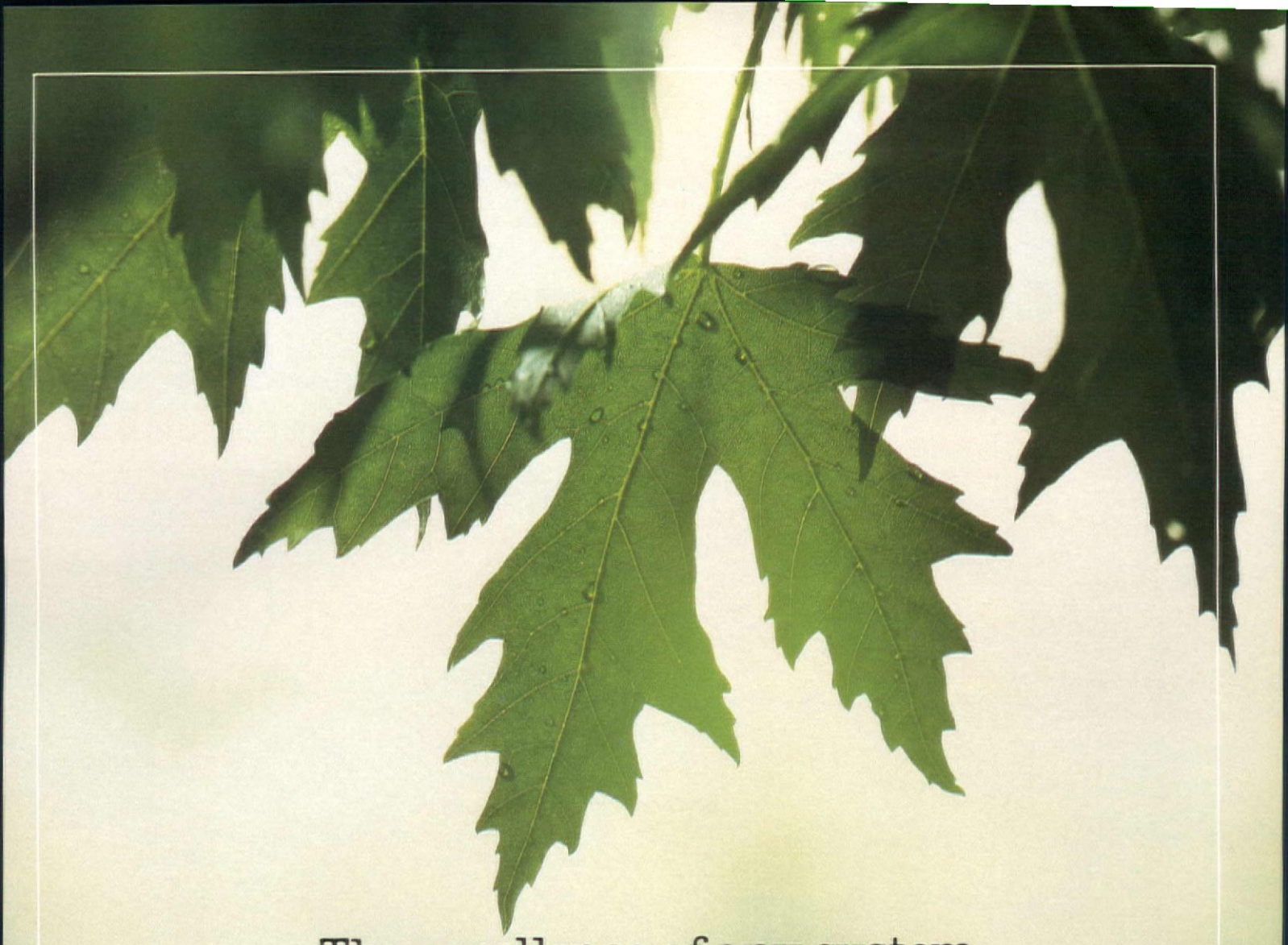
In addition, three-quarters of respondents located in the Northeast report that business increased an average of 29 percent since 1980. Figures for the Southwest are even higher with 67 percent of designers reporting a 36 percent increase in workload.

Business is also up in the West and North Central regions, although both areas lag behind the South and Northeast.

Says ASID president-elect William Richards Whaley, FASID, "The older cities of the Northeast are now looking at old structures and revitalizing. This factor has offset high land costs that tend to decrease design business.

"In the South, business has been strengthened by migration from other regions. This factor couples with lower land costs and utility rates which benefit the construction industry," he notes.

"In the West and North Central states," he reports, "people have realized that they have to do more with less. This means business for interior designers who can help them maximize their design investment."



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Harter I/F is a complete furniture system, created to be more flexible and more adaptable than any office furniture system available before. Each free-standing Harter I/F workstation can stand alone or easily be linked to the next, allowing you to create a limitless range of configurations. The Harter I/F System offers total flexibility in your use of space, precise adaptability to both current and future task requirements, and perfect functional

THE NEW GENERATION OF FREE-STANDING OFFICE FURNITURE DESIGNED SPECIFICALLY FOR THE EVER-CHANGING AUTOMATED OFFICE.

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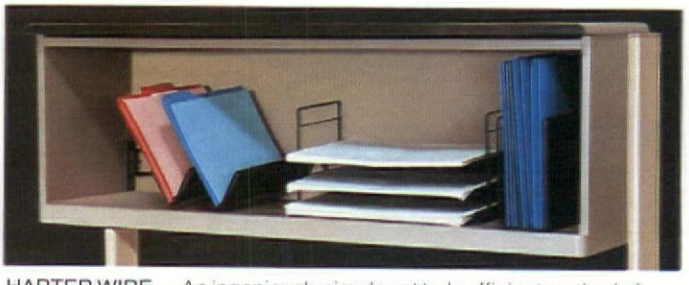


HARTER WIRE — An ingeniously simple yet truly efficient method of document management. Harter Wire can be placed inside the overhead storage or suspended above the worksurface.

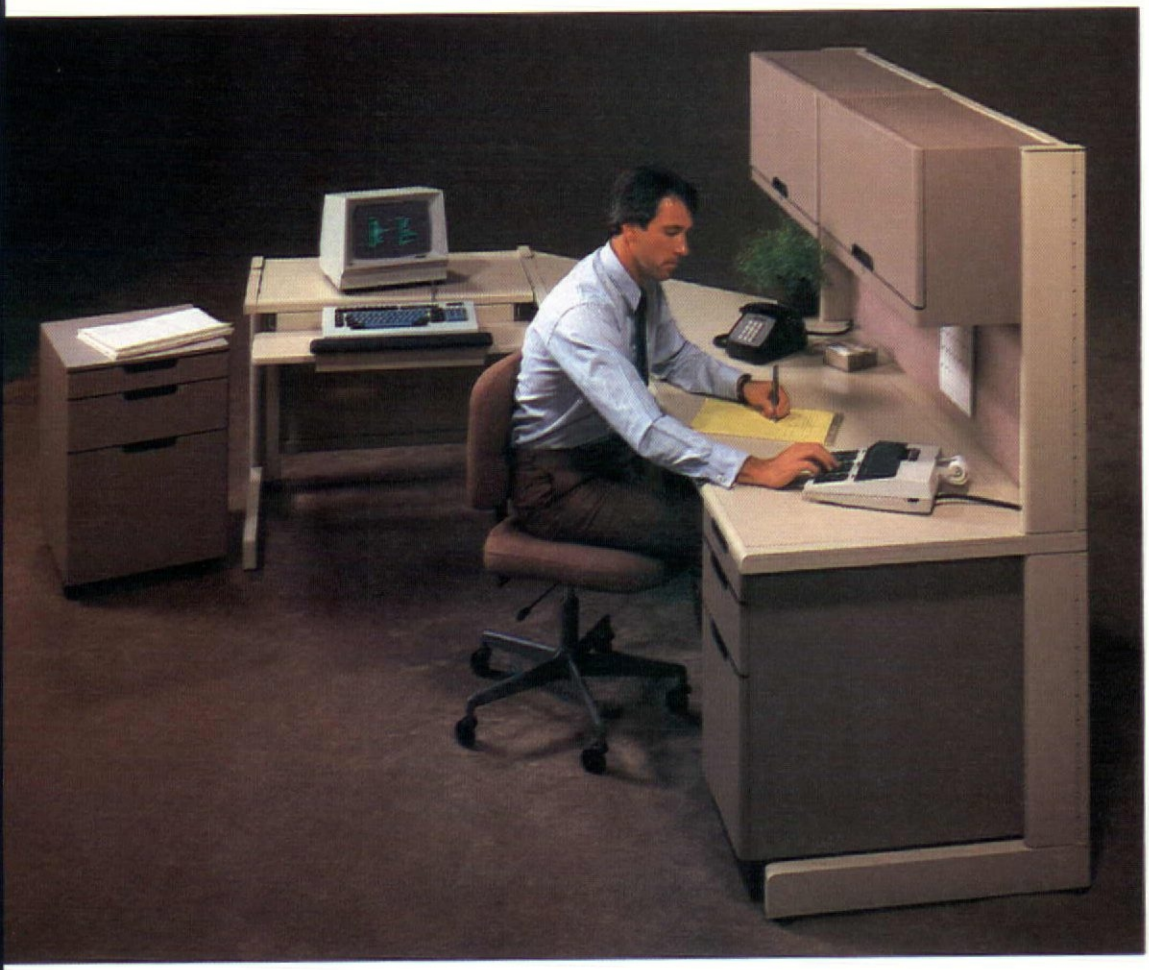
PEDESTAL STORAGE Accommodates all storage needs of today's office through a vast array of depths, widths (e.g. 15" and 19"), and heights that give you unlimited capability to meet every individual's access and filing requirements.

and visual compatibility... no matter how often you rearrange it. And all of these benefits add up to cost efficiencies you never imagined possible.

With Harter I/F, you get the advantages of both free-standing and open plan in one complete system... a system that is designed to accommodate information management systems and the people who use them, including a variety of easily adjustable VDT and printer stands, and a uniquely designed overhead and pedestal program for printout and media storage.

The Harter I/F System. The first furniture system adaptable to the many changes office automation will bring, both now and in the future.

For more information, contact your nearest Harter dealer or Harter Corporation, Sturgis, Michigan 49091, tel: 616-651-3201; Harter Furniture Ltd., Guelph, Ontario N1H6L5, tel: 519-824-2851.



PRIVACY PANELS Visual and acoustical privacy for individual workstations can be enhanced through the use of tackable privacy panels easily inserted between the overhead storage and the worksurface.

TASK/AMBIENT LIGHTING — Both task and ambient lighting are available. Task lighting is concealed beneath the overhead storage, and ambient lighting is stylishly incorporated into the product design.

SEATING — The Harter Corporation provides the largest offering of high performance task seating in the industry. In conjunction with Harter's fabric and color program, Harter I/F, HarterWall and Harter Seating perfectly blend to give you total functional and visual coordination.

WIRE MANAGEMENT/POWER ACCESS Harter I/F's wire management system allows power, communication and signal wires to be laid into a concealed channel at the back of the worksurface. If workstations are linked together, the wires can be passed through from one to the next. Harter I/F also offers optional power access just under the worksurface with the exclusive POWERWALL III electrical system.

ADJUSTABLE VDT STANDS — A variety of adjustability features in VDT and Microfiche reader stands are built right into the system to allow you to satisfy individual task requirements. Also available are options such as a document holder and an adjustable palm rest.

FREE-STANDING PRINTER STAND — Compatible both functionally and visually, the printer stand features a printout storage shelf and slotted surface allowing for continuous operation.

PANEL SYSTEM COMPATIBILITY Also available with Harter I/F is a complete acoustical panel system for perimeter division of a work group and for workstations where even greater visual and acoustical privacy is needed.

HARTERCORPORATION

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"Embarkation," a mixed media on paper made with graphite, pastel, and watercolor, was the winning entry in the third annual Judith Selkowitz Fine Arts Competition. Contest Winner John Houck, a New York artist, will receive a $2,000 cash prize as well as $1,000 in travel expenses for his work. The piece will be placed in a corporate art collection.

Artist wins $3,000 in fine arts contest

New York—A total of $2,000 in cash and a $1,000 travel stipend was awarded to New York artist John Houck in the third annual Judith Selkowitz Fine Arts Competition.

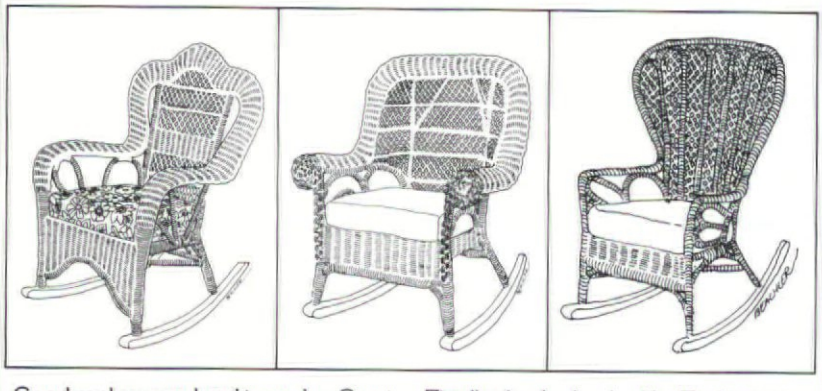
This year's competition focussed on abstract artwork. The winning piece, a mixed media on paper made from graphite, pastel, and watercolor, is titled "Embarkation" and measures 44-in. high by 120-in. wide. It is comprised of eight panels.

Competition judges were William Lieberman, chairman, 20th century Art Dept., Metropolitan Museum of Art; Denise Scott Brown, principal, Venturi Rauch & Scott Brown; Alexandra Anderson, senior editor, *Portfolio Magazine*; artist Jennifer Bartlett; Jonathan Bush, chairman, J. Bush & Co.; and Judith Selkowitz, president, Judith Selkowitz Fine Arts Inc.

Established in 1981, the award is designed to promote artists in the artistic and business communities. Winning pieces are placed in corporate art collectons by the competition sponsor.

Judith Selkowitz Fine Arts reports a 44 percent increase in contest entrants each year. This year 1,000 artists applied.

TYPHOON ROCKERS... STYLE AND QUALITY FOR THE AGES



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Circle 19 on reader service card

Carpet specs targeted

(Continued from p.14)

background in commerical design. Based in Los Angeles, she has worked for firms such as Color Design Art in Pacific Palisades, Calif.

Nancy H. Gilbert, ASID, will cover the Midwest from The Wool Bureau's Chicago office. Her background is in contract and residential furnishings sales, specification, and purchasing.

Says Wool Bureau marketing director, carpets, Vincent A. Murdico, "Each consultant brings to her position a working knowledge of design, combined with practical business background and hands-on carpet experience. These elements put the consultant in a position to serve the many aspects of our industry, from carpet manufacturing to carpet selection.

More information on the consulting service can be obtained by contacting The Wool Bureau, 360 Lexington Ave., New York 10017; 212/986-6222.

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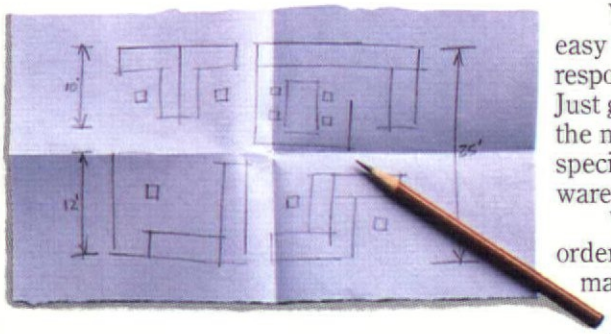

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But with SYSTEM 2PLUS, you can order a complete office environment in a fraction of the time. All required assembly hardware is packaged with your order. So your system arrives complete—ready to install.

SYSTEM 2PLUS gives you other advantages, too. Like more combinations of furniture and panels than any other single system line. An electrical/communications system that's second to none. And delivery times that are typically half the industry average.

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Computer clutter. Or information media as it's formally referred to.

Yes, this mass of input and output media generated by the computer is a real problem today.

As automation has found its way out of the computer room and into the mainstream office, with it comes all its oversized paper documents and odd sized magnetic media. Material that simply doesn't work into conventional 8½" x 11" filing cabinets and components.

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You see, Wright Line has been picking up after the computer since its early years. We've been the acknowledged leader in information media management in the computer room. And now we're the first to address automation's filing needs in the office.

Our unique system of filing devices, cabinets and work surfaces is compatible with all office and systems furniture lines. So now you can specify our products without sacrificing quality or aesthetics.

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Wright Line
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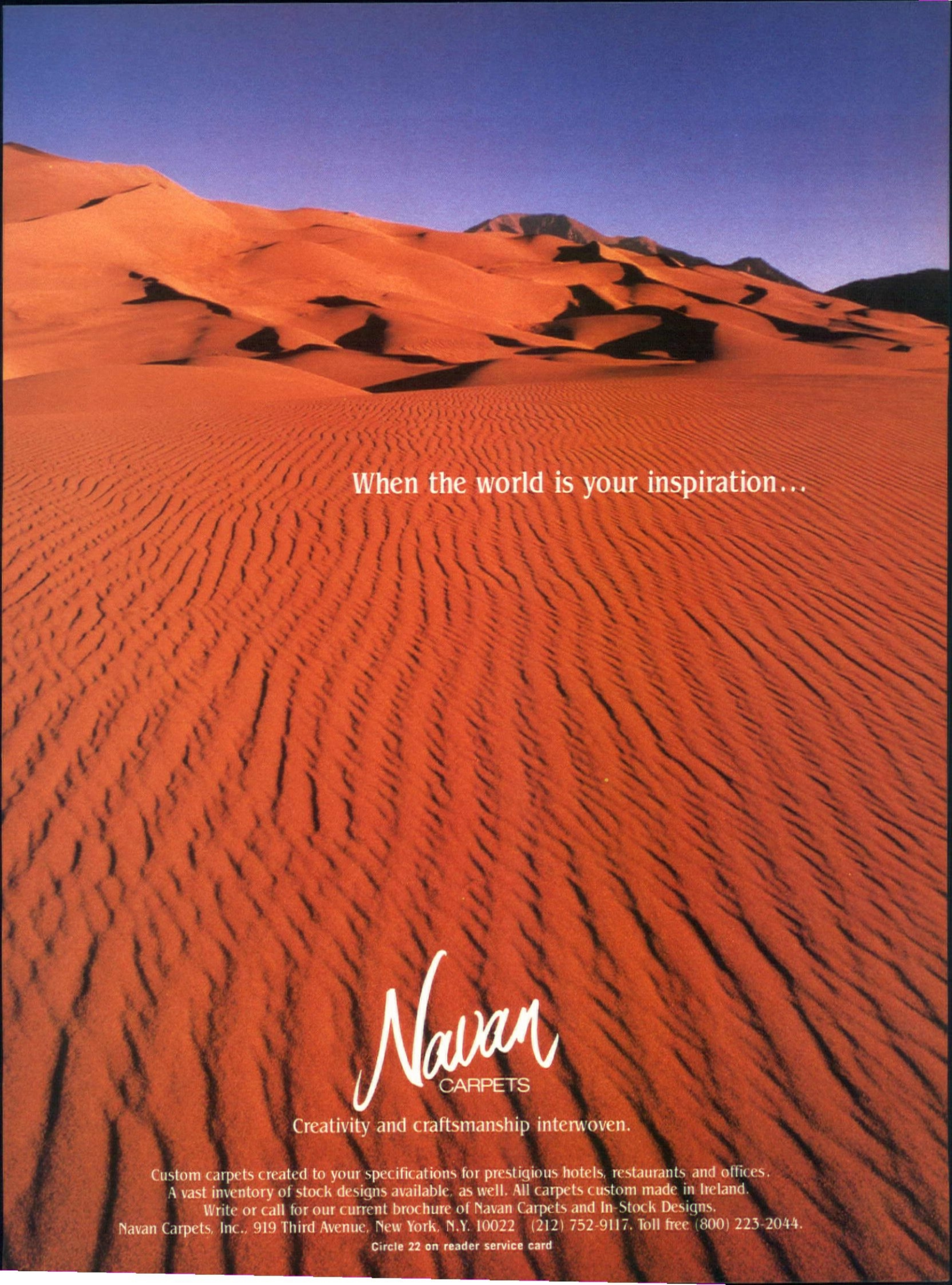
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Circle 22 on reader service card

ICRM management predicts high turnout of int'l participants

Atlanta—American, Dutch, Belgian, and other western European carpet manufacturers will be well-represented at this year's International Carpet & Rug Market (ICRM), July 16-20, according to show management.

In addition, management anticipates heavy turnout of Middle East buyers since this year's market will not conflict with the holy days of Ramadan.

Says Chas Sydney, ICRM manager, "Many Europeans are planning to come shop the market to see what can be distributed in their countries." After meeting with major European buying organizations during a three-week European tour, he reported, "Some Europeans indicated they will definitely buy. They are particularly interested in seminars and accessory displays, specifically those focussing on computer systems which will be part of the Retailers' Business Showcase (RBS)."

Inaugurated during the January ICRM, the RBS is a buyers' service designed by Atlanta Market Center (AMC) event coordinators. It is expected to support retail business operations by presenting resource displays and programs for the various industries represented by the Center. Included in the RBS is information and displays on computer systems and software for furniture and floorcovering retailers as well as other business-related services.

The RBS will be housed in the AMC's 80,000-sq.-ft. second floor display area with international manufacturers and accessory and supplier exhibits. More than 350 exhibitors are expected for the dual market. According to management, there will be more yarnspinners and fiber producers at this show than in past markets as well as a good cross-section of installation materials manufacturers, machinery suppliers, freight forwarders, and shippers for international services.

For more information contact ICRM, Atlanta Market Center, 240 Peachtree St., Suite 2200, Atlanta, GA 30043; 404/688-8994.

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So no matter what your requirements, if you're looking for a shelf of a different color, look to Andrew Wilson.

When you specify Wilson shelving you get expertise. Our distributors are space planning and filing experts, and they are ready to talk to you now.

For more information and the name of our nearest distributor, write, call, or use this magazine's reader response service.

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Circle 23 on reader service card

FIDER awarded $6,000 from design foundation

New York—A $6,000 grant was recently presented to the Foundation For Interior Design Education Research (FIDER) by The Read & Pate Foundation Inc., Dallas. Foundation trustees James Pat Wood, ASID; Russell M. Stanley, ASID; and Robert Hogue, ASID, approved the grant as evidence of their continued support for all FIDER programs and activities.

Founded in 1973, The Read & Pate Foundation was formed by Dallas interior designers, the late Ben Read and Roy Pate, to fund programs of research and study in the disciplines of interior design and architecture.

FIDER is responsible for establishing and administering voluntary plans for accreditation of interior design higher education programs throughout the country. Institutions monitored include two- and four-year colleges as well as post-graduate learning centers.

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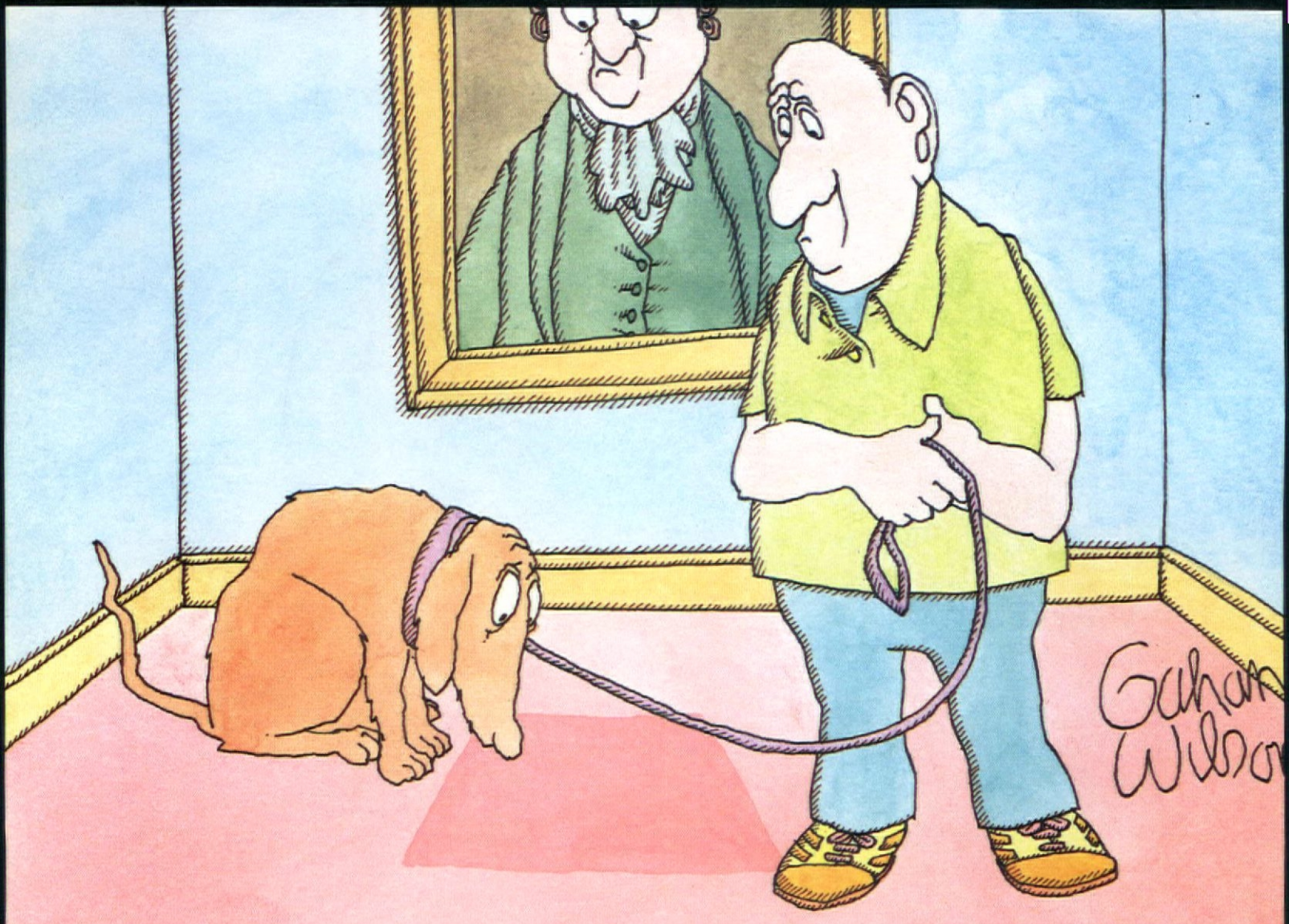
pouliot designs

IF YOU INSTALL CARPET TILES FROM SOMEONE ELSE, YOU'D BETTER KNOW YOUR RIGHTS. AND YOUR LEFTS.



Buy modular carpet from a manufacturer that uses a fusion bonding process, and you'll inherit a problem that'll hound you forever. Because fusion bonding gives you two completely different sets of tiles. They're called lefts and rights or tops and bottoms—and they're a hairy problem. Despite the fact they're yielded from the same dye lot, they will appear to be two different colors. So if you try to mix them, you'll find they won't match.

J&J free-lay carpet modules give you the flexibility of modular carpet, but never the problems of lefts and rights or even tops and bottoms. Because our exclusive tufted bonding process gives you the color you order in the carpet tile you buy and not a shade of difference.

So with a J&J installation you get a pure modular system, not a mixed breed.

Commercialon® Modules
By J&J Industries, Inc.

J&J Drive, Dalton, Georgia 30720, 1-800-241-4586. In Ga. (404) 278-4454.

DUPONT Antron®

Circle 24 on reader service card

Knoll On business and its need to adapt

One of the great strengths of any successful business is its ability to change. The movable office system is a prime example.

Companies all over America are using modular furniture systems because they provide the flexibility to put the right people together at the right place for a specific project. And then to change again for the next project.

The trouble is, too often companies have been paying too big a price to move the movable office system; in dollars, in lost productive time and in disruption of the work environment.

The Zapf System from Knoll is changing all that. Lightweight, rigid and modular, the Zapf System can adapt to your changing needs with an absolute minimum of lost work time. For example, a Zapf independent station can be moved during a coffee break without so much as a sheet of paper being removed from a typewriter.

Knoll International, The Knoll Building, 655 Madison Avenue, NY, NY 10021. For information call 1-800-221-2665.

Circle 50

Marketing arm for computer services formed by Steelcase

Grand Rapids—A new group targeted toward developing and marketing a broad range of computer-assisted office planning and facility management programs has been formed by Steelcase. Called Environmental Support Services (EES), the group is comprised of marketing and training specialists working in a range of computer-related areas.

Says Clifford O. Boyce, Steelcase vice president and marketing director, "This department's mission is to bring to the marketplace computer-assisted programs that will aid space planners and Steelcase dealers in the planning and management of efficient, contemporary office environments."

Two programs are already offered by the EES group. The Survey Analysis Program provides office designers with booklets and interview sheets that aid in pre-design data collection. Completed materials are submitted to Steelcase for computerized analysis. Comprehensive reports documenting work patterns and departmental relationships are returned to designers within five days.

Design Program, the second service, makes available to specifiers Intergraph hardware and software, which can be used to design office environments. Steelcase product symbols are standard elements of the system. System users can add other manufacturers' products to the database as required.

Soon to be available are a computerized lighting visualization program and other computer services geared toward design, analysis, and management of office environments.

Steelcase has also opened a new 5,500-sq.-ft. facility dedicated to training personnel in computer-assisted design and planning fields.

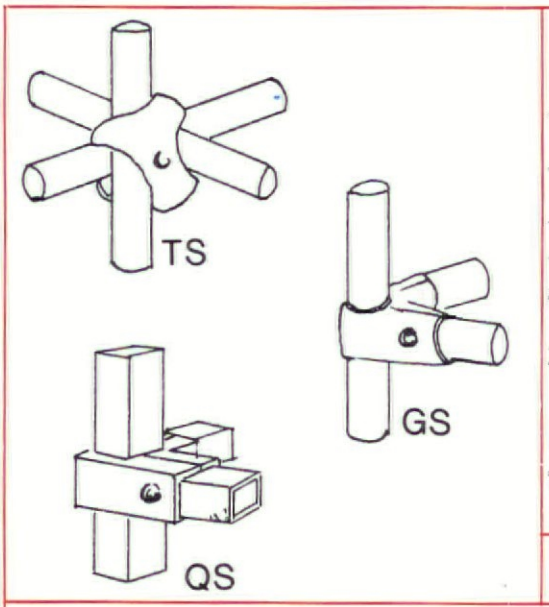
100 students attend fifth annual career day at New Jersey design firm's offices

Princeton, N.J.—A group of 100 area students and their parents turned out for the fifth annual career day sponsored by local design firm, The Hillier Group.

Students were shown slide presentations on the history of architecture, toured the facility, and met individually with working architects and interior designers. Representatives from New York Institute of Technology, New Jersey Institute of Technology, Pratt Institute, the University of Arkansas, Mercer County Community College, Howard University, Kent State, and Temple University were also on-hand.

Developed to increase students' exposure to working design professionals, career day has proved to be a valuable resource for aspiring space planners.

Says Hillier Group president J. Robert Hillier, "Since we began offering career day, many schools have instituted in-depth career counselling programs for their design students."



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Whether you require a small fixture unit, or a complete custom interior, you should take advantage of our complete design service.

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Your design ideas coupled with our engineering and manufacturing capabilities—can achieve cost effective solutions to the problems posed by today's electronic equipment.

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You make the statement, we give you the vocabulary.

Imagine. Then let Haworth office interior systems afford creative expression.

If you wish to say "functional", yet round a few corners, our broad vocabulary of system panels, lighting, seating and componentry speaks well of you. A wide range of colors, fabric and texture options make yours a distinctive statement.

And for your authoritative expression, Haworth planning aids interpret nicely. We help you articulate with swatch kits and color selectors, templates, educational programs, product and planning support literature.

Send for your "Haworth Designer's Package" today: Haworth Inc., One Haworth Center, Holland, MI 49423.

HAWORTH

We're listening to you.

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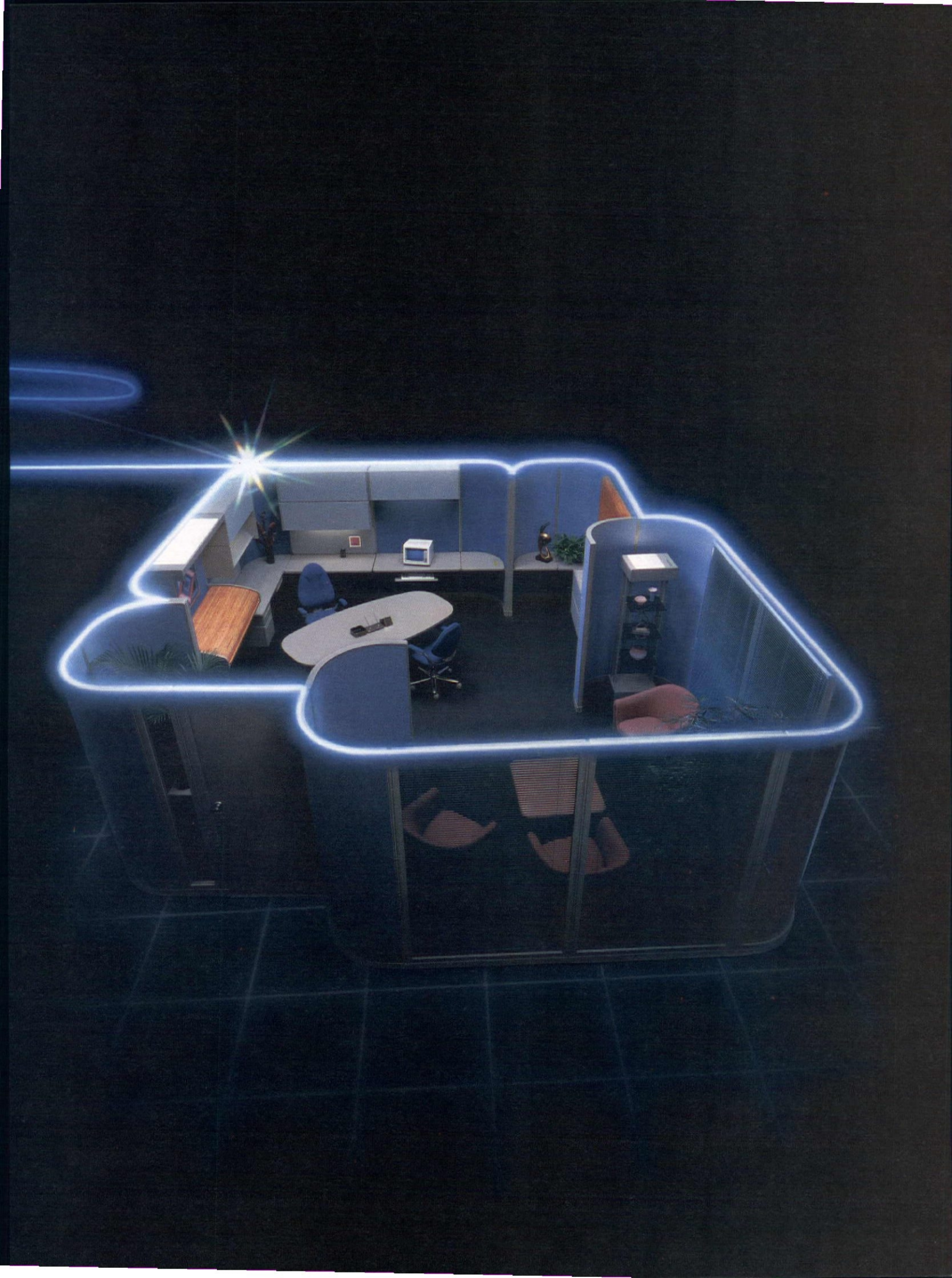


SYSTEM RESPONSIVE

Addressing the Need for Flexible Storage.

Storage requirements are always changing – new technology, tools, work styles and functions, and the need for more printed data means that storage units once used for a single purpose will usually be required for another.

American Seating's System R responds to this requirement with a universal cabinet, combining the minimal number of well-designed and engineered hardware elements for the maximum number of storage formats...from open shelves to closed flipper door units, lateral hanging files to an almost limitless variety of horizontal and vertical space divisions. And, no storage unit need ever be permanently dedicated – functional change is always timely.

The result is totally flexible storage – responsive to the growing and changing business organization – American Seating's System R, for responsive facilities now...and in the future.

American Seating

901 Broadway, N.W.
Grand Rapids, Michigan 49504
800/253-8104 616/456-0600
Telex 22-6326

Circle 27 on reader service card

CONTRACT QUOTES

DESIGN INPUT NEEDED FOR TELECONFERENCING

James Trunzo, AIA
President
Intratec Group Ltd.
New York—

"Video teleconferencing is evolving from a futuristic, corporate status symbol to a useful, cost-effective working tool. High technology is finally coming down to earth. It opens new lines of communication not only between distant locations, but also between points as close as uptown and downtown Manhattan or Beverly Hills and Pasadena. The key to its success is to modify an existing area to accept a teleconferencing facility. By improving the interchange between space planners and teleconferencing technicians, we can achieve effective use of this equipment without sacrificing comfort and efficiency in the work place."

ADVANCE PLANNING CUTS HIDDEN CAD COSTS

Dave Serena
Marketing Dir.
Advanced Computer Graphics Inc.
Milwaukee—

"Computers have a lot of hidden costs, such as training, parts replacement, and the support systems needed long after the system is purchased. Research shows that systems end up being more expensive than initially anticipated, at least 20 percent of the time, while 30 percent of computer-aided design systems are economic failures. I believe that one way to prevent such disasters is to evaluate the system's project load way in advance. This way, firms can plan for a data base link that offers the required horsepower and memory once the graphics have been established by the design office."

SMALL COMPUTERS DO THE JOB

David Jordani
Manager
Interactive Graphic Systems
Ellerbe Assoc.
Minneapolis—

"New and better computer-aided design (CAD) systems will always be available. But, that does not mean a firm cannot use the system it already owns effectively and efficiently for many years. Even a small computer can get the job done, just as a system designed originally for a large planning office can be transformed and modified to complete the most modest task."

DETERMINE CLIENT NEEDS WHEN CHOOSING MARKETS

Stuart Rose
Ph.D., AIA
Professional Development Resources Inc.
Washington, DC—

"If a firm plans to enter new design markets, management must first determine what clients in that market require in their spaces. Clients have mind-sets. Planners must know what types of skills clients require before they can evaluate how their expertise will be rated in a new, hot market. Lack of exposure to a given planning area inevitably poses constraints of a low track record."

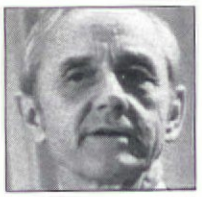
PRODUCTIVITY ASSURED BY STANDARDIZED INPUT

Eric Teicholz, President
Graphic Systems, Inc.
Cambridge, Mass.—

"Don't use CAD systems for one-of-a-kind, individual drawings. These types of applications ultimately make the system far more expensive than its worth to the user. Computers are best suited to repetitive design and planning functions. When drafting, productivity can be vastly increased by assuring that there is a standard library of components and that the computer is used for mundane revision cycles and checks. When these applications are tied to project management, productivity can go up 20 to one."

GOOD DESIGN & PERSONNEL KEYED TO PRODUCTIVITY

C. Jackson Grayson
Chairman
American Productivity Ctr.
Houston—



"Should people buy more computers to improve white-collar productivity? That element alone does not provide an answer. Integration of human resources, office automation—including computers—and environmental design is what makes sense."

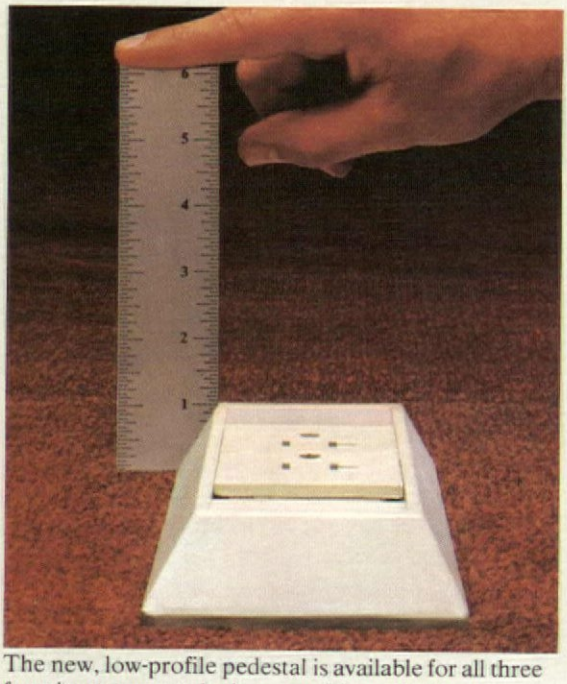
MAXIMIZE CONTROL FOR BEST SYSTEM USAGE

Ronald Guzman
Sales Consultant
TRICAD
Ogdensburg, NJ—

"Timeshare systems are a short stop—an experiment—in the computer-aided design process. With a timeshare system, someone else has your data. If there's a glitch in the system, your firm can end up low priority. No one wants that. When the system is in house, you have the control. Computers are dumb. It is people who design the applications and make the computer a creative tool. That is why maximum control of the system is so important."

As easy to change as it is to install.

AMP Undercarpet Cabling System III.



The new, low-profile pedestal is available for all three functions: power, telephone, and data distribution.

See our Sweet's Catalog listing 16.2c/AMP.

Whether it's a new building or an old one, a need for greater flexibility or a need for increased profitability, AMP Undercarpet Cabling System III fits the bill beautifully.

This surface-mounted cabling concept is available for power, telephone, and data distribution. Only AMP makes all three. It's the most intelligent system going. All you do is lay it out on the flooring and cover it with standard carpet squares. It's made to take the pounding of foot traffic as well as furniture moving. The system can be economically rearranged at any time.

Electricians can easily install it in just one visit with no comeback time. Construction schedules are flexible. It's UL® listed and in the 1981 printing of the National Electrical Code, Article 328. And, of course, it's profitable any way you look at it.

For more information see your Authorized AMP Undercarpet Distributor. For the name of your nearest AMP Distributor, call 800-852-5000, Ext. 80.

AMP means productivity.

DISTRIBUTOR MARKETING DIVISION

Division of AMP Products Corporation

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VICRTEX IT!

Whether you've got deer, antelope or just lots of people roaming about, you'll love the superior resistance Vicrtex has to tearing, scuffing, soiling and staining. Wallcoverings so wonderfully versatile, there's almost no end to where you might use them. Vicrtex delivers a unique quality performance, and guarantees that are unmatched in the industry. Like five years against mildew and five years against manufacturing defects. And with over 100 textures and 1700 colorways to choose from, you could be creating exciting interiors till long after the cows come home.

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Designed to stay beautiful.

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Expanding NEW HORIZONS 3000™

For added open-plan accessory options

New Horizons 3000 panel-hung accessory system additions offer you design flexibility. Load bars which fit most open plan panel widths. Tackable-front Correspondence Pockets™. Convenient support shelves for McDonald organizers and other accessories. V-tray starter and add-on units for easy, fingertip filing. And vertical 90-day calendars. Plus our original Pocket and combination calendar/memo holder unit.

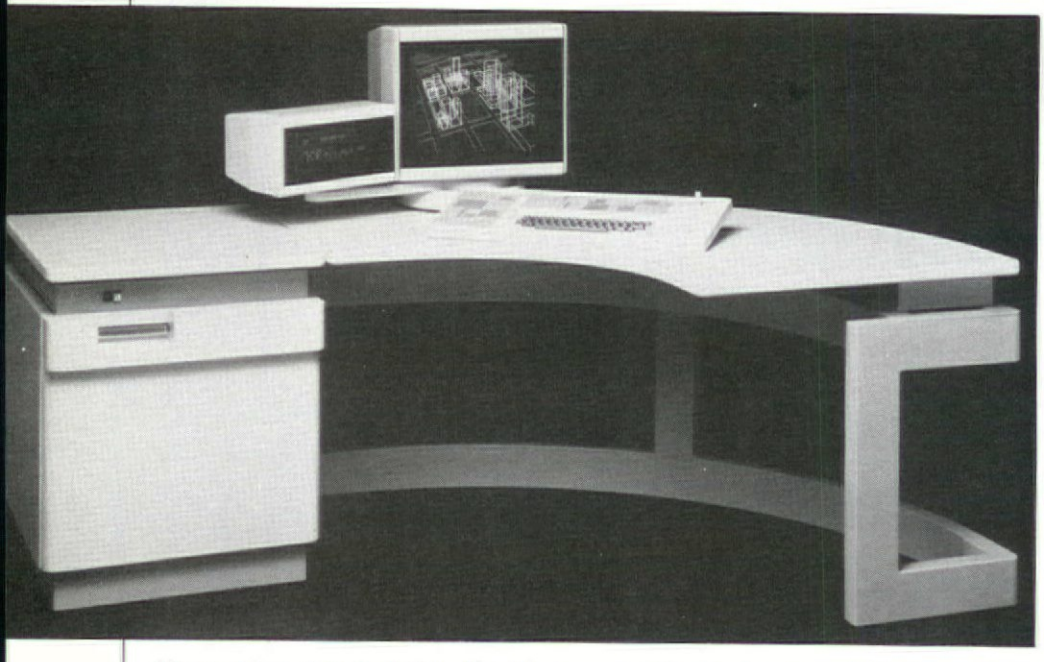
For more information on the New Horizons 3000 additions, call toll free 1-800-828-7788. New York State residents call 1-800-462-7984. Or write. McDonald Products Corp., 2685 Walden Avenue, Buffalo, New York 14225.

McDonald Products

The standard by which others are judged.

Circle 30 on reader service card

400-megabyte storage, networking offered in powerful CAD system



Site massing, 3-D modeling, floorplans, facilities management, space planning, details, HVAC, electrical, plumbing, sections, and elevations are among the capabilities inherent in Sigma Designs' Sigma III system. High-tech hardware and comprehensive software are combined in a unit offering 400 megabytes of storage and a built-in archiving tape. SigmaNet, an optional feature, allows workstations up to 2,000-ft. apart to communicate at high speed for data transfer. Telephone adapters permit data transfer anywhere in the world. The system requires no special air-conditioning or power source. On-screen learn mode aids new users in step-by-step operational procedures. Keyboard, touch-menu, joystick, and stylus are available. **Circle No. 303.**

Angled footrest adds comfort

Electronic two-tiered table adjusts from 26- to 38-in. high and features angled footrest for operator comfort. Both platforms operate independently and will support 100 lbs. Manufactured by Atlantic Data Furniture, unit has operational separate angle adjustment for upper platform. Standard is a duplex outlet controlled by a master switch. Product is putty laminate with chrome legs. **Circle No. 300.**

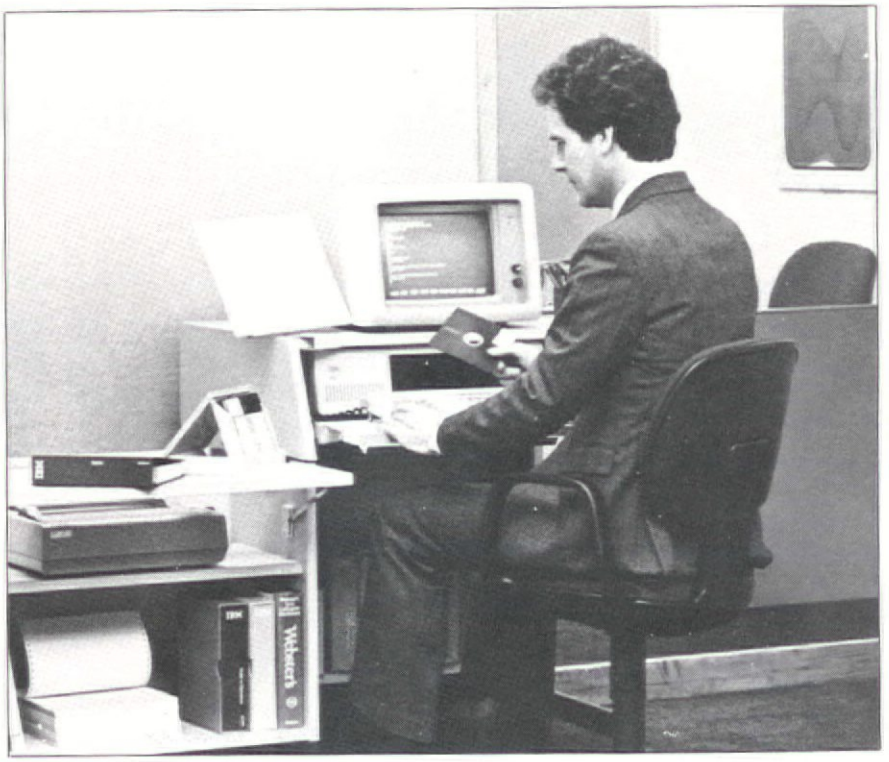
Flannel-look contract fabric engineered for fire retardancy

Heather Flannel 2000 meets fire retardancy specifications of Classes A and I, and ASTM-E-84. Product is designed for use as upholstery or wallcovering and is constructed of PVC with a knit cotton backing. Fabric is manufactured by American Contract Technology Co. in conjunction with ICI Americas.
Circle No. 295.

T-construction eliminates space-constricting crossbar

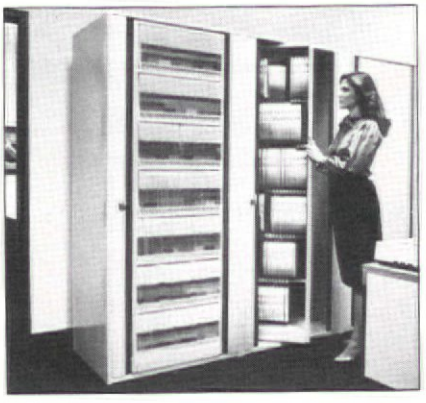
T-leg design of Futur-Matic reference table from Mayline eliminates space-constricting crossmember. Expansive surface allows layout of large blueprints and drawings. Table comes with choice of two top sizes and a centered shallow drawer for plans and drawings. Optional tool/file drawer combination is available in right- or left-pedestal models. Six base colors, as well as a full line of drafting equipment, are offered. **Circle No. 299.**

Mobile computer support station organizes workspace for IBM unit



IBM Corporation's Synergetix® workstation is a multifunctional, mobile unit to support the IBM Personal Computer. Unit has swing-out cabinet for storage and support materials. Keyboard tray and terminal shelf hold the central processing unit, keyboard, and display unit. Wiring is concealed within the cabinet. Two standard finishes are available. **Circle No. 302.**

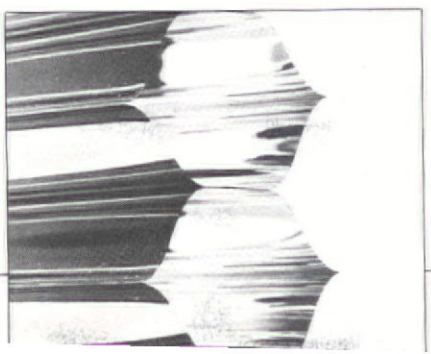
Rotary file has double access



Rotary-File® from Aurora Steel Products contains the firm's Quik-Lok® shelving mounted on a smooth base for rotation ease. Unit provides double-face access from a single side or double access simultaneously from both sides. Unit saves floor space and can accommodate letter or legal files, computer printouts, tape reels, and other media. **Circle No. 301.**

Suspended honeycomb construction insulates in window covering

Thermocell™ blinds from Thermal Technology Corp. of Aspen Inc. consists of horizontal, flexible, honeycomb-like structures suspended between two mounting rails for maximum insulation and energy conservation at windows. Dead-air space created by the cells results in thermal resistance qualities (R-values) of 2.5/clear finish, 4.5/white finish, and 6.9/chrome finish. Blinds are made of durable polyester films which will not deteriorate in sunlight exposure. Widths of 8 ft. and heights to 12 ft. are currently available. **Circle No. 296.**



Clockwise from far left: Interlock Stack Chair;™ Snodgrass Tables;™ Interlock Stack Chair;™ CRT™ Arm Stool; CRT™ Arm Swivel.

Furniture for the Electronic Office

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Swivel Seating

Side, Arm, Stack and Conference Chairs

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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.

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GF systems, seating, files, and freestanding furniture are all combined at New Jersey's Selected Risks Insurance Corporation. Result: a total working environment as flexible as the company's own future.

THE GF SOLUTION:

LET THE COMPUTER DICTATE THE DESIGN.

Easy to say, not so easy to do. Unless you can offer the rich diversity of dimensionally and aesthetically compatible furniture that GF can. Because it's diversity that permits choice. And choice that puts the finishing touch on solutions. So that when Selected Risks came to us with the need for an office environment that could accommodate a work force of 750 people . . . 900 by 1985 . . . and cope with the heavy expansion scheduled for the 90's . . . we could give them what they had to have. Here's what William J. Hodas, assistant vice president, had to say about his GF Solution: "Morale is high; productivity is up." And isn't that what it's all about? Write, and we'll send you the Selected Risks case history in full. In the meantime please remember: There's a GF Solution waiting for you.

GF Furniture Systems
Youngstown, Ohio 44501
Solutions for the changing office environment.

Circle 32 on reader service card

Pattern Bank is good investment for hospitality designers

Quick selection of floorcovering designs specifically suited to hospitality interiors is simplified through the use of Milliken's carpet Pattern Bank. Born of extensive research into the patterned carpet market, the Pattern Bank is comprised of a wide range of floorcoverings organized by price point and construction into five product lines targeted to specific design requirements.

The bank's most affordable offering, Tactics, is made from Anso continuous filament yarn in 11 patterns. Symposium, constructed of Anso IV, is available in nine designs. The three remaining groups include Design Forum in 10 patterns, Gradiant in five patterns, and Custom Designer in 11 patterns. Also offered is CustoMax™, a program which enables specifiers to order standard Milliken carpets with custom colors and bases.

To further expedite carpet selection, Milliken compiled the Pattern Bank Carpet Source Book. Included are samples of all carpets available through the program as well as information on CustoMax. **Circle No. 233.**

HIEBERT

420 SERIES

A family of chairs designed for executive and task seating.

Open arm version is optional with fabric covered arms...or wood caps.

Closed or open arm models are available in three heights.

The exceptionally smooth ride unique to this seating is accomplished by a tilt mechanism placed in a forward position which precludes under knee pressure. Backs are specially formed to give maximum support.

HIEBERT P.O. Box 6266, Carson, CA 90749
Manufacturing Facilities: California, North Carolina, Pennsylvania
Showrooms: Dallas, Houston, Kansas City, Minneapolis, Los Angeles, San Francisco, Chicago, Philadelphia, St. Louis, and Washington, D.C.
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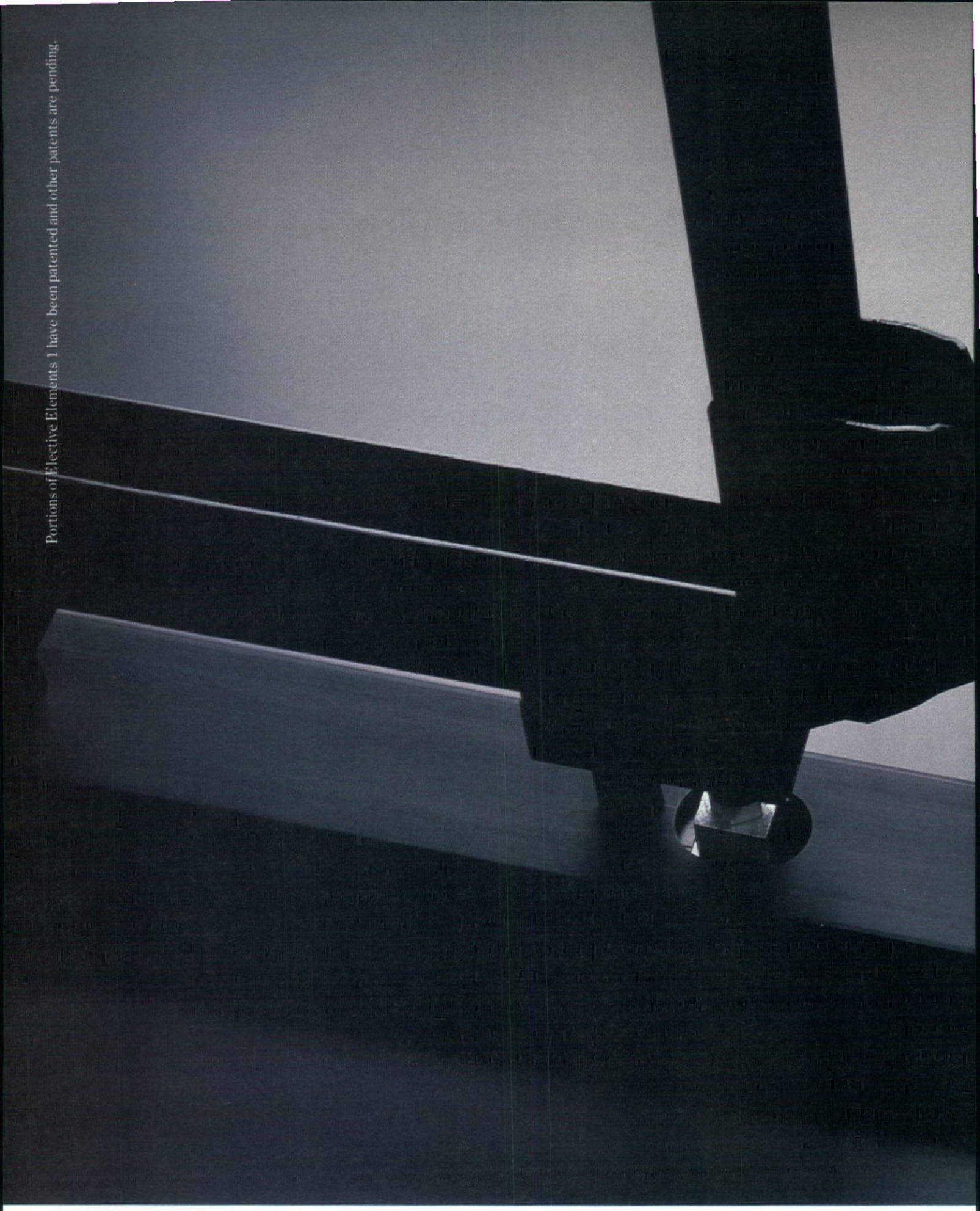
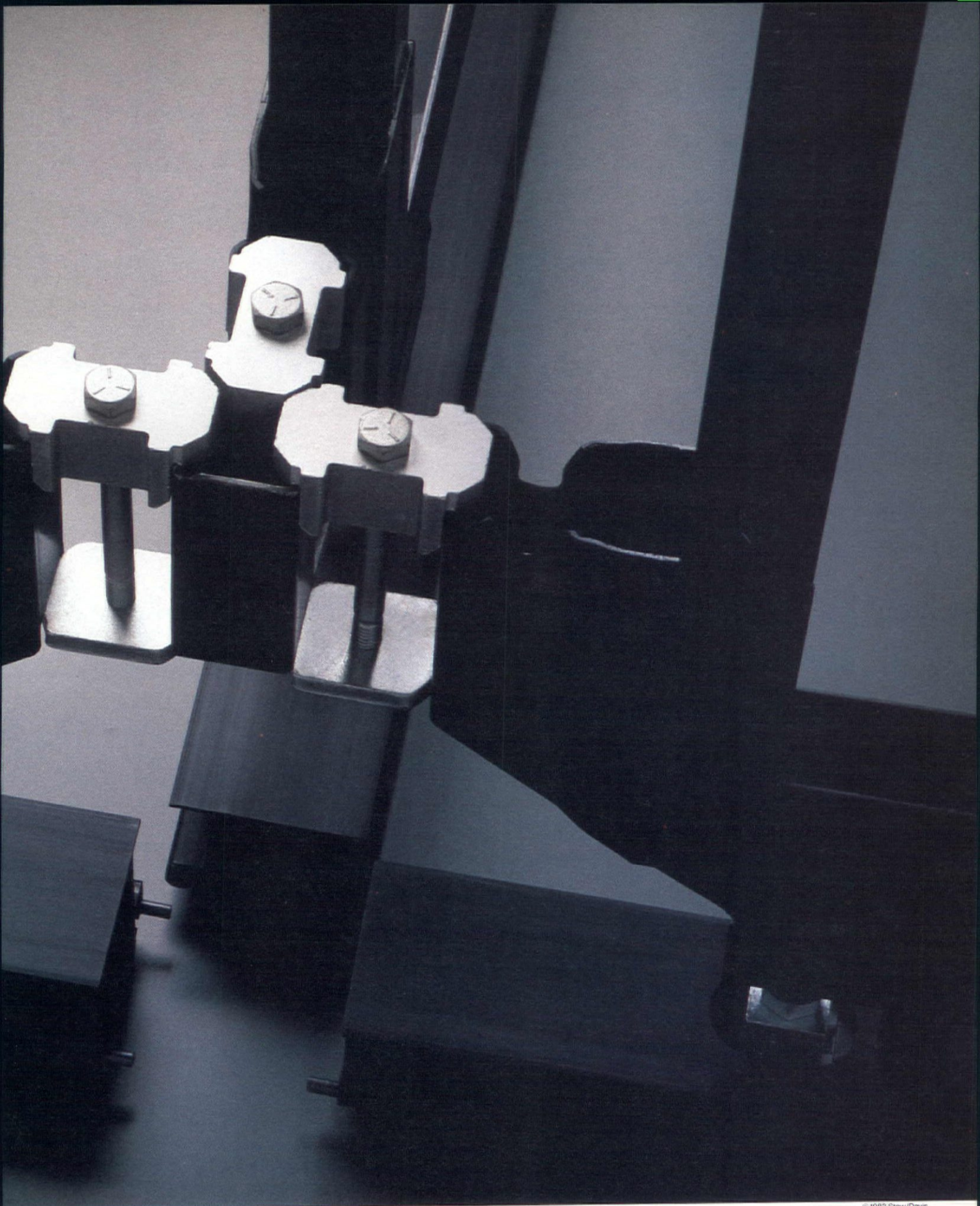


Portions of Elective Elements 1 have been patented and other patents are pending.

Elective Elements 1.™

The first architectural system designed not to imitate offices but to surpass them.



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STOW|DAVIS
GRAND RAPIDS

Imagine

You'll find imagination and more in Dan River's Wunda Weve contract line of broadlooms and modular carpet tiles. Wunda Weve means quality you can count on. From the superior materials we start with to the unsurpassed quality control we insist on. Wunda Weve delivers the quality you need. Quality that pays off for you and your clients. Over 450 colors in more than 30 styles. And it's all static-controlled, stain-resistant, looks luscious, and wears and wears and wears. Want more information? Just call these numbers: In the Midwest, 800-621-8059. Southeast, 800-241-5466. Northeast, 800-223-7854. West, 800-227-4370. Southwest, 800-527-9083. Mid-Atlantic, 800-336-5451. Or write: Contract Carpet Division, P.O. Box 167, Greenville, South Carolina 29602.

WUNDA WEVE®

From the imagination of Dan River.

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Changing the nature of space management.

"Today, as we construct a new info-sphere for a Third Wave civilization, we are imparting to the 'dead' environment around us not life, but intelligence."
Alvin Toffler
— The Third Wave

Your success as a manager in today's information-intensive Third Wave environment depends upon how quickly you and your organization respond to changes in the marketplace, in technology and in organization structure. Information flow is key to your fast response and improved productivity.

Rosemount's Private Spaces® system offers you a uniquely flexible space management system with self-contained power and communications raceways that change with each panel adjustment. A separate power raceway in the top of the panel has directional connections to prevent wiring errors when powering panels from multiple sources. A communications raceway in the panel base can hold up to fourteen 25-pair phone cables or intercom, word processing and data cables.

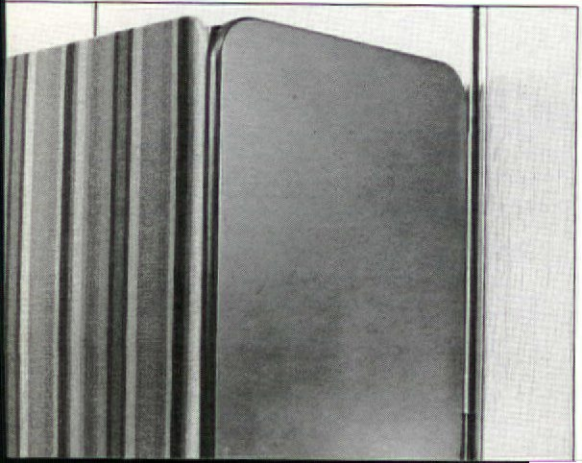
There are no restrictions on panel placement. You can rearrange task group clusters or departments in any way you choose—and power and communications move with the change. The system is so simple, your own personnel can rearrange panels without dismantling panels or calling in specialized outside technicians.

For more information about Rosemount's Private Spaces systems and a free copy of our brochure, "The changing nature of management", write or call us today.

Rosemount®
Office Systems, Inc.
A subsidiary of Emerson Electric
Airlake Industrial Park
Lakeville, MN 55044
(612) 469-4416

Circle 35 on reader service card

Full-height panels afford open plan flexibility without sacrificing conventional office privacy



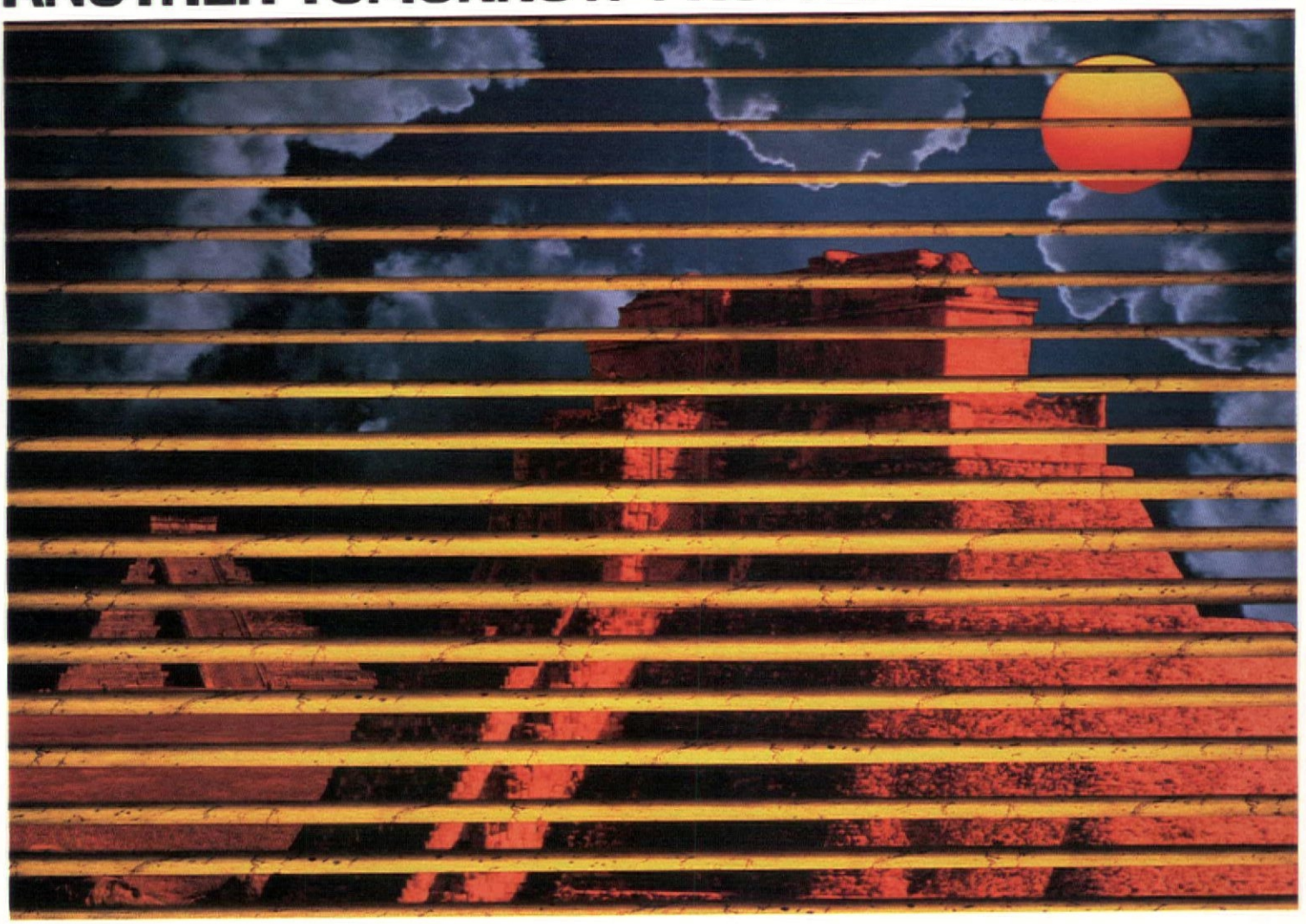
A new slotted spline connector has been introduced by Vaughan Walls for use with its floor-to-ceiling partitions.

This development enables panels to accept open plan worksurfaces, storage units, and components which provide the flexibility of open plan space without sacrificing privacy assured by full-height partitions.

Slotted hangers are spaced on 24-in. modules throughout the relocatable panels. Hangers are integral to full-length aluminum extrusions which serve as interpanel splines and hanger frames for direct attachment of Herman Miller Action Office components.

The firm was recently acquired by Herman Miller. **Circle No. 232.**

AZTEC GOLD.
ANOTHER TOMORROW FROM LEVOLOR. TODAY.



Inspired by antiquity...melding the splendor of the past with a vision of tomorrow, making its statement in the post-modern idiom: the opulent look of precious metal, striated and antiqued to a soft shimmer. Aztec Gold and its counterpart, Inca Silver, are the newest additions to our prolific collection of colors and finishes for vertical and horizontal blinds. Each one legendary, and forever new. Neoclassic. Timeless. The way the future looks now—at Levolor.

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The hidden value in today's finest carpets.

Freshness.
You can't see it.
You can't smell it.
That's the beauty of SYLGARD™ Antimicrobial Treatment from Dow Corning. It provides hygienic freshness for fine carpet by inhibiting the odor and discoloration caused by bacteria, molds and mildew.

And the SYLGARD Treatment is permanently bonded to the carpet fiber. It won't wash out—even after repeated cleanings.

SYLGARD Treatment has hidden value for you, too. When you specify carpet with this exclusive protection, you're giving your clients extra value that enhances your reputation. Value that pays off in long-term client confidence.

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DOW CORNING

JG/TSD

Terminal Sharing Device

UPS/Integrated Carousel

The TSD Integrated Carousel permits more comfortable access for the computer operator while increasing usable work surface area for reference paperwork.

The optional radiused lumber edge, in addition to the recessed carousel, eliminates harsh edges.

UPS work stations equipped with TSD components will reduce your total square footage requirements and maximize the overall comfort of personnel.

For more information, request the UPS brochure and JG's White Paper on Terminal Sharing Devices.

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

UPS System Designed by Dave Woods

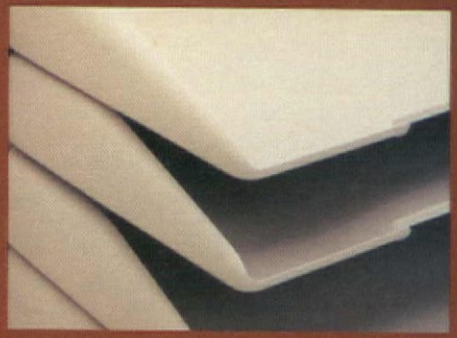
Circle 125

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

eldonwal™ system
the designer wall accessory line

Note how effectively function and design come together to turn bare walls into productive vertical work stations, thereby requiring less desk surface and increasing valuable work space. Filing, collating and storage of media, papers and data can now be done on walls instead of desks. And since Eldonwal accessories are designer oriented, they may be specified in a choice of decorator colors. Accessories feature a soft, rounded look and are available in smoke and matte colors of putty and chocolate to coordinate with other Eldon accessories and any office decor. (Special colors may be ordered). Although Eldon accessories are primarily known for their elegance of design, we invite you to also consider their perfection of detail and finish.

The Eldonwal system begins with bars that attach to open-plan systems panels that utilize slotted standards for wall hung accessories including GF* Business Equipment, Haworth*, Herman Miller,* Steelcase* and Westinghouse.* It is also the only wall accessory system that mounts on permanent walls and plaster, drywall, wood or concrete.

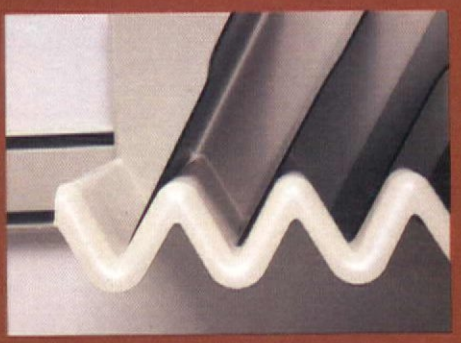


Copyright 1983 Eldon Industries, Inc.

Think of it as an accessory system that is virtually all things to all walls.

A complete Eldonwal system includes the majority of retention and retrieval tools conventionally used at the desk...stackable letter trays...stackable EDP trays for bound and unbound printouts...a two-position vertical file box...hanging file arms for hanging files and data binder hangers...a utility shelf for a variety of accessories and items...a special "ladder" for stacking up to four or more letter trays or EDP trays.

Ask your Eldon representative for the complete Eldonwal story. Who knows what ideas it may give you?



eldon makes the difference.™

eldon®

Eldon® Office Products
1130 East 230th Street
Carson, CA 90745

For more information on Eldonwal write or call the **ELDONWAL HOTLINE** Monday-Friday, 8:00a.m. to 5:00 p.m. (800) 421-1301. In California call (213) 518-1600. Ask for Department ES.

See Eldon products at the Chicago Merchandise Mart, space 10-152.

Eldon is a registered trademark of Eldon Industries, Inc.

Circle 38 on reader service card

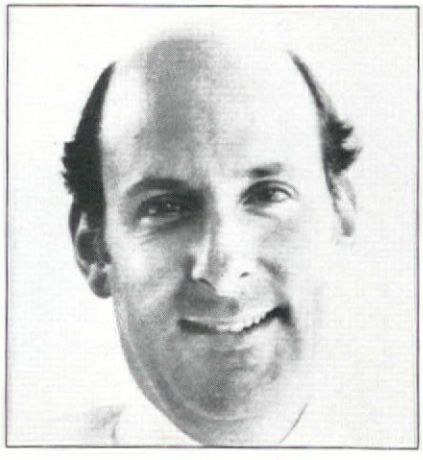
Walker Group coordinates design program of correlated decorative products

Four, major decorative product manufacturers, Karastan, Scalamandre, Nevamar, and Franciscan Tile, have been brought together by the Walker Group in a comprehensive contract design program linking carpet, fabric, laminate, and tile.

Basic to the program is a palette of 21 colors, carefully selected by the Walker Group to expand contemporary, in-stock color offerings usually supplied as custom selections. Karastan carpets are offered in nine colorways and two constructions. Scalamandre brings to the program four fabrics offered in as many as 20 colors. Both textile groups are designed to coordinate with one another as well as with five, subtly colored laminates and tiles offered by Nevamar and Franciscan, respectively.

Says Ken Walker, principal, Walker Group Inc., "The object of the program is to provide specifiers with more creative time by offering products designed to match or coordinate in a cohesive, interior plan." Thus, code numbers for colors appear on each product's label as an integral part of member manufacturers' product identification. Specifiers can cross-reference the code numbers when requesting matching or coordinating samples.

Finally, a unified graphics program matched to Coordinated Resources Program colors will be designed by the Walker Group. **Circle No. 379.**



". . . provide the specifier with more creative time by offering products that coordinate. . ."
–Walker.

MatrixSystem

Lunstead

Lunstead MatrixSystem—A furniture approach to open plan, designed for the accommodation of data processing equipment. Available in three heights, with or without electrical hard wiring, MatrixSystem is now in production on a 10 week delivery schedule. Please contact factory or your local representative for more information on this competitively priced system.

Factory: Harry Lunstead Designs, Inc. / 8655 South 208th Street / Kent, Washington 98031 / (206) 872-8835
Chicago Showroom: 1167 Merchandise Mart / Chicago, Illinois 60654 / (312) 670-2140
San Francisco Showroom: Pioneer Square / 555 Deharo Street / San Francisco, California 94107 / (415) 861-1441
Contact factory for your area representative

Circle 39 on reader service card

TIMES TWO SPEED FILES

OPEN-PLAN Office Furniture Systems by Herman Miller, Inc. Zeeland, Michigan

Design Freedom in Space Saving Open Office Planning...

with TIMES-TWO®, a file that has two faces. It not only has access front and back, but opened, it's a highly efficient filing system—closed, it's an attractive wall, compatible with any office decor.

TIMES-TWO® rotates for access and locks for protection. You don't need muscle to open TIMES-TWO®. A simple touch with your foot on the pedal control and the unit releases for access. Rugged construction offers great stability.

Available in 10 different heights, any color desired with any door treatment and almost any internal storage accessory you can imagine.

TIMES-TWO®...a Revolution in Office Filing Systems!

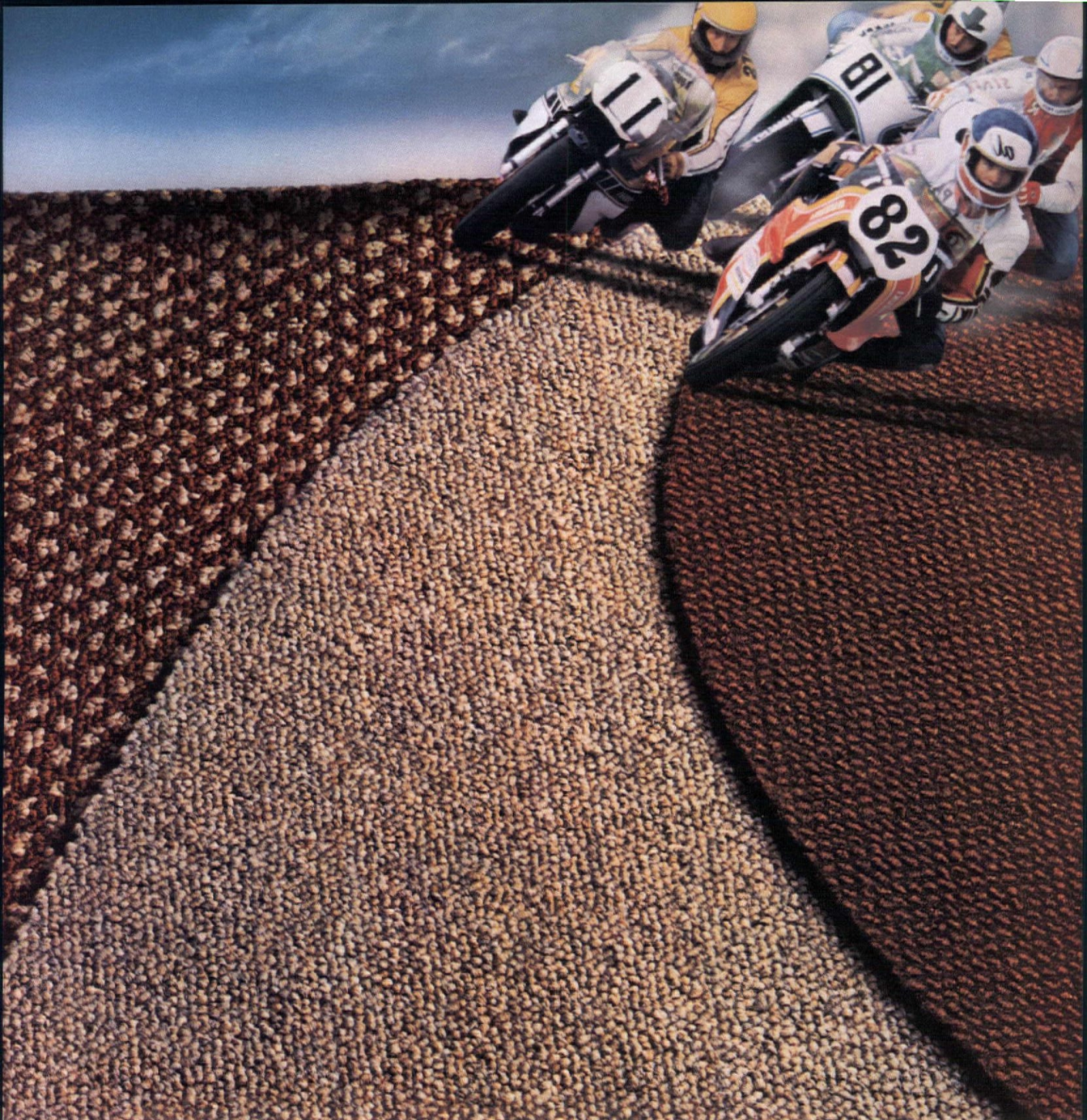
Shown Above:

1. **Through-the-Wall.** Saves Space! TIMES-TWO® projects less than 12" into each office space it serves.
2. **Free Standing.** TIMES-TWO® increases accessability when placed in the middle of a room. It divides the work area and increases efficiency.
3. **As-a-Wall.** TIMES-TWO® saves partitioning and paneling costs by becoming the wall itself.
4. **Double Duty Counter Height.** The large area on top becomes a functional shelf or work area with storage files below that are easy to reach.

GERARD METAL CRAFTSMEN, INC.
151 W. Rosecrans Ave., Gardena, CA 90249
(213) 321-4713

Write Today For Free Office Planning Brochure

Circle 40 on reader service card



Maintain your lead... with Durable Carpet by Colonnade™

Win, Place, and Show with three new carpet qualities from Colonnade designed to withstand wear and tear. Briarpointe pin dot, Briarcliff level loop and Briarwood cut and uncut texture are interrelated, color coordinated, shock proof...because all three are made from Marquésa® Lana 100% olefin by Amoco. An economic 21st Century fiber designed for the elegant look of spun wool and the wearability of filament yarn. Solution dyed colors are locked-in to provide tremendous stain resistance, color consistency, and unlimited coordination possibilities. Colonnade Carpets...the designer's choice for beauty and long wear.

Collins & Aikman
COLONNADE CARPETS
210 Madison Avenue, New York, NY 10016 (212) 578-1217

Circle 41 on reader service card

AMOCO
Amoco Fabrics Company
Fibers and Yarns Division

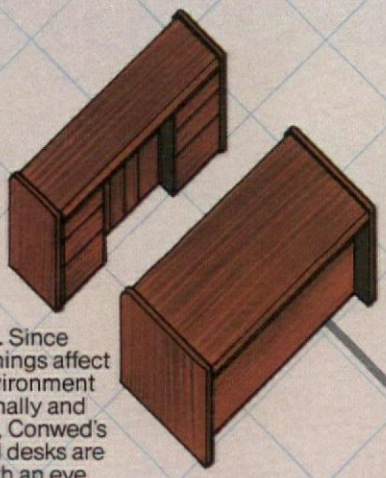
INTÉRICS

The science of creating environments that work SM

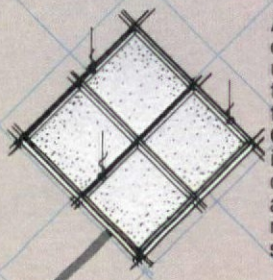
In the past decade, the traditional office environment has undergone fundamental changes.

Inherent in these changes has been the growing realization that the physical environment of an office has a dramatic effect on the productivity and satisfaction of the people in that office.

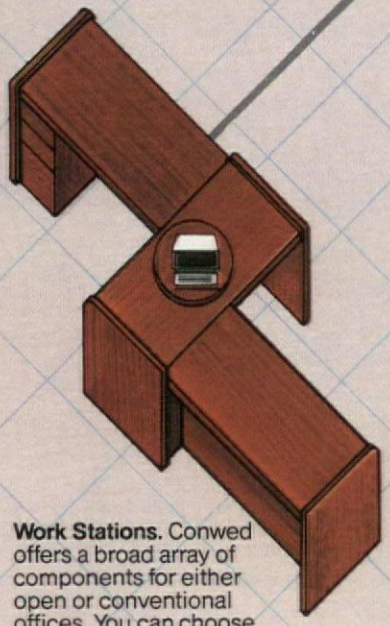
Today, Conwed is uniquely positioned with the industry's most comprehensive range of products and services to



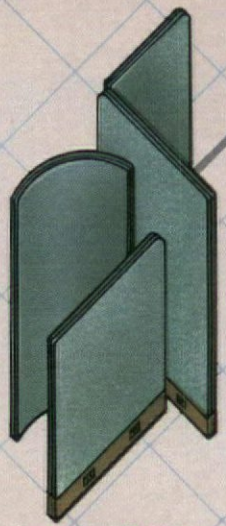
Wood Desks. Since office furnishings affect the work environment both functionally and aesthetically, Conwed's natural wood desks are designed with an eye towards both.



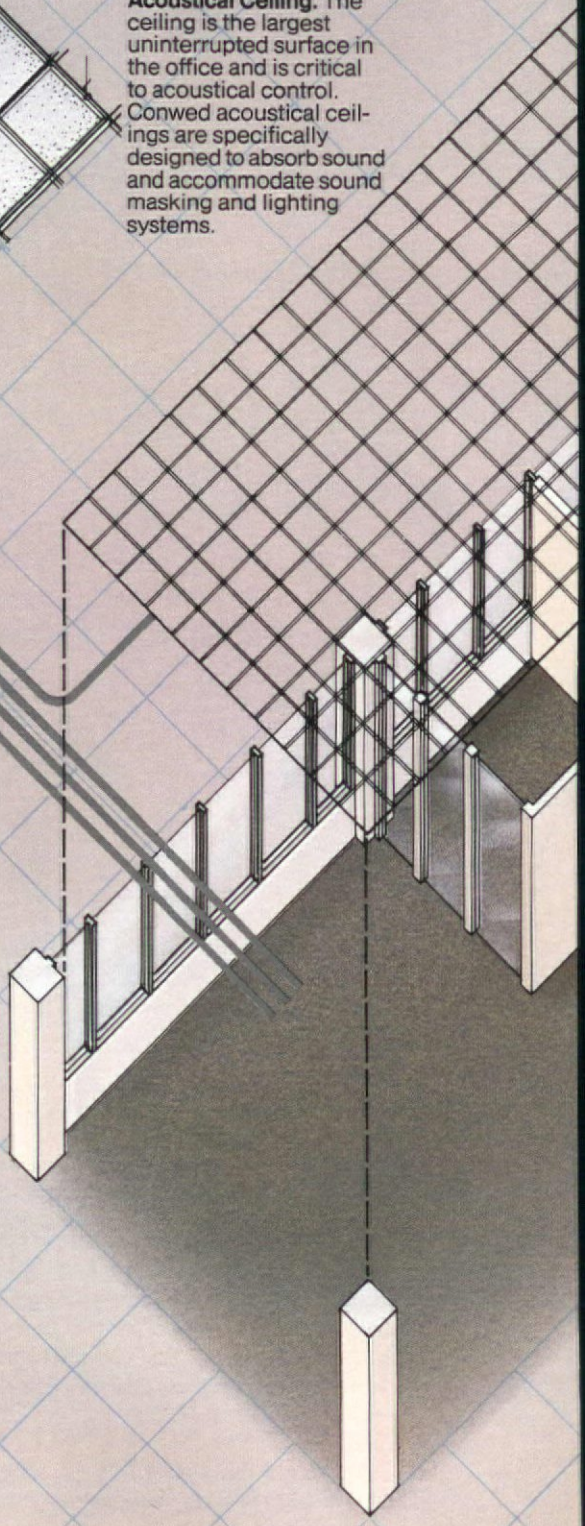
Acoustical Ceiling. The ceiling is the largest uninterrupted surface in the office and is critical to acoustical control. Conwed acoustical ceilings are specifically designed to absorb sound and accommodate sound masking and lighting systems.



Work Stations. Conwed offers a broad array of components for either open or conventional offices. You can choose from freestanding desks or complete work station systems.



Acoustical Panels. Conwed acoustical panels work with Conwed ceilings to reduce noise levels so workers will be less distracted and more productive. These panels are also available with electrified bases to provide wire management and power distribution.



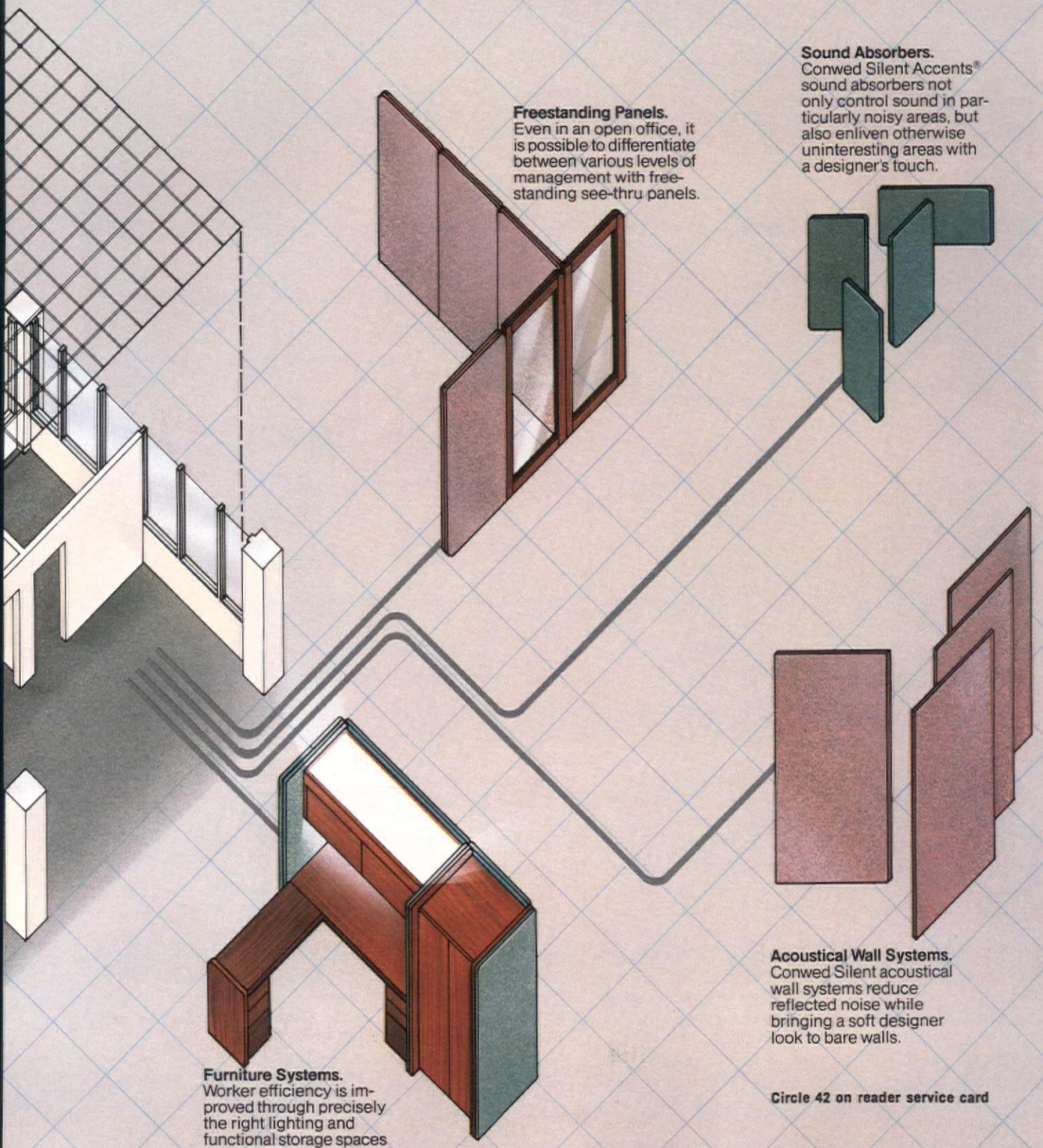
maximize the efficiency and effectiveness of the workplace. Utilizing our technical expertise and experience we have developed a consistent, unified approach which yields predictable performance in the office.

We call this approach **Intérics**: The science of creating environments that work.

Through the principles of Intérics, Conwed can significantly improve the productivity, cost effectiveness and physical appearance of a company's workplace. Each component of the office is selected for its impact on organizational interaction, acoustics, illumination, aesthetics and return on investment. From ceiling tiles to wall panels, from office furniture to task lighting, every element is considered for its effect on the total environment.

To learn how Conwed can put the science of Intérics to work for you, contact Conwed Corporation for the representative nearest you. Write Conwed Interior Products Division, P.O. Box 43237, St. Paul, MN 55164. Or call (612) 221-1177. You can see the wide array of Conwed products, including new finishes, colors and fabrics at our showroom Suite 929, Chicago Merchandise Mart.

CONWED



Freestanding Panels. Even in an open office, it is possible to differentiate between various levels of management with free-standing see-thru panels.

Sound Absorbers. Conwed Silent Accents® sound absorbers not only control sound in particularly noisy areas, but also enliven otherwise uninteresting areas with a designer's touch.

Acoustical Wall Systems. Conwed Silent acoustical wall systems reduce reflected noise while bringing a soft designer look to bare walls.

Furniture Systems. Worker efficiency is improved through precisely the right lighting and functional storage spaces built into Conwed furniture systems.

Circle 42 on reader service card

Showcasing, color-coding in Harter showroom turn spacial problems into assets

Although adding 5,300 sq. ft. to Harter Corp.'s Chicago Merchandise Mart showroom significantly increased product display space, the expansion encompassed a large, visually obstructive column at the front of the showroom. But, using the column for illuminated signage and as a divider between two large, glass showcases, planners turned this problem into an asset and created a dramatic contrast between the well-lighted showroom and dark Merchandise Mart hallways.

Visitors are drawn through the showroom by up-front color-coded furniture arrangements that highlight the best example of each of the firm's seating series. Other series models in a range of price points and styles are also color-coded and are located in the rear of the showroom. Thus, specifiers can expeditiously select furnishings in much the same fashion as a department store shopper selects merchandise.

Says showroom designer Elsa DePalma, partner, Planning & Design Group, Chicago, "The showcase displays we created for Harter give prominence to the front of the showroom without restricting the firm's ability to rotate displays as it chooses. They also enable Harter to emphasize product diversity up front, while easily directing visitors to in-depth merchandising within the space."

Griege walls, floors, and ceilings serve as neutral background. They are a good complement for wood furnishings—Harter's specialty.

When your eye says beauty, but logic demands performance

True beauty flows naturally from excellence in functional design.

Beauty in action: Anso®IV HP nylon with HaloFresh.™ The only 4th generation nylon heavy-denier contract fiber with built-in antimicrobial protection.

Commercial carpet of Anso IV HP nylon has better soil and stain resistance, costs less to maintain and lasts longer than any 3rd generation fiber.

Challenge us to prove it. Write: J. Peters, Allied Fibers & Plastics Company, P.O. Box 31, Petersburg, VA 23804

ALLIED

ALLIED CORP. NYLON
Anso® IV HP
with HaloFresh™

Circle 43 on reader service card

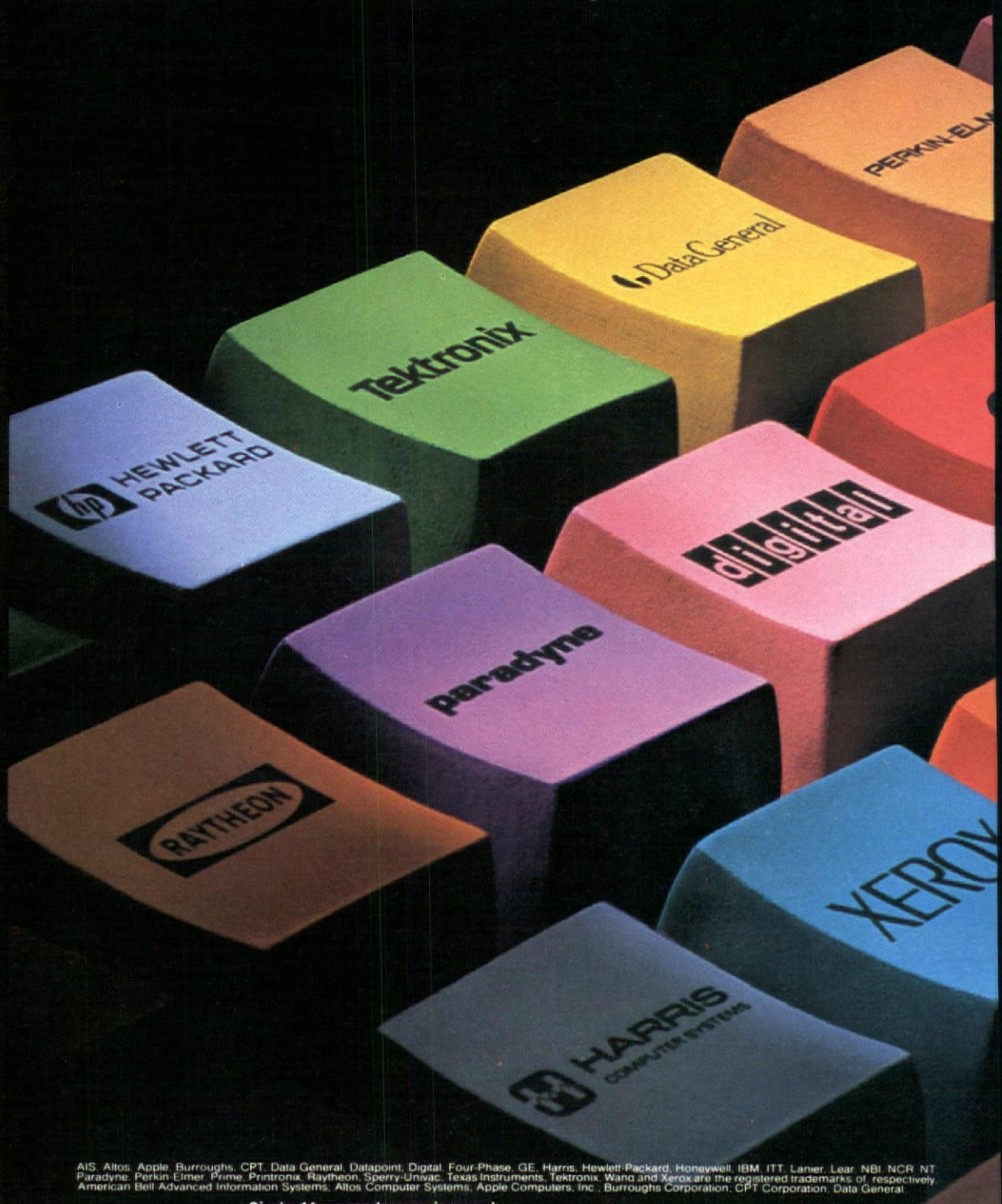
No matter whose electronic equipment is used, be it Apple® to Xerox®, or Digital® to Wang®, Ultronic 9000 systems furniture supports it all. It is the most versatile, adjustable and comprehensive system to house everything from everybody...VDT units to printers.

Ultronic 9000 also helps increase the productivity of the people who operate the equipment and increases your design options in planning today's electronic offices.

For further information on Ultronic 9000, visit one of our Regional Offices or contact your Steelcase Representative. For worldwide product, service or sales information, write Steelcase Inc., Grand Rapids, MI 49501. Or, call toll-free 800-447-4700.

Steelcase

Ultronic 9000™ from Steelcase. It supports whichever button is pressed.



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Circle 44 on reader service card

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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+LOWY INC.

THE PAST, PRESENT, AND FUTURE OF MODERN LIGHTING

Circle 45 on reader service card

940 Third Ave., New York 10022
Pacific Design Center, 8687 Melrose Ave., Los Angeles, Calif. 90069
10044 World Trade Center, Dallas, Texas 75258

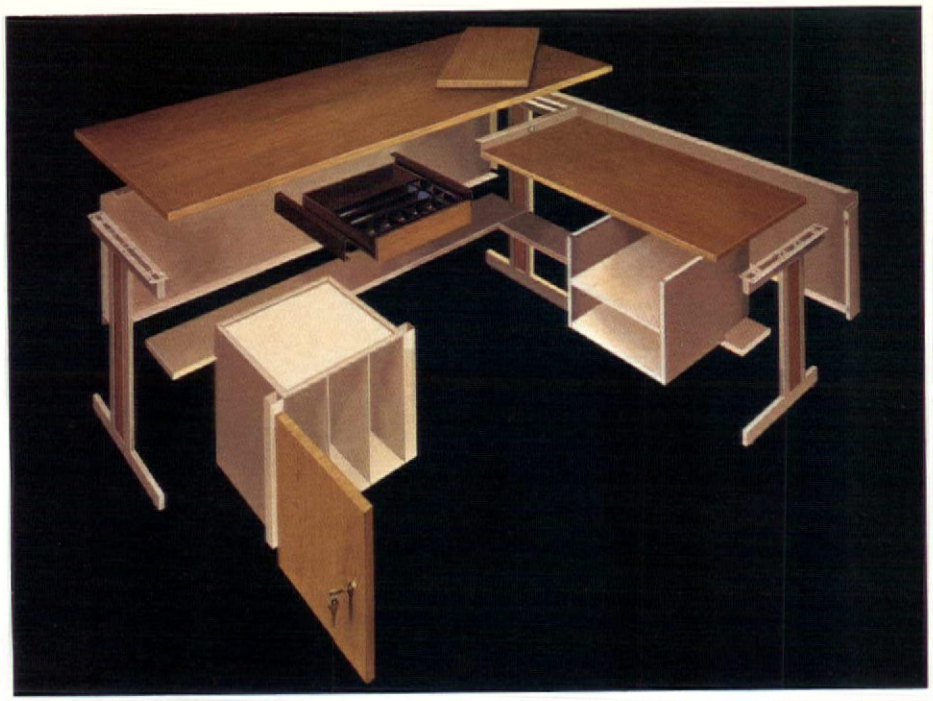
1245 Merchandise Mart, Chicago, Illinois 60654
Galleria Design Center, 101 Kansas Street, San Francisco, Calif. 94103
C423.2 Commerce Wing, Southern Furniture Center, High Point, N.C. 27261

Designer: Merle Edelman

Revolutionary. Norelco PL9Watt bulb (equal to regular 60Watt, but without the heat). Uses 80% less energy and will burn an amazing 10,000 hours.

FACETS

Gem-shaped elegance in solid brass. New slim-line hexagonal weighted base. Meticulous workmanship, functional beauty in polished brass or chrome finish. (Series comes complete with energy-saving Norelco PL9W bulb.)



Communication Station®

Contemporary Specialized Office Furniture

The substantial investment in expensive office machines and computer equipment call for special *protective* support; and equally important, design features that relate to operator comfort and efficiency. Tiffany Stand has been providing the very best protection of office machines for over half a century; so it's no coincidence that, as the industry's leader, we were among the first to offer high technology equipment users the finest protective furniture support they could buy. You can pay a whole lot more—or select a product that may *appear* to be, superficially, similar but Communication Station® furniture remains, uniquely, the widest available and the finest choice you can make. It carries the *Tiffany Stand Lifetime Guarantee;* assurance that each product is accompanied by a special value—Our pledge that Communication Station® furniture and its purchaser will have a very long term relationship. Available from leading office and computer supply products dealers everywhere.

Tiffany Stand Lifetime Guarantee:
"Each and every product of the Tiffany Stand and Furniture Company is, in the "Tiffany Tradition," guaranteed against material and workmanship defects for the life of the product. Should any Tiffany Stand and Furniture Company product fail to function satisfactorily under normal use, due to defect or imperfection, the defective part will be willingly replaced. Upon receipt of such part, shipping charges prepaid, we will replace, prepaid. Damage caused by common carriers during shipment is not included in this guarantee. No other warranty, expressed or implied, shall apply."

Tiffany Stand

9666 Olive Boulevard • St. Louis, Missouri 63132 • 314-991-1700

Communication Station® is a registered trademark of the Tiffany Stand and Furniture Company

Circle 46 on reader service card

REVOLUTION EVOLUTION 1776-1983

ASID American Society of Interior Designers

ASID National Conference Examines Technological Changes Affecting Design

Boston—The accelerating pace of the technological age will be examined at the American Society of Interior Designers (ASID) National Conference—"Revolution Evolution"—July 28-August 1.

More than 30 workshops will generate information on design in the changing world and nearly 125 designer sources will display products and services in Hynes Auditorium. A special ASID/Industry Foundation presentation, "2005: The Speed Of Change," features a multi-media panel discussion with Gary Stacey, economist, Battelle Memorial Institute; Dr. James Brown, Joint Center for Urban Studies; Michael Graves, architect; and Jack Kroll, director, carpet fiber/fiberfill division, E.I. DuPont de Nemours.

Awards salute industry's best

ASID's Thomas Jefferson ceremony honoring outstanding member designers and initiating society fellows will be held Sunday, July 31 in the Opera House, a landmark building designed by Thomas Lamb.

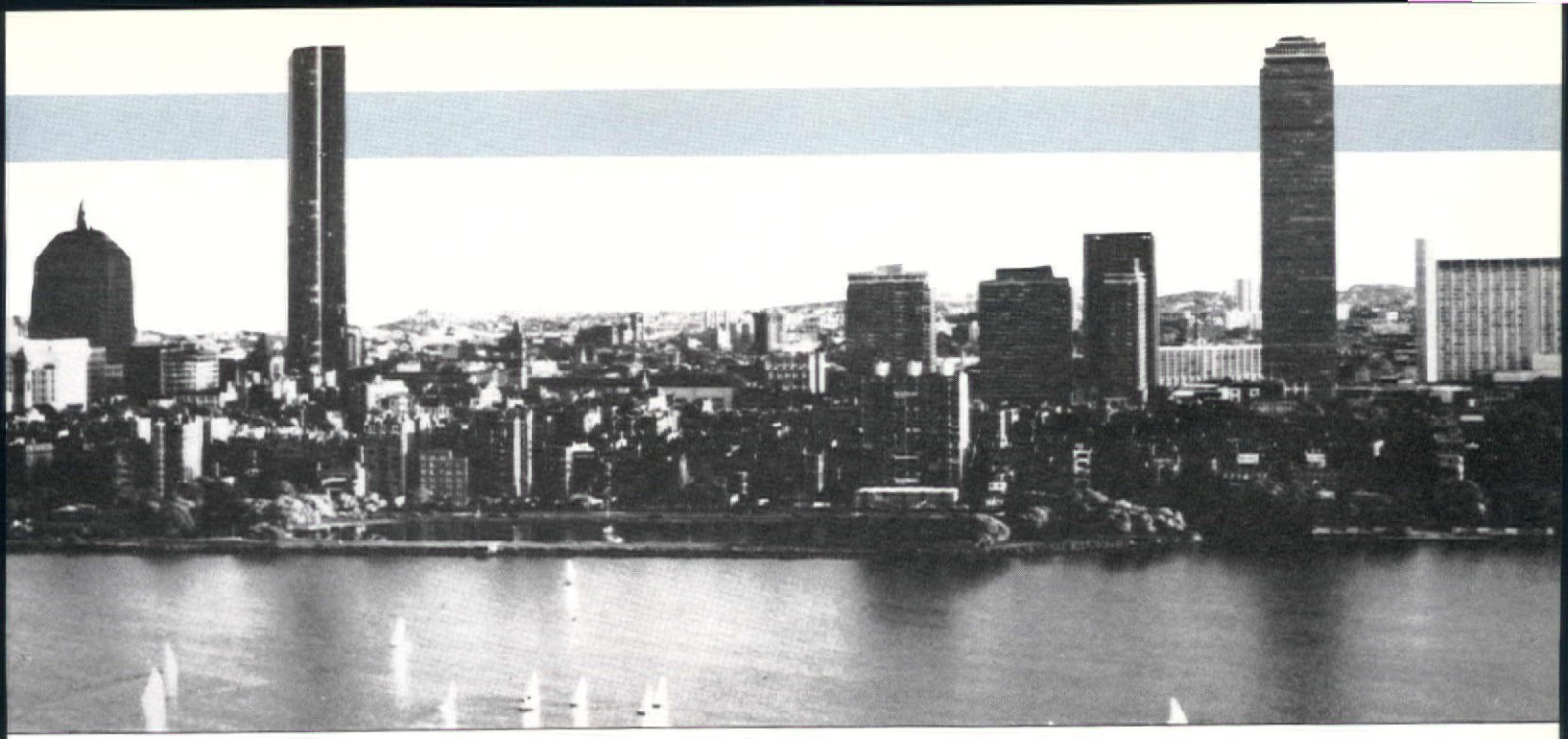
Stanley Marcus, retailer/founder of Neiman-Marcus, will raise questions and issues concerning the quality of change in his keynote remarks at the kickoff brunch.

Workshop topics and speakers include "The Future of Urban America" with Dr. Henry P. Henderson, chairman and associate professor, Department of Urban Studies and Planning, Boston University; "Acoustics in the Office" led by Carl J. Rosenberg, department manager, Bolt, Beranek, and Newman; "Use of Computers by Designers" sponsored by ASID Computers Inc. with Thomas Frank, FASID, Martin F. Farber, and Marc H. Glick; "Computer-Aided Design" hosted by Steelcase Inc. and Intergraph; "Low-Voltage Lighting" with David Winfield Willson, David Winfield Willson Inc. Lighting Designs; "Interior Plantscaping: Critical Success Factors" featuring Linda Trinkel Wolf, Interiors That Grow.

Also scheduled are "Audio-Visual Trends for the Boardroom and Telecommunication Facilities" with Jeff Bollinger, Bolt, Beranek, and Newman; "Color" led by Anna Campbell Bliss, ASID representative to the Color Council, Barbara Schirmeister, ASID, and Jack Lowery, FASID; "Photographing Interiors" with Peter Paige, New York freelance photographer; "The Greatest Collection of Handmade American Furniture" hosted by Jonathan Fairbanks, curator, American Decorative Arts, Museum of Fine Arts, Boston; "Hotel and Restaurant Design" with Sarah Tomerlin Lee, ASID, 1982 ASID Project Design Award winner, Tom Lee Inc.; "Behavior in Response to Lighting and Radiation" featuring Dr. John Ott, Ott Laboratories.

Workshops continue with "Historic Preservation/Adaptive Re-use" led by Luigi Bianco III, ASID, Luigi Bianco Design Associates; "Motivation" with Miriam Uni; "10 Design Predictions

Faneuil Hall Marketplace, one of many historic sites beckoning ASID conventioneers.

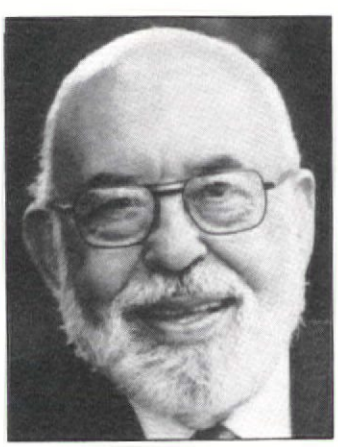


Boston, home of the bean and the Cod and site of ASID's 1983 conference.

for a Dynamic Decade" featuring John Allin, ASID, Life Design; "Shaker Furniture, as New as It is Old" given by John Howard Ott, director, Hancock Shaker Village, Pittsfield, Mass.; "Running a Small Business" with Robert Alderman, Esq.

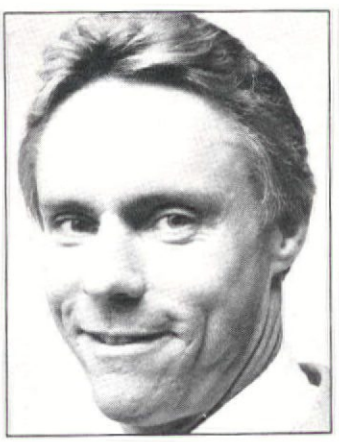
Additional seminars include "Sound and Noise Control for Living Spaces" with Lyle F. Yergas; "Quincy Market Case History" hosted by Frederick Stahl, FAIA, and Roger Lang; "Networking: What It Is and How It Works" with Muriel Chess, ASID, Bebe Winkler, ASID, Nina Hughes, ASID, and Bud Merle, ASID; "The World of Louis Comfort Tiffany" with J. Jonathan Joseph, ASID; "The American Art Scene, 1900-1925" also presented by Joseph.

(Continued on p. 76)



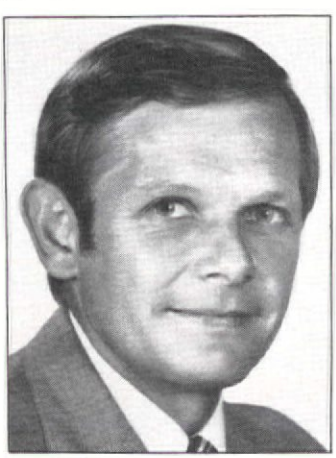
Marcus, "Revolution/ Evolution" keynote convention speaker.

Elinoff, FASID, national president of ASID.



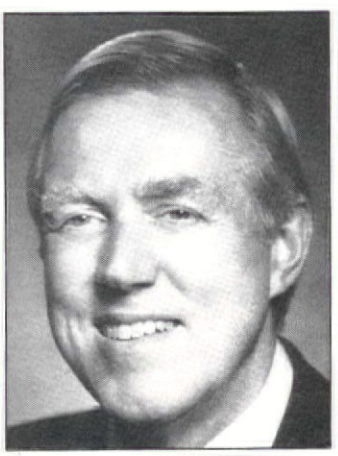
Allin, workshop speaker on "10 Design Predictions for a Dynamic Decade.

Graves, panelist, "2005–The Speed of Change."



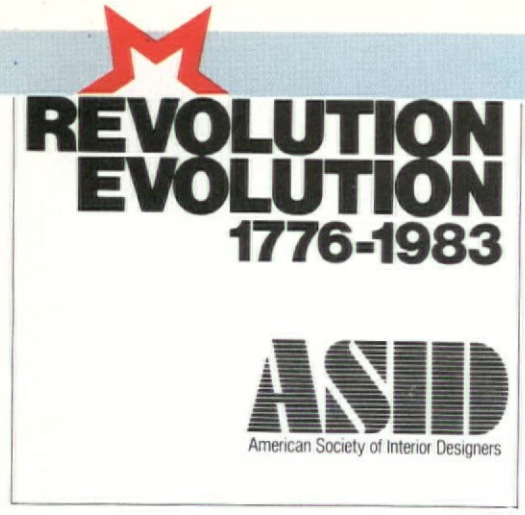
Krol, DuPont, panelist, "2005–The Speed of Change."

Stacey, senior economist, Battelle Memorial Institute, moderator "2005."



Lowery, FASID, speaker, "Color Resources for Interior Designers."

Frank, FASID, panelist, "Use of Computers in Design."



Seminars and workshops conclude with "How to Turn Negatives Into Positives" with Mary Knackstedt, ASID; "Postmodernism and Ornamentalism" led by Arnold Friedman, Ph.D.; "Healthcare Facilities Interiors: the Process" with Bill Manevich, AIA, Len Khun, AIA, ASID, IBD, and Charles Harden, ASID, IBD.

Parties to suit every taste

Some of New England's most inviting sites will play host to convention partygoers. ASID will hold a Welcome Party at Quincy Market which includes Faneuil Hall. Castle Hill's Crane Estate at Ipswich is the setting for a Roaring Twenties Party complete with fireworks, hot air balloon rides, and vintage automobile and carriage displays. Walking tours will cover city landmarks and waterfront area. Additional tours are offered to Plymouth and Sturbridge Village, Mass., Portsmouth, N.H., and Newport, R.I.

Exhibits open Thursday, July 28, at 4 p.m. allowing expo viewing at a relaxed pace. Cash bars and cafe areas will be placed throughout the expo.

For those not yet registered, late fees are $420 per member/member guest or exhibitor; $520 per non-member; $340 for per affiliated student; $360 per non-affiliated student. Additional information is available by contacting Ed Gips, ASID National Conference, 1430 Broadway, New York, NY 10018; 212/944-9220.

Hotel accommodations are not included in registration fees. The conference headquarters hotel is the Sheraton-Boston adjacent to Hynes Auditorium.

ASID NATIONAL CONFERENCE 1983 INTERNATIONAL EXPOSITION OF DESIGNER SOURCES

FIRM	BOOTH #
ADO Corporation	602
Aero Drapery	409/411
Akko Inc.	1815
Allied Fibers & Plastics	108/110
Allmilmo Corporation	1303/1305
American-Standard U.S. Plumbing	1405
Ametex Contract Fabrics	120
ASID Computer Systems Inc.	220
Baker, Knapp & Tubbs	515
Bangkok Industries Inc.	1401
Bernhardt Industries	1020
Biltrite Corp.	414
Bremworth Carpets	1321
The Broadway Collection	502/504/601/603
Brown Jordan Company	1616
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Wolf-Gordon Wallcoverings	1714/1716
Wood-Hu Kitchens Inc.	1224
Workbench Inc./Contract Division	1410

NOW THE CHOICEST LOOK IN WINDOW WEAR COMES IN A CHOICE OF OVER 70 STYLES & COLORS.

Choose from Linen and Hopsack Prints, Sheers, Batiste and the original Vista line. Softlight Shades' horizontal pleats create the crisp, classic look of metal blinds yet do it with a softer touch in beautifully woven polyester fabrics that range from versatile neutrals to popular earth tones, and from softly transparent to semi-opaque to suit your exact specifications for light control, energy control, view and privacy. There's even a metalized version that reflects summer's heat and glare up to 87%.

del mar
softlight shades

Circle 47 on reader service card

SIMPLICITY. THE KEY

TO OUR SUCCESS.

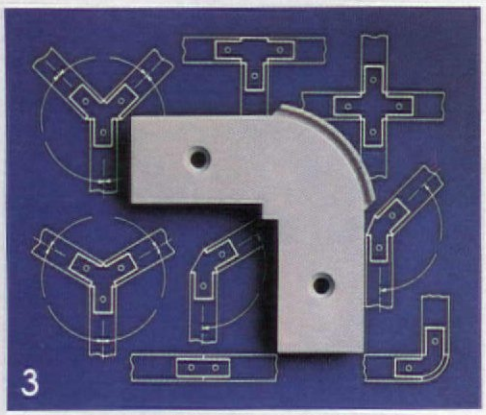
If the true beauty of an open office system were only skin-deep, Pleion could be faced with a rash of competition.

1 Fortunately, the true beauty of a Pleion system *is* the system.

Because not only are the aesthetics clean, pure, precise. The design is devastatingly simple.

How simple?

Recently, one man—in one day—installed 275 of our panels.



And a major corporation reconfigured over 5,000 Pleion panels in less than a week.

A large portion of the credit goes to the 2 Pleion tool kit. That's it on the facing page.

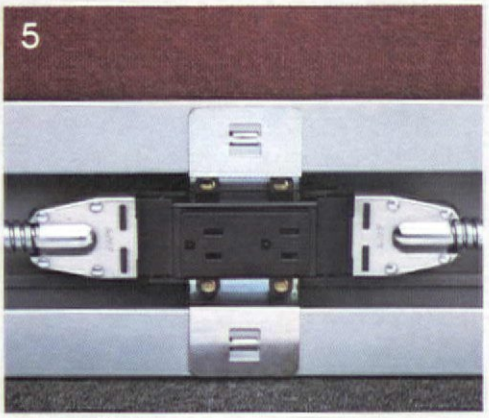
3 We use it for the rigid steel—no hinge, no post—panel top connectors.

The bottom connectors 4 simply slide in.

And the Pleion electrical/

communications system, 5 PowerGrid,® is equally impressive. You can opt for a desk-level raceway instead of floor-level, or opt for both. Each raceway handles up to three 20-amp circuits and sixteen 25-pair communications cables without blinking. And without tools.

The key once again, is simplicity—only three parts. Our snap-in duplex module, a pass-thru module and a *hand-latching*



power harness.

We even make specifying a snap.

We offer panel widths from 12" to 72", heights from 30" to 96."

6 Plus ten enamel colors. Three plexiglass. And twenty-five fabrics—with the ability to tuck a new fabric, without disassembly, whenever it suits you.

And all connectors and electrical components are included in the price of the panel, making your job even easier.

Such consistent dedication to simplicity has not gone unrewarded. Our name is spreading among the Fortune 500 as quickly as our panels.

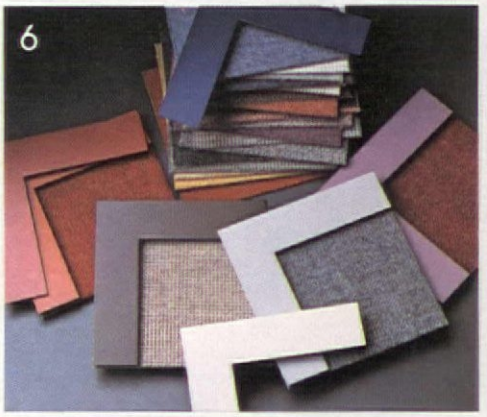
Which doesn't really surprise us.

After all, with a system this easy to specify, this easy to assemble and this easy to reconfigure, success was sure to follow.

It's really very simple.

For a no-obligation demonstration of the complete Pleion open office simplicity concept—in your own office and in 45 minutes—Call 800-222-3322 or write to us today.

We even make color coordinating simple. Call or write for your free 6 Pleion color selector kit today.



PLEION CORPORATION

It's simple.

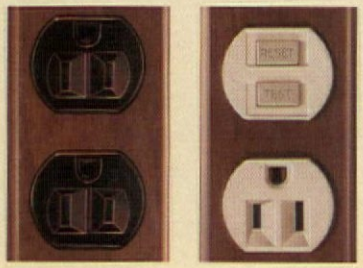
1402 E. Chestnut Avenue, Santa Ana, CA 92701 (714) 835-9101

Circle 48 on reader service card

SQUARE-Duct Posts match any decor as well as all your power/communications needs.

The Designer Group of SQUARE-Duct® Posts comes in a large selection of both stock and special colors. So you're sure to find the color to fit any decor. Plus, you get more features and options to meet present and future power/communications requirements.

GET MORE STANDARD AND SPECIAL RECEPTACLES.



Each designer post comes with two 15A, 125V duplex receptacles and can handle up to four additional ones. Posts are also available with locking, specification grade, hospital grade, isolated ground and ground fault protection receptacles.

If you need to add these special power options later, do it right on site. Unlike other power posts, ours don't have to be sent back to the factory for modifications.

GET MORE PHONE CONNECTIONS.

You can put just about all the telephone connections you require into a Designer Group Post. Its removable communications compartment conceals the Amphenol* Connectors. So they're out of sight, yet still easy to get to. Need more than five 25 pair cables for communications and closed circuit wiring? Then just specify a 3-5 Amphenol* Enclosure Box.

GET SINGLE OR DOUBLE JUNCTION BOXES.

The Designer Group's power junction box works with all common types of hard and modular wiring. When building codes specify hard wiring for telephone cables, a double junction box can be installed for separate power/communications wiring.

*AMPHENOL IS A REGISTERED TRADEMARK OF BUNKER RAMO CORP.

ONLY THEIR PRICE IS LESS.

You get all these features, plus much more with the SQUARE-Duct Post Designer Group—at a lower price than comparably equipped power posts.

Unfortunately the printed page can't accurately reproduce SQUARE-Duct Posts' true colors. So contact your Square D field office or distributor for accurate color samples.

To get your copy of our Designer Group Bulletin SO-125 or our Standard Group Bulletin SO-115R1, write us at Square D Company, Dept. SA, 5735 College Corner Road, Oxford, OH 45056.

SQUARE-Duct® Post

Designer Group

SQUARE D COMPANY

Circle 49 on reader service card

BROWN JORDAN

MODERN • GRACEFUL • DURABLE • VERSATILE

Created by Designer John Caldwell for Brown Jordan, Caldwell Cast functions beautifully in any contemporary setting—hotels, offices, restaurants, institutions, public seating areas—indoors or out. Choose from three seating options: vinyl strap, mesh, cushion. Seating can be changed, on-the-spot, for ready maintenance or a new look. Die-cast aluminum frame is lightweight, exceptionally strong and comfortable. Finish is Brown Jordan's UltraFuse,® unsurpassed for beauty and durability. Caldwell Cast, attractive and practical—to be admired and used...for years.

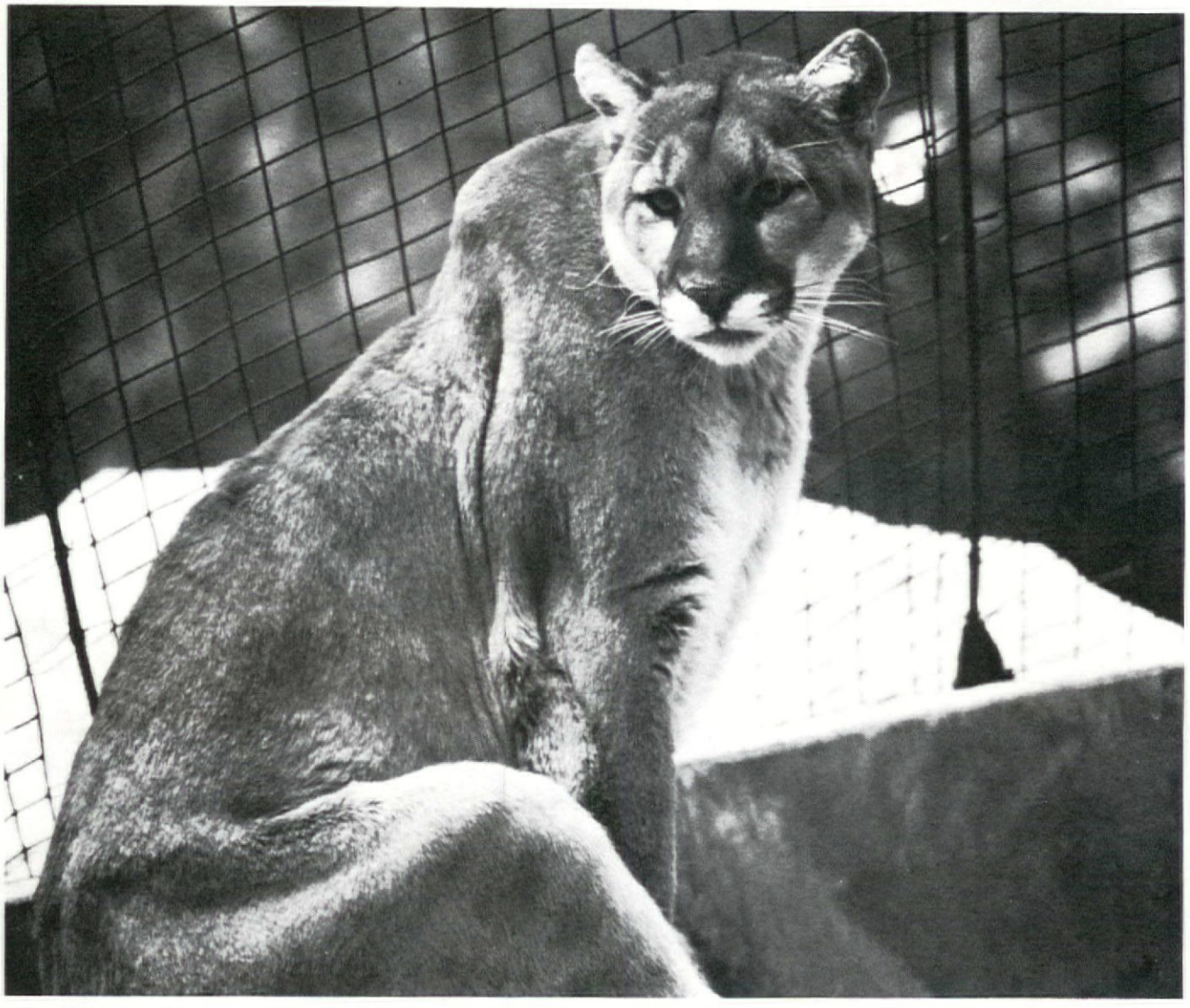
Covered by U.S. Patent numbers 264,150 and 261,968

Brown Jordan

For full-color catalog, write on your letterhead to Brown Jordan, Dept. KX672, P.O. Box 5688, El Monte, CA 91734. Showrooms: Atlanta • Chicago • Costa Mesa • Dallas • High Point Los Angeles • Miami • New York City • San Francisco • Seattle • Washington D.C. • Amsterdam • Dubai • Geneva • Hong Kong • Karlsruhe • Nicosia • Riyadh • Singapore • Sydney

Circle 61 on reader service card

There are two ways to conserve wildlife.



Way Number One: zoos. Wonderful places, zoos. For people. For all of us to learn about animals from faraway places. For a glimpse of rare species that still exist only in zoos. But if the cougar and other wildlife could choose...

Well, there's Way Number Two: natural habitat. Enough of it to provide what all animals need to survive: food, water, cover and a place to raise their young. But does it have to be either/or?

In too many parts of the country we haven't yet found the right balance between our human needs and the animals' need for natural habitat. In too many places chainsaws and bulldozers are recklessly destroying habitat and with it the wildlife.

Solution? Wise conservation policies that can help protect habitats without stifling necessary development.

Recently the National Wildlife Federation acquired a 2,765-acre tract in northern California's Shasta Valley—the Lava Lakes Wildlife Area and Nature Center. With its lakes, marshes, forests, sagebrush and grazing land, the new area provides habitat for 67 species of mammals, from shrews to mule deer, along with waterfowl, fish, reptiles, amphibians, and some 150 species of birds.

That's the way to conserve wildlife—natural habitat. Space in America must be allocated fairly. That way, the animals will survive and so will we.

Help save a place for wildlife. Write Department 401, National Wildlife Federation, 1412 16th Street, N.W., Washington, D.C. 20036.

Save A Place For Wildlife.

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Bringing Specifier/Buyers And Suppliers Together

CONTRACT'S Construction Lead Service, a free monthly report on new and remodeled contract jobs in the planning stage, provides suppliers with exclusive leads to current installations and offers specifier/buyers easier access to products and services.

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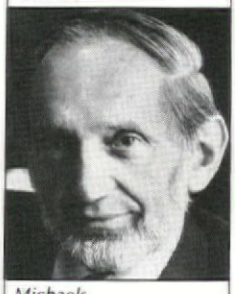
Scanlon


Michaels

Kathleen Scanlon (shown) joins the staff of the International Design Center of New York (IDCNY) as assistant director of leasing.

New president of John Stuart/John Widdicomb is **Roger A. Michaels** (shown). He succeeds **Robert F. Rothschild.** The firm is currently opening a showroom in the Washington, D.C. Design Center.

Helikon appointed two new sales representatives. **Thogmartin Assoc.** will represent the firm in Southern California and parts of Nevada. Rena Forest of **Lounsbury/Bozik** will handle sales efforts in Arizona as well as Denver. **Kory Terlaga** was promoted to the position of marketing manager.

James M. Bosland was elected president and chief executive officer, Ketchem & McDougall Inc., its subsidiary, Aqua Meter Instrument Corp., and its Park Sherman Lighting Div.

Allan Neal Denenberg joined The Grad Partnership, New Jersey planning firm, as director, interior architecture.

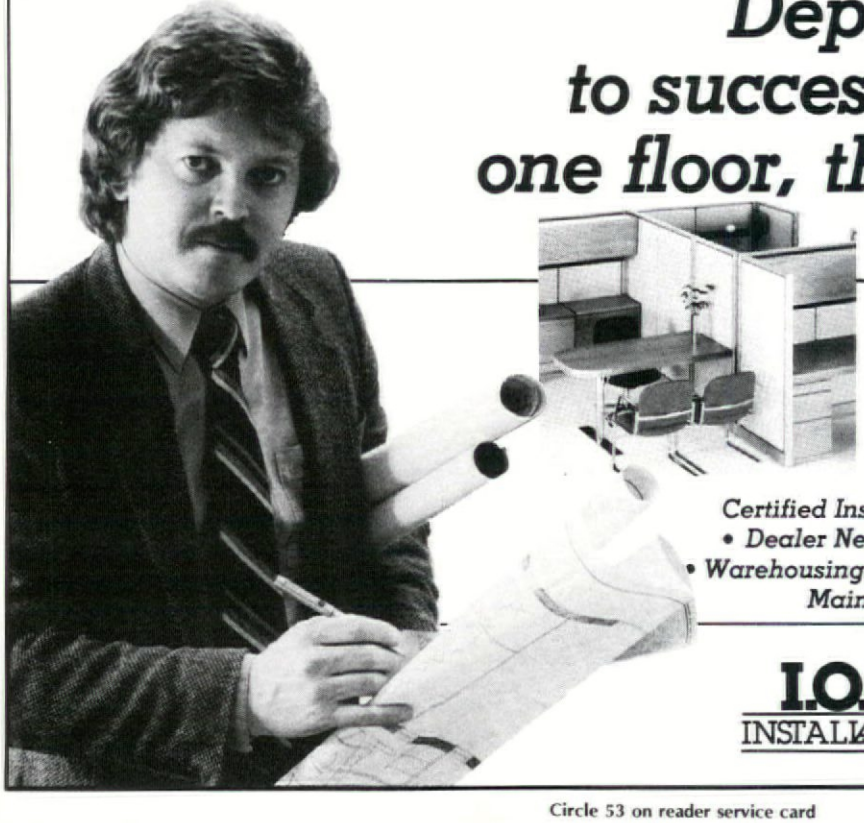
The American Society of Interior Designers (ASID) celebrated the 20th anniversary of the **Interior Design Educators Council** (IDEC) with a $1,000 gift for the Journal of Interior Design Education and Research. William Richard Whaley, FASID, vice president/president-elect of ASID, presented the gift to IDEC president Dorothy Fowles, IDEC, ASID, at the IDEC conference in Forth Worth, Tex.

Edward Fields Inc. announced a series of personnel changes affecting showroom and territorial sales staff. In New York, staff additions include **Mort Lucks,** who will develop a tapestry division for the firm; **John Chinchar,** who will be responsible for sales in Long Island, Westchester, and Connecticut; and **Harriet Newman,** who also joins the sales staff. Chicago area staff additions include **Elmer D. Newton,** who moves from Houston to cover Minnesota and Wisconsin and **Burtchaell Welterau,** who will be responsible for contract sales in Chicago and St. Louis. Other staff changes affect the Miami showroom and include **Terry Kirk,** who will service Georgia and North and South Carolina as well as **Lindy Laher,** who will cover the state of Florida; **Mary Miller** and **William Phelan,** who will cover D.C., Maryland, and Virginia from the Washington, D.C. showroom; **Philip Rosas,** who joins the Los Angeles contract sales staff; **David May,** who joins **Wesley Lones** in the San Francisco showroom; and **Phillis Novack,** whose firm, Novack and Assoc., will represent Edward Fields Inc. in the states of Washington, Oregon, and Alaska.

Designers, Architects, Dealers:

Whatever the office system... Wherever the location...

Depend on I.O.I. to successfully install one floor, three floors or whatever...



At I.O.I., we know the importance of schedules, the importance of the total coordination between designer, manufacturer and customer and we know open plan office systems. For starters...ask T.V.4 Detroit or Lockheed-San Francisco.

Certified Installers of Open Plan Office Systems • Dealer Network Assistance • Project Planning • Warehousing • Transportation • Post-Installation Maintenance • Servicing U.S. & Canada

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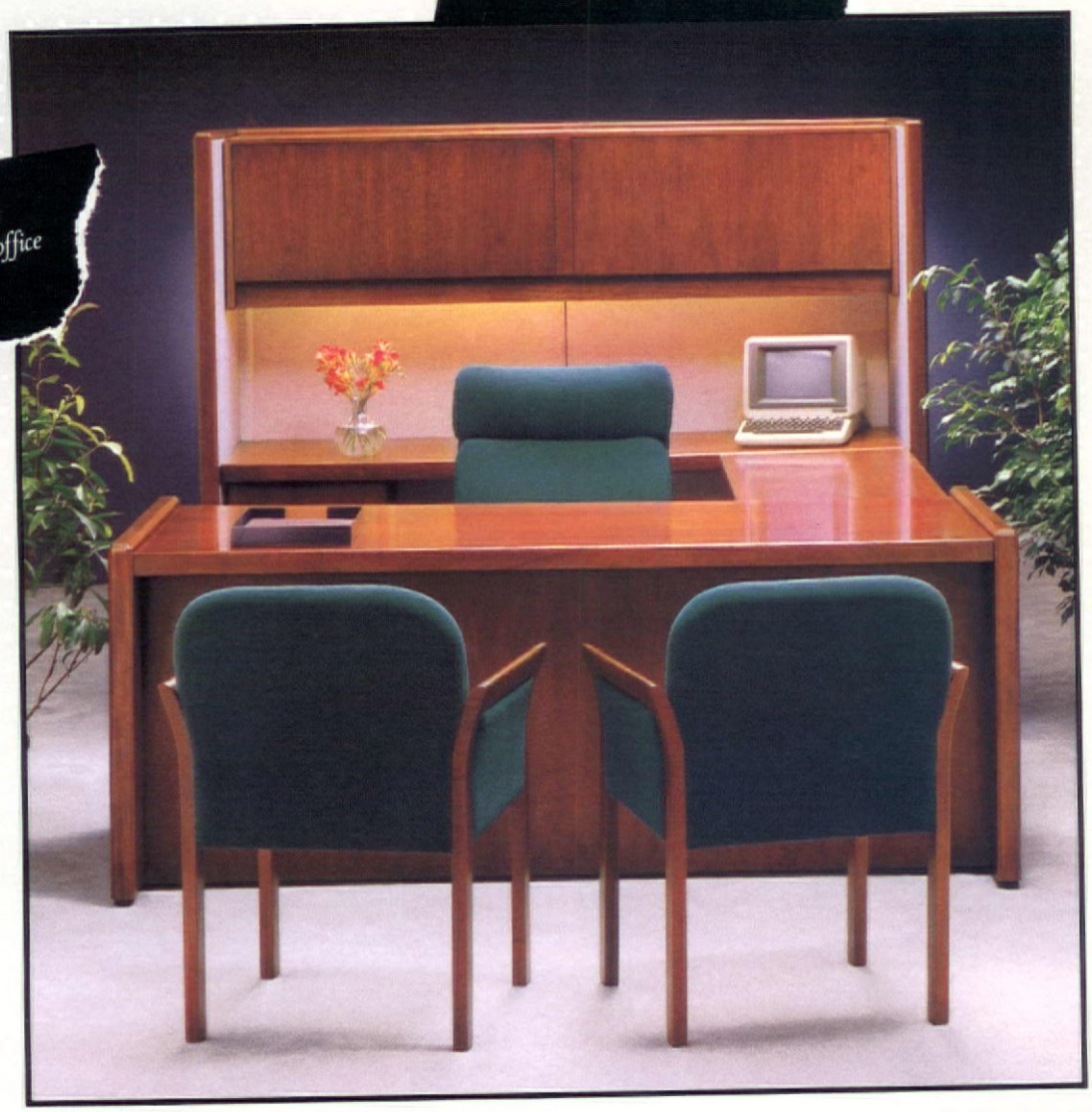
Executive Privilege

...a unique system of executive office furniture for the creative executive at work. A continuous process of balancing intuition with rational considerations, a sense of correct form with the ability to adapt upon demand...that is the challenge the creative executive faces daily. That is the distinction which Gunlocke executive furniture provides.

Gunlocke Designs for the executive office environment.



Gunlocke

The Gunlocke Company • One Gunlocke Drive •
Wayland, New York 14572 • 716/728/5111
Showrooms in New York, Chicago, Dallas, Los Angeles

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Stevens contract fabrics. An environmental strategy.

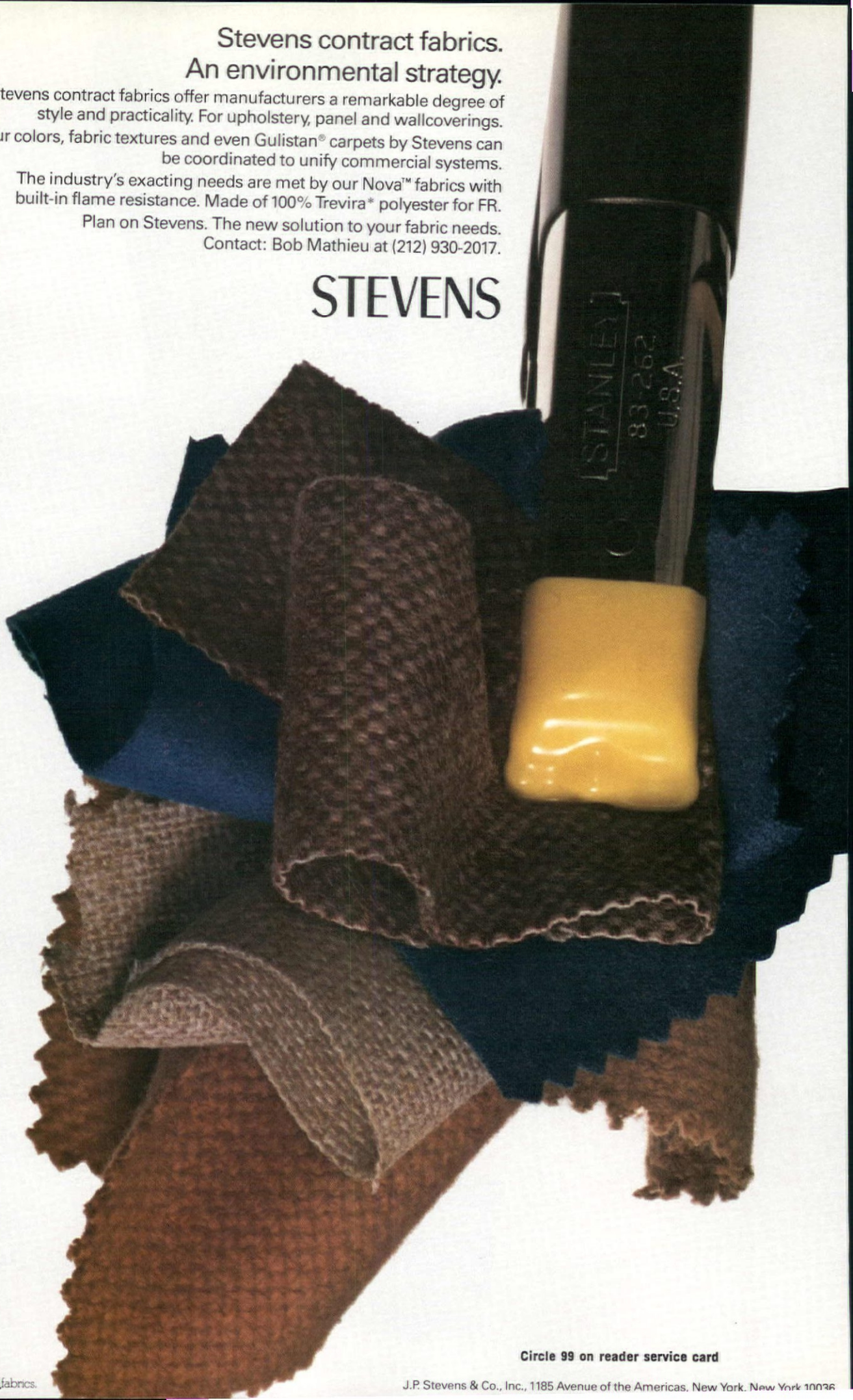
Stevens contract fabrics offer manufacturers a remarkable degree of style and practicality. For upholstery, panel and wallcoverings.

Our colors, fabric textures and even Gulistan® carpets by Stevens can be coordinated to unify commercial systems.

The industry's exacting needs are met by our Nova™ fabrics with built-in flame resistance. Made of 100% Trevira* polyester for FR.

Plan on Stevens. The new solution to your fabric needs.
Contact: Bob Mathieu at (212) 930-2017.

STEVENS



®Reg. TM of Hoechst AG.

TREVIRA® for FR fabrics.

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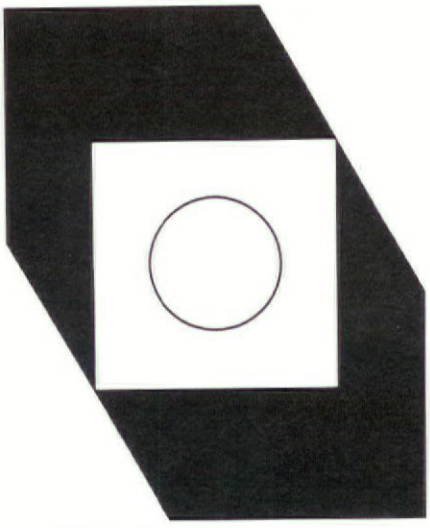
J.P. Stevens & Co., Inc., 1185 Avenue of the Americas, New York, New York 10036



FIDER

Building a solid foundation for the future of Interior Design.

The future of the profession of Interior Design is dependent upon the quality of education available for those who will practice the profession tomorrow. FIDER, by its recognized process of voluntary accreditation helps to insure that future. The successful continuation and growth of the FIDER program is dependent on voluntary support.

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.

Grant Slides and the Contemporary Office

The contemporary office doesn't only rely on computers for efficiency.

Drawer slides make possible the convenient interface between data processing and the necessary access to components and storage areas.

Look to Grant for imaginative, innovative answers to your problems and for the experience and sensitivity your designs require.

GRANT

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The New Standard In Digital Time Systems

Stand Alone Display

Totally independent of any outside time signal, the 5000SA has its own on-board microprocessor for time integrity and reliability. Needing only a 120 VAC power source, it minimizes installation cost and permits unlimited site selection possibilities.

5000SA
Surface

DTC—2000

DigiPulse™ Time Center

Corporate specifiers, facility managers, architects and designers, realize the importance of a high quality, dependable and cost effective time system. This is why they choose the DigiPulse™ Time Center.

The compatibility of the DigiPulse™ Time Center and the satellite display ensures a totally integrated time system.

DigiPulse™ Satellite Displays

3000 Flush

Highly visible, the model 3000 can be ceiling, surface or flush mounted. Various digit colors and custom cabinets create numerous design possibilities.

Because of its own unique, projected image, DigiPulse™ is set apart from common analog or digital clocks.

Display Graphics Inc.
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Stamford, Connecticut 06903
(203) 322-3856

BE SURE TO SEE US AT NEOCON XV
Space 1058

When it's time, specify;
DigiPulse™

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PEOPLE/NEWS

Betsy Morehouse (shown) was named director of planning and research, Atlanta Market Center, a newly created position. She will assist vice president, planning and research **Susie Longino** (shown).

Morehouse

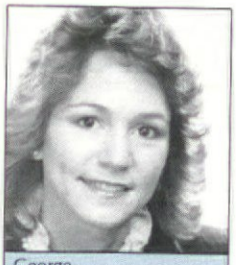
Longino

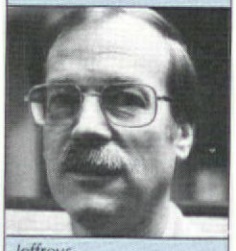
Storwal International Inc. announces three management changes. **Jim Mills** and **Phil Goodfellow** were named executive vice presidents, sales and marketing, and finance and manufacturing respectively. **Kent R. Allen** was named vice president, marketing for the firm.

Cumberland Woodcraft Co. Inc. has relocated to a new facility. The new address is P.O. Drawer 609, Carlisle, PA 17013; 717/243-0063.

Jim Mauri has been named vice president, Stendig International Inc., which includes the subsidiary Stendig Inc. and divisions B&B America and Stendig Textiles. Edward N. Epstein, president, announced the appointment.

Margaret Simmons was named executive vice president, Navan Carpets. She has been with the firm for 17 years.


George


Jeffreys

Oakley

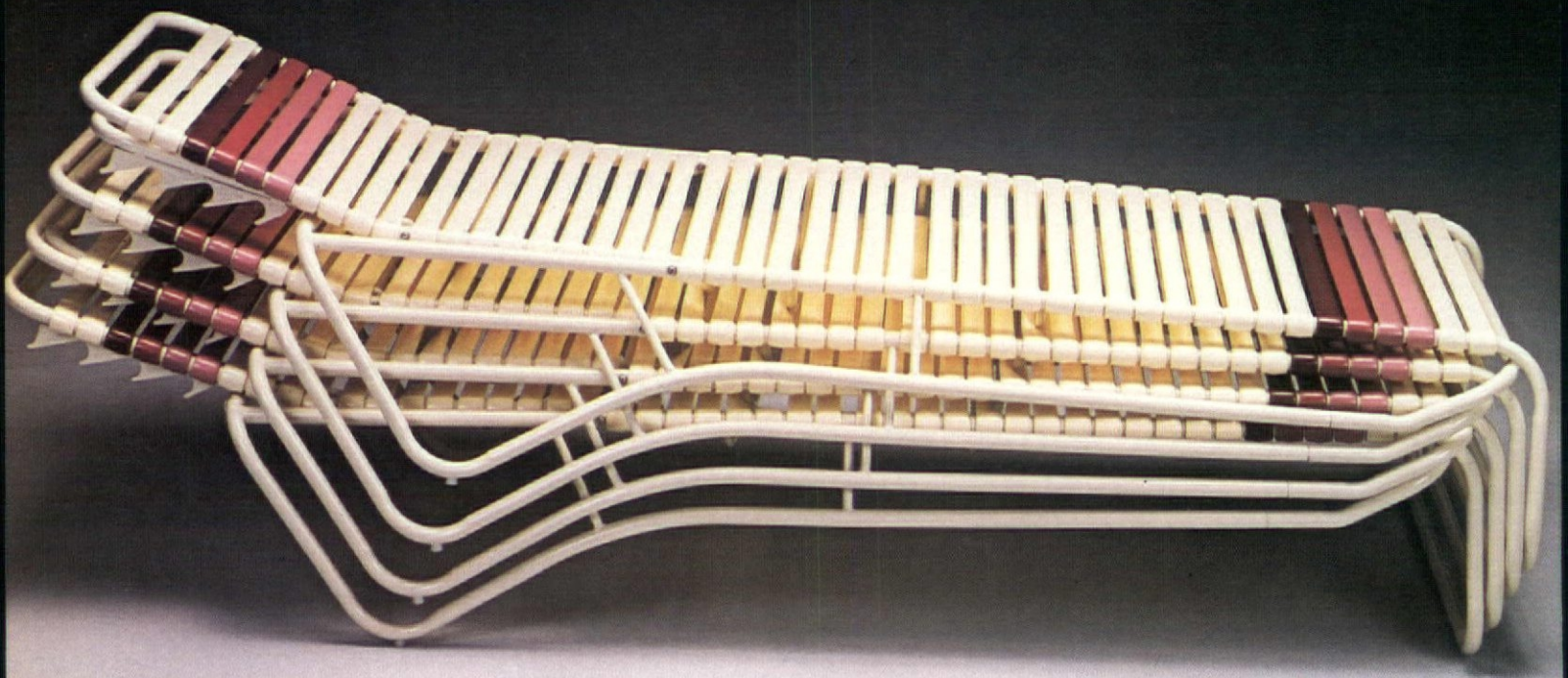
Kathy George (shown) was named Chicago area sales representative for Carnegie Fabrics.

Wilson Business Products, Houston, and **Josephson International**, New York, have signed final agreements whereby Josephson has acquired all capital stock of Wilson. Wilson, now a wholly owned subsidiary of Josephson, will operate under the Wilson name as part of Josephson's Office Design and Furnishings Group. In a related transaction, Josephson purchased the land and building which house Wilson's headquarters, furniture showroom, warehouse, and support services.

Rose Johnson named **Frank R. Jeffreys** (shown) vice president, sales and **Richard B. Oakley** (shown) vice president, marketing.

David M. Ross is new manager, space planning services for Goodmans Furniture and Office Systems, Phoenix, Ariz.

"Mallin Contract: Your



Mallin has the resources to meet your contract needs. Our family of companies can provide beautiful outdoor furniture, fine rattan collections, a colorful spectrum of umbrellas and unique portable spas. For your nationwide contract needs, let Mallin be your source of convenience.

PEOPLE/NEWS

Two new appointments at Haworth Inc. include **David L. Meeter** (shown), design services manager and **William J. Ishmael** (shown), national manager, architect & designer programs for the firm.

Jeffrey Fear (shown) joins iil as graphic design director. The Graphic Design Group, based in Toronto, is responsible for internal and external corporate graphics.

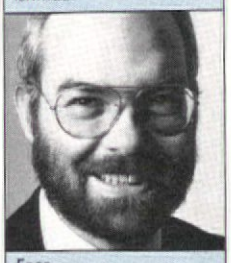
Three new regional representatives were appointed by **Allyn Bank Equipment Co.'s Data-Write division.** They are **R.L. Witt & Assoc.,** Chicago; **Contract Business Furnishings Inc.,** Dallas; and **Louis J. Molnar Assoc.,** Edina, Minn.

New director of mart operations for the 6100 Bldg. and Design Center Northwest, Seattle, is **Barry Jaquess.**

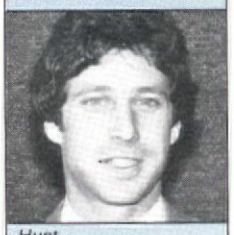
W.A. Keyser was appointed senior vice president, planning for Levolor Lorentzen Inc.

Meeter

Ishmael


Fear

Miller


Hunt

Mira-X, New York textile firm, opened a showroom at the recently completed Washington, D.C. Design Center. The firm is located in space 206, Designers' Showcase Ltd.

Sales positions in three markets were recently filled by The Gunlocke Co. **Jeanne Miller** (shown) is new showroom manager for the firm's recently opened Dallas World Trade Center facility. **Wayne Hunt** (shown) is district sales manager, Houston, covering central Texas, south Louisiana, and Mississippi. Kit Killion is new district sales manager for Chicago, the state of Illinois, and Iowa.

Robert V. Cortelyou, president of La France Industries, a division of Riegel Textile Corporation, has been elected a corporate vice president of the parent concern. Cortelyou retains his present title and will continue his responsibilities for the interior furnishings group of Riegel, which includes La France Industries, the manufacturing division, and La France Fabrics, the distributing network.

Cramer Inc. appointed **Mike Coleman** wholesale and catalog sales manager. He will be based in Kansas City, Kans.

source of convenience"

Mallin
Los Angeles, Atlanta

Pacific Rattan, Sun-Aire Umbrella, Carefree Portable Spas. Circle 59 on reader service card

Contact Ray Bastin, 4700 N. Central Ave., Suite 205, Phoenix, AZ. 85012, (602) 234-3004

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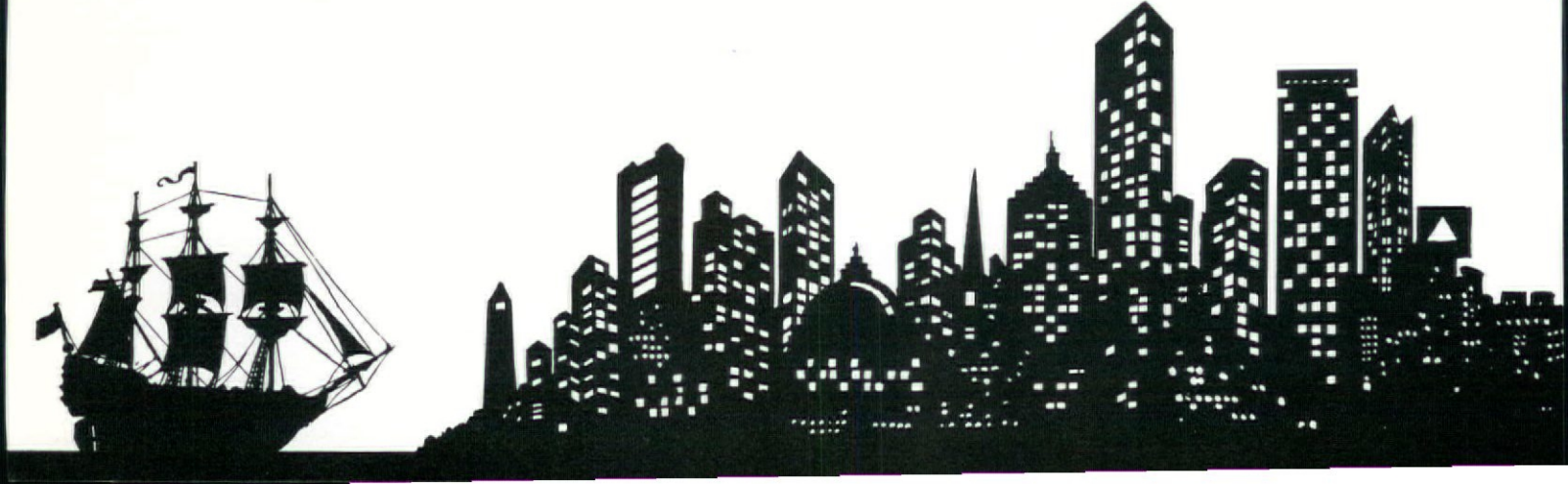

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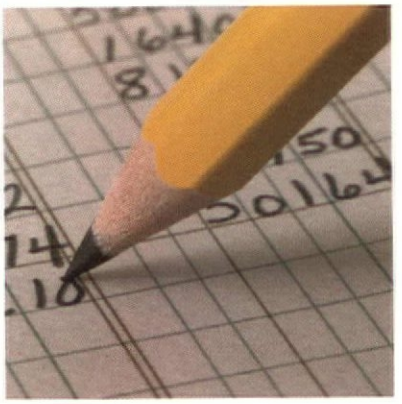

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On August 3, 1492, Christopher Columbus set sail from Spain, seeking honor and wealth by establishing new trade routes with India. Since he had miscalculated the circumference of the earth by 6,331 miles, he was destined to spend years in a vain search for the mainland of Asia. In 1502 he died poor and forgotten.

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COMING EVENTS

1983

July 13-14. "Tools & Techniques for Facility Planners & Managers," Cornell University Facility Planning & Management Program short course. Cornell Club, New York.
July 16-20. Summer Floorcoverings Market. Atlanta Merchandise Mart, 240 Peachtree St., N.W. Atlanta.
July 28-August 1. ASID National Conference & International Exposition of Designer Sources. John B. Hynes Auditorium & Exhibit Hall, Boston.
August 31-Sept. 1. Contract Canada '84, Canadian Contract Furniture & Design Exhibition. Stouffer's Inn On The Square, Grand Ballroom, Cleveland, OH.
September 11-13. National Decorative Accessories Show, First National Exposition of Decorative Interior Products. Moscone Center, San Francisco.
September 22-23. Michigan Design Center Preview XIII. Michigan Design Center, 1700 Stutz Dr., Troy, MI.
September 22-25. Woodworking Machinery & Furniture Supply Fair. Convention Center, Los Angeles.
September 28-October 2. National Office Products Assn. Annual Convention & Exhibit, Hyatt Regency & McCormick Pl., Chicago.
September 30-October 3. Seventh Annual Fine Arts Forum—Artexpo Texas, Market Hall, Dallas.
October 13-15. Designer's Saturday. Member Shrms., New York.
October 20-22. CONEXION '83, First Annual Southeastern Contract Design Market. Atlanta Market Center, Atlanta.
October 25-27. International Energy Management & Facilities Improvement Show. Expocenter, Chicago.
October 26-29. 39th Annual Convention of the Marble Institute of America, Sheraton Hotel, Palm Springs, CA.
October 30-November 2. Industrial Designers Society of America 1983 Annual Conference. Hyatt Regency, Chicago.
November 1-3. INTECH '83, First Annual Data Communications & Networking Conference. McCormick Place, Chicago.
November 2-6. Society of American Registered Architects (SARA) Annual Convention. New Orleans Marriott, New Orleans.
November 9-10. CONTRACT/*Facilities Design & Management* Computer-Aided Space Design & Management Conference. Halloran House, New York.
November 10-12. Design Assembly/Agora Award Presentation. The Marketplace, Philadelphia.
November 10-12. Stained Glass International/1983. New York Statler Hilton, New York.
November 13-16. 68th International Hotel/Motel & Restaurant Show. New York Coliseum, New York.

Foreign Trade Shows 1983

September 10-15. 23rd Italian Furniture Exhibition, 8th Euroluce, 2nd Eimu. Milan Fair Grounds, Milan, Italy.
September 12-15. Israel Furniture Week. Binyanei Haooma, Jerusalem, Israel.
September 22-25. The Heritage Canada Foundation 10th Anniversary Conference. Royal York Hotel, Toronto, Ont.
September 27-October 2. Cersaie, International Ceramic Tile Exhibition, Bologna Fairgrounds, Bologna, Italy.

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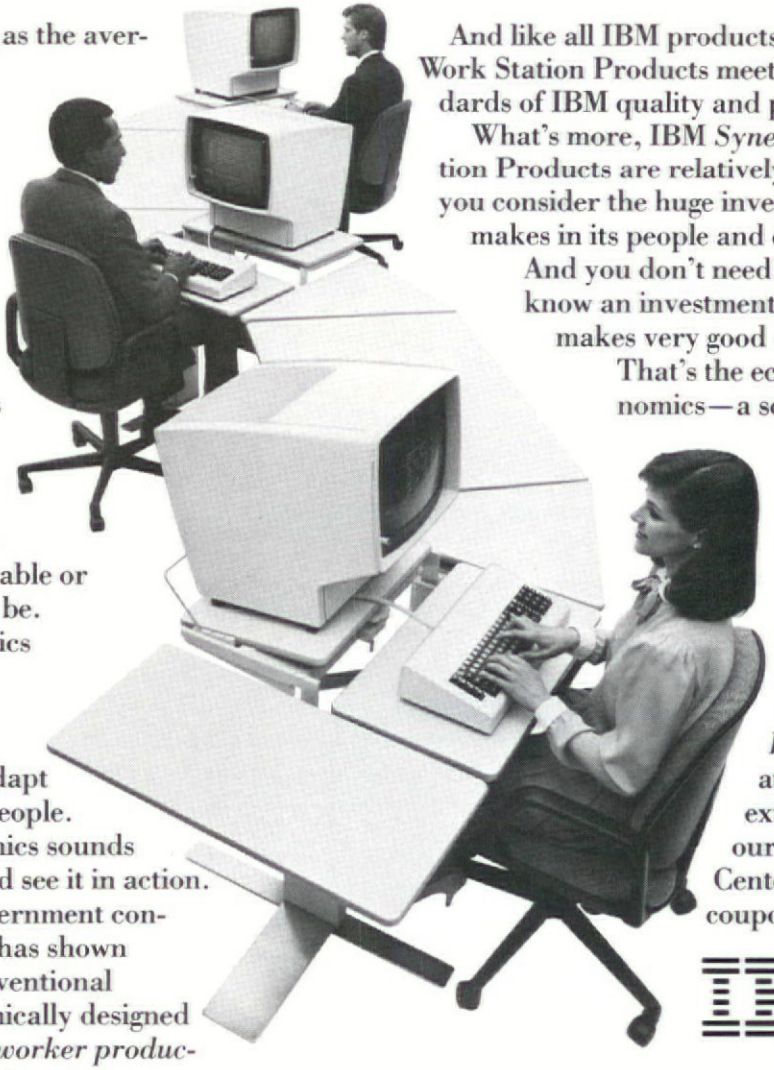

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DESIGNERS & USERS IMPACT

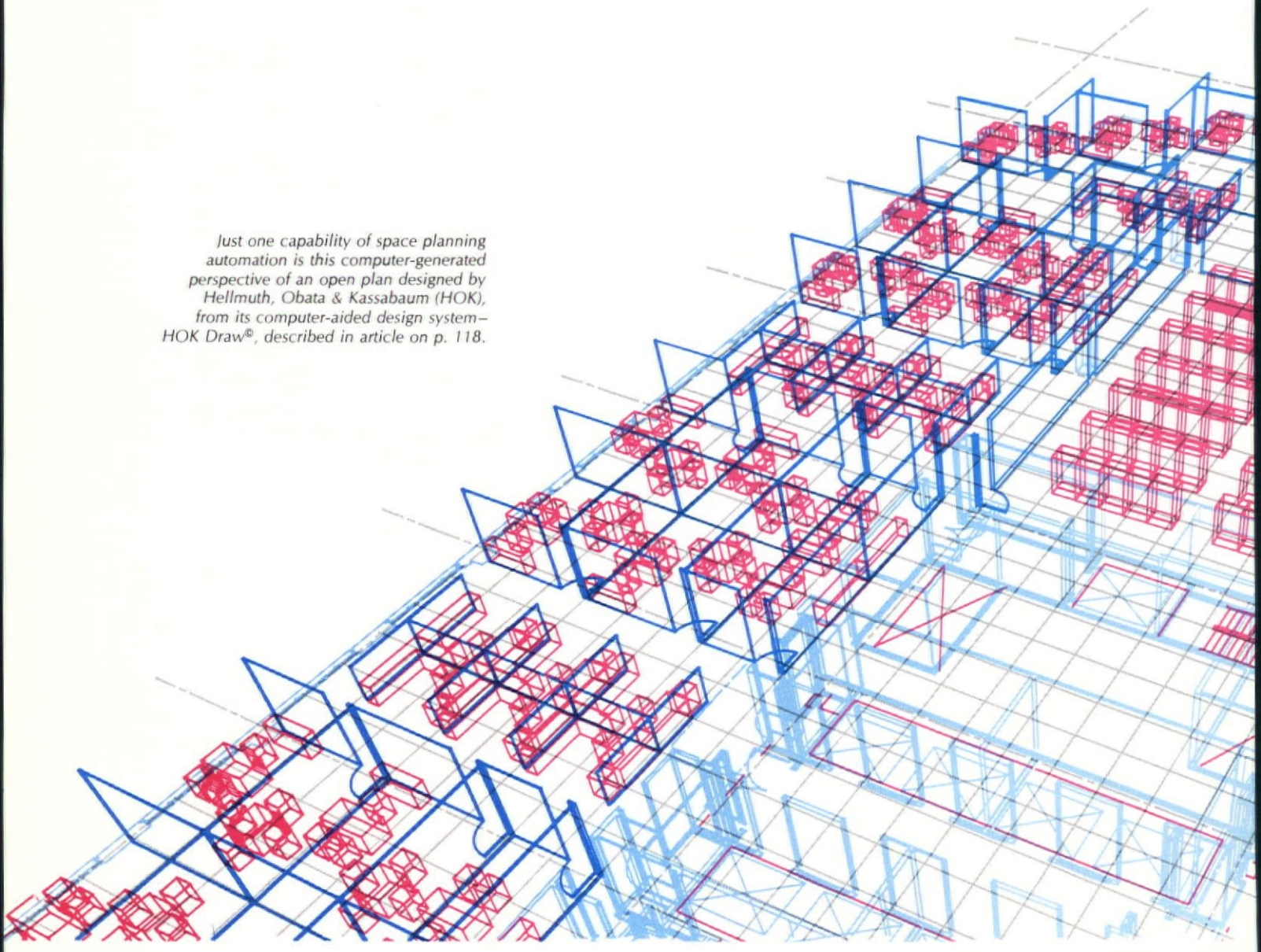
Team planning approaches merge technology & business in effective information systems management

by **ROBERTA WALTON**
Managing Editor

If everyone agrees that it is impossible to predict future technology for the office and accurately plan environments to accommodate unforseeable change, what are the experts doing to "embrace uncertainty"?

Spokesmen for the major suppliers of office automation technology and industry analysts are telling architects and space planners to capitalize on opportunities to better manage change by working strategically with their top-level corporate executive clients.

Designers are in a unique position to positively influence the thinking of end-users—a capability that most vendors of automated equipment wish they had. A recent poll of 600 members conducted by the American Society of Interior Designers' Media Center revealed that 42 percent have spent time redesigning office space to incorporate automation



Just one capability of space planning automation is this computer-generated perspective of an open plan designed by Hellmuth, Obata & Kassabaum (HOK), from its computer-aided design system– HOK Draw®, described in article on p. 118.

AUTOMATION STRATEGY

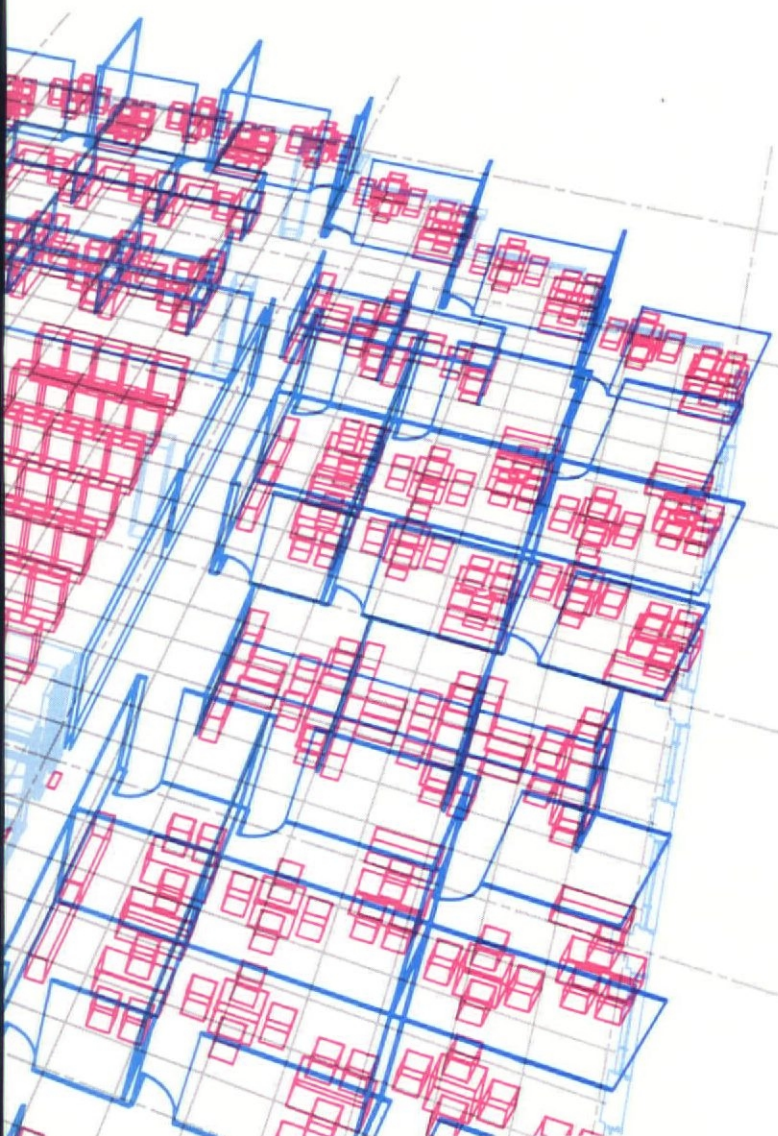
technology—a 90 percent increase over 1980 figures.

Yet, although vendors do not operate from the privileged position held by the space planning community, many are far ahead of interior designers in formulating methods to cope with new forms of office automation intangibles.

The tools used by suppliers to manage automation change for *their* client companies, are developed from research that expresses a vested interest in the future workability of office systems. In one vendor's view, these tools help foster "intellectual ergonomics"—a shift away from considering the purely physical integration of future office environments toward analysis of corporate end-user goals and needs within a management framework.

To better protect and guarantee a company's interiors planning effort in the face of rapid technological change, automation researchers hold these views:

- A team-planning approach, or participative network, in structuring future office environments is required. Such an approach involves the expertise of space designers, automation experts, behaviorists, and office technicians such as engineers, and lighting/acoustical consultants. Mixed-vendor service companies will multiply in the future.
- It is important to perceive automation as a process, not merely a product. Automation of *current* tasks is not the issue; rather, the key to effective automation planning lies in understanding technology's ability to change work methods.
- Human resources—people—are the first consideration in formulating an office automation strategy. Offices will never truly be fully automated since information technology is only a tool to enhance human skill, talent, and productivity.
- Technology management and corporate business management must be merged. Strategic planning for Office Information Systems (OIS) should be raised to the level of the CEO where OIS management should be "technology-influenced," not "technology-driven." (This point is argued by Dr. Michael Hammer, associate director, Laboratory for Computer Science, M.I.T., in *Management Technology*, June, 1983.)
- The office of the future is built with a "tool kit" that integrates facility design and automation in order to reach office excellence. Updating the tool kit means that planners must not be restricted by the limits of current solutions.



Space planners tap automation expertise

A recent study undertaken by the Institute of Business Designers (IBD) and Dennison National Co., a leading manufacturer of information processing supplies and furnishings, polled IBD members on their knowledge of office automation planning. Some 46 percent of respondents indicated they do not have a full understanding of current electronic technology. A majority of these space planners claimed more education and training is needed in automation disciplines.

IBD's study raises some interesting questions. Is the responsibility for office integration of automated systems solely the domain of the space planner? Can professionals in one area be required to master the complex disciplines of another, however closely related, field?

The response of automation analysts is firmly negative. In their view, application of automated systems is so closely related to specialized corporate management objectives and needs that selection and design of office technology systems ideally is a client-based business management function.

Nonetheless, diversification of design firms into new areas of client service that provide automation consulting remains an option. In addition, the use of outside consultants, a path taken by many respected interior space planning firms, is another viable route. And, outside consultancies themselves, as well as automation vendors, are growing increasingly sensitive to the need to develop their own office automation orientation programs.

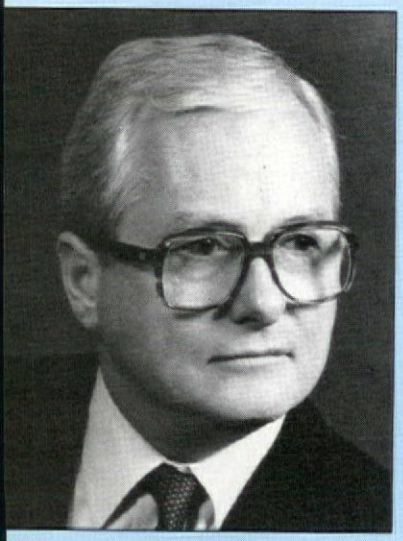
An interior space planning firm which actively practices a multidisciplinary approach to working with clients who have sophisticated automation needs is Interspace Inc., Philadel-

Mixed-vendor companies will multiply

phia. The company recently completed the Senate Office Systems Research Project for the Architect of the Capitol, Washington, D.C. (See CONTRACT, June, 1983.) In this project, Interspace drew on the talents of outside consultants who represented areas of business management, behavioral psychology, acoustics, lighting, and office automation.

Explains William G. Krebs, principal, Interspace's Philadelphia design division, "We held the contract with each consultant and integrated their work with ours. Frequent group meetings with participating senators in the project were arranged to closely evaluate management structure."

The firm is applying a similar approach to designing the Cleveland headquarters of a multinational corporation, TRW.



Ed Carlson, vice president, business and automation systems, Burroughs Corp.—**"Automation systems planning suffers from delayed communication between planners, users, and corporate management."** Burroughs Corp. is developing strategic consultative services for its automation clients.

A consultant working with Interspace on the project, Ronald Goodrich, director, research and analysis, Cushman & Wakefield, New York, says that TRW required an advanced worldwide communications network. "Without the luxury of predetermining specific technology, the client agreed to use a team approach and to pay a premium in order to assure that the building would remain flexible to future change."

Goodrich worked with TRW to minimize a by-product of automation planning—worker alienation. He evaluated "the corporate psyche" to recommend space solutions that would humanize TRW's high-tech environment.

Hybrid planning is being applied at another space design firm, EOS Corporation, formerly InnerSpace Group Inc., Minneapolis, in the form of a Telecommunications and Office Automation Consulting Service—a newly developed arm of the firm conceived to work with clients on in-depth automation plans.

Comments Galen Golz, EOS Group president, "The new design firms of the '90s will start (projects) with traditional planning skills . . . but (will also) examine the office as a machine—a complex device held together by a network of sophisticated communication and automation systems."

By adding outside telecommunications experts and services to its existing spectrum of office facility planning and design services, EOS Corporation hopes to be more responsive to specialized client requirements.

Consultants, vendors address user need

Team planning alternatives open to design firms which may not have the resources to organize internal automation consulting services, are available in the form of outside consultants such as those occasionally tapped by Interspace, Philadelphia.

HBR Associates, Northridge, Calif., is a nine-year-old independent consulting firm that works on computer-oriented planning at top-management level for government and private industry.

"Requests for our firm's assistance come from interior designers, architects, and CEOs," says Herbert Rosenheck, principal. "Ideally, we like to become involved at the earliest project stages, impacting the building from the inside out and identifying user needs from the outset."

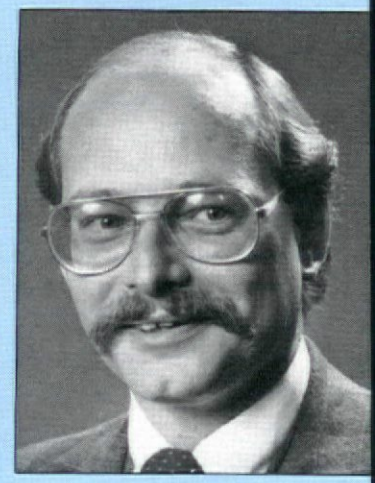
Rosenheck uses this formula in his strategic planning for corporate facilities that are making extensive commitments to automation:

- Identify the lifespan of the building.
- Identify user criteria through surveys, including strategic "capacity plans" for hardware.
- Determine meaningful services and hardware.

Rosenheck employs a computer model that helps his firm detail possible responses to "what if . . ." questions, in the case of a company's future expansion, or, growth in use of office automation. Thus, his firm is using current technology to predict the future technological needs of clients.

The firm itself actually uses 30 to 40 consultants who work on projects simultaneously and follow "worst-case" planning methods to anticipate future power needs, HVAC, and auto-

Galen Golz, group president, EOS Corp., space planners—**"Design firms of the '90s will examine the office as a machine, a complex device held together by a network of sophisticated communication and automation systems."**



Building for maximum flexibility according to long-range corporate automation needs was the aim of Continental Western Life Insurance Co., West Des Moines, Ia., in facility designed by Brooks, Borg & Skiles, architects & engineers; Steelcase Series 9000 systems were specified for the project.

mation, among other facilities requirements. Rosenheck explains, "It is extremely doubtful that any one space planning firm could afford to have all of the specialists on-line required to handle the complex needs of a wide range of clients. For this reason, I believe mixed-vendor companies will multiply in the future."

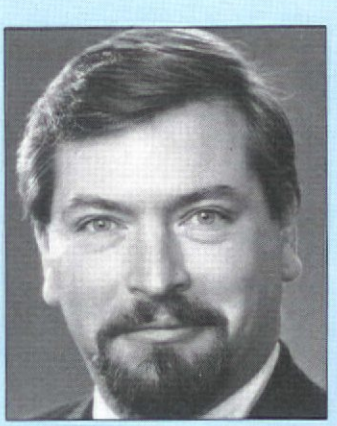
Vendor services go beyond pushing product

In addition to outside independent consultants, automation suppliers themselves are responding to the growing demand for specialized approaches to handling OIS. A forerunner in this area is Wang Laboratories Inc., Lowell, Mass., where the recently established Advanced Systems Laboratory (ASL), provides consulting services to leading-edge customers in need of office systems guidance.

Initially envisioned as a human factors research group, the ASL actually addresses five other "technologies" in office automation. These are data, word, image/audio processing, and networking.

Director of office automation programs/office of the president for the $1 billion-revenue company, Duncan Sutherland, is ASL's founder. His background as principal of an architectural firm in Ohio gives him insight into space planning automation needs.

Says Sutherland, "The 16-person ASL staff consists of trained specialists in the computer, management, and behavior sciences who work with clients in formulating their



Duncan Sutherland, director, office automation programs/office of the president, Wang Laboratories Inc.,—**"No vendor perceives his role to be that of a facility manager. Rather, vendors do realize that communication with end-users is necessary."**

Human resources influence systems application

future facility plans. In addition, we have been working with a major vendor of office systems on a longitudinal study that explores the impact of automated systems on office design.

"Of course, no vendor perceives his role to be that of a facility manager. Rather, vendors do realize that communication with end-users is necessary. We have been visited by representaives of major architectural firms which perceive the value of ASL as a planning tool," he concludes.

ASL's methods are analagous to architectural programming, according to Sutherland. "We work in intensive workshop situations with corporate executives and concentrate on levels of critical success factors, developing, in essence, a program such as an architect develops for a facility."

W.R. Widener, Intelligence Interlink Corp., software producers/consultants—**"In the rapid expansion of the automation field, the key interests of managers are often overlooked."**

Sutherland's team integrates technology with facility in a plan that promotes building longevity. ASL uses a proprietary planning strategy called, "OCA," named for "Office Communications Analysis." The OCA framework helps identify personal communication networks in offices and thereby define concise program statements for choosing and integrating automation systems.

In future, the ASL team will add new members in the form of a facility manager and architect/space planner. "These team members will provide a valuable interface for us with the end-user," says Sutherland.

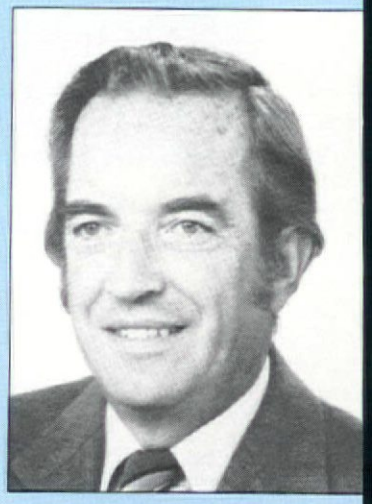
Also recognizing the importance of interface with clients on automation needs is Ed Carlson, vice president, business and automation systems, Burroughs Corp., Detroit. "Our company believes in addressing clients' needs in a cooperative, coordinated fashion. Often, however, communication isn't formalized in early stages of project development. Client users of automated systems have to realize that it's worthwhile to 'get into bed' with vendors early enough in the game to permit proper planning," says Carlson.

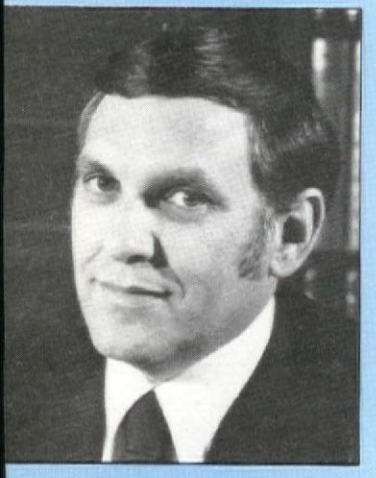
Burroughs is formulating its own team effort to service clients in strategic automation planning.

The client/vendor/architectural space planning interface is oriented toward the end-user at Xerox Corp., Stamford, Conn., where Office Standards Research, Real Estate Division, is developing "Office '88," an extensive systems technology research effort that will ultimately create a progressive management tool to help corporate line-managers cope with facility change.

A spokesman for the effort defines his division's work as the search for office excellence through automation and facility

John Connell, executive director, Office Technology Research Group—**"Organizational responsibility for information systems and facilities planning (rests) in two separate departments of a corporation. To integrate the two, one must believe that automation change involves facility change."**



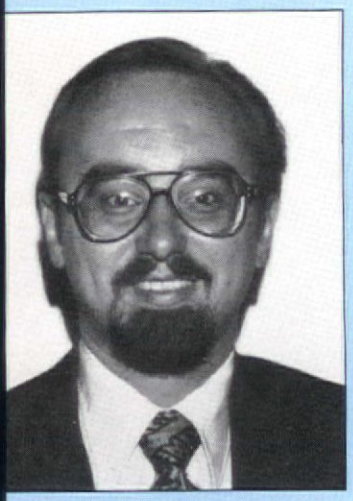


Herbert Rosenheck, HBR Associates, office systems consultants, **"It is extremely doubtful that any one space planning firm could have all of the specialists on-line required to handle the complex (automation) needs of a range of clients."**

design integration. The Office '88 project aims to anticipate the office of the future in relation to human, operational, and economic factors—in that order.

Major contract furnishings manufacturers such as Steelcase, Hauserman, and Herman Miller are cooperating with Xerox to create a 10-year future profile and model of office automation that will begin improving facilities operations today.

Research on Office '88 is targeted for completion in October and some of the preliminary results will be presented at a Facilities Day seminar on Thursday, October 13, during New York City's Designer's Saturday event. The presentation is being sponsored by *Facilities Design & Management*



Ronald Goodrich, director, research and analysis, Cushman & Wakefield, real estate planners—**"Without the luxury of predetermining specific technology, the client agreed to use a team approach and pay a premium to assure (building flexibility) to future change."**

magazine, CONTRACT'S sister publication.

Possible outcomes of research include a "tool kit" for facility management and change, to be updated by Xerox for its client corporations. The kit will consist of printed guides that cover furniture systems criteria, interiors specs, building shell, worker/process needs, and an executive summary that pinpoints facility problems.

Also concentrating on human and facility resources planning for effective office automation is the Office Technology Research Group, Pasadena, Calif. Xerox is a member of that organization.

The 5½-year-old association is comprised of 42 large corporations (some Fortune 200 Companies) in the U.S., Canada, and England. Notes John Connell, executive director, "Our organization is a high-level think-tank for senior managers which offers members semi-annual forums to examine current corporate management issues."

Addressed at the group's last meeting was the concept of integrating information systems planning into facilities planning. Says Connell, "The organizational responsibility for the two functions is usually in two separate departments of a corporation. To accomplish such integration, one must espouse the philosophy that automated systems change automatically involves facilities change."

Connell's group tends to take the holistic view that people, systems, and facilities function in an interrelated fashion as one entity. "However," he notes, "we still are engaged in a missionary effort to convince and educate MIS (Management Information Systems) people in a corporation that they may have to cross organizational lines to obtain high-level involvement for optimal automation planning."

Connell elaborates, saying that when a new facility is built, there is a tendency to look at people and systems improvements as a static activity. "A snapshot is taken and the facility is built for the present; there is little thought given to change.

"What I'd like to see is acceptance of the idea that offices should be managed as business entities, following a 'model' of the office that employs management practices traditionally applied to the line-side of business."

The only way to design a changeable facility, in Connell's view, is to recognize that the workplace is part of business. "If this approach is taken, then fitting in automation and human resources will follow," he concludes.

Computers are fast, accurate, dumb

" . . . And, man is slow, sloppy, and brilliant," says W. Robert Widener, president, Intelligence Interlink Corp., New York supplier of software systems for top-level managers. Says Widener, "It must be remembered that the key today is 'administrative information processing,' or, how to best use automation. Certainly, the solution does not rest with simply proliferating word processors throughout the office."

In Widener's opinion, computers are wasted tools when applied to data development exclusively. Their more proper domain is the decision-making process. "In the rapid expansion of the automation field, the key interests of managers are often overlooked," Widener notes. □

Experts Declare Automation A Key Productivity Tool

Local area networking, file management/micrographics, copying systems, electronic storage/recording, electronic mail, facsimile transmission, optical disc storage, and word processors.

These elements are what office information systems experts define as "automated tools." But, *automation*, they hastily add, is a system—or, a coordinated plan for generating, transmitting, storing, retrieving, and manipulating information in the most efficient and effective way.

Notes Dan Gahlon, marketing manager, interactive systems, 3M Company, "In all of 3M's client installations, we provide an 'information utility,' like an electrical service supplied to a building." But, says Gahlon, "Architects and designers are the key vendor link to the user community. The only way that vendors can be successful is to show a payback on their systems vis à vis well-designed, integrated spaces that respond to client needs."

The architectural and space planning community has become very sensitive to emerging technology, as clients, in turn, make demands for automation expertise. "The broad utilization of technology for all industries has really come about in the past two years," says Gordon Graves, manager, construction industry, IBM, Atlanta. "As executives become more responsible for worker productivity, sensitivity to technology grows," Graves concludes.

In his view, designing environments for increased productivity is an exciting ambition for business and interior planners.

Automation consultant Vince Juliano, Arthur D. Little, Burlington, Mass., agrees. "Office automation is a continuing process of using hardware and software to increase productivity," he says. Juliano believes that in the ideal automated workplace, the office will become less centralized as each individual comes to rely less on other workers to complete tasks. The office will lose its image as a "factory" of coordination in filing and storage, and become more a place for pure human interaction in a large variety of areas. □

POWER OPTIONS MULTIPLY IN OPEN OFFICE DESIGN

Building structure, individual need, & economics determine power for wiring today's open plan

by **RICHARD ZOEHRER**
Contributing Editor

Before workers move in, use their typewriters, answer telephones, and plug into desk-top computer memory banks, hidden wiring systems assure productive office operation.

Wiring must be adaptable, accessible, and expandable. Just as a neural network serves the human body, wiring is a vital element to the work setting, supporting a proliferation of automated office equipment and accommodating rapid change that takes place as departments shift or expand.

Power can be distributed from above in dropped ceilings, from below in access floors or underfloor duct systems, or from beneath carpet tiles in the form of flat conductor cable. Through these sources energy is fed into a wide variety of systems furniture, either through raceways, power poles, or pre-wired panels.

Plug-in convenience with Wiremold's overhead distribution system allows for rearrangement of fixtures with great ease.

Building construction mandates underfloor choice

Underfloor systems are not new. Traditionally cast in concrete floors, *separated ducts* have been around since the repeal of Prohibition. Improvements, however, have been made as building construction methods evolved and concrete monoliths grew into sleek, curtain-walled skyscrapers of glass and steel. *Cellular ducts* are generally considered more cost-effective for distribution in steel frame buildings, while separated ducts are usually more compatible with concrete construction.

Systems can be interchanged, of course, but choice is generally based on the fact that cellular duct systems are direct outgrowths of the composite steel/concrete deck floors found in most steel frame buildings.

One method of bringing power, telephone, and electronic

signals to a typical series of workstations is Mult-A-Cell, a multi-compartment single duct underfloor raceway manufactured by Midland-Ross. Listed by Underwriters Laboratories (UL) in conformance with Standard 884 (which covers underfloor raceways) the system not only houses power, telephone, and electronic cables in individual compartments within a single duct, it also eliminates the need for any exposed service fittings above the floor level.

This is accomplished by housing power receptacles and cable connectors in a below-floor access box, under a flush-to-the-floor hinged cover. This cover may then be surfaced with carpet or floor tile to match area treatments.

Single-plane installation saves valuable space

Service wires exit from small, retractable ports once the access box lid is closed. Galvanized steel duct raceways with as many as three intregral compartments in a single duct may be fed through trench or duct in combination with junction boxes. Unlike many other underfloor raceway systems, Mult-A-Cell is designed for installation on the same plane—rather than requiring a header to cross above or below the branch raceway compartments. This reduces the amount of concrete needed to house the raceway system.

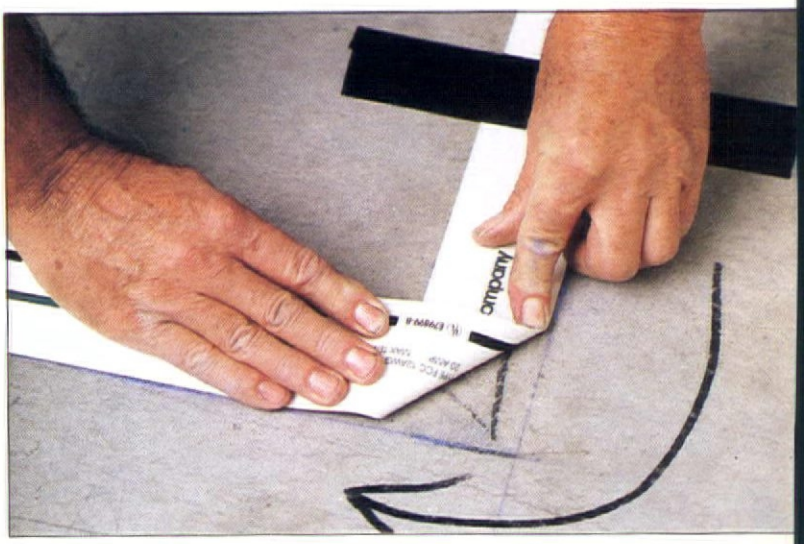
Manufacturers such as Robertson and Walker, both of which produce in-slab duct systems, report a healthy business outlook for the years ahead. Robertson's Taproute system, designed for structural steel buildings, acts as a structural component as well as an electrical/communications distributor. The firm's more recently introduced TR Duct System, designed for concrete buildings, is not structural and is installed on top of the slab floor.

Walker's duct systems include one which rests on concrete forms and is enclosed by concrete fill; one which is leveled on the slab for direct access to preset inserts; another which is installed over steel deck with regularly-located preset inserts; and one which is specifically designed for retrofit applications. The latter, called Flushduct, is placed into shallow trenches cut into the existing floor, leveled, and finally recovered with flooring.

Energy lighting controlled by system

Four- and six-wire 227-volt harnesses of 227-volt receptacles and a series of plug-in fixtures and switching whips are key elements in Wiremold's ODS5 overhead distribution system. Combined, they afford great latitude in arranging fixtures to achieve desired lighting levels and in switch-controlling to meet energy conservation goals.

The system meets NEC requirements for use in both air-handling and non air-handling plenums. It is engineered to coordinate with all standard ceiling tile support systems. Raceways accommodate both multi-wire 227-volt and 125-volt harnesses of receptacles. Including harnesses, they can carry up to a total of 30 electrical conductors. Switch whips plug directly into receptacles, eliminating all hard wiring except the simple connection of whip leads to switch. C-hanger clamps, bolted back-to-back, allow for the parallel addition of communications raceways. Fittings such as "Take-off" and "Tap-off" make it easy to route communications cable from panel to header, to lateral raceway runs; and to take off circuits to serve Tele-Power poles or other telephone and electronic needs.



Undercarpet wiring system from Wiremold can turn a 90-degree corner with a single fold due to its integrated shield which insures that either side can be used. A top shield is still required.

Access floor use growing in new construction

Once confined to computer rooms, access floors now cover millions of square feet of general office areas where computers and open plan design require floor-level delivery of cable and other building services. Access floor manufacturers, such as Tate Architectural Products and Donn Corporation, report that more than half of their present business is in new construction.

Because of the roomy plenum space afforded by access floor systems, there is great potential for the addition of such underfloor amenities as HVAC ducts. Consisting of removable modular panels supported by adjustable steel pedestals, access floors can vary in height, depending on demand.

A wide variety of load strengths, affected by panel construction or pedestal assembly, are available. Uses are determined by office needs. Whereas a general office might need only 500-lbs.-per-sq.-in. load strengths, computer rooms with heavy central processing units or rolling loads will require much higher strengths.

Undercarpet wiring can be less disruptive to workers

Considering the widespread acceptance of flat conductor cable, it is surprising to realize that it was only three years ago that the National Electrical Code (NEC) approved—and Underwriters Laboratories listed—such a field-installed wiring system for office and commercial spaces. Flat telephone and data transmission cable quickly followed. A major advantage in speculative building and retrofit, flat cable for power, data, and telephone cable and accessories can be installed at any time during building construction.

According to Kenneth McAllister, product manager for undercarpet wiring systems, Thomas & Betts Corporation,

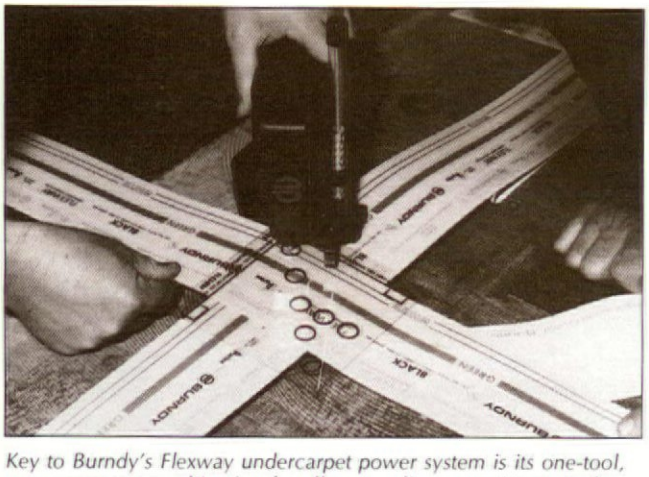
POWER MANAGEMENT

Duct system specially designed for retrofit

undercarpet wiring has none of the disadvantages of permanently installed electrical, data, and communications systems.

"Conduit, cellular systems have to be planned in advance," he says, "and set up along with the framework of the building. Poke-throughs are complicated to rearrange and can cause disruption at such times." Power poles, while more convenient, tend to clutter the open office area.

Because cable is laid out on the structural floor, installation costs are low. As design and relocation decisions change, flatwire is flexible enough to adapt. As no dismantling or floor penetration is required when rearranging an office, the building's structural integrity is preserved. McAllister points out that undercarpet wiring does not eliminate raceways in perimeter walls. "Undercarpet systems are always a marriage. Conventional, round wire brings power from the breaker and flat cable takes this power from the perimeter and distributes it into the open plan."



Key to Burndy's Flexway undercarpet power system is its one-tool, one-connector combination for all taps, splices, transitions, and ground-shield connections. Shown is a tap.

However, while flat cable has definitely expanded options in ways to power the office, it is not without its drawbacks. Underfloor proponents are quick to point out that flat cable failures often occur when data cable requirements call for a lot of capacity. Coaxial cable and high-capacity twisted pair cable outstrip flat cable power capacity.

Integrated shield allows for one-fold turns

Flat cable is very thin; less than .035 in. thick for power; .085 in. for shielded data transmission cable; and .040 in. for telephone cable. If flat cable capacity were increased, cable thickness would also increase. This added dimension would show through carpet tiles and wear down raised portions. In addition, flat cable is limited to 240-volt systems, while many large computers require 480-volt power supplies.

A new undercarpet system from Wiremold, called Fantom-Flex, has an integrated shield, which means either side of the flatwire can be used. Thus, a 90-degree turn requires only one fold. This integrated shield speeds up installation, and, because of flatter folds, presents a very low profile when covered with carpet tile.

The NEC requires a top shield so that if heavy equipment is rolled over the wiring system electricity will not be conducted. Made of a very stiff, protective galvanized steel or zinc, top shields assure continuity of grounding to prevent injury from electrical shock.

Fantom-Flex was recently installed in the new Baltimore offices of Amica Mutual Insurance Company. Structural columns were furred out so that power and telephone cable could be dropped to feed locations. Transition from conventional round wiring in these columns was made to flatwire cable via flush-feed boxes. Data and telephone cable were separately installed, once power cable was in place.

Eleven feed boxes were used for the 10 individual runs of power cable, one of which is a dedicated circuit for word processor printer use. Each of the remaining nine three-conductor, 20-amp circuits has the capacity for up to 10 duplex power/telephone pedestals. Extra pedestals and an extra flush-feed box were installed to accommodate any future power expansion requirements.

Peter T. Gammons, senior assistant vice president, facilities manager for Amica says that he plans to use this same system in the company's new Tampa branch offices. "While upfront costs may be a little higher," he says, "we feel that further down the road, we'll be able to save with the flexibility inherent in this type of system."

Flat cable process begins with floor preparation

Flatwire turned out to be the key distribution system chosen for the recent redesign of Monroe Schneider Associates' corporate headquarters building, South San Francisco. Using AMP's Undercarpet Power System, the process began with floor preparation. Chalk lines and grid layout were drawn for transition fittings, openings, taps, folds, circuit runs, and splices.

Application of the bottom shield required duct mounts anchored to the floor. In this case, the bottom shield is a non-conducting layer of vinyl film .010-in. thick by 3.6-in. wide. Starting at the transition fitting, the reel is unwound and laid out over the floor markings. It should be trimmed even with the wall for flush- or surface-fitting transitions, and can be cut as necessary with scissors. The bottom shield should also extend under the metal base of the floor duct. When making right-angle turns, overlapping the bottom shield is required, as it is for branch circuits.

Installation of cable should start at the point where power is applied to the system by means of a transition terminal block. Cable is then centered over the bottom shield and taped to

Underfloor raceway system from Midland-Ross is laid out on a grid basis with access-box spacing predetermined by need. Shown here before concrete floor is poured, system is designed for installation on a single plane and requires no headers.

the floor every 6- to 12-ft. to avoid shifting. When changing direction of a cable run, cable is folded at right angles over itself and pressed firmly to crease; no cutting is needed. If cable length is insufficient to complete a layout, another cable may be line-spliced to extend it.

Gel patches create branch circuit seals

A T-tap must be used when adding branch circuits perpendicular to the main run. The main cable is tapped by displacing up to 6 in. of insulation along perforations between conductors, and branch cables are tapped similarly, but displace only up to 2 in. Once copper alloy connectors are put in place to link the two cables, gel patches are applied which create a sound seal.

To quickly convert from flat to conventional wiring, a transition block can be affixed directly onto the cable to allow mounting of pedestals where desired along the line. Elimination of cable cutting and stripping makes it possible to easily relocate a pedestal. Exposed contact requires a reinsulation patch. Terminated branch circuits must also be sealed by gel patches—one under the branch circuit, gel side up, and the other over the first patch, gel side down. Once insulating gel is evenly distributed throughout the patch, cable is taped to the floor.

One tool installs entire system

Flat wiring offers such advantages as simplified installation because all components of a basic flat wiring system can be assembled with one screwdriver.

A specially designed connector and installation tool, part of Burndy Corporation's Flexway Undercarpet Power System, provides a one-second connection per conductor for all taps, splices, transitions, and ground-shield connections. System components include 25-pair and four-pair cable, three- and four-pair in-line adaptors, six-out adapters, low profile and high profile telecommunications fittings. It is compatible with all telephone systems, including those with integrated data distribution.

For those installations where phone and computer systems are not integrated, Burndy offers a data cable which is compatible with most coaxial cables, twisted pair, or composite cables. It is especially designed to connect CRT terminals and peripherals to the round running cables of the central-site main frame.

Installation uses flat cable in all three forms

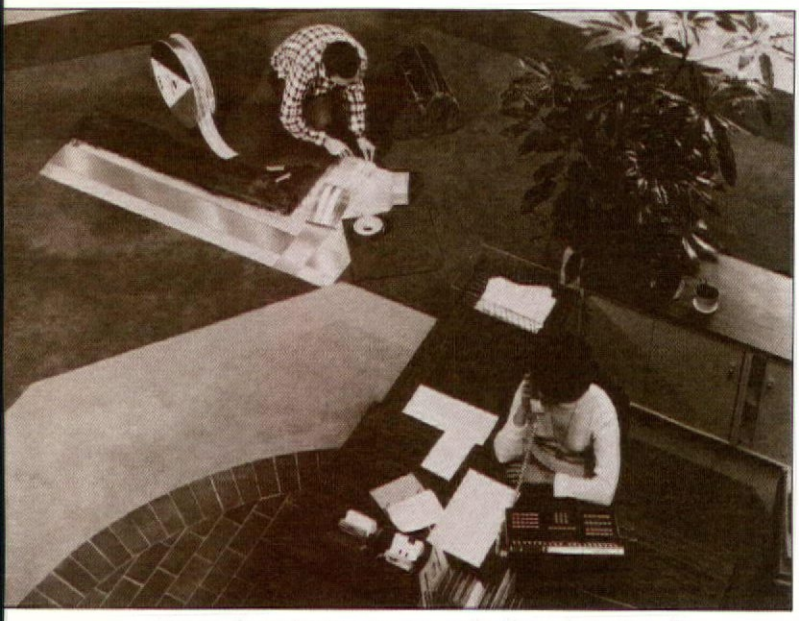
Believed to be the first company in the U.S. to have applied undercarpet flat cable in all three forms—phone, power, and coaxial data—Lincoln National Life Insurance Company, Ft. Wayne, Ind., reports that the flat cable system was only marginally more expensive installed than a power pole system. Wiring supplied by AMP Inc. includes 120/208 volt power, 93-ohm coaxial data cable, and 25- and three-pair telephone circuits. Conversion of a former 45,000-sq.-ft. electronics laboratory into open offices had destroyed all previous wiring except for what remained within the space's 24 supporting columns.

Initial measurements are important

"Using flat undercarpet cabling requires a change in thinking," says Fred Schlotterback, telecommunications manager for Lincoln Life. He emphasizes the need for accuracy in office layout and in making chalking positions for all equipment, undercarpet wiring, and transition fittings. "A 1 in. mistake in measuring," explains Schlotterback, "can culminate in larger errors." Among these: a transition fitting popping up in the middle of an aisle, or a panel running

POWER MANAGEMENT

Office need dictates access floor load strength



New pedestal location is prepared without disrupting office workers with Thomas & Bett's Versa-Trak system. Such changes illustrate how mandatory carpet tiles can facilitate flatwire alterations.

along the top of a cable rather than a foot outside of it.

The new offices are wired for 389 phones, part of a Lincoln Life-owned Northern Telecom SL-1 computerized branch exchange which simplified phone wiring because no more than two pairs are needed for any telephone. AMP telephone cables are specified to handle up to 9,600 bps rates, and the 25-pair design has built-in transitions to eliminate crosstalk.

Data cable is a single, miniature 93-ohm round coax in a flat webbing that matches the impedence of the firm's 80 IBM terminals. Cable is terminated at the CRT if the tube is normally not moved during use. For those terminals swiveled or shared by several operators, a short piece of larger diameter, conventional 93-ohm coax extends from the flat cable termination under the desk to the CRT.

"Although of miniature design, the attenuation of the coaxial cable is not so great as to cause transmission problems for the relatively short cable lengths in a typical office area," Schlotterback explains.

Electrified panels fed by flexible whip

A five-wire type electric cable carries all three phases of the buildings 120/128-volt power, plus neutral and ground circuits. Undercarpet wiring in relatively short lengths generally runs from a column across an aisle to a floor-mounted junction box, where flat- to round-wire transition takes place. A flexible conduit whip then feeds a 5½-ft.-high electrified office panel. One column-to-panel feed serves approximately 10 offices. There are no panel-to-panel undercarpet feeds.

In the time since the system was installed, Schlotterback reports only minor problems. "We've had some mis-assigned pairs and the like," he says, "but we have had as many if not more problems in other areas of the building served by conventional wiring." Furthermore, Schlotterback relates that there has not been any crosstalk noticed on phones, nor interferences reported on CRTs.

Part of the explanation for problem-free operation at Lincoln Life is the care taken in choosing power distribution systems.

In making such choices, David G. McCarthy, president, Electri-Cable Assemblies Inc., introduces an important point when he says a distinction must be made between designated and dedicated circuits. The following definitions were agreed upon at a recent Business & Institutional Furniture Manufacturers Assocation (BIFMA) meeting:

- Designated circuit—this is a circuit that has a common ground wire, a common neutral wire, and a hot line that is used exclusively for a specific purpose.
- Dedicated circuit—this circuit uses a separate neutral wire, a separate ground wire, and a separate hot line for a specific purpose.

"While most computer equipment manufacturers claim that their equipment will work in the most severe environment," says McCarthy, "designers are usually careful to insure a problem-free situation by selecting a specific line to operate the equipment. In the planning of today's office environment, it is universally agreed that the three-phase electrical system is the most efficient way to distribute electrical power to equipment.

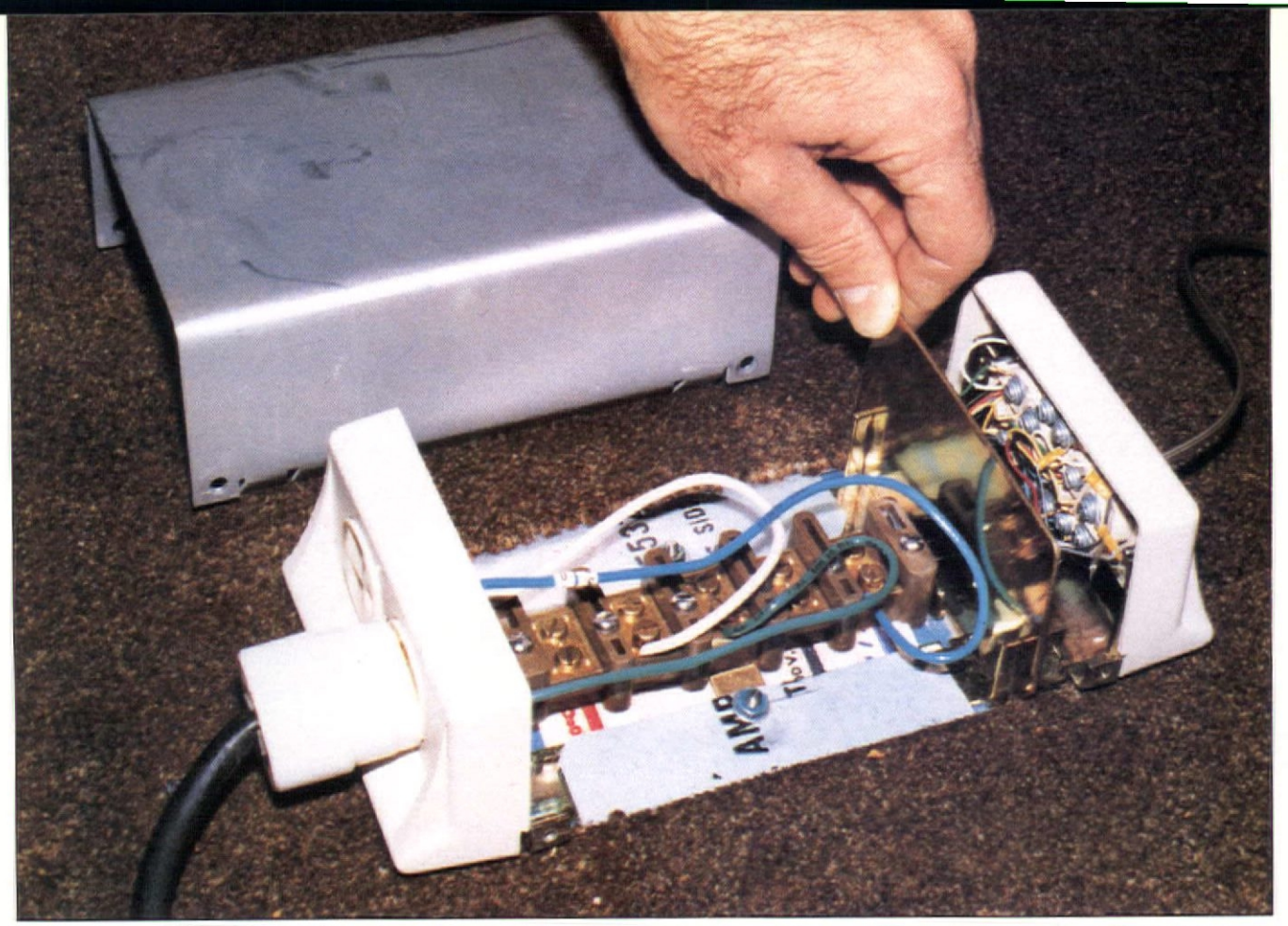
Noise, interference control require proper shielding

McCarthy also mentions two types of electrical interference, a concern raised by designers and facility planners alike.

- Radiated interference—this signal is transmitted through the air much like that of a radio signal and can originate from equipment. The most commonly accepted manner in which to protect against radiated emissions is to provide a barrier or shield that will absorb or reflect these emissions.

McCarthy notes that there is little the facility planner can do to combat radiated interference. "It is up to the computer manufacturer to protect others from potential transmitted emissions, with the Federal Communication Commission ensuring compliance," says McCarthy. He adds that it is also up to the computer manufacturer to protect his own equipment from any received emissions from pre-regulation era merchandise or potential non-regulated sources.

- Conducted interference—Conducted interference occurs when radiated interference penetrates the barrier and is then conducted along power lines. Computer terminals usually have plastic cases which reduce chances of an electrostatic discharge. ECA's Electri-Pack system accomplishes low impedence grounding and shielding by use of an additional



Shown is AMP's combination floor-mounted transition fitting which handles both power circuits,(left) and telephone circuits,(right) Metal shield provides a barrier; steel cover is in background.

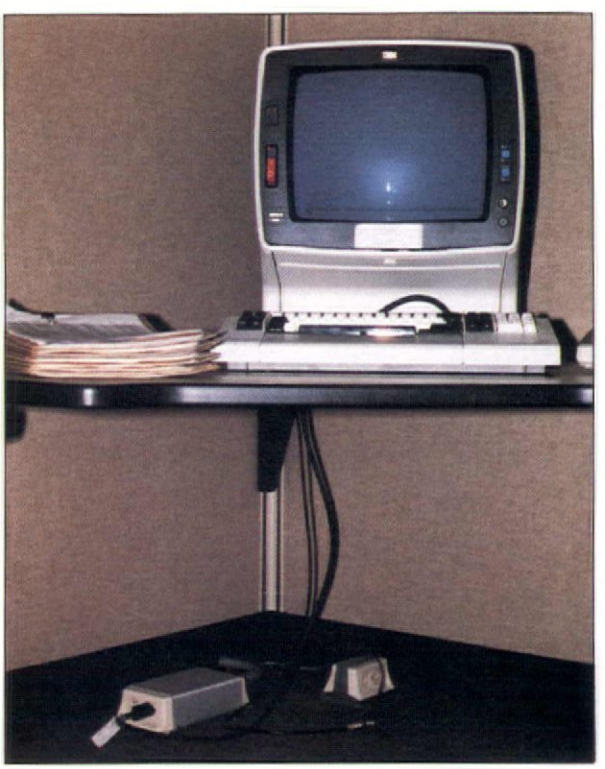
flexible steel barrier, plus a bonding jumper which conducts radiated emissions to ground; thus protecting power supply circuits.

Computer power lines are most often on a designated circuit. This prevents local brown-outs or the possibility of tripping a circuit breaker which could cause all memory at the computer terminal to be lost. McCarthy warns that if an additional neutral line is employed, it would still be affected by the radiated and conducted interferences from the offending device or from other wires inside the same conduit. Thus, in order to be effective, the separate neutral would have to go back directly to the transformer in a shielded cable or in a separate, totally enclosed conduit.

It is generally agreed that when placing cable, power should go down first. Telephone cable then lies on top, with the heavy top insulator of the power cable between the two. This procedure reduces the possibility of cross talk.

Life-cycle payback periods, up-front construction costs, individual office needs, and differing regional and local electrical codes will determine which wiring system is best for any given installation. With the wide variety of products available on the marketplace, it is comforting to know that there is one to address every need. □

AMP's three data, and two 25-pair, telephone cables and connectors in junction box (left) and power transition block (right) transfer column wiring to flatwire.



Typical desk with CRT and wiring components includes a three-phase five-wire floor mounted power-transition fitting (left) having 120-volt receptacles and a flexible conduit feed to the electrified panel. Floor-mounted four-circuit telephone jack is to the right. Undercarpet system, supplied by AMP, was utilized in this open office conversion for Lincoln Life.

'OVERDESIGNED' OPEN PLAN ACOUSTICS CANCEL NATURAL MASKING NOISE

Open plan offices work acoustically when enclosures reduce high-frequency sound

By JAMES E. SULEWSKY

As user concern grows over the question of creating privacy in open plan spaces, acoustical "overdesign" presents a danger to efficient office operation and worker productivity.

Open landscape office acoustics actually perform well when planned carefully. Simplification of materials and systems often can provide a better and more natural office space. Key to selection of acoustical components is awareness of sound absorption qualities in materials used and the value of certain furnishings configurations that minimize the impact of noise. It is high-frequency sound which is most distracting in a task-oriented environment, while low-frequency sound serves to "mask" distraction, acting as the natural background noise of space.

To achieve optimal acoustics, a variety of tools are available to planners. Among these are high performance acoustical ceiling board, parabolic light fixtures, and electronically generated background masking sound. In addition, furniture module acoustical panel systems, sound-absorbent wall panels or wall carpet, and carpeted floors are prime components.

Not only do properly chosen acoustical elements perform, they enhance speech and confidential privacy, minimize

TABLE 1

MATERIAL	SOUND ABSORPTION COEFFICIENTS CENTER BAND FREQUENCY HZ 125	250	500	1000	2000	3000	NRC
1. Mineral Fiber Acoustical Ceiling Tile ¾ in.	.70	.72	.60	.80	.92	.97	75
2. Mineral Fiber Acoustical Ceiling Tile ¾ in.	.36	.36	.64	.95	.99	.97	75
3. Glass Fiber Acoustical Ceiling Board 1½ in.	.81	.80	.76	.86	.70*	.38*	75
4. Glass Fiber Acoustical Ceiling Board 1½ in.	.41	.65	.99	1.0	1.0	1.0	90
5. Glass Fiber Acoustical Ceiling Board 1½ in.	.71	.91	.91	1.0	1.0	1.0	95

Numbers 2. and 4. should be selected because of the lower absorption of the the low-frequency bands of 125 and 250 HZ.

The sound absorption coefficients underlined are excessive in maintaining the correct acoustical environment.

**Indicates sound absorption coefficients below minimum in absorbing high-frequency sound.*

Tables compiled by Acoustical Design Incorporated

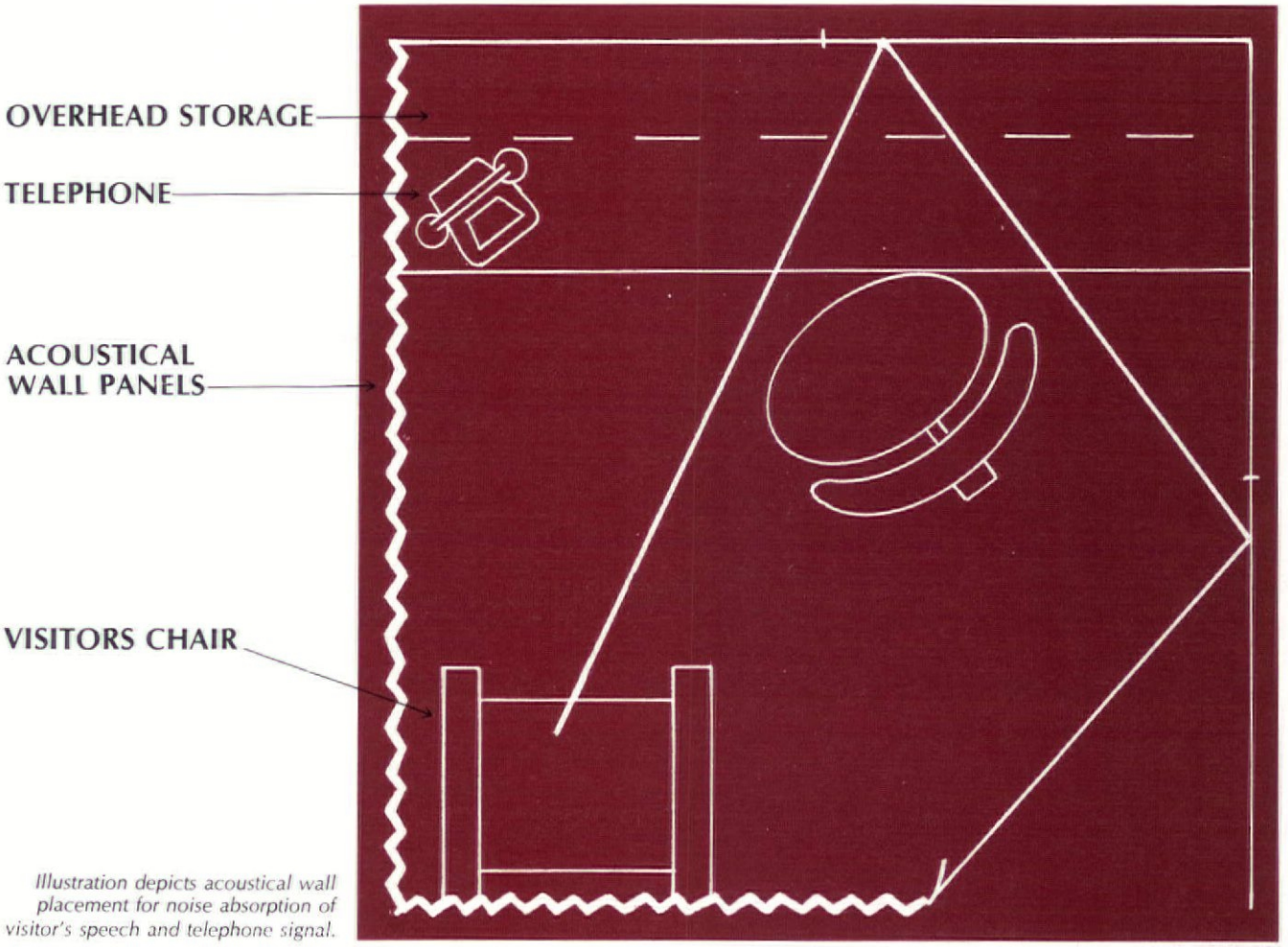


Illustration depicts acoustical wall placement for noise absorption of visitor's speech and telephone signal.

business equipment noise, and, by reducing fatigue, create an environment conducive to worker productivity.

Avoid limiting natural masking effects

Designers, architects, and planners make a common error by employing the highest Noise Reduction Coefficient (NRC) materials and systems in open plan, thereby taking away the natural response of the space in low-frequency elements and natural background masking effects.

Table 1. illustrates the NRC number rating of some of the more common acoustical materials employed in open plan offices. Respective sound absorption coefficients of materials which should be considered for open plan natural acoustics are given as well. By reviewing this table, one can determine the fallacy of using NRC coefficients in selecting acoustical materials. Sound *absorption* coefficients should be used for acoustical material selection within the noted selection band, not the NRC number.

High-frequency sound must be absorbed

The idea that acoustics are improved by increasing the thickness of acoustical ceiling board, furniture panel, wall panel, and carpet pile also leads to error in the selection and design of acoustical materials. One must remember that the thicker the acoustical material, the more that material absorbs low-frequency sound and diminishes natural background masking effects of space. In addition, the increased cost of a thicker material is totally unjustified, considering that its acoustical performance is actually less effective.

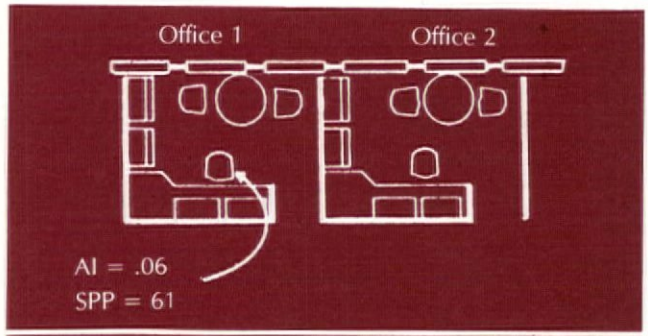
Any architectural enclosure designed for speech privacy and conducive to thinking-type tasks must be designed to reduce virtually all high-frequency sound. This means that transmission or reflection is not realized by occupants who are remote from the noise source.

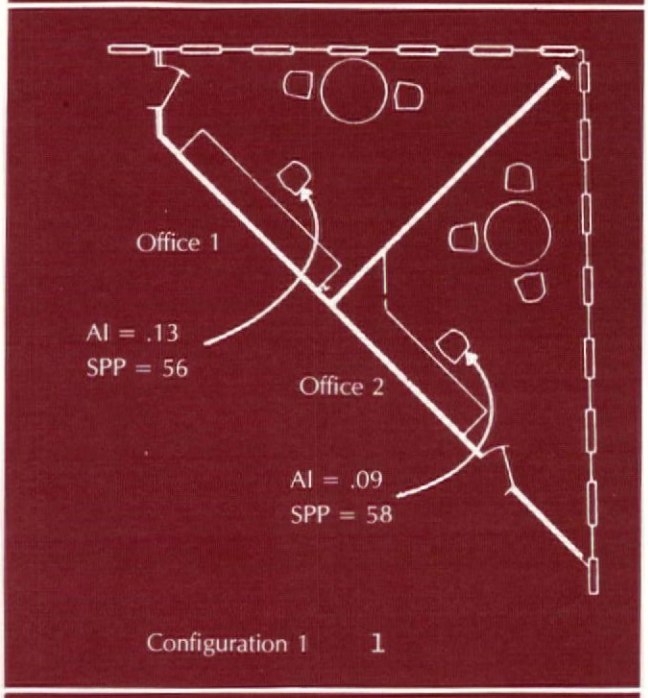
The high-frequency content of sound is the information segment, that, in all cases of perception, is most unwanted in task-oriented workspace. The operation of typewriter, copying machine, printer, teletype, as well as telephone signal and intelligible content of conversation are high-frequency sound.

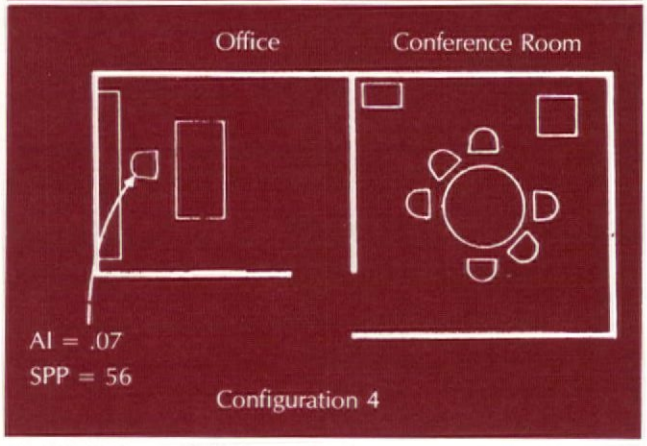
Such sound dictates the direction of intruding noise which adversely affects listeners. Each time a worker is alerted to an intrusive, unwanted high-frequency signal and discerns noise direction, attention is disrupted and more energy is needed to complete a task. When this diversion occurs, frustration and fatigue are experienced.

Frequently, workers have vacated offices to find a conference room or even a cafeteria or lounge, to complete tasks without interruption. This condition leads to user

High-frequency noise interrupts tasks, causes fatigue







The Westinghouse R&D Center, Pittsburgh, Penn., found the articulation index (AI) and the speech privacy potential (SPP) to be crucial factors in office environment noise control. AI is the calculated degree of speech privacy at the listener's ear while SPP verifies the environment's capability to obtain speech privacy. Each was evaluated according to ANS1 S3-5-1969[1] and GSA PBS-C.2[3] testing procedures.

apprehension and skepticism concerning acoustical elements.

An evaluation of this type of space usually confirms that the area is too quiet, the background ambient noise is too low, or a masking system was not installed. If a masking system has been installed, the level may be too low or not adjusted to an effective speech-masking spectrum.

Open plan space that is too quiet employs a super absorbent acoustical ceiling, furniture panels, wall panels, and background sound (without people activity) of less than 44 decibels (dB)—as measured on a precision sound level meter set at the A-weighted level, sensitive to high-frequency content of sound most like the human ear.

Specify for cost-saving acoustical efficiency

Acoustically successful open plan offices do not have to be achieved at premium cost. Together with a simplified multi-source masking system and parabolic light fixtures, rough-texture mineral fiber ceiling boards, foil-backed glass, or low-density mineral fiber panels can be cost-effective first ingredients in successful design of open plan space.

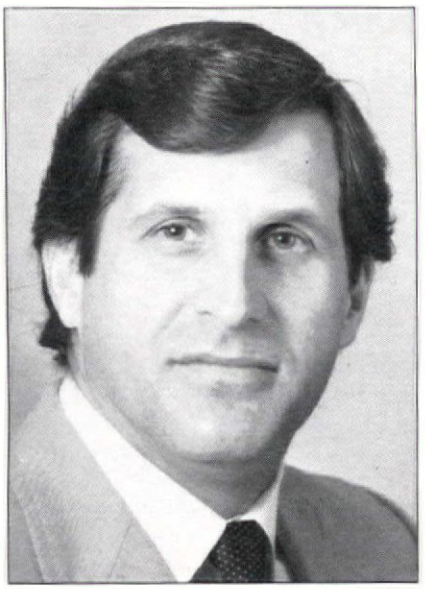
Furniture module systems employing a basic l-in. fabric-wrapped medium-density glass fiber panel, flanking double aluminum foil or a 3/16-in. hardboard septum at a nominal 60-in. height, maintain normal speech privacy. Such systems even maintain confidential privacy when masking is designed uniformly and at a level of 45/46 dBA (decibels measured at the A-weighted level). Office acoustics are ideal when sound is at that level. Minimum level for an open plan office is 42 dBA while maximum level is 48 dBA. Conference rooms and private offices maintain lower levels.

Cost savings can also be realized by specifying that two adjacent walls in a workstation be sound absorbent. This is illustrated in Figure 1. Usually, the wall panels adjacent and perpendicular to a telephone can be acoustical. This creates a condition where telephone signals and conversations are reduced by absorption before being reflected outside the enclosure. However, the condition of having only two sound-absorbent walls does limit the flexibility of moving a workstation. Specifiers and office managers need to know the difference between acoustical panels and standard panels to set up an acoustically effective workstation.

A conservative approach to wall panels should be taken where noise-creating equipment is located near hard wall surfaces. Panels should be used where noise reflections transmit into quieter areas. The selection of acoustical panels for these areas should not exceed an installed depth of 1-in.; ½-or 5/8-in. panels actually perform just as well in high-frequency noise content and cost less.

Consider benefits of wall carpet, window treatment

Unless esthetics are of prime concern, an acoustical wall panel located 30 in. above the floor and extended 4 ft. (door head height) will cover the most affected reflecting area of a wall and 50 percent more wall area at half the cost of a typical 8-ft.-high panel.



James E. Sulewsky is president, Acoustical Design Incorporated Consultants In Acoustics, Morristown, N.J. He frequently writes on the subject of acoustical design.

Wall carpet with Class A fire rating should be considered if a monolithic application is desired. Wall carpets can effect a reduction in construction cost if specified early in the design stage and coordinated with wall construction specifications.

At this point, gypsum wall construction (wet application) receives one spackle/tape application, or, in the case of masonry construction, flush mortar joints. Carpet adhesive is then applied to the wall surface and carpet is installed. Wall carpet is effective in absorbing the irritating high-frequency content of noise, reducing reflection. Acoustical wall panels or wall carpet should be installed in:

- open spaces less than 30-ft. wide
- where open plan system panels are less than 60-in. high
- cases where workstations must be separated.

Acoustical window treatment—another area of concern—is made difficult in open plan applications, especially if the building is oriented to a scenic view. Heat gain, glare, and extreme brightness must be controlled, while acoustical conditions are considered.

Adverse effects of reflecting surfaces can be corrected by the use of vertical blinds or draperies. Vertical blinds, unlike horizontal blinds, diffuse and diffract the transmission path of high-frequency, information-carrying noise. Horizontal blinds are not as effective in breaking up the noise path because the slat direction complements the noise path, especially in a flanking or small-angle noise path. Draperies of the open weave variety, in a closed condition of miminum 150 percent—preferably 200 percent—are effective in absorbing adequate high-frequency noise.

Carpeted floors are essential to muffle foot-fall and other related impact noises. In addition, residual high-frequency noise is absorbed, leaving the low-frequency content of noise which serves as natural background sound in the space. □

Jared March

Open Plan Panel Performance Can Make Or Break Office Acoustics

"Contributing to the acoustical quality of an open plan facility is the installed performance of the free-standing panel system assembly making effective evaluation a must," reports Jared March, president, Product Crafters Inc., acoustics specialists.

"This performance, combined with that of other key acoustical elements such as ceiling systems, background masking sound, vertical surface treatments, and proper worker orientation, will largely determine the degree of occupant satisfaction with acoustical design," he says. March urges specifiers to analyze data sound absorption values, sound barrier properties, and speech privacy contribution factors.

Proper selection of open plan panel systems is crucial to the ultimate acoustical success of a project, therefore comparative evaluation of product lines is necessary. Nearly 100 manufacturers produce panels for open offices and, March says "there is a wide range of manufacturer-supplied information on panels, which indicates a lack of consensus as to what ratings and values are important to the user/specifier of these systems."

Complicating the issue, according to March, acoustical data for panel systems is occasionally not supplied by manufacturers. And, when supplied, the data may be a partial evaulation of the system, a non-germane description, or an in-house (homegrown) variety.

March suggests planners question data for completeness, accuracy, and reliability. One must exercise caution and be aware of potential problems, says March. For instance, test descriptions frequently do not include specifics of laboratory procedure and consequently can lead to product misuse. In evaluating test data, mounting methods and panel placement are important to know since test results may vary accordingly.

Another area of concern, says March, is laboratory identification. Reference number and date of testing both allow the user/specifier to check newness of results, as well as the lab's relationship to a manufacturer.

As needed, user/specifiers may conduct their own tests on panel systems, but costs are a prohibitive factor, March reports. An effective procedure involves full-scale mock-up testing and purchase of components to be used.

Several solutions to panel testing problems are available, says March. "We suggest that manufacturers reach an industry consensus to standard acoustic test data they will present to users for evaluation of free-standing systems. Also, we suggest that manufacturers establish uniform reporting formats and institute bi-annual re-certifications of panel systems' acoustical performance data.

We also urge that on large projects where full-scale acoustical testing is specified, manufacturers should provide candidate panel system assemblies at no charge for user-paid tests."

More information is available from Product Crafters' comparative survey. **Circle No. 378.**

Jared A. March, president, Product Crafters Inc., is an expert in acoustics, marketing, and business development. His firm recently compiled test results from its private accoustical panel survey.

5,500 Sq. Ft. Model Offices Spur Leases At 40 Broad Street

Irregular configurations overcome by Gruzen architects in prototypical offices developed by British real estate firm

A British real estate developer for 40 Broad Street, New York City, decided to promote his all-new office building by answering the imperative, "Show me!"

He showed them by leasing space through use of 5,500 sq. ft. of model offices that give prospective tenants an instant idea of finished interiors.

Located in Wall Street—the financial district of New York—40 Broad is but two buildings away from the New York Stock Exchange. The project was developed by Richard Kalms, president, Dixons International Holdings (U.S.A.) Inc., the American arm of a British company. Unlike New York City developers who build a facility and then maintain ownership, Kalms plans to sell the property to a British institution when his responsibility ends after the building is fully leased.

Step-back design varies floors

Success of the leasing operation was assured by the design of model offices which make it easier for tenants to visualize layout possibilities—normally a problem in a new building with raw space. In collaboration with architects for the project, The Gruzen Partnership, construction was executed by HRH Construction Company. Jones Lang Wootton, international real estate consultants, serves as project management and the exclusive leasing agent.

Regular fenestration and cornice lines of 40 Broad respect traditional buildings flanking it, since they are aligned on both sides.

Floors vary in square footage and are irregularly configured because of the step-back design. In the project, Gruzen was asked to design the offices and furnish detailed floorplans for prototypical installations.

Following a standard work letter, the architect included a reception area, conference room, and offices of various sizes for employees who perform a variety of functions. The Atelier International Marcatre system was specified for all offices, which differentiate varying levels of responsibility and prestige.

The conference room has been decorated with detailed floor plans of the building, which has 24 floors varying from 6,231 sq. ft. to 12,758 sq. ft., depending upon the depth of setbacks and sloped facades of the building.

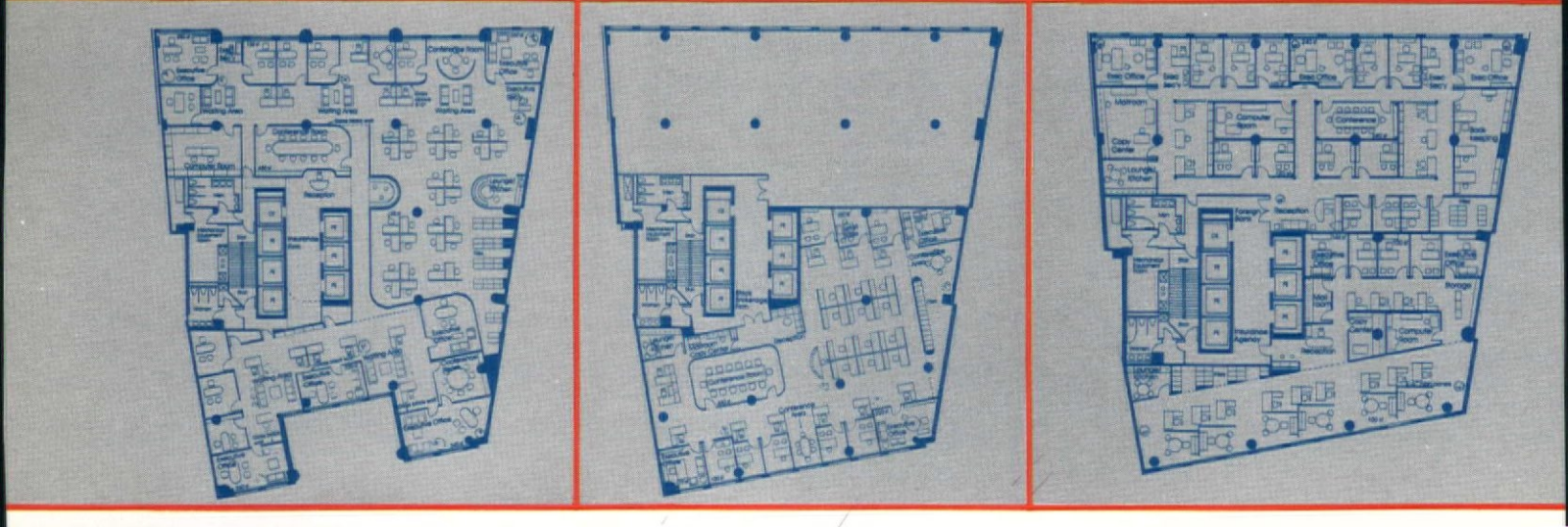
Unlimited workstation flexibility

A total of 280,000 sq. ft. of space is rentable. Each floor has individual, separately metered air conditioning, electrical, and hot water systems. Air conditioning is provided by a self-contained unit on each floor, using variable air volume distribution which affords individual or group control of cooling.

An underfloor duct system carries all electrical and communications wiring and permits virtually unlimited flexibility of partition and workstation arrangement.

Both entrances and ground-floor lobby are of granite and brass; in the rear is a plaza decorated with seats and plantings. Gruzen, respecting the traditional buildings that flank 40 Broad Street, designed the facility with regular fenestration and cornice lines that align with those of adjacent buildings.

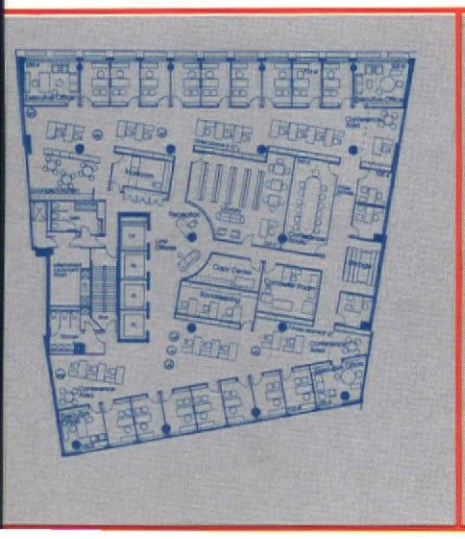
Kalms points out that the highest

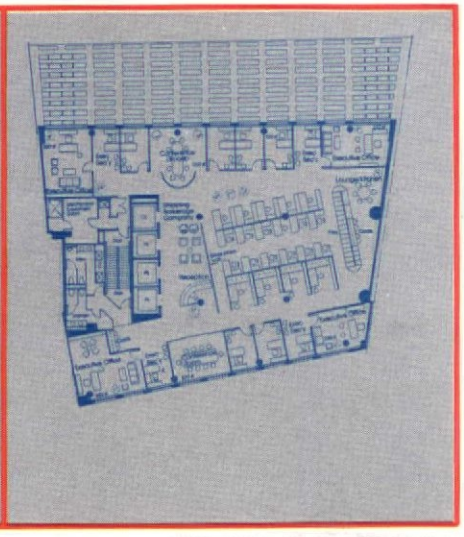


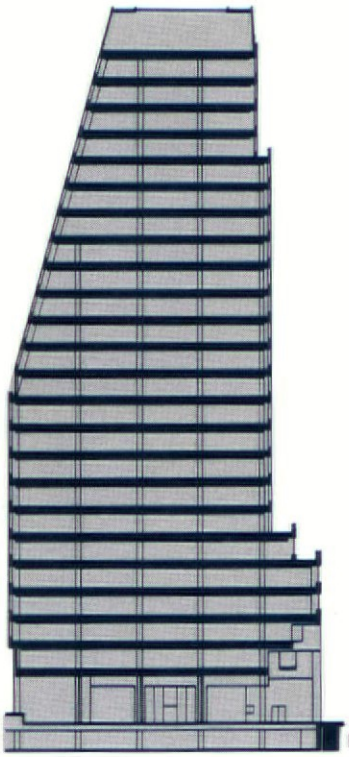
standards of design and construction were applied to the building in an effort to attract prestigious institutions and related executive offices. Sophisticated communications, power capabilities, security features, and 24-hour operation of the building are a few of its state-of-art attractions.

Square-foot rentals vary from $34 on lower floors to $40 on higher levels. Ground-floor is $52 per sq. ft. □

Two typical offices furnished with Marcatre system furniture from Atelier International are conventional walled office (below) and typical open plan office (above).







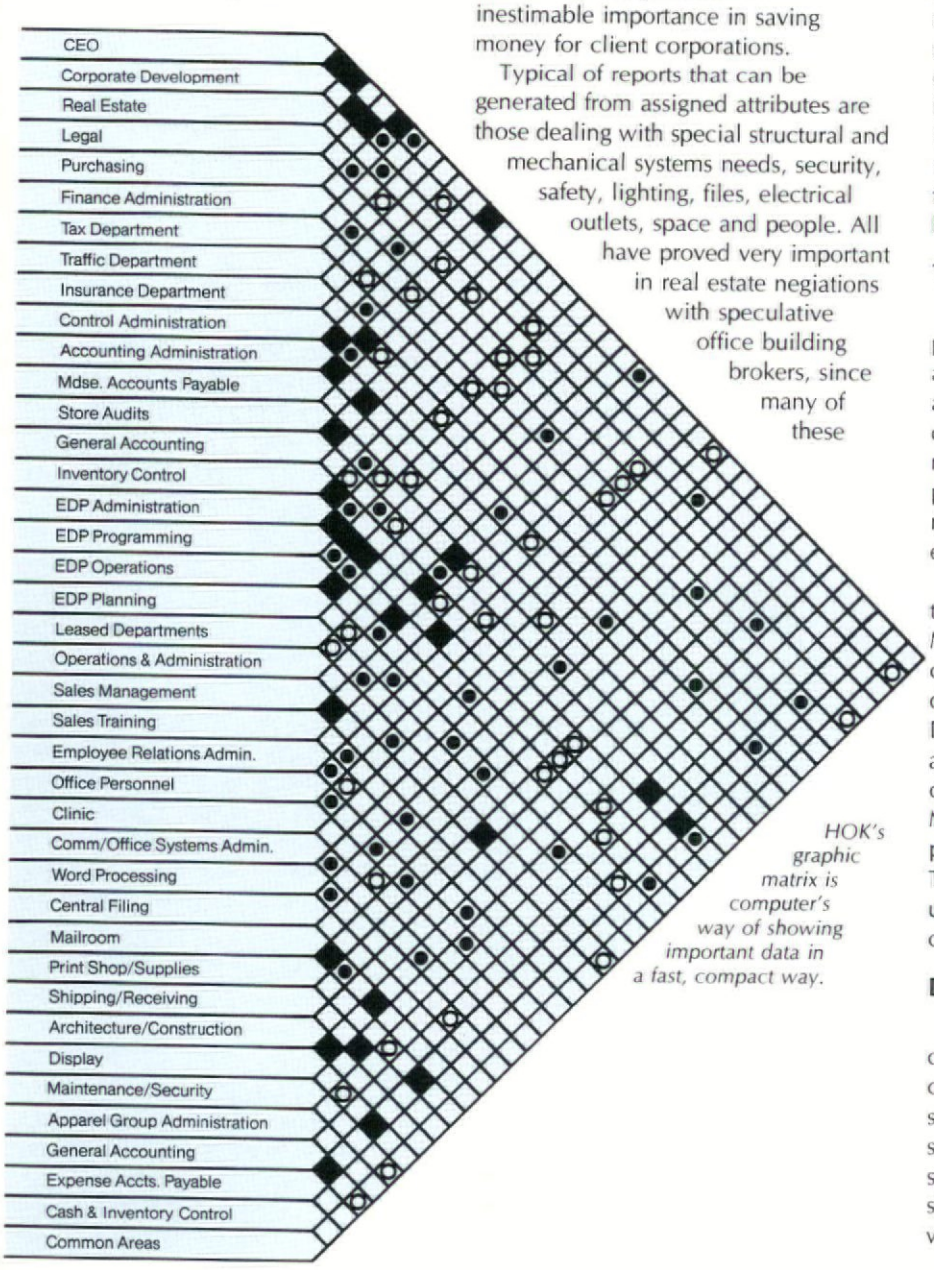
Floor	Area full floors in square feet
25	6,231
24	6,589
23	6,958
22	7,315
21	8,227
20	8,063
19	8,946
18	9,309
17	9,673
16	10,042
15	10,409
14	10,772
12	10,528
11	10,987
10	10,987
9	10,987
8	10,987
7	10,987
6	11,922
5	12,758
4	12,758
3	12,494
2	11,747
1	8,893
Basement	9,130

Variety of floor plans (bottom) are posted in sales offices, showing typical floor configurations with furniture in plan view. Variety in spaces of each floor is due to step-back arrangements in building and sloping front, as indicated in stacking plan and square footage for each floor.

HOK/Space's Data Base Accessibility Creates Client Management Reports

Special data saves dollars for clients in lease negotiations; provides tangible information for client management decisions

When one of the nation's top five architectural/ engineering/and interior design firms developed a computer database for space planning, architecture, and interior design, many of its clients discovered it to be an indispensable management tool.



HOK's graphic matrix is computer's way of showing important data in a fast, compact way.

Hellmuth, Obata & Kassabaum (HOK) and the HOK SPACE© system began providing a variety of fundamental, standard reports to clients that originally served only the staff designers and planners. Those reports, along with many new management-oriented special reports, proved to be of inestimable importance in saving money for client corporations.

Typical of reports that can be generated from assigned attributes are those dealing with special structural and mechanical systems needs, security, safety, lighting, files, electrical outlets, space and people. All have proved very important in real estate negiations with speculative office building brokers, since many of these corporate needs at one time were estimated very roughly. With the speed and accuracy of the computer, these attributes have beome "givens" in building lease negotiations.

"It all starts," according to Gary Silver, corporate director, HOK Facility Programming Group, "with the accessing of the database in our computers. HOK can develop about a dozen standard reports that are needed by our own designers or by our client. Perhaps the reports deal with the total number of people in a corporation facility, or the usable area of the building, or space standards.

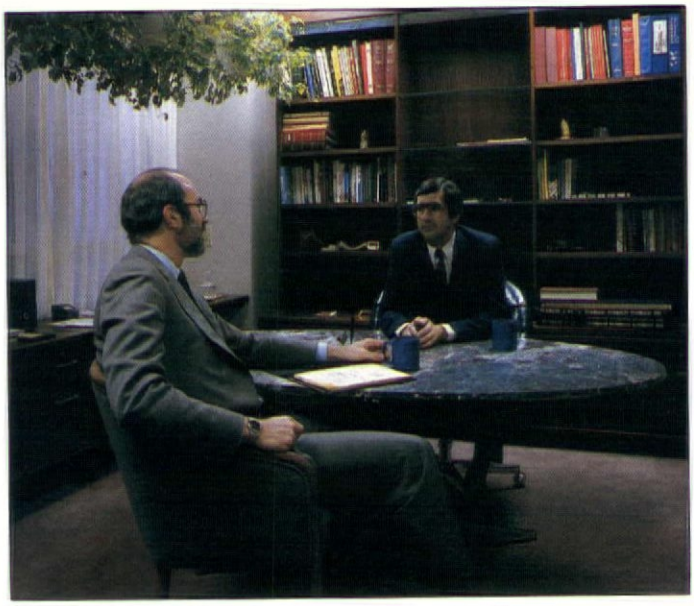
Three classes of records

"We can look at the grand total of people to be planned for in a project, or any one group, or we can track people and projections for the future, as well as cumulative group growth and growth rates. In effect, we can track through six periods of time on three classes of records: personnel, support space, and equipment," continues Silver.

One of the big by-products of such tracking capability, according to Michael D. Tatum, a specialist in corporate and financial facilities and director,The HOK Interiors Group, Dallas, is the accessibility of immense amounts of data that are useful in creation of special management reports. Most space planning programs, he points out, are relatively inflexible. There is difficulty in sorting in unanticipated ways as well as in contingency planning, for example.

Data clustered to special needs

"The HOK systems are so comprehensive, that all manner of data can be retrieved," says Tatum. "Let's say, for example, that one wants to select from the database clusters of special electrical equipment that require surge-free power; or identify areas that will require structural reinforcement, or



Gary Silver, Corporate Director of the HOK Facility Programming Group (above left) details computer-generated report to one of client executives (r.) taking advantage of HOK's stored database. Reports also include computer generated graphics, such as those being explained at client management meeting (above right).

areas that will require fume hoods.

"The HOK SPACE© system's attribute codes enable such items to be called up. Or clusters of such attributes, called *super attributes*, can be summoned." Continues Tatum, "this allows us to provide special reports to engineers on program requirements that affect only their work, reports to the construction manager on long-lead items, reports to the client on particularly fast growing groups. We can avoid overloading people with irrelevant data. A large number of such contingency capacities are built into the system."

Silver points out that if a company has several categories of employees, different attributes can be associated with them in the database. HOK thus can identify all special "above standard" things that will have to be done in a project, clustering them according to lead time.

"At any point," explains Silver, "we can flag whatever has to be done by deadlines—structural reinforcement, for example, mentioned earlier. This finally satisfies a long-standing goal of our's—to be able to organize data and portray occupancy profiles in a lot of different report formats, either for our own or client-management edification.

'What if?' queries provide options

"For example, if we are seeking information on a building's personnel capacity with varying space standards, we could pose a series of 'What if?' questions that enable the computer to generate options.

"A typical 'What if?' question might be: 'What if we adjust a typical middle management work station from 150 sq. ft. to 120 sq. ft.? How would that affect space for a department? Or for a whole company?' In addition, how might that enable a company to afford a relocation to more expensive space? Or, 'What if we use new shelf files instead of an existing mix of drawer units? How would it affect filing?' How might the cost of new files be offset by reduced space costs? 'What if we decide to put two computer programmers in one private office instead of at individual workstations? How will that move affect total space? What if we locate Accounts Payable remotely?

"What if?" types of questions are endless, yet, if the right questions are asked, decisions can be made which ultimately will benefit HOK clients' bottom lines.

Adjacency reports also generated

Adjacency reports are another area of interest to clients, as well as designers. Data input may be rated on a scale of plus-three to minus-three to indicate the amount of interaction or separation between functional groups. The HOK SPACE© system helps client and designer to understand and reconcile conflicting attitudes which managers frequently have about their own respective needs for adjacency. Optimized single scores are then plotted in a weighted interaction matrix which illustrates all reconciled relationships. Scores can be "consolidated" for each major cluster of groups to boil down copious quantities of data (adjacency scores) and answer basic planning questions such as, which corporate divisions should be located in Building X? Or, which departments should be located on The 10th Floor?

Eliminates research duplication

The special capabilities of HOK SPACE© can eliminate research duplication. According to Silver, a major retailer for whom HOK was designing a headquarters building had a substantial problem with paper handling and storage. The client hired a records management consultant to address the problem.

"By using our attribute system," Silver says, "we were able to selectively access our detailed database and create the reports the consultant needed. We were able to locate any file in the building and identify it by cabinet type, frequency of use, and even contents. The information was used to determine new record retention policies and target the right departments for microfilming. Some file areas were consolidated into central file rooms. With our information we were able to call out the structural implications early in the project.

"The information needed could have been special HVAC or lighting requirements, or anything else we or the client wanted.

Eliminates duplicate research

"Perhaps the client has hired a records management consultant, but does not want to duplicate accumulation of data already in the HOK data bank. Since the consultant's

HOK personnel are shown developing computer reports from extensive hardware maintained by the architectural company.

time is money, accessing the data bank saves the consultant and the client the cost of duplicating such effort."

Silver elaborates that since HOK does not function as a management consultant, the design firm supplies a report to the client or consultant so that either can ascertain what should be done. Use of microfiche, filing excretion methods, long-term filing techniques are all important by-products of the reports.

"If a consultant is able to reduce filing space by 30 percent," says Tatum, "the savings in dollars-per-square-foot are impressive. Likewise, the cost of survey time is saved. HOK charges the client only for service, not for data, in accessing the computer."

Silver explicates a typical case of the database aiding a client, who is working with a broker and negotiating for space. A 200,000-sq.-ft. building is located by the broker. If the client knows that he will need 800 electrical outlets above building standard, or requirements for special cooling, ventilation or lighting, he can negotiate those issues from a position of strength. Says Silver, "Many clients just do not have that kind of information available to them in the workletter stages, so such potential bargaining points may be completely overlooked. Calculations can be made on the client's behalf before a pencil ever is put to paper.

Budgets can be set early

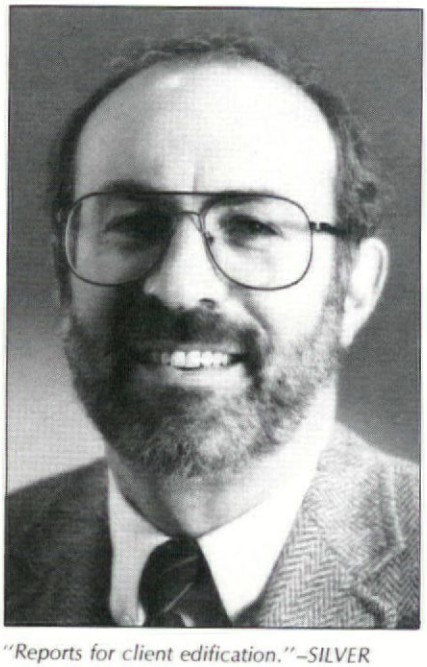
"A more obvious example would be in determining the number of workstations for a specified space. Given the number of people and

HOK REPORTS

Focus on critical lease negotiations

components, we can play 'What if?' games, apply dollar multipliers, and begin to ascertain budgets long in advance of actual needs."

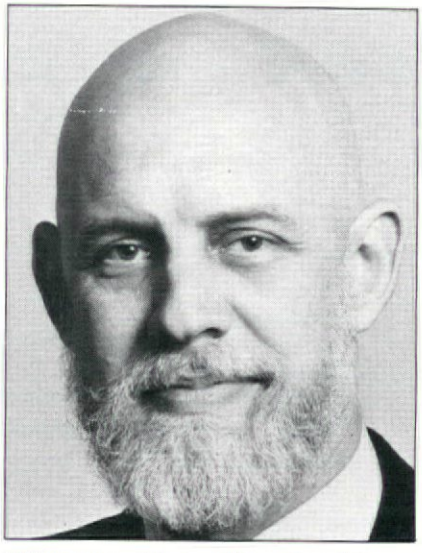
As for the by-product reports, Tatum points out that corporations do not often have the opportunity to step back and take a careful look at themselves. "Typically," he says, "after we complete a facility program and client management takes advantage of our reports, a lot of management changes take place. The client may want to restructure a department, install new office automation systems, or merge two departments. The client may find out that the company's middle managers do not have a clear picture of top



"Reports for client edification."–SILVER

management's goals and undertake a communication program as a result of the reports."

All told, the computer-aided facility services supplied by HOK open numerous possibilities for its client companies. Four major facility programming areas are: real estate, master plan, base building, and interiors. These describe successive levels of increasing amounts of detail, so that no part of the facility development process gets bogged down in extraneous information. Real estate programs focus upon those issues most critical to negotiating a lease or building purchase, such as space forecasting, special needs, interim occupancy tactics, building selection criteria, evaluation of buildings, and work letters.



"All manner of data can be retrieved."–TATUM

Master plan programs include data necessary to the early site planning functions of a new building project, such as key building massing and relationship issues.

Base Building programs confirm the general nature and amount of flexible, changeable spaces while clearly defining specific requirements of the more fixed or dedicated special spaces which are integral to architectural design.

Interiors programs provide fully detailed information on initial interiors requirements and adjacency relationships, while continuing to describe the dynamics of the client's organization. This allows initial planning to accommodate future growth and change with the greatest possible grace, comfort, and economy.

Database updating, post occupancy studies, and facilities management support services can then be provided to enhance ongoing manageability of facilities for clients. □

OPEN PLAN DIRECTORY EXPANDS INSTALLER LISTINGS

In the 11 years that CONTRACT has been compiling the Open Plan Directory, editors have witnessed continual changes in the products and services allied to the systems field. This year is no exception. The irresistible trend toward automated work environments has resulted in more efficient, but complex installation techniques that require special space planning expertise.

Expansion of the number of open plan installers listed in this totally updated directory is a natural consequence of the automation imperative. So, too, are the articles on office automation, acoustics, and power management that precede this section.

Listed below is the sequence of categories making up this Open Plan Guide for specifiers—**The Editors**

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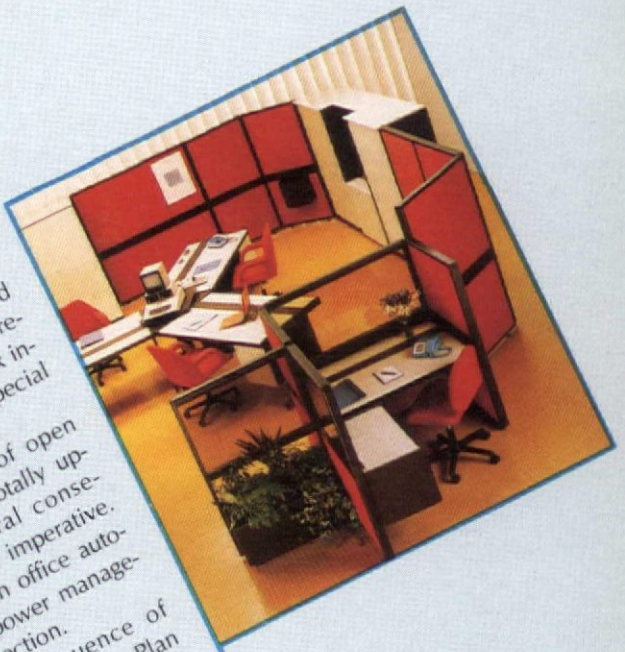


OPEN-PLAN Total Systems

FIRM	Panel Components	Casegoods Furniture	Desks, free-standing	Work Surfaces, hung	Screens, Partitions	Storage Units/Files	Shelves	Business Machine/Computer Furn.	Hideaway Computer Keyboard	Pin-up Surfaces	Chalkboards	Paper Handling/Organizing Systems	Raceways	Built-in Power Distribution and Wire Management Systems	Task Lighting	Ambient Lighting	Coat Racks/Wardrobes (concealed)	Total Room Enclosures	Doors	Other
A.F. Services/ Affordable Panel Syst.	●	●	●	●	●		●					●	●	●	●					
Abstracta Structures	●	●	●		●	●	●							●						
Acme Landscape Group	●	●	●	●	●	●	●	●	●	●		●		●		●	●	●		structural workstations systems
Acoustical Partitions	●	●	●	●	●	●	●			●		●	●	●				●	●	desktop partitions
Acousti-Forms		●	●		●	●								●						
Acoustical Screens	●		●	●	●	●	●	●	●	●	●	●	●	●		●				
Adanlock Jamestown div.	●			●	●	●	●	●		●	●	●	●	●	●		●	●	●	transaction shelves
Alka Structures	●		●	●	●													●		
All-Steel	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			●	L-returns
Alma Desk	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
American Seating Co.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	penboards
Amstore	●		●	●	●	●	●	●	●		●	●	●	●				●	●	
Anderson Desk		●	●		●			●												
Arensen Intl. (USA) Inc.	●	●	●	●	●	●	●	●		●		●	●	●	●	●	●			
Artec	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	clerical stations
Artopex	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Aspects Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●		●			●	
Atelier International	●	●	●		●	●	●	●		●				●	●	●				
Baker Furniture, Contract		●	●	●		●	●									●				
Benedetti Corp.		●	●		●		●	●				●	●	●						
Biltrite		●	●		●	●	●	●	●	●				●	●	●				
H.L. Birum	●				●		●			●		●	●	●			●			
Brayton Intl.		●	●			●		●		●	●		●			●				
Cado/Royal System	●	●	●	●		●	●							●	●					
Carter Co.	●			●	●	●	●	●		●	●	●		●						
Chairtex		●	●	●	●	●	●	●		●				●		●				
Checkmate	●			●	●	●	●	●		●		●								
CI Designs	●	●	●		●	●	●	●			●	●		●						
Claridge	●			●	●	●	●			●	●									
Computer Accessory	●		●	●				●												
Concord Products	●	●		●	●	●	●	●		●	●	●	●	●		●	●			
Conwed	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●				
Corry Jamestown	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	
Cramer	●	●	●		●			●						●						
Croydon	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	comp. reel storage
DMO	●	●	●		●	●	●	●		●	●		●	●	●	●	●			
Danwood	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	●	
Datamate Furniture		●	●			●		●												

Steelcase, Circle No. 239.

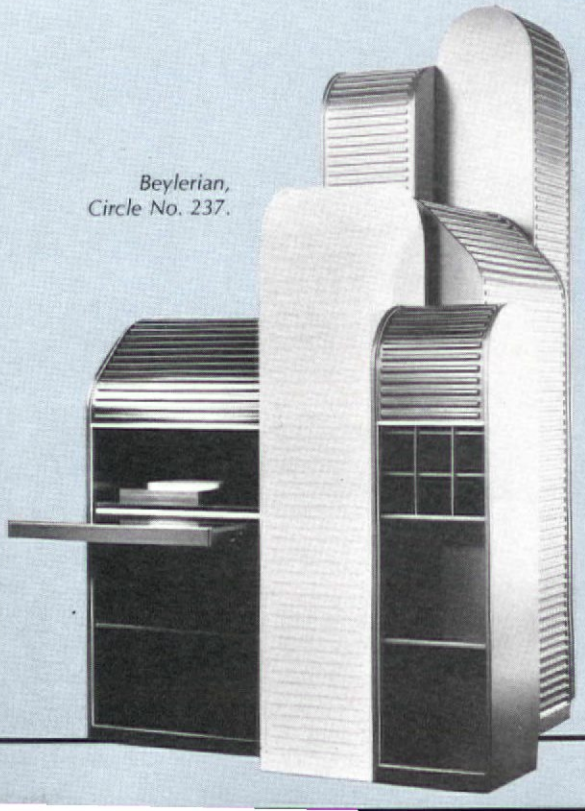
OSI (Office Suites Inc.), Circle No. 234.

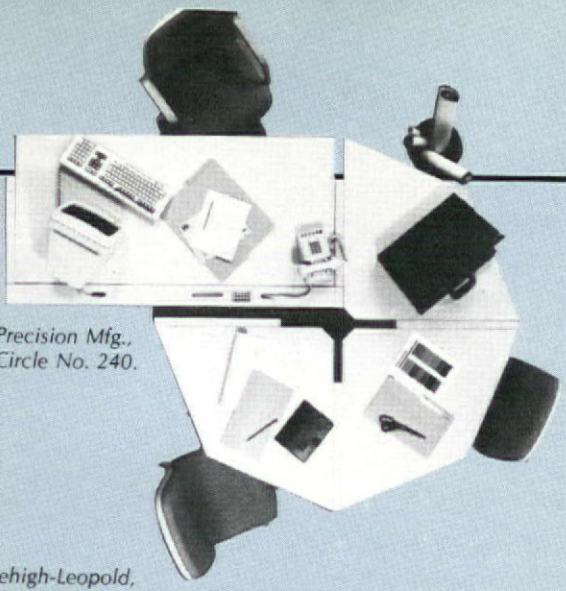
Executive Office Concepts, Circle No. 235.

Mode Corp., Circle No. 236.

Teknion, Circle No. 238.

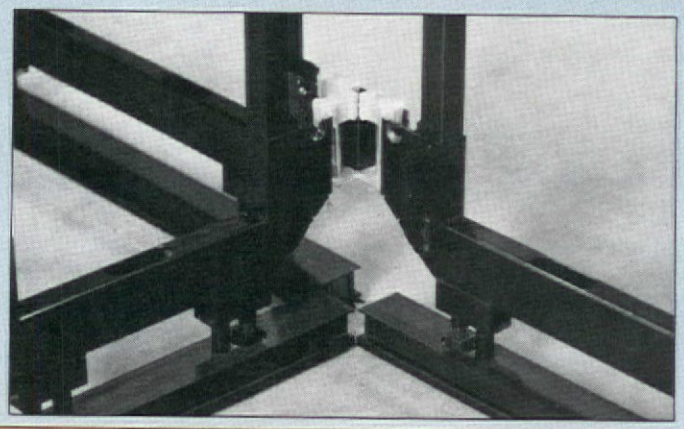
Beylerian,
Circle No. 237.



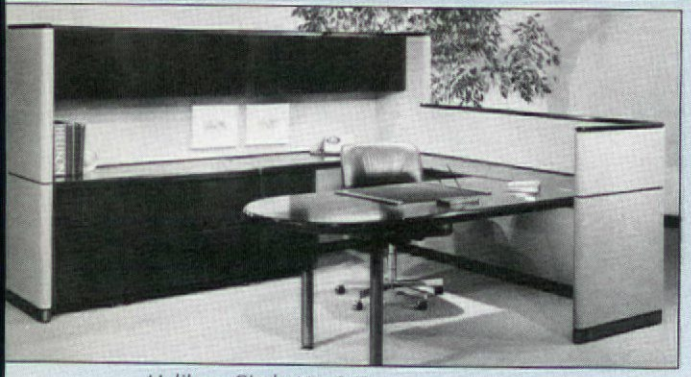


Precision Mfg., Circle No. 240.

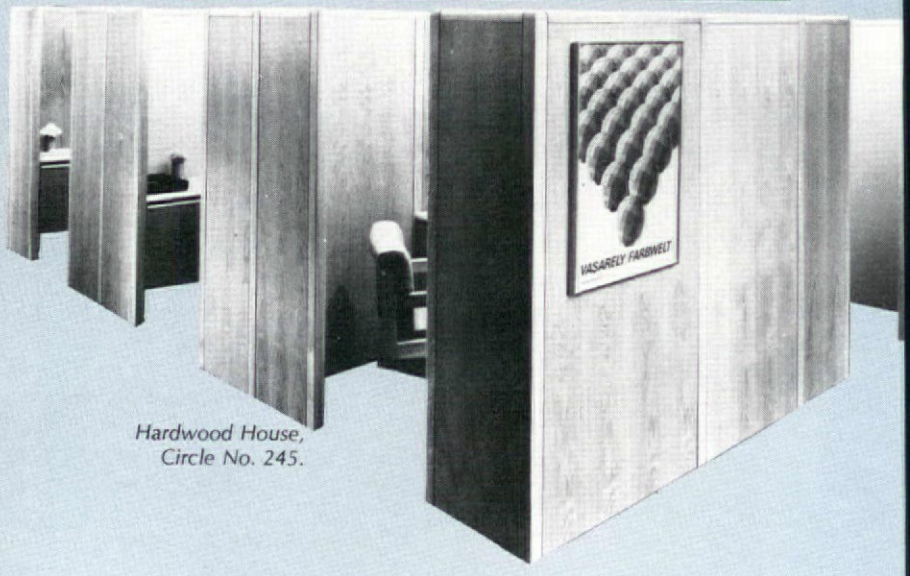
Stow/Davis, Circle No. 241.



Lehigh-Leopold, Circle No. 242.



Helikon, Circle No. 243.



Hardwood House, Circle No. 245.

Hiebert, Circle No. 244.

OPEN-PLAN Total Systems

FIRM	Panel Components	Casegoods Furniture	Desks, freestanding	Work Surfaces, hung	Screens, Partitions	Files	Storage Units	Shelves	Business Machine/Computer Furn.	Pin-up Surfaces	Chalkboards	Paper Handling/Organizing Systems	Raceways	Built-in Power Distribution and Wire Management Systems	Task Lighting	Ambient Lighting	Coat Racks Wardrobes (concealed)	Total Room Enclosures	Doors	Other
Davis		●	●			●		●	●					●	●					
Delco		●	●		●			●												
Descience	●		●		●	●	●	●				●	●	●						
Designers View Group	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●	
Design Group		●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	
Discovery Systems		●	●		●	●	●	●		●				●	●	●	●	●	●	
Domore Office Furniture	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
Drier	●		●	●	●		●	●		●	●		●	●	●	●			●	
Dunbar		●	●	●		●				●			●	●		●				
Dynmark Engineered Products	●			●	●	●	●			●										
Elgem	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Eppinger Furniture			●	●		●	●	●		●	●	●		●	●	●				
Esselte Pendaflex	●	●	●		●	●	●	●		●		●	●	●						
Executive Office Concepts	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Flex-Y-Plan	●	●		●	●	●	●	●	●	●		●		●		●			●	
GF Furniture Systems	●	●	●	●	●	●	●	●	●	●	●		●	●	●	●			●	desktop risers
General Mica	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●			
Grillion Corp.	●				●		●			●	●						●		●	
Gunlocke	●		●	●	●	●	●	●		●			●	●		●			●	
Haller Systems	●	●			●	●	●	●				●		●	●	●				universal furniture system
Hardwood House	●	●	●	●	●	●	●	●	●	●		●		●	●	●	●			
Harmon	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●				
Harter	●		●	●	●	●	●	●		●		●	●	●	●	●			●	
Haskell		●	●			●		●												
E.F. Hauserman	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			marker board
Haworth	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●			●	
Haws	●		●	●	●	●	●	●		●	●	●	●	●	●	●	●		●	
Helikon Furniture	●	●		●	●	●	●			●		●	●	●		●				
Hemisphere Steel Products	●			●	●						●		●							
Hiebert	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●				
HON	●		●	●	●	●	●	●						●						
Hough Mfg.	●			●	●		●			●	●									
ICF	●	●		●	●	●	●	●		●	●	●	●	●		●				
IKD			●	●	●	●	●	●		●	●	●	●	●	●	●	●			
Ip20 of America	●		●	●	●	●	●	●								●	●	●		
III International	●	●	●	●	●	●	●	●		●		●	●	●	●	●				
Inotec			●			●	●	●					●							storage pedestals

OPEN-PLAN Total Systems

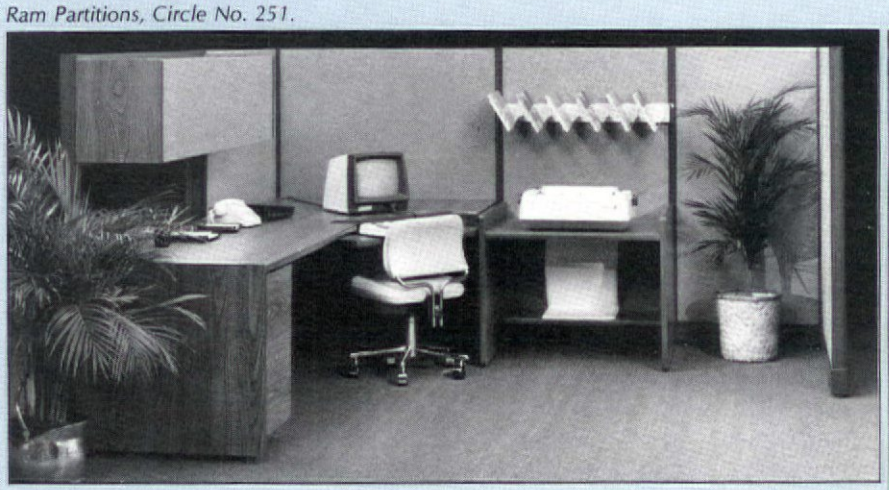
FIRM	Panel Components	Casegoods Furniture	Desks, freestanding	Work Surfaces, hung	Screens, Partitions	Storage Units/Files	Shelves	Business Machine/Computer Furn.	Hideaway Computer Keyboard	Pin-up Surfaces	Chalkboards	Paper Handling/Organizing Systems	Raceways	Built-in Power Distribution and Wire Management Systems	Task Lighting	Ambient Lighting	Coat Racks/Wardrobes (concealed)	Total Room Enclosures	Doors	Other
Interflex Products	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●			
International Furniture Systems		●	●			●	●	●	●			●		●			●			
InterRoyal	●	●	●		●	●	●	●		●							●	●		
Intra Systems	●		●		●	●	●			●	●		●	●	●			●		
Invincible	●	●	●	●	●	●	●	●				●	●	●	●		●	●		computer support and moveable pedestals
JG Furniture	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●			
Knoll International	●		●	●	●	●	●	●		●		●		●	●	●			●	
Kobi	●		●	●	●	●	●	●		●	●	●	●	●	●	●		●	●	
Kombi	●		●		●	●				●			●	●						
Lahden Puutyo Oy		●	●		●	●	●	●								●				
LaMica		●	●			●	●	●								●				modular furniture
Lehigh-Leopold	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	
Lista Intl.		●	●		●	●	●	●	●		●	●	●	●	●					
Litton	●		●	●		●	●			●	●	●	●	●					●	
Harry Lunstead Designs Inc.	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●			
Luvan Inc.		●	●					●		●	●									
Sam Lynch Mfg.	●	●		●	●	●	●			●	●		●	●	●		●	●	●	
Martela Oy	●	●	●	●	●	●	●							●	●	●	●	●	●	
Charles Mayer Studios	●	●			●	●	●			●	●									
Metalstand		●	●		●	●	●	●		●			●	●	●	●			●	
S.B. Michaels	●		●	●	●	●	●			●					●		●			custom reqs.
Herman Miller	●			●	●	●	●	●	●	●	●	●			●		●	●	●	
Mode Corp.	●	●	●	●	●	●	●	●		●	●	●	●	●	●		●		●	
Modernfold	●				●					●	●	●	●	●				●	●	
Modern Mode	●	●	●	●	●	●	●	●		●		●	●	●	●	●	●	●		
Myrtle Desk		●	●	●		●	●			●					●					
Nelson-Adams	●		●	●	●	●	●		●	●	●		●	●	●				●	
Nightingale	●		●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●	
Noise Control Products			●		●	●	●	●		●	●									
Norsons			●	●	●	●	●													
Nucraft Furniture	●		●	●	●		●	●		●	●				●					
OSI (Office Suites Inc.)	●	●	●	●	●	●	●	●		●		●	●	●	●	●	●	●	●	
Glen O'Brien	●		●		●	●	●			●	●	●		●		●	●	●	●	
Omni Furniture Div. Hoover			●			●	●	●		●	●	●	●	●	●					
Open Office Products	●				●	●	●			●		●	●	●				●	●	
Optimum Mgmt.	●		●		●	●	●	●		●		●	●							

Rosemount, Circle No. 248.

Atelier International, Circle No. 247.

GF Furniture Systems, Circle No. 246.

Ram Partitions, Circle No. 251.



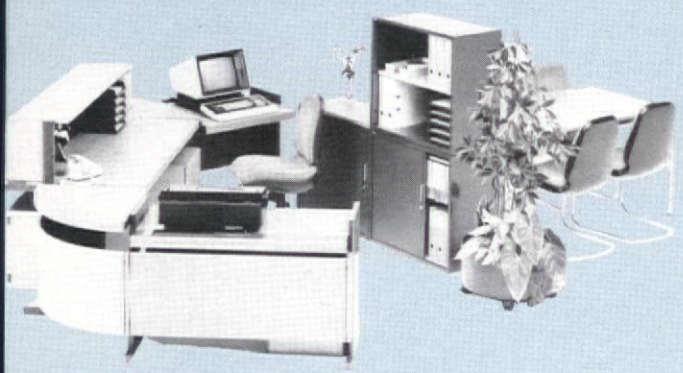
All-Steel, Circle No. 249.

Alma Desk, Circle No. 252.

OPEN-PLAN Total Systems

FIRM	Panel Components	Casegoods Furniture	Desks, freestanding	Work Surfaces, hung	Screens, Partitions	Files	Storage Units	Shelves	Business Machine/Computer Furn.	Pin-up Surfaces	Chalkboards	Paper Handling/Organizing Systems	Raceways	Built-in Power Distribution and Wire Management Systems	Task Lighting	Ambient Lighting	Coat Racks/Wardrobes (concealed)	Total Room Enclosures	Doors	Other
	TYPE OF SYSTEM																			
Opto	●				●		●													
Pace Collection	●		●	●	●	●	●	●		●		●	●	●			●	●		
Packard	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Panel Concepts	●			●	●	●	●	●		●		●	●	●	●				●	
Pilot Woodworking	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●	
Pleion	●		●	●	●	●	●	●		●		●	●	●	●				●	
Polychromic Designs	●			●	●		●			●			●							
Precision Mfg.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	●	●	
Prima Products	●		●	●	●	●	●	●	●	●		●	●			●		●	●	
Primal Systems	●	●		●	●	●	●	●		●		●	●		●	●	●	●		
Harvey Probber		●	●		●	●	●	●	●	●		●	●	●	●	●	●			
Proform Furniture	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
RJ Systems	●	●	●	●	●	●	●	●		●	●		●	●	●		●		●	
Ram Partitions	●		●	●	●	●	●	●	●	●	●	●	●	●					●	
Reff Products	●	●	●	●	●	●	●	●	●	●	●	●		●	●	●			●	
Rockaway Metal Products	●		●	●	●	●	●	●					●	●			●	●	●	
Roffman	●		●	●		●	●													
Rose Mfg.	●				●	●	●			●	●		●	●	●					
Rose Johnson	●		●	●	●	●	●	●		●	●		●	●	●		●			
Rosemount	●			●	●	●	●	●	●	●		●	●	●	●					
Rudd Intl.	●	●	●		●	●	●	●	●	●		●	●	●	●					
Scandiline	●	●	●	●	●	●	●	●		●		●			●		●			
Shaw-Walker	●	●	●	●	●	●	●	●		●			●	●	●	●	●			
Slater Corp.	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●	
Specbuilt	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Springer Penguin		●				●	●													
Steelcase	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Ste-Marie & Laurent	●		●	●	●	●	●	●		●	●		●	●	●	●	●			
Storagewall	●				●	●	●			●	●	●		●			●	●	●	
Storwal International	●	●	●		●	●	●	●		●	●	●		●						
Stow/Davis	●	●	●	●	●	●	●	●					●	●	●	●	●			
Structural Concepts	●			●	●	●	●	●		●		●	●	●	●	●	●	●	●	
Sunar	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●			
Systems Mfg.	●		●		●	●	●	●				●								
Tayco	●				●		●			●								●	●	
Taylor Evans	●			●	●	●	●			●			●	●					●	

FIRM	TYPE OF SYSTEM: Panel Components	Casegoods Furniture	Desks, freestanding	Work Surfaces, hung	Screens, Partitions	Storage Units/Files	Shelves	Business Machine/Computer Furn.	Hideaway Computer Keyboard	Pin-up Surfaces	Chalkboards	Paper Handling/Organizing Systems	Raceways	Built-in Power Distribution and Wire Management Systems	Task Lighting	Ambient Lighting	Coat Racks/Wardrobes (concealed)	Total Room Enclosures	Doors	Other
Techniques In Wood	●	●	●	●	●	●	●						●	●	●			●		
Teknion Furniture Syst.	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Timbercraft	●				●							●	●					●	●	
Transwall	●			●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Trendway	●		●	●	●	●	●	●	●	●	●	●	●	●		●	●	●	●	
Unicube					●	●	●	●								●	●			kiosks
Unique Concepts			●		●					●								●		
Universal Building Systems	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●	
Valli		●	●			●		●												
Watson Furniture	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●				custom
Westinghouse ASD	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Wood Design		●	●			●	●			●				●						
Xception Designs	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	●	●		



Lista Intl., Circle No. 253.

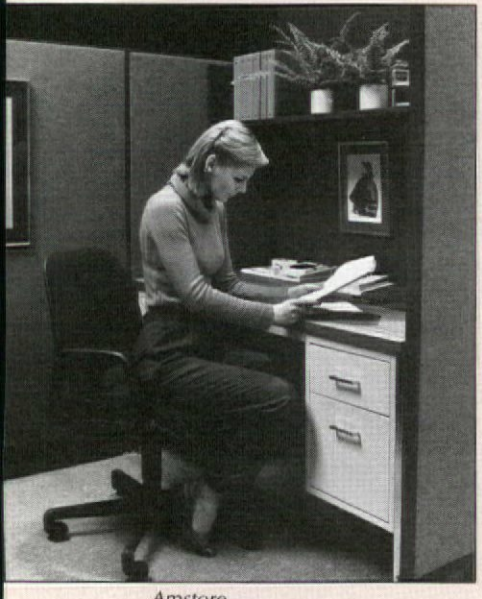
Modernfold, Circle No. 255.

Westinghouse, Circle No. 254.

Panel Concepts, Circle No. 256.

OPEN-PLAN freestanding

Walker Systems
Circle No. 257.



Amstore
Circle No. 258.

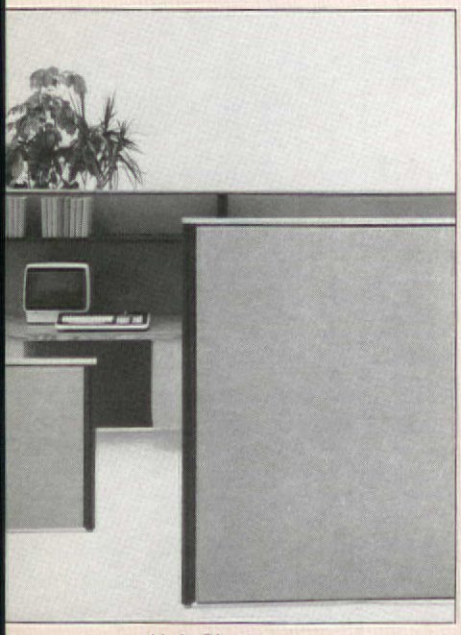
Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE: straight	SHAPE: curved
A.F. Services/Affordable Panel Systems	60 to 62", 80"	12 to 60"	●			●	●
Abstracta Structures	to spec	to spec	●	as required		●	
Acme Landscape	40 to 80"	12 to 63"	●	.80 NRC	Class A	●	●
Acoustical Partitions	to spec	to 144"	●	.95 NRC,	Class A	●	●
Acoustical Screens	56 to 72"	36 to 72"	●	.95 NRC	Class A	●	●
Adanlock Jamestown div.	39 to 86"	12 to 72"	●	.80 NRC	Class A	●	●
Adirondack Direct	36 to 72"	36 to 72"	●		Class A	●	
Advanced Office Concepts	36 to 84"	to spec	●	.50, .85 NRC	ASTME-84-80 Class A	●	●
AirCoustic Wall	48 to 84"	24 to 96"	●	.85 NRC		●	
Alka Structures	40 to 96"	to 48"	●			●	
Allied Trend System	to spec	to spec				●	●
All-Steel	33 to 78"	18 to 60"	●	.80 to .90 NRC, 20⅛ STC	Class A	●	●
Alma Desk	32 to 85"	18 to 42"	●	.70 NRC 31 STC		●	●
American Seating Co.	32 to 80"	18 to 60"	●	.85 NRC, 20 STC, NIC 21 flanking NIC 22 barrier	Class A	●	●
Amstore	42 to 80"	18 to 60"	●	.80 NRC 27 STC	Class A	●	●
Anderson Desk	60"	36 to 72"		.65 NRC		●	
Arenson Intl. (USA) Inc.	41 to 78"	23½ to 63"				●	●
Artafax	to 120"	to 60"	●	.90 to 1.00 NRC	Class A	●	
Artec	36 to 78"	12 to 48"	●	.80 NRC 32 STC	Class A-fabric Class B-wood	●	●
Artopex	41 to 80"	20 to 72"	●	.85 NRC, 20 STC	Class A	●	●
Aspects	42 to 96"	12 to 72"	●	.85 NRC	Class A	●	●
Atelier International	41, 59"	18-60"	●	.75 to 1.0 NRC 20 NIC	ASTME-84-76A Class A	●	
Baker Furniture	30 to 84"	18 to 36"	●			●	●
Bangkok Industries	23⅝ to 94½"	23⅝"	●	.40-.80 NRC	Class A	●	
Benedetti	42 to 66"	18 to 60"	●	.85 NRC 32 STC	Class A	●	
Joel Berman Associates	48 to 96"	18 to 72"	●	1.04 NRC	Class A	●	●

Space Dividers

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
	●					●	●					●	●		●		●	●	●					●		●		●		●		
						●			●	●	●	●	●	●	●	adjustable leg, casters					●							●		●	●		
			●				●		●						●		●		●		●			●	●			●			●		
to spec			●				●			●	●			●	●		●	●						●	●		●			●	●	
84"				●		●					●				●	steel feet, metal kickplate	●							●						●	●	
24"					●							●		●	●	steel			●				●	●	●	●		●			●	
				●								●		●	●	clamp on legs		●						●				●					●
60"									●						●	aluminum	●		●		●			●							●		
			●				●		●						●		●		●				●	●			●	●	●		●		
				●			●		●						●	aluminum		●		●			●	●				●		●	●		
varies	●																															
15"						●	●					●	●		●	hinge					●			●	●	●			●		●	
		●	●	●		●				●	●			●	●	aluminum, wood	●	●	●	●				●	●		●	●			●	
24"						●						●	●	●	●	steel	●							●	●	●	●			●	●	
24"	●								●						●		●	●						●							●	
			●											●	●		●							●							●	
varies	●								●				●		●		●	●						●	●		●			●	●	
	●									●					●	aluminum	●							●							●	
	●	●	●	●	●		●		●	●				●	●	aluminum and steel	●	●	●	●				●	●		●		●		●	
	●								●				●		●		●							●							●	
24"							●		●	●				●	●		●				●			●					●	●		
	●									●					●		●							●								●
		●					●							●	●	wood		●					●	●			●				●	
				●									●		●					●										●		
		●	●				●							●	●	metal	●							●			●				●	
15"	●								●						●	vinyl	●							●							●	

OPEN-PLAN Freestanding

Artafax
Circle No. 259.



H. L. Birum
Circle No. 260.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE: straight	SHAPE: curved
Beylerian	53¼ to 87"	14½, 29¼"				●	●
Biltrite	68"	60, 72"	●			●	
H.L. Birum	36 to 72"	12 to 62"	●	.85 NRC		●	
Brejtfus, Inc.	96"	96"	●			●	
Brewster	54 to 84"	36 to 96"	●	.90 NRC 20 STC	Class A	●	
Cado/Royal System	80"	multiples of 32¾"	●			●	
Cambridge Wire Cloth	to spec	to spec	●			●	●
Carter	54 to 84"	24 to 96"	●	.90 NRC	Class A		●
Check-Mate Interior Systems	to spec	to spec	●	.65 to .85 NRC, 31 STC	Class A	●	
Claridge Products & Equip.	to 80"	to 96"	●		Class A	●	●
Concord Products	36 to 84"	6 to 72"	●	.80 NRC		●	●
Conwed Corp.	32 to 72"	29 to 60"	●	.60, .95 NRC	Class 1	●	●
Corry Jamestown	30 9/16 to 80"	20 to 44"	●	.85 NRC, 23 STC	Class A	●	●
Cramer	48 to 72"	25½ to 61½"	●			●	
Creative Dimensions	60 & 72"	24 to 48"	●	being compiled	NFPA STD. 701, ASTM-E-84		
Croydon Furniture Systems	54 to 72"	18 to 60"	●	ASTM .B5	flame sprd. 15, fuel contr. 0, smoke dvlpd. 50	●	●
DMO	56 to 72"	24 to 72"	●	.85 NRC, 28 STC	Class A	●	●
Danwood	29 to 80"	12 to 72"	●	.815 NRC	Class A	●	●
Design Group	42 to 72"	16 to 60"	●	to .90 NRC		●	
Designers View	to spec	to spec	●	to spec	to spec	●	●
Discovery Systems	30 to 72"	20 to 42"	●	.75 NRC		●	
Domore Office Furniture	32 to 74"	16 to 64"	●	.99 NRC	Class A	●	●
Dunbar	72"	40 to 80"			Class C	●	
Dynmark	54 to 72"	24 to 72"	●	.85 NRC		●	●
Eppinger	51 to 75½"	20 to 36"	●	.55 to .95 NRC		●	●
Esselte Pendaflex	36 to 60"	20 to 60"	●	.85 NRC	Class A	●	
Executive Office Concepts	30 to 80"	12 to 60"	●	.85 NRC	Class A, Class 1	●	●

Space Dividers

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
			●	●										●								●							●			●
			●	●										●	●		●	●						●					●			
			●	●					●	●			●			plastic and metal			●		●		●	●				●	●		●		
				●						●				●		glides and feet	●							●							●		
						●	●			●	●		●		●	spread feet, levelers	●		●					●					●		●		
				●		●								●	●	levelers			●								●				●		
			●		●		●			●			●		●		●		●	●			●	●				●			●		
										●					●	stainless steel			●					●									
				●	●				●						●			●						●				●	●		●		
24 & 84"	●	●	●	●	●	●			●	●	●				●	vinyl & steel	●	●	●	●		●	●	●	●		●	●	●		●		
24"							●			●					●	duranodic bronze	●							●	●		●			●			
						●						●		●	●	steel						●		●	●		●				●		
						●				●					●	cast aluminum	●							●							●			
		●			●		●		●						●	steel foot								●							●		
84"						●				●				●	●	chrome	●	●						●			●	●			●		
30"							●			●	●			●	●	chrome or painted	●							●			●			●			
	●	●	●	●	●					●				●	●		●		●					●			●	●			●	●
			●				●							●	●	wood	●							●							●		
to spec	●						●		●					●	●	to spec	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
				●								●		●	●			●						●			●	●			●		
						●	●		●					●	●	aluminum			●		●			●				●	●	●	●		
				●										●				●										●			●		
48 to84"			●			●			●	●				●	●	plastic	●							●				●			●	●	
			●	●						●				●	●			●		●			●	●			●	●			●	●	
			●				●		●		●	●		●	●	cold-rolled steel feet	●							●							●		
18, 30"			●				●			●	●			●	●		●			●				●	●		●			●	●		

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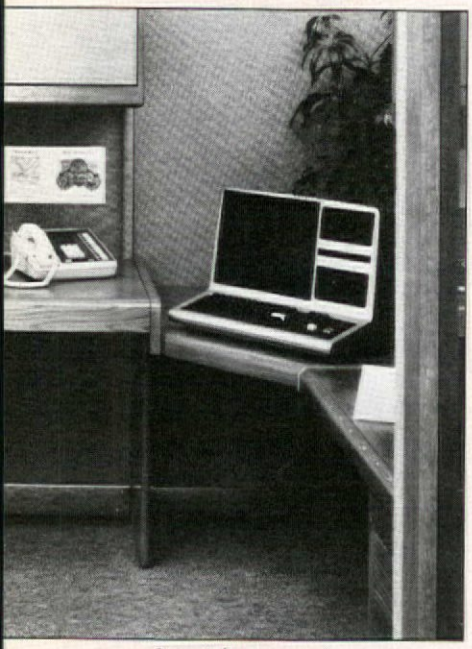
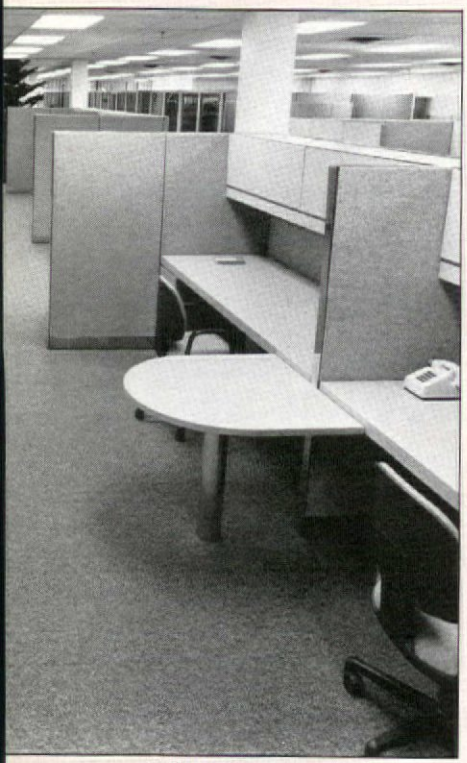


Rose Johnson
Circle No. 261.



Reff Products
Circle No. 262.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE straight	SHAPE curved
Fabric Wallcraft	to spec	to spec	●	.90 NRC	ASTM-84	●	●
Flex-Y-Plan	54 to 72"	24 to 63"	●	.50, .85 NRC	Class A	●	●
GF Furniture Systems	32 to 79"	12 to 48"	●	.85 NRC 32 STC	Class A	●	●
General Mica Corp.	66"	18 to 36"				●	
Global Upholstery	54 to 78"	60 & 72"	●	.90 NRC	ASTM E-84	●	●
Gold Medal Inc.	66"	16½"				●	
Grillion	to spec	to spec	●			●	●
Gunlocke	29 to 79"	20 to 42"	●			●	●
Haller Systems	varies	varies					
Hardwood House	42 to 80"	18 to 42"	●	.85 NRC,		●	●
Harmon	42 to 78"	18 to 60"	●	.80 NRC	12.6 FSC 3.6 FC, 54.3 FDS	●	●
Harter	42 to 80"	18 to 60"	●	.85 NRC NIC 22 Flanking, NIC-21 Barrier, 28 STC	Class A	●	●
E.F. Hauserman	48 to 120";	14 to 46"	●	NRC .70, 29 STC	Class A	●	●
Haworth	42 to 80"	12 to 60"	●	.90 NRC 29 STC	Class A	●	●
Haws	40 to 72"	16 to 64"	●	.99 NRC	Class A	●	●
Helikon Furniture	29 to 72"	to spec	●	.85 NRC	Class A	●	●
Hemisphere Steel Products	39 to 84"	12 to 72"	●			●	
Hiebert	30 to 74"	12 to 48"	●	33 STC .80 NRC	Class A	●	●
Hon	53 to 73"	15½ to 62"		.80 NRC	Class A	●	
Hoover Systems	48 to 78"	24 to 72"		.85 NRC 20 NIC	flame sprd. 5, fuel contr. 10, smoke dvlpd. 0	●	
ICF	83 to 138"	23½ to 39½"	●	.42 to .50 NRC	F30	●	
IKD	40 to 72"	16 to 64"	●	.99 NRC	Class A	●	●
Ip 20 of America	varies	varies	●			●	
Iii International	42 to 69"	24 to 48"	●	.85 NRC	ASTM	●	●
Int'l Furniture Systems	to 110"	to spec	●			●	●

Space Dividers

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
								●		●												●		●									
24, 60"						●			●					●	●	glides, stabilizer	●		●					●				●			●	
24"			●	●	●	●						●	●		●	steel glide, posted base	●		●					●	●	●	●			●	●	
							●											●													●	
84"			●			●				●	●		●		●	adjustable glides, barstock feet	●					●		●								●	
							●							●													●		●			
	●	●	●	●	●		●			●			●	●			●	●	●	●	●						●	●				●
30"							●			●				●	●		●		●					●			●			●	●	
						●						●				steel									●	●	●			●	●	
30, 36"							●							●	●		●	●						●			●				●	
20"							●							●	●	metal	●							●			●	●		●	●	
24"	●								●					●	●	steel base	●	●						●				●			●	
					●	●							●			electrified			●					●	●	●	●		●	●	●	
24"	●		●	●	●	●	●		●						●	glides	●		●					●	●		●	●			●	
	●		●	●	●	●	●		●					●	●		●	●	●	●	●			●	●		●	●		●	●	
●	●		●				●			●				●	●	extruded anodized aluminum	●			●				●			●			●	●	
				●	●	●			●	●		●			●		●	●	●				●	●	●	●		●		●	●	●
		●	●	●			●			●				●	●	mirror, bronze	●	●						●	●		●	●		●	●	
						●					●				●	adjustable leveling glides	●							●							●	
80"	●		●			●			●	●	●		●	●	●		●							●						●	●	
			●		●								●		●	adj. ft.		●			●						●	●		●	●	●
			●	●	●	●	●		●						●		●		●					●	●		●	●		●	●	
				●				●							●							●							●	●	●	
				●			●							●	●	16-gauge steel		●						●							●	●	
24 & 30"																																
to spec	●		●	●					●			●		●	●			●		●		●			●	●	●	●	●	●		

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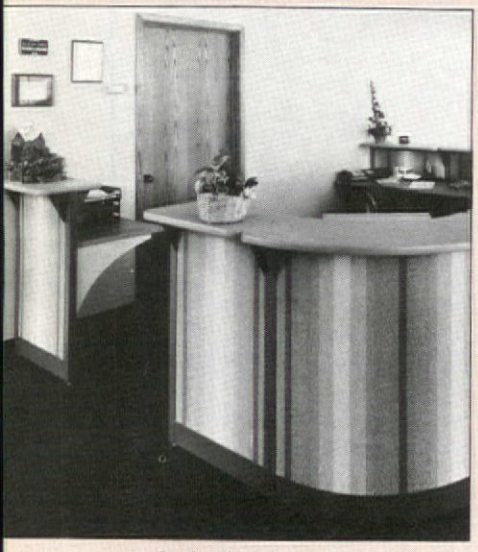
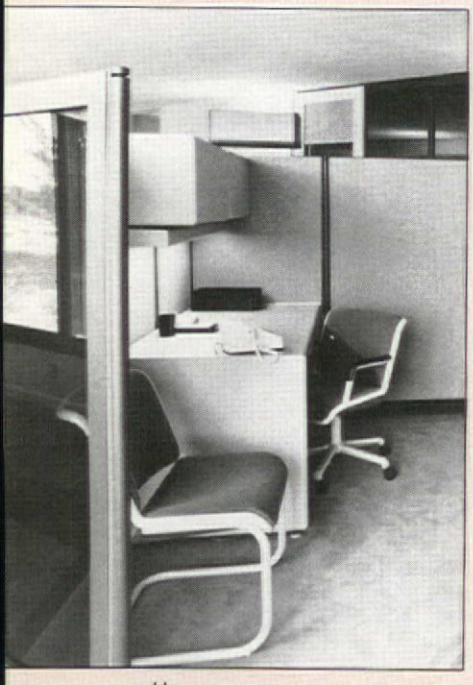


Packard Inds.
Circle No. 263.



Hauserman
Circle No. 264.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE straight	SHAPE curved
InterRoyal	47 to 72"	18 to 60"	●	.85 NRC	Class A	●	●
Intra Systems	48 to 96"	12 to 72"	●	.80 NRC	Class A	●	●
JG Furniture	30 to 78"	22 to 60"	●	.95 NRC, 27 STC	Class A	●	●
Knoll Intl.	42 to 72½"	18 to 36"	●	.75 NRC, 25 STC		●	●
Kobi	43 to 80"	18 to 60"	●	.85 NRC	Class A	●	●
Lehigh-Leopold	34 to 84"	12 to 60"	●	.85 NRC, 21 STC	Class A	●	●
Lista	36 to 72"	24 to 48"	●			●	●
Litton/LBF	34 to 84"	12 to 60"	●	.80 NRC	Class A	●	●
Harry Lunstead Designs	44 to 80"	18 to 60"	●	.85 NRC	Class A	●	●
Sam Lynch	42 to 72"	24 to 60"	●	.85 NRC, 20 STC	Class A	●	●
MPC Inc.	40 to 120"	12 to 60"	●	.75 to 1.00 NRC	Class A	●	●
MRS Interior Systems	to 120"	to 48"	●	.75 to .95 NRC	Class A incombustible	●	●
Major Partitions	to 72"	to 48"	●	.50 NRC	Class A	●	
Marsh Chalkboard Co.	48 to 78"	48 to 98"	●			●	
Martela Oy	158, 209 cm	60, 80 cm				●	●
Charles Mayer Studios	to spec	60"	●	.15 NRC	20 FS, 15 FC 0-SDC	●	●
Metalstand	42 to 80"	12 to 48"	●			●	●
S.B. Michaels	to spec	to spec	●	.80 NRC		●	●
Mid Channel Design & Mfg.	to spec.	to spec.	●				
Herman Miller	34 to 96"	12 to 48"	●	.95 NRC (fabric)	Class A	●	●
Mode	42 to 90"	12 to 72"	●	.80 NRC, 24 STC	Class A	●	●
Modern Mode	29,42,68,78"	18 to 48"	●	.85 NRC, 23 STC	meets flammability reqs. in state of Calif.	●	
Modernfold	to spec	to spec	●	.75 NRC 35 & 40 STC	Class A	●	
Nelson-Adams	42 to 72"	12 to 72"	●	.85 NRC	Class A	●	●
Nemcon Modular Systems	various	various	●			●	●

Space Dividers

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
24"	●		●	●	●	●			●					●	●	polished steel	●							●						●	●	
				●						●				●	●	steel	●	●	●				●	●	●			●			●	
36"							●							●	●		●	●	●					●			●				●	
24"						●						●			●		●	●						●	●		●	●			●	
24"	●					●				●				●	●	steel raceway	●	●	●					●				●			●	
		●								●				●	●					●				●			●			●	●	
24"					●						●				●				●				●	●	●	●				●	●	
				●										●	●	chrome, brass, wood	●								●					●	●	
30"	●								●	●			●	●	●		●							●				●			●	
to spec	●							●	●	●	●		●	●	●	to spec	●	●			●			●				●		●	●	
½"		●	●	●			●			●	●	●	●		●		●	●		●	●	●		●	●						●	
			●	●					●						●		●						●	●				●				●
45, 90°	●					●			●			●			●	locking casters, steel glides		●			●			●	●			●		●	●	
	●	●		●			●		●	●			●	●	●	Aluminum		●		●				●			●	●			●	
24"				●					●				●		●			●						●					●		●	
66"	●		●			●	●			●					●		●							●					●	●	
				●			●							●				●	●					●					●			
11.7"				●			●					●			●		●		●					●			●	●	●		●	
24, 60"			●	●	●				●			●			●		●	●					●	●	●		●		●	●	●	
18, 36, 48"				●			●			●				●	●		●	●						●	●		●			●	●	●
		●				●				●					●	bronze PVC	●							●				●			●	●
24", 66"	●						●	●		●				●	●		●							●					●	●		
				●											●														●	●		

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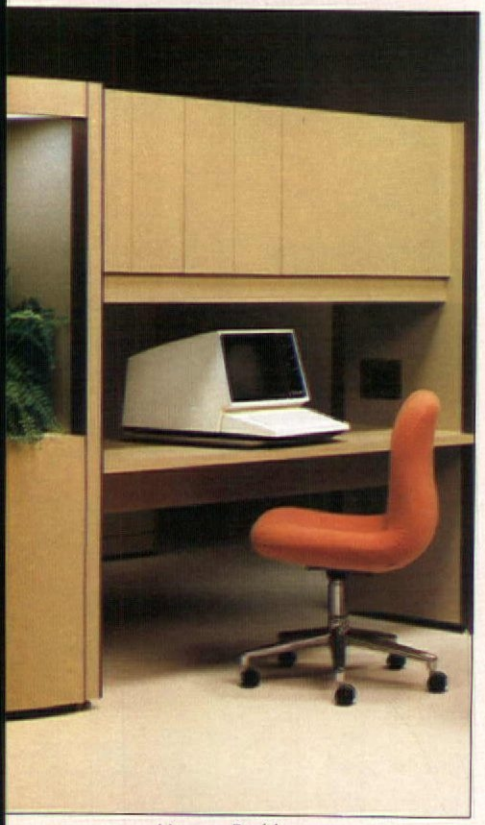
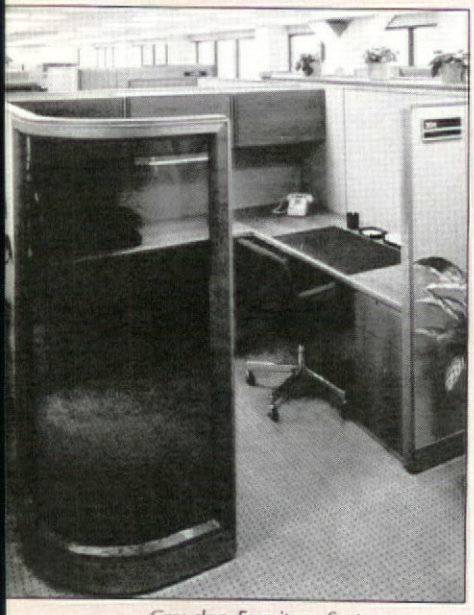


Harvey Probber
Circle No. 265.



Croydon Furniture Systems
Circle No. 266.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE: straight	SHAPE: curved
Nightingale	39 to 80"	24 to 72"	●	.80 NRC 22 NIC	Class A	●	●
Noise Control Products	to 144"	to 60"	●	.85 to 1.0 NRC	Class A	●	●
Nucraft Furniture	53 to 80"	18 to 36"	●	.85 NRC	Class A	●	●
Glen O'Brien Partition	48 to 78"	12 to 60"	●	.85, .90 NRC,	Class A	●	
Office Suites Inc. (OSI)	42 to 78"	18 to 48"	●	.90 NRC	UL listing	●	●
Omni Products	48 & 60"	36 & 48"	●			●	
Open Office Products	to spec	to spec	●	.85 NRC, NIC 21, NIC Flanking 23	Class A	●	●
Opto	to spec	to spec	●			●	●
Pace Collection	59"	36 to 48"			Class A	●	
Packard	40 to 84"	12 to 60"	●	.85 NRC, 85 STC, 23 NIC, SPP .62	Class A	●	●
Panel Concepts	40 to 84"	12 to 84"	●	.85 NRC 20 STC	Class A	●	●
Panelfold	to 120"	to spec	●	.85 NRC 48 STC	Class A	●	
Peter Pepper Products	66 & 84"	20 & 42"	●			●	
Pleion	42 to 80"	20 to 72"	●	.85 NRC variable STC	Class 1	●	●
Polychromic Designs	39 to 72"	18 to 72"	●	.55, .65, .85 NRC	Class A	●	
Precision Mfg.	42 to 80"	12 to 72"	●	.85 NRC, 27 STC	Class A	●	●
Prima Products	42 to 108"	12 to 96"		.91 NRC	Class A	●	●
Primal Systems	29 to 80"	12 to 72"	●	.86 NRC	Class A on certain types	●	
Harvey Probber	48, 68"	24, 36, 72"	●	.70 NRC, 27 STC		●	●
Proform Furniture	30 to 80"	18 to 60"	●	.95 NRC, 24 STC	Class A	●	●
Ram Partitions	54 to 76"	60, 72"	●	.90 NRC, 20 STC		●	●
Reff Products	30 to 80"	12 to 72"		.85 NRC		●	●
Rockaway Metal Prods.	to 84"	to 72"				●	
Rose Mfg.	42 to 72"	24 to 60"	●	.85 NRC	Class A	●	●

Space Dividers

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
12" & 84"						●			●				●	●	●	continuous electrical wire way; extruded vinyl floor	●							●	●						●	
	●		●				●	●		●				●	●	leveling glides	●					●		●				●	●	●	●	●
							●							●	●		●							●						●	●	
12, 24 & 30"			●	●			●		●						●		●									●					●	
				●	●		●							●	●	metal on wood	●	●	●	●	●			●	●			●			●	
				●					●						●			●	●					●						●		
80"							●			●	●			●		electrified	●							●							●	
						●						●																				●
	●			●		●	●		●	●		●		●		metal								●							●	
24"					●	●						●			●	painted, chrome steel	●		●				●	●	●	●		●		●	●	
24, 60"	●								●						●	glide, spread feet	●							●	●			●			●	
	●						●		●						●	aluminum		●		●	●	●	●	●		●	●	●			●	
24"							●					●			●	metal											●			●		
			●		●							●			●	steel	●		●					●				●			●	
				●		●	●		●	●	●		●		●	leveling glides, steel legs	●		●					●						●	●	
5"							●				●				●		●							●						●	●	
18 to 42"		●	●	●	●		●							●	●	adjustable glides	●							●	●		●	●			●	
	●	●	●				●		●	●				●	●		●		●	●				●	●		●				●	
24"						●	●	●	●					●	●		●							●			●	●		●	●	
						●				●		●		●	●	steel, wood	●							●							●	
96"						●				●			●	●	●	chrome	●							●								
24"	●											●		●	●	polished stainless steel	●							●			●			●	●	●
						●						●			●				●						●	●					●	
							●							●	●		●							●							●	

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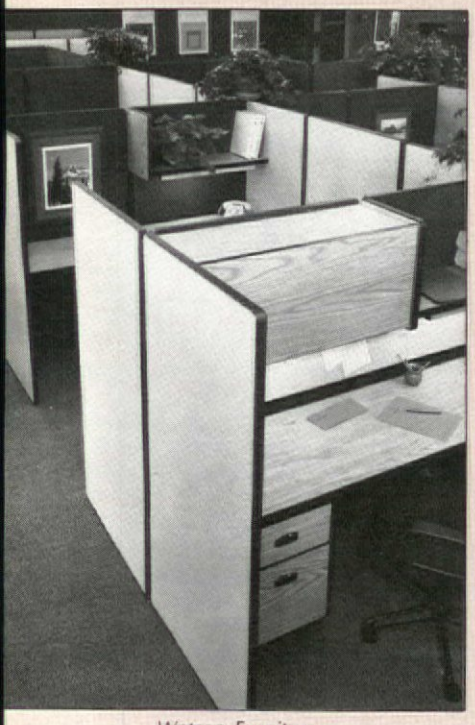
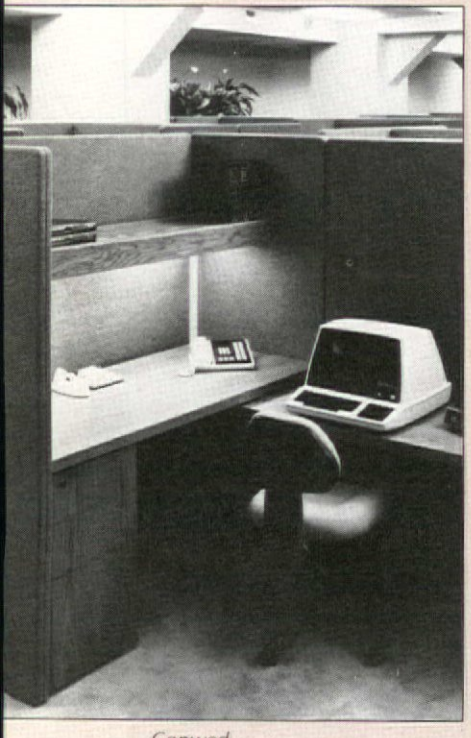


Watson Furniture
Circle No. 267.



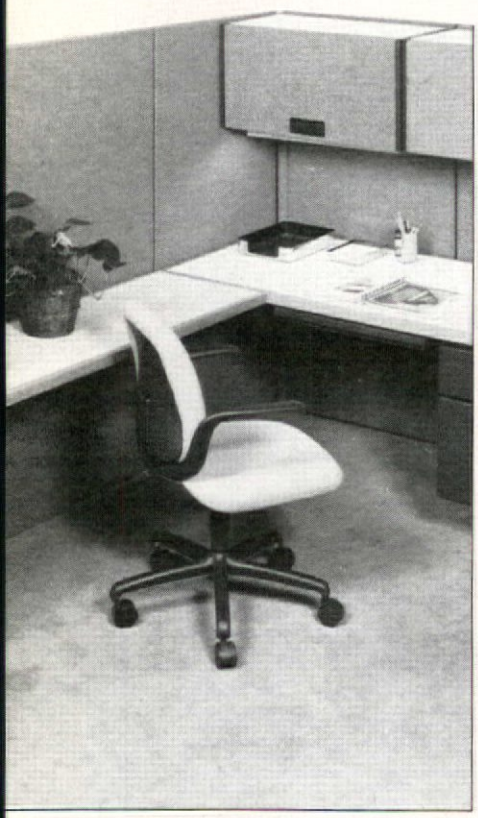
Conwed
Circle No. 268.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE: straight	SHAPE: curved
Rose-Johnson	56 to 72"	30 to 60"	●	.85 NRC 28 STC	Class A	●	●
Rosemount Office Systems	56 to 73"	12 to 60"		.75 NRC	Class A (Fabric) Class C	●	●
Scandiline	55 to 75"	12 to 48"	●	being compiled	being compiled	●	
Shaw-Walker	40 to 80"	19 to 42"	●	NIC 21 Flanking NIC 24 Barrier	flame sprd. 20.5 fuel contr. 0, smoke dvlpd. 44.3	●	●
Shelmark Ind.	36 to 84"	24 to 96"	●	.70 NRC	FS 8, FC 4 SDC 0	●	
Slater Corp.	to spec	to spec	●			●	●
Space Wall Systems	60 to 72"	36 to 60"	●	.85 NRC	Class A	●	●
Spec-Built	to spec	to spec	●	to spec	to spec	●	●
Starrco Co. Inc.	48, 60, 72"	12, 24, 48"	●				
Steelcase	34½ to 75"	18 to 60"	●	.80 NRC; 30 STC	Class 1 ASTM-E-84	●	●
Ste-Marie & Laurent	62 & 75"	20 to 62"	●	.80 NRC 27 STC		●	
Storagewall	48 to 96"		●			●	
Storwal Intl.	31 to 78"	18 to 67"	●	.65 NRC	flame sprd. 15 fuel contr. 0 smoke dvlpd. 50	●	
Stow/Davis	43 to 80"	20 to 45"	●	.85 NRC, 28 STC		●	●
Structural Concepts	to spec	to spec	●	.80 NRC	Class A	●	●
Sunar	29 to 83"	20 to 64"	●	.86 NRC	MFS 15, FS 21 FC 6.69	●	●
Syma Structures	to 107"	to 50"	●			●	●
Tayco	54 to 90"	24 to 72"	●	.90 NRC	Class A	●	●
Taylor-Evans	55 to 72"	48 to 72"	●	.95 NRC	Class A	●	
Techniques In Wood	60 to 72"	36 to 72"	●	.85 NRC, 24 STC	listed factory mutual	●	●
Timbercraft	37 to 85"	26 to 62"	●	.85 NRC, 24 STC	Class A	●	
Transwall	34 to 80"	12 to 60"	●	.85 NRC	Class A	●	●
Unicube	to 60"	to 60"	●			●	●
Unique Concepts	to spec	to spec	●	.90 NRC	Class A		

Space Dividers

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
84"							●				●			●	●	steel feet w/ various finishes	●	●						●			●				●	●
24 & 96"				●			●					●			●		●	●		●				●		●					●	
														●	●	steel straps, casters, adj. glides				●		●		●			●					
15"										●		●			●	steel			●			●		●								
							●							●		chrome plated steel feet						●		●								
									●	●		●	●	●	●		●	●	●	●			●	●	●	●	●	●				
										●				●	●	adjustable steel feet	●							●								
to spec	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	to spec	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
	●								●						●	aluminum		●					●							●		
						●						●			●	steel	●		●			●		●	●	●	●			●	●		
										●						steel, chrome					●			●			●						
		●		●	●		●			●			●	●	●	steel, wood	●			●			●	●			●					●
										●					●		●							●								
		●	●			●								●	●	chrome	●	●						●	●		●			●	●	
						●		●				●			●	steel levelers	●	●				●		●	●	●	●	●	●			●
24"						●	●			●				●	●	steel, vinyl	●							●			●			●	●	
									●						●	aluminum						●							●			
						●			●	●			●	●	●	steel	●							●	●					●		
66"										●	●			●	●		●							●								
80"				●						●			●	●	●	custom	●							●	●		●			●	●	
				●										●	●	aluminum, wood		●	●					●				●			●	
24"						●			●	●		●			●		●	●	●					●	●	●		●		●	●	
				●						●					●	bases, legs, leg assembly								●								

OPEN-PLAN-freestanding



Sam Lynch Circle No. 269.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE straight	SHAPE curved
Unistrut	32 to 72"	24 to 60"	●	.90 NRC		●	
Universal Building	36 to 78"	24 to 120"	●	.85 NRC	ASTM E-84 Class A	●	●
Vaughan Walls	to 72"	to spec	●	.85 NRC, 27 STC	incombustible construction, fire-retardant fabric-Class A	●	●
Virginia Metal	42 to 66"	8 to 60"	●			●	
Vogel-Peterson	55 to 75"	36 to 72"	●	.55 & .90 NRC 24 STC	Class A	●	●
WDID	84 to 96"	48"	●	varies	varies	●	●
Walker Systems	48 to 96"	48 to 96"	●			●	
Watson Furniture	42 to 78"	18 to 48"	●		UBC 4202	●	
X ception Design Ltd.	30 to 78"	20 to 60"	●	.80 NRC	Class A	●	●

Haller Systems Circle No. 274.

Techniques In Wood Circle No. 271.

Myrtle Desk
Circle No. 270.

Space-Dividers

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
				●	●				●						●	leveling & spread feet	●		●			●	●	●	●	●	●	●		●	●	
24, 30, 66"						●	●			●	●		●	●	●	adjustable feet, glides	●	●						●	●		●	●		●	●	
82"										●			●	●	●	adjustable metal	●							●								
						●						●			●	adjustable metal chrome feet			●							●					●	
	●			●	●	●			●	●		●		●	●			●	●					●						●		
varies									●			●			●	bolting	●	●	●	●	●		●	●	●	●	●	●				
	●								●						●	steel						●							●		●	
				●									●	●	●			●					●					●		●	●	
						●							●		●	baked enamel, chrome, brass	●	●						●		●					●	

Corry Jamestown
Circle No. 272.

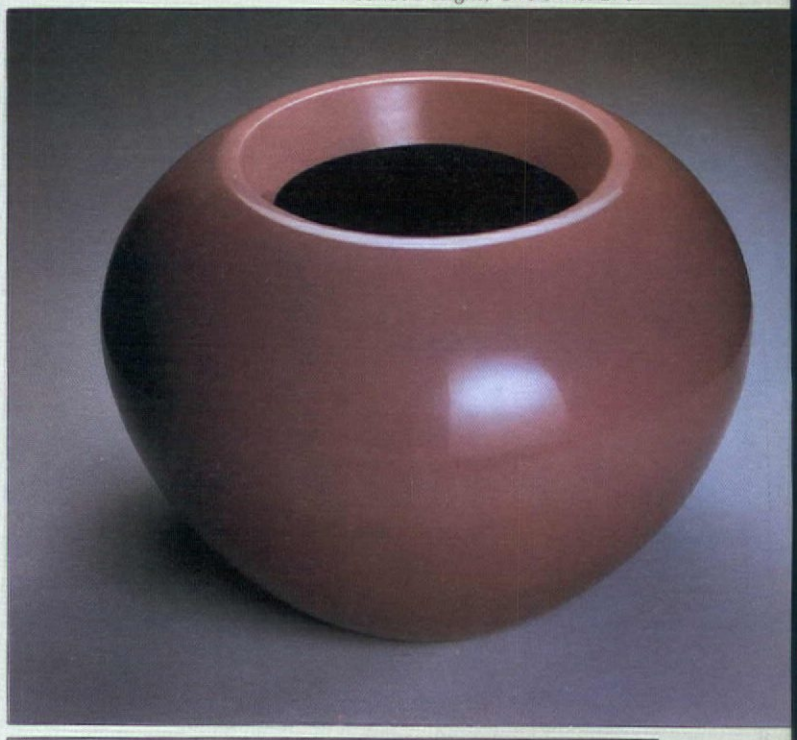
Herman Miller
Circle No. 273.

OPEN-PLAN Plants & Planters

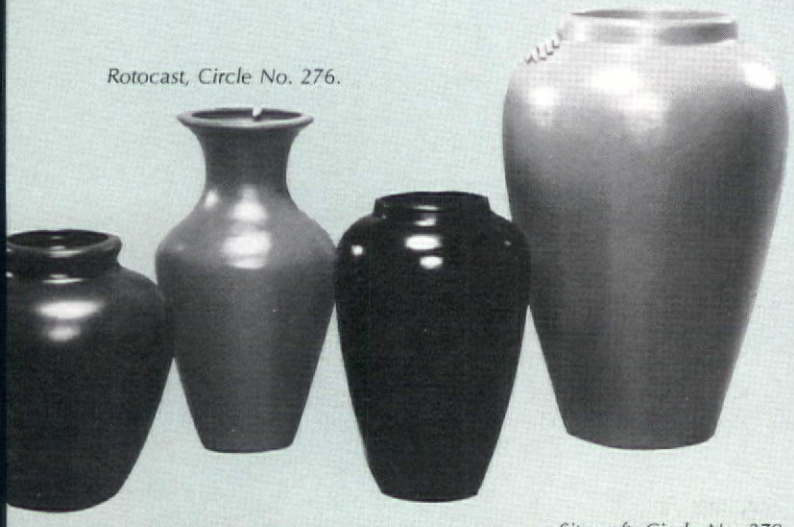
FIRM	PLANTS: Artificial	PLANTS: Live	PLANTS: Preserved, Dried	PLANTS: Maintenance Services	PLANTERS: SIZES	PLANTERS: MATERIALS	PLANTERS: Self-watering
Architectural Fiberglass					9 to 100"	reinforced fiberglass, 18 colors, 3 textures	
Architectural Greenery Ltd.		●		●			
Architectural Pottery					8 to 36" diam.	glazed ceramic, stoneware	
Architectural Specialty					12 to 84" diam., square, rectangular	fiber-reinforced cement, fiberglass	
Architectural Stoneware					10 x 12" to 24 x 21"	ceramic stoneware	
Architectural Supplements					8 to 46" diam.	Trexiloy™ (aluminum alloy)	
Artifax					Round, square, 6 to 48" h.	mirror, metal, Mylar	
B.P.C.					6 x 6" to 22 x 20"	seamless, spun aluminum, bronze	
Barrier	●				16 to 60" diam.	fiberglass, polyester, stone	
Best Imports					10 to 20½" diam.	brass	
Beylerian					various		●
Botanix	●						
Bridge Plaza Greenhouse & Gardens		●					
Brueton			●		12 to 24" rd., sq., 12 to 36" h., custom	stainless steel	
Built Chemical					8 to 22" diam.	Builtstone-polyester	
Business Accessories					8 x 20" to 18 x 18", cylinder, floor, credenza	brass, bronze, plastics, fiberglass	
Cee Kay					planter dollies 15½" diam., 10" triangular	solid Fiberesin plastic	
Celebrate Nature Designs	●	●	●	●	all	metal, fiberglass, reinforced plastic, terra cotta, wood	●
Ceralon Lamps & Plants	●		●		6 to 16"	Ceralon	
Ceramacor					28 & 60" rd. (K.D. opt.)	fiberglass, cement	
Chingos & Sons			●				
Clean City Squares					12, 18, 24" sq.	aluminum frame w/ various panels	
Everett Conklin Intl.	●	●	●	●	stand, custom	glass, wood, fiberglass, ceramic clay, plastic, aluminum, brass, baskets, custom	●
Contemporary Products					12 to 96"	fiberglass	
Corham Art Flower Co.	●		●				
Designplace Furniture Mfg.					12 to 54" sq.	oak, metal frame	
Design-Technics					many sizes	ceramic	
Design Treeline	●		●		4 to 18" diam., 6 to 42" h.	vinyl, suede, fabric, metallic, brass, chrome	
Earthgender					8 to 32" diam., 6 to 30" h.	stoneware	
Earthly Delights					4 to 55" diam.	terra cotta, ceramic, clay, reed basket	
Ego Designs					8 to 19"	brass, chrome, vinyl leather	
Farmer Grey's Potted Plants		●		●			
Finealum					various	aluminum	

Architectural Stoneware, Circle No. 275.

Pouliot Designs, Circle No. 278.



Rotocast, Circle No. 276.



Sitecraft, Circle No. 279.

Glasspec, Circle No. 277.

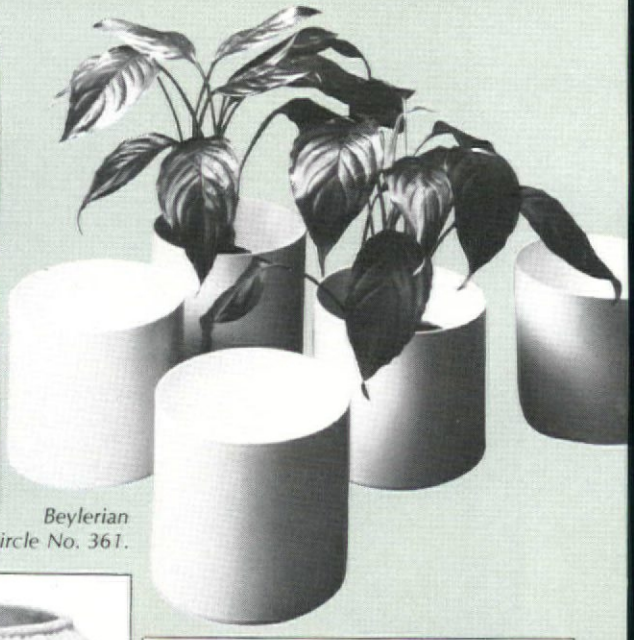
Architectural Fiberglass, Circle No. 280.

Atrium Inds., Circle No. 281.

John Mini, Indoor Landscapes
Circle No. 282.

Winona Inds., Circle No. 283.

Business Accessories, Circle No. 360.



Beylerian
Circle No. 361.

Intl. Terra Cotta, Circle 285.

Metcor Mfg.,
Circle No. 286.

Architectural
Supplements,
Circle No. 287.

OPEN-PLAN Plants & Planters

FIRM	PLANTS: Artificial	PLANTS: Live	PLANTS: Preserved, Dried	PLANTS: Maintenance Services	PLANTERS: SIZES	PLANTERS: MATERIALS	PLANTERS: Self-watering
Finesse Originals					various	fiberglass	
Florenco Foliage Systems	●				various		
Foliage Plant Systems	●	●	●	●	all	fiberglass, baskets, ceramics, metal, wood, plastic	●
Forms & Surfaces					various	wood, bonded bronze, travertine, tambour	
Geller Originals	●		●		11 to 19" diam.	ceramic, polyethylene, fiberglass, baskets	
Gift Craft Leather					8½" to 8' h.	aluminum, weaves	
Gilbert Plastics					8 to 24" diam.	high density polymer	
Glaro Inc.					6" d. x 4" h. to 24" d. x 20" h.	aluminum, steel construction	
Glassform					various, 8 to 72"	fiberglass, custom	
Glasspec					8 to 72", diam.; various hgts.	fiberglass	
Gold Medal					66" h. x 26" w.	wood	
Grillion					custom	filigreewood, plywood	
Haller Systems					custom		
Harmon					custom	wood, plastic laminate, metal liner	
Homeland		●			29 to 120" l., 15" w., 24" h.	tubular rigid PVC	●
Import Specialists					various	natural fibers	
International Terra Cotta					10 to 52" diam.	Italian terra cotta clay, handcarved sandstone	
Intrex					Round, 8 to 60" diam., up to 48" h.	wood, metal, plastic	●
Jensen Intl.		●		●	12 to 21", 60" x 60"	fiberglass	●
C. Kind & Co.		●		●	various		
Krueger					30 to 60" diam., various	fiberglass	
Landscape Forms					20 to 96" diam.	fiberglass, redwood, oak	
Lawrence Metal Products					12 x 12" to 15 x 18"	aluminum	
Leaf Designs					various	fiberglass, wood	
Lehigh-Leopold					22" x 22" x 68"h. or 76"h.	wood veneer	
London Garden Associates					6½" to 48", various shapes	polystyrene, PVC	●
Loumac Supply					various	fiberglass, aluminum	
Luvan Inc.					9 x 14" to 14 x 30"	tambour	
Harry Lunstead Designs					12 to 16" diam. 13 to 42" h.	etched brass	
McDonald Products	●		●		7 to 36" diam., 10 to 30" sq.,	fiberglass, aluminum, wood	
Metal Weave Products					8 to 23" diam., pedestal & hanging	chrome, brass, natural weaves, brushed aluminum	
Metcor					8 x 5" to 24 x 20"	aluminum	
John Mini Indoor Landscapes	●	●	●	●	to spec	fiberglass, natural weaves, mica, metal, wood, plastic	●
G. J. Neville					7 to 60" diam.,	aluminum	
Nevins Worldwide					6 to 48" diam.	aluminum	

OPEN-PLAN Plants & Planters

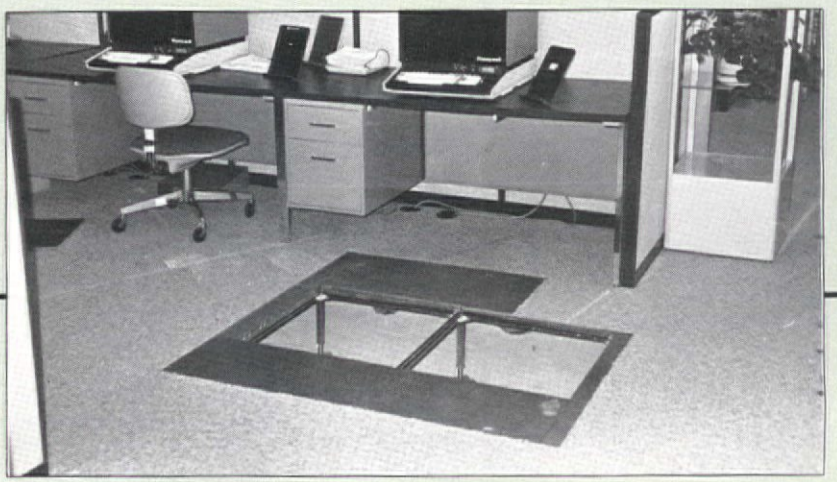
FIRM	PLANTS: Artificial	PLANTS: Live	PLANTS: Preserved, Dried	PLANTS: Maintenance Services	PLANTERS: SIZES	PLANTERS: MATERIALS	PLANTERS: Self-watering
Orowac					6 to 60" diam., sq., rct.	fiberglass	
Office Accents					8½ to 23" diam. x 8 to 20"	chrome, aluminum, brass, bamboo, parquet	
Outlook In Plastics		●			10 to 36"	molded thermoplastic polymer	
Pace Collection					30" sq.	plastic laquer finish	
Parker Interior Plantscape	●	●	●	●	various, custom	fiberglass, plastic, metals	●
Peter Pepper Products					10 to 48" diam.	fiberglass	
Phillips Products					3½ to 20" diam.	polypropylene, polystyrene	
Placet					8" x 120", 10" x 72", 15 x 24" to 36 x 96", 12 to 36" hanging	fiberglass, aluminum, stoneware	
Plantier					square, rectangular, cylindrical 14 to 28"	plastic	●
Potcovers					various	pottery, baskets, fiberglass, metal	
Pouliot Designs	●		●		8 to 96", various shapes	fiberglass, wood, aluminum, stainless steel	
Quality Sales	●		●				
Rockaway					36 to 72"	steel	
Raintree Associates	●	●	●	●	6 to 45" diam., sq., custom	polyethylene, rattan, wicker, bamboo, custom in high-pressure laminate & pine	●
Reff Inc.					20 x 20" to 20 x 49"	wood	
Reinforced Plastics					12 to 96" diam., 10 x 10" sq.	fiberglass	
Julius Roehrs Company		●		●	custom		●
Rotocast Plastic Products					22 to 41"h.	polyethylene	
Hugh Ruppersburg & Assoc.	●		●				
Sevacraft					12 x 12" to 30 x 30"	oak & walnut veneer, high-pressure laminate	
Madelyn Simon & Associates	●	●	●	●	various	various	●
Sitecraft By Rosenwach					various	redwood, cedar, oak, mahogany	
Slater Corp.	●		●	●	to spec	to spec	●
Smokador Products					varies	fiberglass, aluminum	
Snypp Lighting					custom	stainless steel, metal, wood	
Southeast Wholesale Furn. Co.	●				12 to 24"	metal, wicker	
Supreme Aluminum Industries					various	stainless steel, mirror chrome, brass, copper, aluminum	
Terrestris Greenhouses		●		●	8 to 36"	woven, plastic, metal	
Tropical Foliage	●	●	●	●	6 to 72"	poly, fiberglass, plastic redwood, stainless steel	
Witt					12 x 18 x 18"	plastic structural foam	

Nevins Worldwide,
Circle No. 288.

Architectural Pottery, Circle No. 289.

OPEN-PLAN-Raised-floors

FIRM	Size	Height	Surface Material	Other Features
Access Floors	24x24"	to spec	VA tile	HPL carpet
C-Tec Inc.	24x24"	6 to 34"	Micarta, V.A. Tile, carpet	insulated for heat transmission and sound absorption
Donn	24x24", 30x30"	5" FFH to 36" FFH	HPL carpet	
Floating Floors	18¼x18¼", 24x24"	to spec	to spec	constructed of non-ferrous materials specifically suited to computer use
Liskey	to spec	4" to 36"	HP laminate, carpet other	Interloc System for general office bldgs.
Netherhill Architectural Prods.	24x24", 30x30" (metric)	6 to 24"+	carpet, freelay carpet, HPL, VAT	mechanically locked vinyl edge with or without stringers
Tate Architectural	24x24", 16x16"	varies	HPL, vinyl, carpet	



Netherhill Architectural Products
Circle No. 290.

OPEN-PLAN Acoustical Panels

FIRM	CORE MATERIAL: Fiberboard	Fiberglas	Honeycomb	Particleboard	Wood	Mineral Fiberboard	Custom	Other	OUTSIDE MATERIAL: Fabric	Steel	Veneers	Vinyl/Plastic	Custom	Other	SIZES	SHAPE (S): Curved	Flat	Rectangular
A & B Architectural							●					●				●	●	●
Acme Landscape		●			●				●								●	●
Acoustical Partitions		●			●		●		●		●	●				●	●	●
Acoustical Screens		●			●				●			●			to spec		●	●
Adanlock Jamestown div.						●			●									
Alka Structures				●	●				●	●	●	●			48 x 96″		●	●
Alma Desk	●	●	●	●	●		●		●	●	●	●				●	●	●
Armstrong World		●				●			●		●				varies			
Artafax Systems		●							●		●			●	to 60 x 144″, custom	●	●	●
Aspects		●			●		●	●	●		●	●			42 to 96″ high 12 to 72″wide	●	●	●
Atelier International	●	●							●						varies		●	●
BLI		●					●		●	●	●	●	●	●	to spec	●	●	●
Bangkok Industries											●				23⅝″ wide x 23⅝″ or 47¼″ or 94½″ high			
Joel Berman Associates		●			●				●						to spec	●		●
Brejtfus Inc.	●						●	●	●						48 to 96″		●	●
Brewster	●	●							●						48 to 96″ high 24 to 48″ wide		●	●
Cado/Royal				●						●					31½″ w. to 110″ h.		●	●
Cambridge Wire Cloth								●						●	to spec			
Capaul Ceilings, div. Acoustiflex		●						●	●						up to 60 x 120″	●	●	●
L.E. Carpenter		●							●			●					●	●
Carter		●					●		●	●		●	●		24 to 96″		●	●
Check-Mate Interior Systems		●							●				●		to spec			●
Concord Products	●	●			●	●			●			●			48 x 60″ to 60 x 96″, custom		●	●
Control Electronics	●						●		●			●				●	●	●
Conwed		●				●			●			●	●				●	●
Crossbow		●			●		●	●	●		●		●	●	to spec	●	●	●
Decoustics		●		●			●		●	●	●	●	●		to spec	●	●	●
Designers View		●			●		●	●	●		●		●	●	to spec	●	●	●
Discovery Systems		●					●		●				●		varies		●	
Domore								●	●									●
Dynmark		●					●		●				●			●	●	

Wall-Mounted

Square	Custom	ACOUSTICAL RATINGS (Specify NRC, NIC, STC, other)	FIRE RATINGS
•	•		ASTM E-136-173
•	•	.80 NRC	
•	•	.85 & .95 NRC	Class A
•	•		Class A
•	•		
•	•		
		varies	varies
•	•	.90 NRC	Class A
•	•	.85 NRC	Class A
•	•	.75 to 1.00 NRC 20 NIC	Class A, ASTM-E 84-76A
•	•	.75 & .80 NRC	Class 25 incombustible
		NRC	Class A
•	•	.55, .85, 1.00 NRC	Class A
•	•	.85 NRC	
•	•	1.00 NRC	Class A
		varies	varies
•	•	to 90 NRC	Class A, ASTM-E 84
		.85 NRC	
•	•	.90 NRC	Class A
	•	.65 to .85 NRC	Class A
		.80 to .90 NRC	
•	•	.85 NRC	
•	•	.65 & .95 NRC	Class 1, ASTM E-84
•	•	to spec	
•	•	to spec	to spec
•	•	to spec	to spec
•	•	.75 NRC	flame sprd. less than 25, Class A

Joel Berman Assoc., Circle No. 309.

Pleion Corp., Circle No. 310.

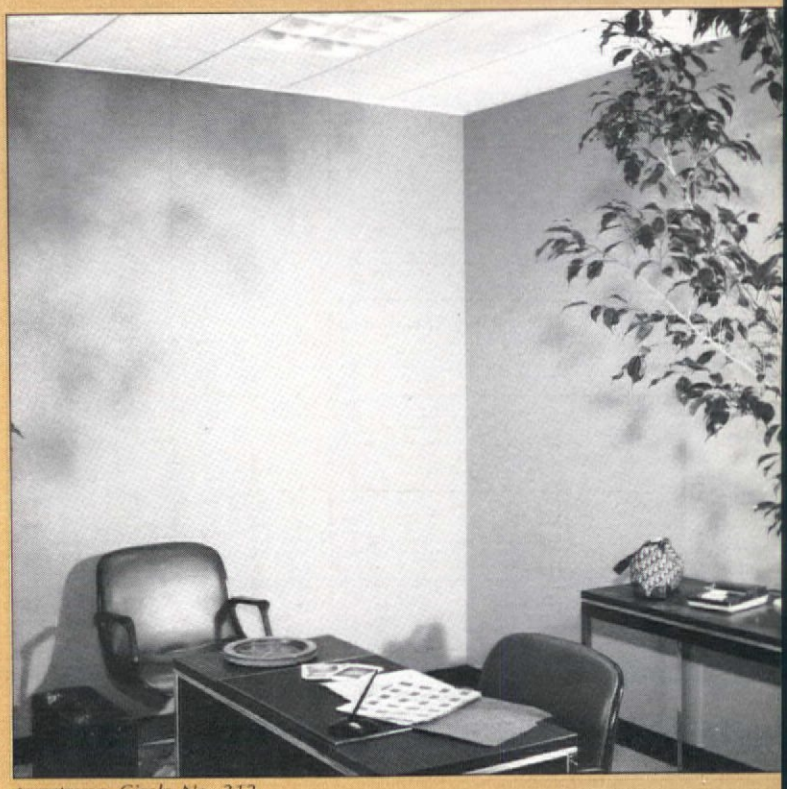
OPEN-PLAN Acoustical Panels

FIRM	CORE MATERIAL: Fiberboard	Fiberglas	Honeycomb	Particleboard	Wood	Mineral Fiberboard	Custom	Other	OUTSIDE MATERIAL: Fabric	Steel	Veneers	Vinyl/Plastic	Custom	Other	SIZES	SHAPE (S): Curved	Flat	Rectangular
Esselte Pendaflex		●							●									●
Fabric Wallcraft Corp.							●		●							●	●	●
Flex-Y-Plan Industries							●		●									
Forms & Surfaces														●			●	
GF Furniture Systems		●			●				●						14 x 24 to 60", 28 x 24 to 60"		●	
Gilt Craft Leather														●				
Grillion	●	●	●	●	●			●								●	●	●
E.F. Hauserman		●							●					●	30 x 13" to 44 x 60"		●	●
Hemisphere Steel Products		●	●						●	●		●	●				●	●
Hiebert	●	●		●					●		●	●				●	●	
Hooker Noise Control		●					●		●			●			to spec	●	●	●
Hoover		●					●		●								●	●
Hough	●		●	●	●				●			●	●	●	to spec	●	●	
Hunter Douglas		●								●				●			●	
ICF				●		●					●	●			39½", 42½", 47¼"		●	●
Insul-Art Acoustics		●					●									●	●	●
InterRoyal				●							●				to spec	●	●	
Invincible			●					●	●					●	42 to 78"			●
JG Furniture Systems				●		●			●						30 to 78" h. & 22 to 60" w.		●	
Kobi	●	●			●	●			●	●	●	●	●		standard per panel sizes		●	●
Sam Lynch Manufacturing		●							●			●			24 to 60" w. 48 to 90" h.	●		●
Martela Oy								●	●			●			158 x 60 cm. to 209 x 80 cm.		●	●
Charles Mayer Studios	●			●	●		●	●	●				●	●	to 60" w. to ceiling h.	●	●	●
S.B. Michaels		●							●						to spec		●	●
Modernfold	●								●			●			custom to 48 x 144"		●	●
MRS Interior Systems	●	●		●	●	●	●		●			●			up to 48" w., up to 120" h., custom	●	●	●
Nelson-Adams		●							●						24 x 48" to 60 x 120"		●	

Wall-Mounted

Square	Custom	ACOUSTICAL RATINGS (Specify NRC, NIC, STC, other)	FIRE RATINGS
		.85 NRC	
•	•	.90 NRC	Class A
	•		
	•		Class 1 available
	•	.85 NRC	Class A
	•		
•	•		
		29 STC; .70 NRC	
•	•		
		33 STC,	Class A
•	•	.95 NRC	Varies
•	•	NIC 20 and 25	Flame sprd. 5 Fuel contrib. 10 Smoke dvlp. 10
•	•		
		.65 to .70 NRC	
•	•	38 db to 46 db	F30
•	•	.85 to 1.00 NRC	NFPA standard 701
		to spec	to spec
	•	.90 NRC	Class A
		.95 NRC,	Class A
•	•	.85 NRC	Class A
•	•	.75 NRC	Class A
		NIC	
•	•	.15 NRC	Flame sprd. 20 fuel contrib. 15 smoke dvlp. 0
		.80 NRC	
•	•	to .90 NRC	Class A
•	•	.75 to .95 NRC	Class A
	•	.85 NRC	Class A

Capaul Ceilings, Circle No. 311.



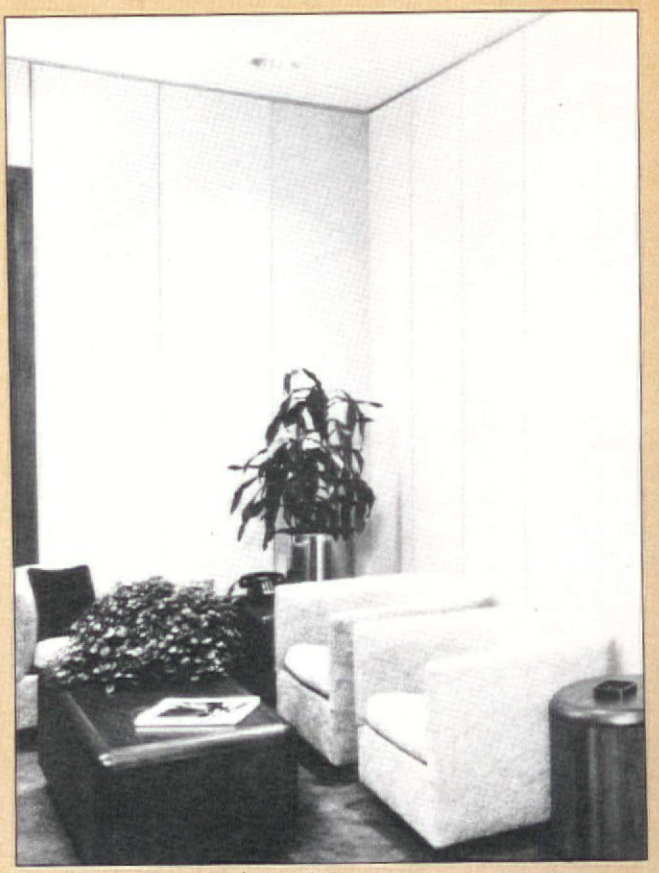
Armstrong, Circle No. 312.

OPEN-PLAN Acoustical Panels

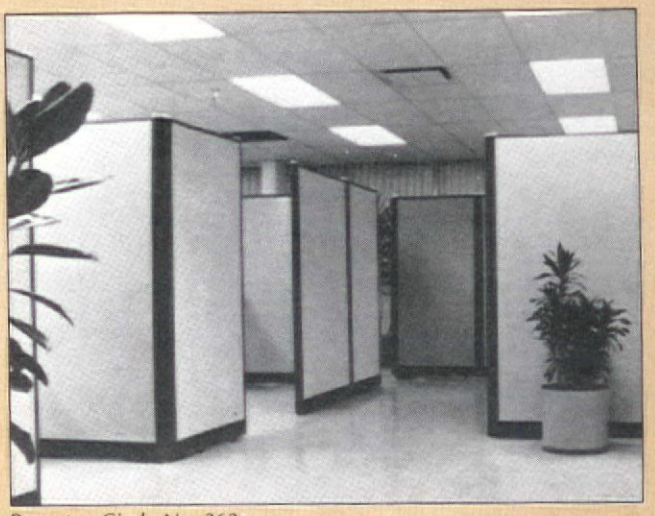
FIRM	CORE MATERIAL: Fiberboard	Fiberglas	Honeycomb	Particleboard	Wood	Mineral Fiberboard	Custom	Other	OUTSIDE MATERIAL: Fabric	Steel	Veneers	Vinyl/Plastic	Custom	Other	SIZES	SHAPE (S): Curved	Flat	Rectangular
Noise Control Products	●	●					●	●	●				●		6 x 6" to 60 x 144"	●	●	●
Glen O'Brien		●							●						48 to 96" h. 24 to 60" w.		●	●
Open Office Products		●							●						varies		●	●
Owens-Corning Fiberglas		●							●						108 x 24" 108 x 48", 10 ft. opt.			●
Peabody Noise		●	●				●		●			●	●		24 to 48", 48 to 120", to spec	●	●	●
Pleion		●	●						●	●					42" to 80" h. 20" to 72" w.	●	●	
Polychromic Designs	●	●							●								●	●
Prima Products		●			●				●								●	●
Rose Mfg.	●								●				●		to spec		●	●
Sempatap Inc.								●						●	rolls 36" x 42"			
Shaw-Walker	●								●						to spec		●	
Simplex Ceiling Corp.		●				●								●	custom		●	●
Sonotrol Systems		●					●		●			●	●		to 60 x 120"	●	●	●
Spec'built							●						●		custom			
Steelcase	●								●						18 to 45" w. x 65" h.		●	●
Taylor Evans		●					●		●			●	●			●	●	●
Techniques in Wood		●								●					standard to 48 x 96"		●	●
Unistrut Int. Bldg. Syst.	●	●	●						●				●		custom		●	●
Unique Concepts						●			●						to spec	●	●	●
Universal Building Systems		●		●					●			●	●		to spec		●	●
Vaughan Walls		●					●		●				●		width to spec, height to 96"		●	●
Vogel-Peterson		●		●					●			●			to 48 x 108"		●	●
Vran Associates	●	●	●	●	●				●						24 x 36" to 48 x 96"		●	●
Westinghouse		●							●								●	

Wall-Mounted

Square	Custom	ACOUSTICAL RATINGS (Specify NRC, NIC, STC, other)	FIRE RATINGS
●	●	.75 to 1.00 NRC	Class A
●	●	.85 NRC 24 NIC	Class A
●	●	.85 NRC	Class A
		.80 NRC	Flame sprd. 25
●	●	.85 or .99 NRC	Class 1
		.85 NRC	Class A
●	●	.80 & .50 NRC	Yes
●	●	.91 NRC	Class A
●	●	.70 NRC	Class A
		impact sound-absorption 31db, sound-absorption .58 at 1,000 Hz	flame sprd. 10, fuel contr. 15, smoke density 5
●	●	.85 NRC	Non-combustible
●	●	.75 & .95 NRC	Class A
	●	.70 NRC	Class 1, ASTM-E-84
●	●	.95 NRC	Class A
●	●	.80 NRC	Yes
●	●	.90 NRC	
●	●	.85 NRC	Class A, ASTM-E 84
●	●	.75 NRC	incombustible construction, fire-retardant fabric-Class A
●	●	.85 NRC	Class A
●	●	NRC	



Insul-Art Acoustics, Circle No. 313.



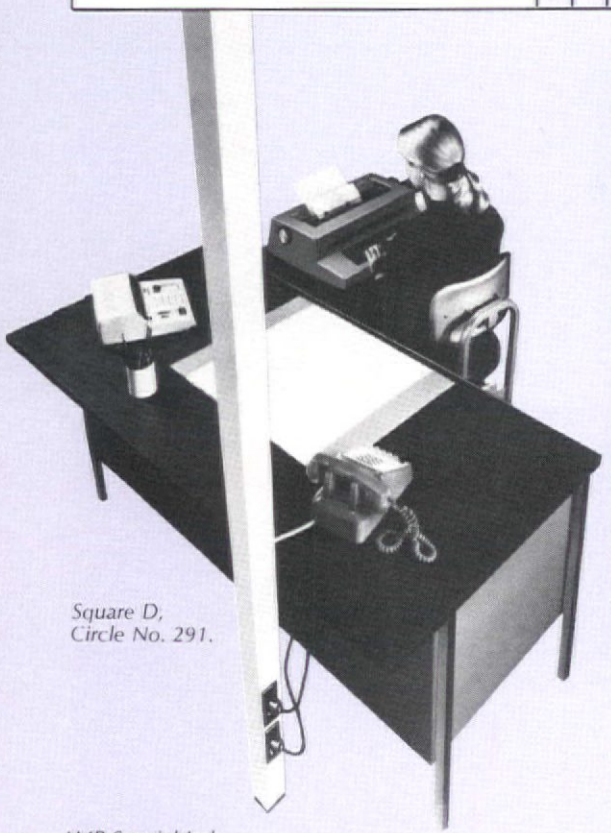
Brewster, Circle No. 362.

OPEN-PLAN Telephone & Power

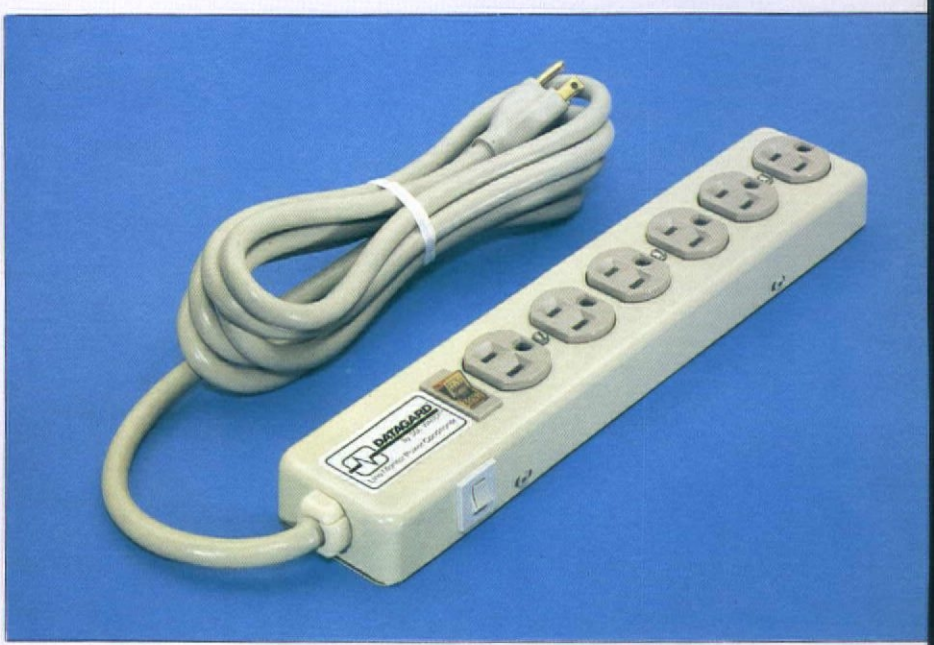
FIRM	Vertical Poles/Tubes	Underfloor Raceways	Panel-Mounted Raceways	Flat Wire	Pre-Wired	Other
A.F. Services/Affordable Panel Systems			●		●	
AMP Special Industries				●		
Acme Landscape	●		●			
Acoustical Partitions	●		●		●	
Acoustical Screens			●		●	
Adanlock Jamestown Div.			●			
All-Steel Inc.	●		●			
Alma Desk Co.	●		●		●	
American Seating	●					
Anderson Power Products			●	●	●	
Artafax Systems	●					
Artec	●		●			
Art opex (US) Inc.	●		●			
Aspects Inc.	●		●		●	
Atelier Int'l				●		
Joel Berman Stretchwall div.			●			
Brand-Rex				●		
Burndy						undercarpet power
Checkmate			●			
Conwed	●		●		●	
Croydon Furniture Systems	●		●		●	
Danwood			●		●	
Daybrite Lighting	●					
Domore	●		●		●	
Electri-Cable					●	
Elgem	●	●	●	●	●	
Eppinger	●		●	●	●	
Executive Office Concepts	●		●		●	
GF Furniture Systems			●		●	
Gunlocke	●					
Haller Systems	●			●		
Harter Corp.	●		●		●	
E.F. Hauserman	●		●		●	
Haws Corp.	●	●	●		●	
Heilkon			●			
Hemisphere Steel Prods.	●		●			
Hiebert	●					
Hoover Systems	●				●	
ICF		●	●			
iil International			●			
Interflex Products		●				
InterRoyal	●			●		
Intra Systems			●			
Knoll	●		●			
Lista International	●			●	●	
Litton/Lehigh-Leopold	●				●	
Harry Lunstead Designs			●		●	
Sam Lynch	●		●			
Mac-Fab Products		●				
Major Partitions Inc.			●			
Martela Oy	●		●			
Midland Ross		●				
Herman Miller Inc.	●		●			
Mode Corp.	●		●		●	
Modernfold			●			
Nelson Adams	●					
Nevada Western Supply				●		
Nightingale Interlocks	●		●		●	
OSI			●		●	
Glen O'Brien	●		●			
Omni Products	●					
Packard Inds.	●		●	●		
Panel Concepts	●		●		●	
Pleion	●		●		●	
Power-Strut, Van Huffel Tube			●			
Precision Mfg.					●	
Prima Products	●					
RJ Systems	●		●		●	
Raceway Components		●				
Ram Partitions			●		●	
Reloc	●	●	●			
H.H. Robertson		●				
Rockaway	●		●			
Rose Johnson Inc.	●					
Rose Mfg.	●		●		●	
Rosemount	●				●	
Shaw-Walker	●				●	

Sources

FIRM	Vertical Poles/Tubes	Underfloor Raceways	Panel-Mounted Raceways	Flat Wire	Pre-Wired	Other
Square D	●	●				square-duct posts, fire-gard thru floor service fittings
Standard Desk	●			●	●	
Steelcase	●	●	●	●	●	
Storagewall			●			
Structural Concepts			●		●	
Sunar					●	
Taylor Evans			●		●	
Techniques In Wood			●		●	
3M, Electro Products Div.	●	●				
Transwall	●		●		●	
Union Products Int'l			●		●	
Unistrut			●			
Universal Bldg.			●	●	●	
Versa-Wall	●		●		●	
Virginia Metal Inds.			●			
Westinghouse			●			
Wiremold	●	●	●	●		overfloor raceways
Witt		●				



Square D, Circle No. 291.



SGL Waber, Circle No. 292.

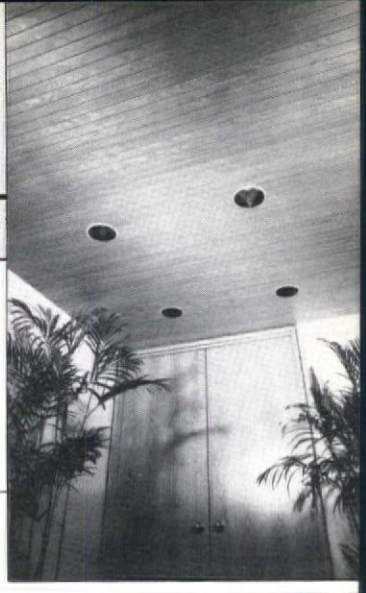
AMP Special Inds., Circle No. 293.

Midland Ross, Circle No. 294.

OPEN-PLAN Acoustical Ceilings,

FIRM	Ceiling Acoustical Baffles	Ceiling Acoustical Tiles	Acoustical Ratings	Fire Ratings	HVAC	Lighting	Other
A.L.P. Lighting & Ceiling Products	●					●	
Acoustical Partitions	●		.85 NRC or custom	Class A			
Acoustical Screens	●			Class A			
Adanlock Jamestown div.		●	.85 NRC			●	
Alcan Aluminum Ceiling Systems			test 771-26, 771-27, 771-28, 7801-092 ASTM C423-66, ASTM C423-77		●	●	aluminum panels w/acoustic pad/fabric
Armstrong World		●	varies	varies	●	●	
Artafax Systems	●	●	.90 to 1.00 NRC	Class A			
BLI	●	●	.80 NRC	Class 25			
Bangkok		●		Class A			
Joel Berman		●	.85 & 1.00 NRC	Class A			
Brewster Corp.	●		.85 NRC	Class A			
Cal-Mar	●	●	to requirements	to requirements	●	●	
Capaul Ceilings	●	●	up to 1.00 NRC up to 21 NIC	Class A	●	●	
Carter	●		.90 NRC	Class A			
Celotex		●	.50 to .75 NRC, STC 44	Class A			
Checkmate	●		.65 to .85 NRC	Class A			
Conwed		●	.55 to .85 NRC	Class A; UL		●	
Daybright Lighting, div. Emerson Electric			pyramid module-.65 NRC, 41 STC; flat module-.60 NRC, 40 STC.	ASTM-E-84 Class I pyramid module-UL A-208, 1½ to 2 hr. rating.	●	●	60 x 60" metal module, flat or pyramidal with choice of perforation.
Decoustics	●	●	custom	custom			
Discovery Systems	●		.75 NRC				
Entol		●		noncombustible-0 smoke dvlp.-0, flame sprd.-0, fuel contr. .0		●	
Forms & Surfaces	●						
Grillion		●					
Haller Systems		●		to spec			
Hemisphere	●					●	
Holophane Div., Johns-Manville		●	.95 NRC	1 & 2 hour	●	●	
Hooker Noise Control	●	●	1.00 NRC	varies	●	●	
Hoover Systems	●		.85 NRC	flame 5, fuel 10 smoke 10			
Hunter Douglas	●		.65 to .85 NRC		●		

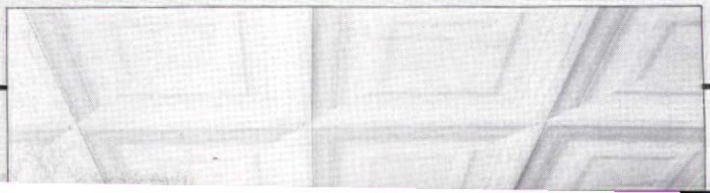
Systems



Bangkok
Circle No. 363

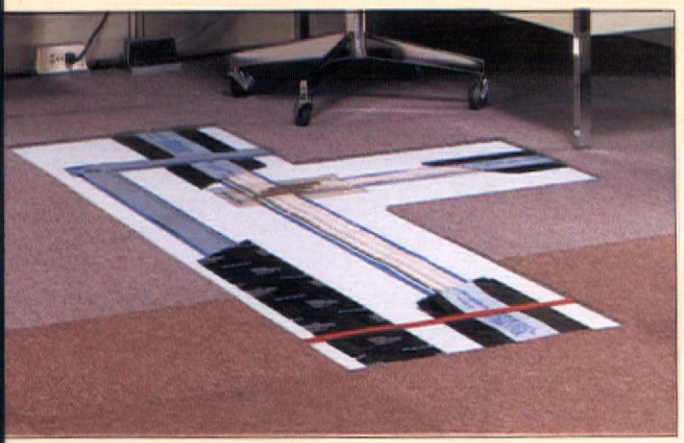
FIRM	Ceiling Acoustical Baffles	Ceiling Acoustical Tiles	Acoustical Ratings	Fire Ratings	HVAC	Lighting	Other
Industrial Acoustics	●		.95 NRC	flame sprd. -0. smoke dvlp. -20 fuel contr. -15			
Insul-Art Acoustics	●	●					
Intalite Louvers & Ceilings						●	metal, open cell
Integrated Ceilings						●	decorative, luminous & lighted ceiling systems
Intralite	●						
Levolor Lorentzen	●		.95 NRC		●	●	
Lombardo		●		Class A			
Luminous Ceilings	●					●	
MRS Interior Systems	●	●	.85 NRC	Class A			
McGraw Edison						●	
Martela Oy		●	NIC	1/I, incombustible			
Modernfold	●		.85 NRC	Class A			
Nichols-Homeshield	●		.45 to .90 NRC				
Noise Control Products	●	●	.85 to 1.00 NRC	Class A			
Open Office Products	●			Class A			
Owens-Corning Fiberglas		●	.85 to 1.00 NRC, 20 NIC	Class 25		●	
Peabody Noise Control	●		.85 NRC	Class 1			
Polychromic Designs	●		.80 NRC	Yes			
Radiation Technology			STC 28	UL 94 Sev=⅛"			
Simplex Ceiling Corp.	●	●		noncombustible			
Sonotrol		●	.75 to .95 NRC	Class A			custom panels
Sound Solutions	●	●	.75 to .95 NRC	Class 25			
Staff Lighting		●				●	
Taylor Evans	●	●	.95 NRC	Class A			
U.S. Gypsum		●	varies	varies			
Unicube						●	space frames
Unique Concepts	●						
Universal Building	●		.85 NRC	ASTM-E-84, Grade A			
Yorkraft Inc.		●	.50 to .60 NRC, 40 STC	Class 25			

Yorkcraft Inc.
Circle No. 364



OPEN-PLAN Lighting

Firm	Task	Furniture-Mounted	Wall-Mounted	Free-Standing
ALP Lighting & Ceiling Prods.	●	●		
Abolite Lighting		●	●	●
Acoustical Screens	●	●		
Acousti-forms	●			
Adjustable Fixture	●	●	●	●
Alesco Architectural Lighting	●	●	●	
Alkco	●		●	
Alma	●	●	●	●
American Seating	●	●		
Architectural Supplements	●			
Armstrong World Inds.	●			
Artopex	●	●		
Artec	●	●		●
Artemide	●	●	●	●
Atelier International	●		●	●
Boyd Lighting	●		●	●
Brayton Int'l Collection	●		●	●
Cado/Royal	●	●		
Cannon Products	●			
Capri	●		●	
Carter	●	●		
Casella Lighting		●	●	●
CI Designs	●			
Contract Lighting Systems	●	●	●	●
Conwed		●		●
Croydon Furniture Systems	●	●	●	
Dansk Lights Inc.	●	●	●	●
Daybrite Lighting			●	
Dazor Mfg. Corp.	●			
Discovery Systems	●	●	●	
Earthgender				●
Elgem	●	●	●	●
Elliptipar	●	●	●	●
Eppinger	●	●	●	●
Fostoria Inds.	●			
Functional Design		●	●	●
GF Furniture Systems	●	●	●	●
Gardco Lighting	●		●	●
Georgia Lighting	●			
Gloco Inds.	●	●	●	●
Glowtex Corp.	●	●	●	
Gruen Lighting	●	●	●	●
Guth Lighting	●	●	●	●
Habitat	●		●	
Haller	●	●		●
Harbor Universal	●	●		●
Harter	●	●		
Hauserman Inc.	●	●	●	●
Haworth				●
HON	●			
Hi-Tek Lighting		●	●	●
Ill International	●			
IKD	●	●		●
Indalux	●	●	●	●
Intalite Inc.	●			
Invincible	●			
Johnson-Lazare Inc.		●	●	●
Keene Lighting	●	●	●	●
Knoll	●	●		●
Kobi	●	●		
Koch & Lowy	●		●	●
George Kovacs Lighting	●		●	●
Lam Inc.		●	●	●
Lehigh-Leopold	●	●		●
Lista International	●	●		
Litelab Corp.	●	●	●	●
Lighting Services Inc.	●	●	●	●
Light/Inc.	●		●	●
Lightolier	●	●	●	
Lightron of Cornwall	●			
Litton	●			
Lucifer Lighting Co.	●	●	●	
Lumen Design Co.			●	
Luxo Lamp	●			
McGraw-Edison	●	●	●	●
Martela Oy	●	●		
S.B. Michaels	●			
Mid Channel Design & Mfg.			●	
Howard Miller Clock Co.			●	
Nelson-Adams	●	●		
Neo-Ray	●	●	●	●
Nessen Lamps	●	●	●	●
Nightingale	●	●		
Norbert Belfor Lighting	●	●	●	
North American Phillips	●	●		
Nulite Products	●		●	
OSI	●			●
Omega Lighting	●		●	
Omni	●	●		
Osram Sales Corp.	●	●	●	●
Packard Industries	●	●		
Panel Concepts	●			
Pleion	●			
Precision Integrated	●	●	●	●
Prima Products			●	●
Primal Systems	●	●	●	●
Rainbow Lamp	●	●	●	●
Reff	●			●
Reloc, Div. Lithonia Lighting	●	●	●	
Richards Mfg.		●	●	●
Rockaway	●	●		
Roffman	●	●		
Ron Rezek/Lighting	●			●
Rose Mfg.	●			
Roxter Mfg.	●	●	●	●
SPI Lighting	●	●		●
Shaw-Walker	●	●		
Shopland Light	●			●
Slater Corp.	●	●	●	●
Slater Lighting	●	●	●	●
Snypp Lighting		●	●	●
Southeast Wholesale Furn. Co.				●
J.H. Spaulding	●	●	●	●
Specification Built	●	●		
Staff Lighting	●	●	●	●
Starfire Lighting			●	●
Steelcase	●	●	●	●
Ste-Marie & Laurent	●	●	●	●
Sterner Lighting Systems Inc.	●	●	●	●
Storagewall			●	
Sunar				●
Swivelier	●	●	●	●
TSAO	●	●	●	●
Techniques In Wood	●			
Teledyne	●		●	
Trimble House Lighting		●	●	●
Universal Building	●	●		●
Vaughan Walls	●			
Vista Lighting Corp.	●		●	
Wendell Lighting		●		
Wide-Lite	●	●	●	●



Bigelow Sanford Inc. Circle No. 365.

Lees Carpet, Circle No. 315.

Interface, Circle No. 317.

Carpet Tiles

American Drapery & Carpet Co. Inc.
Amertex Corp.
Bigelow Sanford Inc.

C-Tec Inc.
Carpets International USA
Collins & Aikman

Contract Carpet Int'l
Desso Corp.
Ben Elfman & Son

Eurotex
Harmony Carpet
Heuga USA Inc.

Interface
J & J Inds. Inc.
Jack Lenor Larsen

Kemos Inc.
Kenmore Carpet Corp.
Mica Inc.

Milliken
Lees Carpet
Phoenix Carpet

Stark Carpet Corp.
Stratton
Tate Architectural Products

Ernest Treganowan Inc.
United Technical Products
Universal Building Systems Inc.

Installation Specialists

Acoustical Partitions Corp.
Acoustical Screens Corp.
Adanlock-Jamestown div.
AirCoustic Wall Mfg.Co. Inc.

All-Steel
Alma Desk Co.

American Seating Co.
Arenson Int'l
Aspects Inc.

Bekins Distribution
Checkmate Interior Systems Inc.
Croydon Furniture Systems

Danwood
Desso Corp.
Elgem

Executive Office Concepts (EOC)
Furniture Systems Specialists Co.
Gloco Inds. Inc.

Grillion Corp.
Haller Systems
Harmon div. Coastcraft

E.F. Hauserman
Haworth Inc.
Heibert Inc.

I.O.I. Installations
ip20 of America
International Furniture Systems Ltd.

Lehigh-Leopold/LBF
Harry Lunstead Designs Inc.
Joseph Manley Co.

Martela Oy
Metalstand Co.
Herman Miller

Modular Office Installation Inc.
Nelson-Adams Co./Acoustical Screen div.
Glen O'Brien Movable Partition Co. Inc.

Owens-Corning Fiberglas Corp.
Padula Bros.
Prima Products Inc.

Productive Office Furniture Installers
RJ Systems
Reff Inc.

Sound Industries Inc.
Steelcase Inc.
Structural Concepts Corp.

Sunar
Unistrut Interior Building Systems/GTE
WDI Co. of Oregon Inc.

Wegman Construction Co. Inc.
Westinghouse Furniture Systems

Masking Sound Systems

Conwed Corp.
Dukane Corp.

Dyna Systems
Control Electronics Inc.
ip20 of America

Martela Oy
Owens-Corning Fiberglas Corp.
Porta-Fab Corp.

Sound Inds. Inc.
Sun Flooring

Milliken, Circle No. 316.

OPEN-PLAN Alphabetical List of Firms

A & B Architectural Materials Inc.
P. O. Box 4391
N. Hollywood, CA 91607
213/784-1291

AF Services/Affordable Panel Systems
5422 Lena St.
Philadelphia, PA 19144
215/849-6200

ALP Lighting & Ceiling Products Inc.
5458 N. Mason Ave.
Chicago, IL 60630
312/774-9550

AMP Special Industries
Valley Forge, PA 19482
215/647-1000

Abolite Lighting Inc.
Center & Wood Sts.
W. Lafayette, Ohio 43845
614/622-1582

Abstracta Structures Inc.
39 W. 39th St.
New York, NY 10018
212/944-2244

Access Floors International
835 N. Cove Blvd.
Toledo, OH 43612
419/476-8611

Acme Landscape Group
513 Porter Ave.
Brooklyn, NY 10538
212/384-7800

Acoustical Partitions Corp.
144 Race St.
Holyoke, MA 01040
413/533-3986

Acoustical Screens Corp.
79 Industrial Dr.-Drawer 545
East Longmeadow, MA 01028
1-800/628-3140
413/525-6613

Acousti-Forms Inc.
7875 Beech St. N.E.
Fridley, MN 55432
612/571-6033

Adanlock Jamestown Div.
55 Jones & Gifford Ave.
Jamestown, NY 14701
716/483-1551

Adirondack Direct
219 E. 42nd St.
New York, NY 10017
212/682-8895

Adjustable Fixture Co.
3726 N. Booth St.
Milwaukee, WI 53212
800/558-2628
414/964-2626

Advance Office Concepts WI Inc. (AOC)
3810 N. Dunlop St.
Arden Hills, MN 55112
612/481-0151

Aircoustic Wall Mfg. Co. Inc.
8140 E. Rosecrans Ave.-Suite A
Paramount, CA 90723
213/634-3116

Aladdin Mills, Inc.
Broadloom Carpet Div.
P.O. Box 2208
Dalton, GA 30720
404/277-1100

Alcan Aluminum Ceiling Systems,
Div. Alcan Building Products
P.O. Box 1234, Dept. R
Youngstown, OH 44501
216/841-3463

Alesco Architectural Lighting
3913 W. Segerstrom Ave.
Santa Ana, CA 92704
714/545-4000

Alka (Syma) Structures Inc.
41-21 28 St.
Long Island City, NY 11101
212/784-1040

Alkco Mfg. Co.
11500 W. Melrose
Franklin Park, IL 60131
312/451-0700

Domore Corp.,
Circle No. 319.

All-Steel Inc.
Route 31
Aurora, IL 60559
312/859-2600

Allied Trend System Inc.
245 Seventh Ave.
New York, NY 10001
212/243-0754

Alma Desk Co.
P.O. Box 2250
High Point, NC 27261
919/885-4101

American Seating Co.
901 Broadway N.W.
Grand Rapids, MI 49504
616/456-0303

Amertex Corp.
Dallas Trade Mart
Dallas, TX

Amstore/Option One
Old Norris Rd.
Liberty, SC 29657
803/843-9327

Anderson Desk Inc.
5040 San Fernando Rd.
Glendale, CA 91209
213/246-8133

Anderson Power Products
145 Newton St.
Boston, MA 02135
617/787-5880

Architectural Fiberglass, Div. Krueger
P.O. Box 8100
Green Bay, WI 54308
414/468-8100

Architectural Greenery Ltd.
601 W. 47 St.
New York, NY 10036
212/977-3115

Architectural Pottery
3601 Aviation Blvd.
Manhattan Beach, CA 90266
213/679-1103

Architectural Specialty Co.
P.O. Box 122
Somerville, NJ 08876
201/725-4500

Architectural Stoneware
3970 H. Sorrento Valley Blvd.
San Diego, CA 92121
619/455-9690

Architectural Supplements Inc.
341-A E. 62 St.
New York, NY 10021
212/758-0926

Arenson International (USA) Inc.
919 Third Ave.
New York, NY 10022
212/838-8880

Armstrong World Inds.
P.O. Box 3001
Lancaster, PA 17604
717/397-0611

Artafax Systems
P.O. Box 568
Manchester, NH 03105
800/258-3558

Artec, div. Kimball
1549 Royal St.
Jasper, IN 47546
812/452-1600

Artemide Inc.
150 E. 58 St.
New York, NY 10155
212/980-0710

Artifax Display Industries, Inc.
Spancraft Ltd. Div.
910 Railroad Ave.
Woodmere, NY 11598
516/295-0055

Artopex (US) Inc.
1049C&D Merchandise Mart
Chicago, IL 60654
312/644-1049

Aspects Inc.
11615 Pendleton St.
Sun Valley, CA 91352
213/768-9000

Atelier International, Ltd.
595 Madison Ave.
New York, NY 10022
212/644-0400

Atrium Industries
107 Allen Blvd.
Farmingdale, NY 11735
516/694-0002

BLI Corp.
507 Canal St.
Stamford, CT 06902
203/325-3883

B.P.C. Industries
Adams at 11 St.
Hoboken, NJ 07030
201/798-0100

Baker Furniture, Contract Div.
917 Merchandise Mart
Chicago, IL 60654
312/329-9410

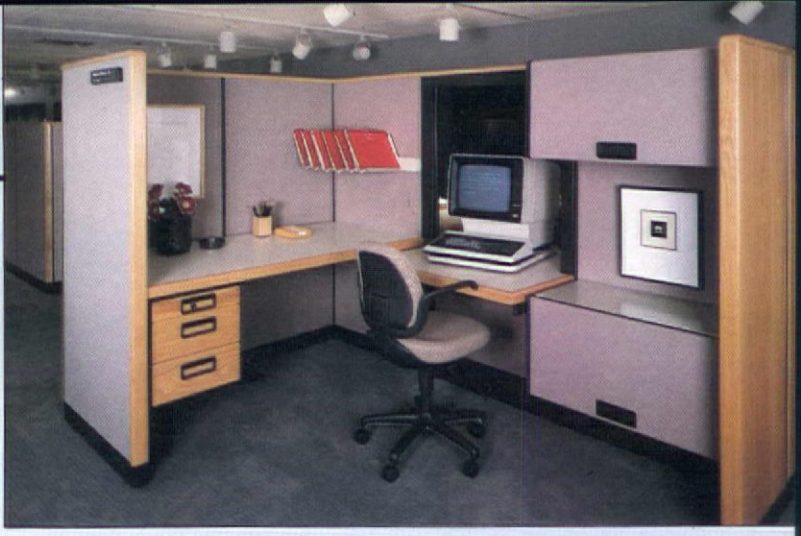
Bangkok Industries, Inc.
Gillingham & Worth Sts.
Philadelphia, PA 19124
215/537-5800

Bar World (see Designers View Group)

Barrier Co.
P.O. Box 1127
Mineral Wells, TX 76067
817/325-3351

Bekins Distribution
5 American Industrial Dr.
Maryland Hts., MD 63043
314/434-3400

Benedetti Corp.
3011 East Pico Blvd.
Los Angeles, CA 90223
213/263-9761



American Seating, Circle No. 320.

Joel Berman Associates
42-03 35 St.
Long Island City, NY 11101
212/729-2020

Best Imports
1451 Wycliff
Dallas, TX 75207
214/631-1902

Bevco Precision Mfg. Co.
831 Chicago Ave.
Evanston, IL. 60202
312/328-4254

Beylerian, Ltd.
305 E. 63 St.
New York, NY 10021
212/755-6300

Bigelow-Sanford Inc.
Box 3089
Greenville, SC 29602
803/299-2000

Biltrite
10251 Ray Lawson Blvd.
Montreal, Que. H1J 1L7
514/352-7770

H.L. Birum Corp.
75 S. Union St.
Lambertville, NJ 08530
201/996-3113

Bolt, Beranek & Newman Inc.
10 Moulton St.
Cambridge, MA 02138
617/491-1850

Botanix Corp.
55 Triangle Blvd.
Carlstadt, NJ 07072
201/460-9500

Boyd Lighting Co.
56 12th. St.
San Francisco, CA 94103
415-431-4300

Brand-Rex Co., Telecommunications Div.
Box 498
Willimantic, CT 06226
203/423-7771

Brayton Intl.
P.O. Box 7288
High Point, NC 27264
919/434-4151

Brejtfus Inc.
2126 W. Seventh St.
Tempe, AZ 85281
602/968-9016

Brewster Corp.
50 River St.
Old Saybrook, CT 06475
203/388-4441

Bridge Plaza Greenhouse & Gardens Inc.
235 Main St.
Ft. Lee, NJ 07024
201/947-7626

Brueton Industries
979 Third Ave.
New York, NY 10022
212/838-1630

Budd Loom Inc.
306 E. 61 St.
New York, NY 10021
212/758-4460

Bulit Chemical
101 W. 28 St.
New York, NY 10012
212/594-5075

Burndy Corporation
1 Richards Avenue
Norwalk, CT 06856
203/852-6232

Business Accessories Inc.
290 Larkin St.
Buffalo, NY 14210
416/453-0136

C-Tec Inc.
3433 Lousma Dr. SE
Grand Rapids, MI 49508
616/243-2211

CI Designs
574 Boston Ave.
Medford, MA 02155
617/391-7800

CIS
4 Park Ave.
New York, NY 10016
212/683-3233

Cado/Royal System Inc.
155 Helen St.
S. Plainfield, NJ 07080
201/561-7080

Cal-Mar Ind. (see Designers View Group)

Cambridge Wire Cloth Co.
P.O. Box 399
Cambridge, MD 21613
301/228-3000

Cannon Products Inc.
230 N. 13th St.
Elwood, IN 46036
317/552-2112

Capaul Ceilings
800 Eastern Ave.
Plainfield, IL 60544
815/436-8500

Capri Lighting
7020 E. Slauson Ave.
Los Angeles, CA 90040
213/726-1800

L.E. Carpenter & Co./Vicrtex
170 N. Main St.
Wharton, NJ 07885
201/366-2020

Carpets International USA
8687 Melrose Ave.
Los Angeles, CA 90069
213/657-6580

Carson Pirie Scott & Co.
13-127 Merchandise Mart
Chicago, IL 60654
312/744-7676

Carter Co.
1 Worcester Rd.
Natick, MA 01760
617/237-7010

Casella Lighting
111 Rhode Island St.
San Francisco, CA 94105
415/626-9600

Cee Kay
P.O. Box 207
Oconomowoc, WI 53066
414/567-2639

Celebrate Nature Designs Inc.
412 Sixth Ave.
New York, NY 10011
212/477-1940

Celotex Corp.
P.O. Box 22602
Tampa, FL 33622
813/871-4133

Ceralon Lamps & Plants
Pinehurst Rd.
Aberdeen, NC 28315
919/944-7187

Ceramacor Inc.
84 Leacock Dr.
Pointe Claire, P.Q. H9G 1K5
514/694-6411

Chairtex Mfg. Ltd.
39 New Castle St.
Toronto, Ont. M8Y1A2
416/252-3531

Certified Inds. Services
4 Park Ave.
New York, NY 10016
212/683-3233

Check-Mate Interior Systems Inc.
509 Manida St.
Bronx, NY 10474
212/991-3610

Chingos & Sons Inc.
818-20 Ave. Americas
New York, NY 10001
212/689-0478

Claridge Products & Equipment
P.O. Box 910
Harrison, AR 72602
501/743-2200

Clean City Squares
P.O. Box 6797
St. Louis, MO 63144
314/968-2950

Collins & Aikman, Commercial Floor System Div.
210 Madison Ave.
New York, NY 10016
212/578-1217

Commercial Carpet Corp.
10 W. 33 St.
New York, NY 10001
212/947-5890

Commercial Interiors Inc.
4551 Bloomington Ave.
Minneapolis, MN 55407
612/721-2455

Computer Accessory Corp.
3328 N. Hampton Rd.
Dallas, TX 75212
214/631-5732

Concord Products Co. Inc.
1951 S. Broadway
Camden, NJ 08104
609/365-5200

Everett Conklin & Co. Int'l.
Seven Brook Ave.
Montvale, NJ 07645
201/391-7300

Everett Conklin Canada Ltd.
1253 Ave. McGill College
Montreal, Que. H3B 2Y5
514/861-1049

Everett Conklin-West, Inc.
2691 Richter Ave.
Irvine, CA 92714
714/545-9366

Contemporary Products Inc.
P.O. Box 6249
Austin, TX 78762
512/476-6660

Contract Carpets Intl.
P.O. Box 70095
Marietta, GA 30007
414/587-2244

Contract Distributors Corp.
489 Fifth Ave.
New York, NY 10017
212/986-8360

Contract Lighting Systems
31 Grove St.
New Canaan, CT 06840
203/966-9550

OPEN PLAN Alphabetical List Of Firms

Control Electronics Co. Inc.
(Atrium Industries)
107 Allen Blvd.
Farmingdale, NY 11735
516/694-0125

Conwed Corp.
Box 43237
St. Paul, MN 55164
612/221-1100

Corham Art Flower Co.
300 Central Ave.
White Plains, NY 10606
914/946-7373

Corry Jamestown Corp.
844 E. Columbus Ave.
Corry, PA 16407
800/458-0593

Cramer Inc.
625 Adams St.
Kansas City, KS 66105
913/621-6700

Creative Dimensions
1255 E. Lincoln Ave.
Nappanee, IN 46550
219/773-7771

Crossbow (see Designers View Group)

Croydon Furniture Systems, Inc.
1 Hespeler Rd.
Cambridge, Ont. N1R 5V4
519/621-6300

DMO Inc.
7615 Metro Blvd.
Minneapolis, MN 55435
612/835-3276

Dansk Lights Inc.
4385 NE 12th Terrace
Ft. Lauderdale, FL 33334
305/565-0003

Danwood
21616 87th Ave. S.E.
Woodinville, WA 98072
206/485-8524

Data-Mate
Box 408
Nashua, NH 03061
800/258-1768

Davis Furniture Industries
602 W. Linden St.
High Point, NC 27261
919/889-2009

Daybrite Lighting, Div. Emerson Electric Co.
1015 S. Green St.
Tupelo, MS 38801
601/842-7212

Dazor Mfg. Corp.
4455-99 Duncan Ave.
St. Louis, MO 63110
314/652-2400

Decoustics
65 Disco Rd.
Rexdale, Ont., M9W 1M2
416/675-3983

Delco Associates Inc.
Box 423
Greenwich, CT 06830
203/661-5101

Descience Corp.
Box 905
Malibu, CA 90265
213/456-3097

Design Group Inc.
5875 S.W. Lakeview Blvd.
Lake Oswego, OR 97034
503/639-9636

Designplace Furniture Mfg. Co.
1326 Hill St.
El Cajon, CA 92020
714/442-0841

Design-Technics
160 E. 56 St.
New York, NY 10022
212/355-3183

Design/Treeline
487 Hillside Ave.
Hillside, NJ 07205
201/688-2384

Designers View Group
550 N.W. Sixth Ave.
Miami, FL 33136
305/371-3291

Desso America Corp.
P.O. Box 125
Wayne, PA 19087
215/353-6313

Discovery Systems Inc.
105 Amor Ave.
Carlstadt, NJ 07072
201/438-7722

Disegnatore (see Designers View Group)

Domore Corp.
2400 Sterling Ave.
Elkhart, IN 46515
219/293-0621

Donjon Sales Ltd. (see Sound Solutions)

Donn Corp.
8019 Belair Rd.
Baltimore, MD 21236
301/796-3066

Drier Industries
631 W. 48 St.
Holland, MI 49423
616/396-6296

Dukane Corp., Communications System Div.
2900 Dukane Dr.
St. Charles, IL 60174
312/584-2300

Dunbar
601 S. Fulton St.
Berne, IN 46711
219/589-2111

Du Quaine Lecturn Mfg. Corp.
303 Dodge St.
Kewaunee, WI 54216
414/388-3790

Dyna Systems
5371 Tennyson St.
Denver, CO 80212
303/455-5400

Dynmark Engineered Products Inc.
901 Fuhrmann Blvd.
Buffalo, NY 14203
716/855-0081

Earthgender Inc.
3056 Bandini Blvd.
Vernon, CA 90023
213/263-7401

Earthly Delights Inc.
Box 446
Staten Island, NY 10304
212/447-2728

Ego Designs Inc.
601 W. 26 St.
New York, NY 10001
212/675-5820

Electric-Cable Assemblies Inc.
549 Howe Ave.
Shelton, CT 06484
203/735-4414

Ben Elfman & Son
124 Second St.
Chelsea, MA 02150
617/884-8600

Elgem Nationwide Panel & Furniture Installers
4620 Flatlands Ave.
Brooklyn, NY 11234
212/338-9500

Elliptipar Inc.
145 Orange Ave.
West Haven, CT 06516
203/932-2266

Entol Industries Inc.
8180 N.W. 36 Ave.
Miami, FL 33147
305/696-0900

Envel Design Corp.
1940 Cotner Ave.
Los Angeles, CA 90025
213/478-2524

Eppinger Furniture Inc.
15 Very Merry Rd.
Stamford, CT 06903
203/329-1984

Esselte Pendaflex Corp.
Clinton Rd.
Garden City, NY 11530
516/714-3200

Eurotex Inc.
The Market Place,
2400 Market St.
Philadelphia, PA 19103
215/568-4300

Executive Office Concepts
1705 Anderson Ave.
Compton, CA 90220
213-979-2643

Fabric Wallcraft Corp.
59 Willet St.
Bloomfield, NJ 07003
212/889-5649

Farmer Grey's Potted Plants Inc.
200 W. 18 St.
New York, NY 10011
212/675-9341

Finealum Corp.
40-24 22 St.
Long Island City, NY 11101
212/937-3172

Finesse Originals
33 Hall St.
Brooklyn, NY 11205
212/855-9171

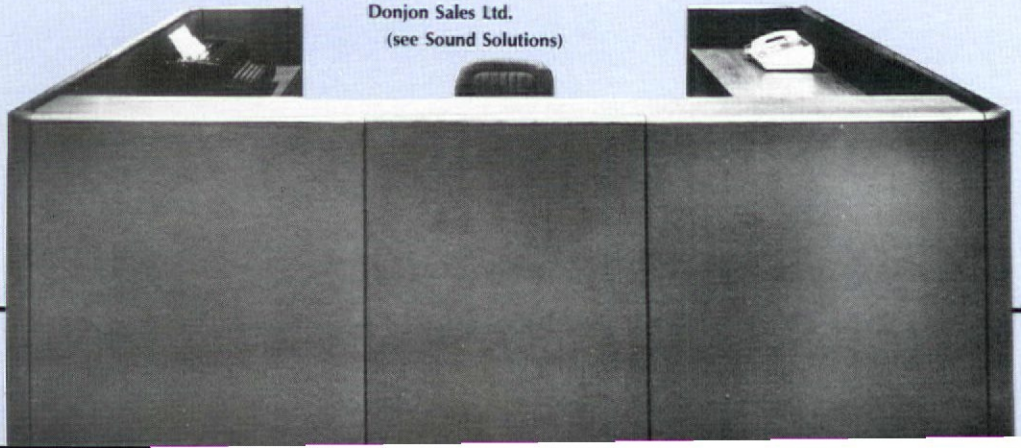
Flex-Y-Plan Industries Inc.
3200 W. 22 St.
Erie, PA 16505
814/838-3583

Floating Floors Inc.
795 Berdan Ave.
Toledo, OH 43610
419/476-8772

Florenco Foliage Systems Corp.
30-28 Starr Ave.
Long Island City, NY 11101
212/729-6600

Foliage Plant Systems Inc.
P.O. Box 727
Pine Brook, NJ 07085
201/263-3200

Forms & Surfaces
Box 5215
Santa Barbara, CA 93108
805/969-4767



Artec,
Circle No. 321.

Fostoria Inds. Inc.
1200 N. Main St.
Fostoria, OH 44830-0986
419/435-9201

Freedom Electronix Inc.
430 First Ave. N.
Minneapolis, MN 55401
612/340-0435

Functional Design & Development Group
23 Union Ave.
Rutherford, NJ 07070
201/939-7788

Furniture Systems Specialists Co.
179 Chelmsford St.
Lowell, MA 01851
617/452-4767

GF Furniture Systems
E. Dennick Ave.
Youngstown, OH 44501
216/746-7271

Gardco Lighting
2661 Alvarado St.
San Leandro, CA 94577
800/227-0758

Geller Originals
9014 Lindblade St.
Culver City, CA 90230
213/272-1330

General Mica Corp.
1850 N.E. 144 St.
N. Miami, FL 33181
305/949-7247

Georgia Lighting Supply
530 14 St. N.W.
Atlanta, GA 30300
404/875-4754

Gift Craft Leather Co. Inc.
35-57 Ninth St.
Long Island City, NY 11106
212/204-1222

Gilbert Plastics
Rt. 202 & Lexington Ave.
Yorktown Heights, NY 10598
914/528-3537

Glaro Inc.
735 Old Willets Path
Hauppauge, NY 11788
516/234-1717

Glassform Industries
1435 S. Sante Fe Ave.
Compton, CA 90221
213/603-8991

Glasspec Corp.
10344 S.W. 187 St.
Miami, FL 33157
305/255-8444

Global Upholstery Co. Ltd.
560 Supertest Rd.
Downsview L1S 2W4, Canada
416/661-3660

Gloco Inds. Inc.
25 Seabro Ave.
Amityville, NY 11701
516/842-6565

Glowtex Corp.
P.O. Box 6261
Erie, PA 16512
814/453-7183

Gold Medal Inc.
1700 Packard Ave.
Racine, WI 53403
414/637-6700

Morris Greenspan Lamp Mfg. Co.
1307 Hill Ave.
P.O. Box 078678
West Palm Beach, FL 33407
305/848-9746

Grillion Corp.
189-193 First St.
Brooklyn, NY 11215
212/875-8545

Gruen Lighting
P.O. Box 2939
Van Nuys, CA 91404
213/990-0675

Gunlocke Co.
One Gunlocke Dr.
Wayland, NY 14572
716/728-5111

Guth Lighting
P.O. Box 7079
St. Louis, MO 63177
314/533-3200

Habitat Inc.
341 E. 62 St.
New York, NY 10021
212/758-5406

Haller Systems Inc.
17741 Cowan Ave
Irvine, CA 92714
714/540-9982

Harbor Universal
1900 Marina Blvd.
San Leandro, CA 94577
415/352-2100

Hardwood House
569 Lyell Ave.
Rochester, NY 14606
716/254-0600

Harmil Carpet Inc.
969 Third Ave.
New York, NY 10022
212/838-1330

Harmon, Div. Coastcraft Inc.
P.O. Box 1464
Tacoma, WA 98401
206/383-5367

Harmony Carpet Corp.
979 Third Ave.
New York, NY 10022
212/355-6000

Harter Corp.
P.O. Box 400
Sturgis, MI 49091
616/651-3201

Haskell of Pittsburgh
231 Haskell Dr.
Verona, PA 15147
412/828-6000

Hauserman Inc.
5711 Grant Ave.
Cleveland, OH 44105
216/883-1400

Haworth Inc.
One Haworth Center
Holland, MI 49423
616/392-5961

Haws Corp.
2400 Sterling Ave.
Elkhart, IN 46514
219/293-5671

Helikon Furniture Co.
607 Norwich Ave.
Taftville, CT 06380
203/886-2301

Heller Group
P.O. Box 5184
Beverly Hills, CA 90210
213/659-6606

Hemisphere Steel Products Corp.
54 N. 11 St.
Brooklyn, NY 11211
212/388-6705

Heuga U.S.A. Inc.
185 Sumner Ave.
Kenilworth, NJ 07033
201/245-3480
800/526-4062

Hiebert Inc.
19801 S. Santa Fe Ave.
P.O. Box 6266
Carson, CA 90749
213/603-0441

Hi-Tek Commercial Lighting
850 W. River Rd.
Vermilion, OH 44089
216/967-3131

Holophane Div., Johns-Manville Sales Corp.
Ken Caryl Ranch
Denver, CO 80217
303/979-1000

Homeland Ind. Inc.
1545 Ocean Ave.
Bohemia, NY 11716
516/567-8700

HON Company, Div. Hon Industries
200 Oak St.
Muscatine, IA 52761
319/264-7253

Hooker Noise Control Inc.
360 Enford Rd.
Richmond Hill, Ont. L4G 3M5
416/884-6070

Hoover Systems
12118 Corporate Dr.
Dallas, TX 75228
214/270-6471

Hough Mfg. Corp.
1205 Norwood Rd.
P.O. Box 591
Janesville, WI 53545
608/756-1241

Hunter Douglas Inc.
P.O. Box 650
Durham, NC 27702
919/683-1425

ICF (International Contract Furnishings)
305 E. 63 St.
New York, NY 10022
212/750-0900

iil International
1500 Don Mills Rd.
Suite 510
Toronto, Ont. M3B 3K4
416/447-7283

IKD Corp.
2400 Sterling Ave.
Elkhart, IN 46514
219/293-5671

I.O.I. Installations
First National Bldg.
Suite 10
Detroit, MI 48226
313/961-2357

ip20 of America
P.O. Box 771644
Houston, TX 77215
713/785-0822

The Image House
1133 Louisiana Ave. Suite 208A
Winter Springs, FL 32789
305/629-4335

Import Specialists Inc.
82 Wall St.
New York, NY 10005
212/248-1633

Indalux
(see J.H. Spaulding)

Industrial Acoustics Co.
1160 Commerce Ave.
Bronx, NY 10462
212/931-8000

Innocrete Inc.
49 Meeker Ave.
Cranford, NJ 07016
201/272-0573

Inotec Systems Inc.
231 Haskell Dr.
Verona, PA 15147
412/828-9270

Insul-Art Acoustics Corp.
(Atrium Industries)
Box 670
Belle Mead, NJ 08502
201/359-3776

Insul-Coustic Corp. Div. Celotex
Jernee Mill Rd.
Sayreville, NJ 08872
201/257-6674

Installation Inc.
312 Huron Blvd. E.
Marysville, MI 48040
313/364-5106

Intalite Inc.
3611 Commercial Ave.
Northbrook, IL 60062
312/564-1570

OPEN PLAN Alphabetical List Of Firms

Interface Flooring Systems
Orchard Hill Rd.
LaGrange, GA 30241
404/882-1891

Interflex Products
P.O. Box 149
Arlington, MA 02174
617/729-5400

International Furniture Systems Ltd.
125 Greenwich Ave.
Greenwich, CT 06830
203/628-9698

International Terra Cotta Inc.
690 N. Robertson Blvd.
Los Angeles, CA 90069
213/657-3752

InterRoyal Corp.
1 Park Ave.
New York, NY 10016
212/686-3500

Intra Systems Corp.
(See Mode Corp.)

Intrex
150 E. 58 St.
New York, NY 10021
212/758-0922

Invincible
842 S. 26 St.
Manitowoc, WI 54220
414/682-4601

JG Furniture Systems
121 Park Ave.
Quakertown, PA 18951
215/536-7343

J&J Industries Inc.
P.O. Box 1287—J&J Dr.
Dalton, GA 30720
404/278-4454

Jensen International Inc.
P.O. Box 550
Gormley, Ont. LOH IGO
416/888-1944

Johns-Manville
(see Holophane Div.)

Johnson/Lazare Inc.
7310 Mountain Sights Ave.
Montreal, Que. H4P 2A6
514/731-3763

Keene Corp. Lighting Div.
41 Industrial Way
Wilmington, MA 01887
617/657-7600

Kemos Inc.
1135 Shallowford Rd.
Marietta, GA 30066
404/926-4406

Kenmore Carpet Corp.
979 Third Ave.
New York, NY 10022
212/755-8400

Ketcham & McDougall Inc./
Park Sherman Div.
465 Eagle Rock Ave.
Roseland, NJ 07068
201/228-3600

Kimball International
(see Artec)

C. Kind & Co. Inc.
137 W. 28 St.
New York, NY 10001
212/947-2130

Knoll International
655 Madison Ave.
New York, NY 10021
212/826-2461

Kobi, Div. Garcy Corp.
606 Industrial Ave.
Box 1500
Hesston, KS 67062
316/327-2121

Koch & Lowy
21-24 39th Ave.
Long Island City, NY 11101
212/786-3520

Kombi Corp.
302 Leggett Drive
Kanata, Ont. K2K 1Y6
613/592-6080

George Kovacs Lighting Inc.
230 Fifth Ave.
New York, NY 10001
212/683-5744

Krueger
1330 Bellevue St.
Green Bay, WI 54308
414/468-8100

LaMica
15 Industrial Ave.
Upper Saddle River, NJ 07458
201/327-8066

Lahden Puutyö Oy
P.O. Box 117, 15101
Lahti 70 Finland
358/18-335111

Lam Inc.
94 New Salem St.
Wakefield, MA 01880
617/245-5115

Landscape Forms Inc.
431 Lawndale Ave.
Kalamazoo, MI 49001
616/381-0396

Lawrence Metal Product Inc.
P.O. Box 400 M
Bayshore, NY 11706
516/666-0300

Leaf Designs
999 Mandoline
Madison Heights, MI 48071
313/585-1374

Lees Carpets,
Div. Burlington Industries Inc.
Valley Forge Corporate Ctr.
King of Prussia, PA 19406
215/666-7770

Lehigh-Leopold Furniture
2825 Mt. Pleasant St.
Burlington, IA 52601
319/753-2271

Levolor Lorentzen Inc.
720 Monroe St.
Hoboken, NJ 07030
201/792-2600

Light Inc.
1162 Second Ave.
New York, NY 10021
212/838-1130

Lighting Services Inc.
150 E. 58th St.
New York, NY 10155
212/838-8633

Lightolier Inc.
346 Claremont Ave.
Jersey City, NJ 07305
201/333-5120

Lightron of Cornwall Inc.
65 River Rd.
New Windsor, NY 12550
914/562-5500

Liskey Inc.
P.O. Box 8748 BWP
Baltimore, MD 20851
301/796-3300

Lista International
2520 Miramar Ave.
Long Beach, CA 90815-1784
213/998-0097

Litelab Corp.
76 Ninth Ave.
New York, NY 10011
212/675-4357

Litton Business Furniture
640 Whiteford Rd.
York, PA 17405-7026
717/854-1545

Lombardo & Co. Inc.
300 Richardson St.
Brooklyn, NY 11222
212/388-4024

London Garden Associates Ltd.
P.O. Box 333
Ridgefield, CT 06877
203/438-3005

Loumac Supply Corp.
60 Park Ave.
Lakewood, NJ 08701
201/367-8200

Lucifer Lighting Co.
P.O. Box 370375
Miami, FL 33137
305/531-7978

Lumen Design Co.
401 N. Robertson Blvd.
Los Angeles, CA 90048
213/274-7021

Luminous Ceilings/Butterfly
3611 Commercial
Northbrook, IL 60062
312/564-1570

Lunstead Designs Inc.
8655 S. 208 St.
Kent, WA 98031
206/872-8835

Luvan Inc.
1129 S. Bridge
Belding, MI 48009
616/794-1700

Luxo Lamp Corp.
Monument Park
Port Chester, NY 10573
914/937-4433

Sam Lynch Manufacturing
510 Pylon Dr.
Raleigh, NC 27606
919/834-3441

McDonald Products Corp.
2685 Walden Ave.
Buffalo, NY 14225
716/684-7200

Mc Graw-Edison Co.,
Halo Lighting Div.
SPI Lighting
400 Busse Rd.
Elk Grove, IL 60007
312/956-8400

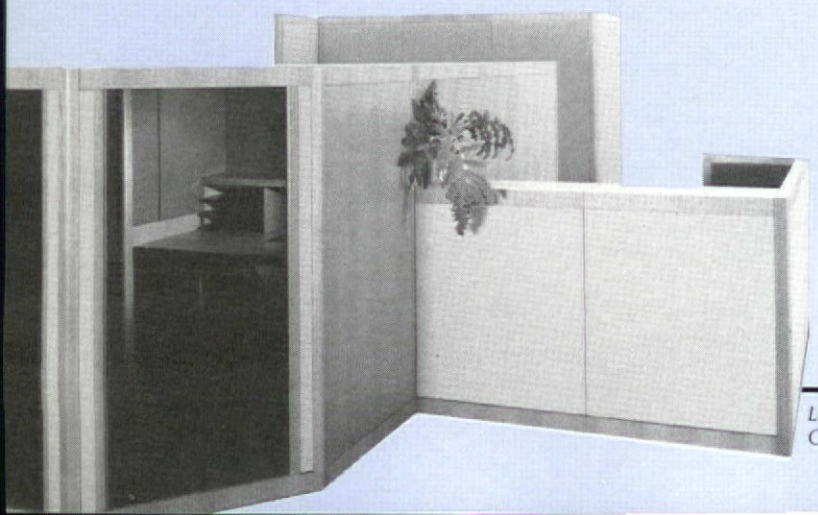
MRS Interior Systems Inc.
100 Marcus Dr.
Melville, NY 11747
516/822-5310

Mac-Fab Products Inc.
700 S. Spring Ave.
St. Louis, MO 63110
314/664-9100

Major Partitions Inc.
P.O. Box 2167
Irwindale, CA 91706
213/686-1998

Joseph Manley Co.
10632 Tesshire Dr.
Box 29317
St. Louis, MO 63126
314/843-5848

Marpac Corp.
P.O. Box 658
Wilmington, NC 28402
919/763-7861



Lunstead Designs Inc.
Circle No. 377.

Marsh Chalkboard Co.
P.O. Box 467
Dover, OH 44622
216/343-8825

Martela Oy
Kornetintie 6
00380 Helsinki 38 Finland
90/556-311

Charles Mayer Studios Inc.
168 E. Market St.
Akron, OH 44308
216/535-6121

Metal Weave Products Corp.
111 Cedar St.
New Rochelle, NY 10801
914/235-1653

Metalstand Co.
11200 Roosevelt Blvd.
Philadelphia, PA 19115
215/673-5300

Metcor Mfg.
749 S. Kohler St.
Los Angeles, CA 90021
213/627-0731

Mid Channel Design & Mfg.
P.O. Box 668
Elkhart, IN 46515
219/264-5929

Mica Inc.
P.O. Box 310
Chatsworth, GA 30705
404/695-9672

S.B. Michaels Co.
12676 Pierce St., Unit#17
Pacoima, CA 91331
213/896-4014

Midland-Ross
Electrical Products Div.
P.O. Box 1548
Pittsburgh, PA 15230
412/323-5400

C.W. Miller & Assoc.
851 Seton Court
Wheeling, IL 60090
312/459-0666

Herman Miller Inc.
8500 Byron Rd.
Zeeland, MI 49464
616/772-0100

Miller Welch Inc.
(see C. W. Miller)

Milliken Carpets
201 Industrial Dr.
LaGrange, GA 30240
404/883-5106

John Mini
Indoor Landscapes Ltd.
233 Fordham St.
City Island, NY 10464
212/885-2426

Mode Corp.
14700 Doolittle Dr.
San Leandro, CA 94577
415/895-8570

Modern Mode
P.O. Box 6667
Oakland, CA 94603
415/568-6650

Modernfold Partitions Co.,
an American-Standard Co.
P.O. Box 310
New Castle, IN 47362
317/529-1450

Modular Office Installation
16 W. 450 Honeysuckle Rose
Hinsdale, IL 60521
312/920-8554

Muzak, Div. Teleprompter Corp.
888 Seventh Ave.
New York, NY 10019
212/247-3333

Myrtle Desk Co.
P.O. Box 2490
High Point, NC 27261
919/885-4021

Nelson-Adams Co.,
Acoustical Screen Div.
1872 Rollins Rd.
Burlingame, CA 94010
415/589-3787

Nemcon Modular Systems Ltd.
1340 Rue Begin
St. Laurent, Que. H4R 1X1
514/336-4810

Neo-Ray Lighting Systems Inc.
537 Johnson Ave.
Brooklyn, NY 11237
212/456-7400

Nessen Lamps Inc.
3200 Jerome Ave.
Bronx, NY 10468
212/295-0220

Netherhill Architectural Products
W140 N5985 Lilly Rd.
Menomonee Falls, WI 53051
414/252-4010

Nevada Western Supply Inc.
370 Bernardo Ave.
Mountain View, CA 94043
415/969-9300

G.J. Neville
351 S. Harbor Blvd.
San Pedro, CA 90731
213/548-0802

Nevins Worldwide Inc.
4342 W. 12 St.
Houston, TX 77055
713/681-4274

Nichols-Homeshield Inc.
3755 E. Main St.
Suite 110
St. Charles, IL 60174
312/377-7900

Nightingale Industries Ltd.
354 Wellington St. W.
Toronto, Ont. M5V 1E2
416/362-5501

Norbert Belfer Lighting Mfg. Co. Inc.
2111 Route#35
Oakhurst, NJ 07712
201/493-2666

Noise Control Products
1468 W. Ninth St.
Cleveland, OH 44113
216/781-1515

North American Philips
Lighting/Norelco
Bank St.
Hightstown, NJ 08520
609/448-4000

Norsons Industries Inc.
543 Union St.
Brooklyn, NY 11215
212/522-6060

Nucraft Furniture Co.
1615 Eastern Ave.
Grand Rapids, MI 49507
61616/241-1605

Nulite Products
70001 E. 57th Place
Commerce City, CO 80022
303/287-9646

Glen O'Brien Partition Co.
5301 E. 59 St.
Kansas City, MO 64130
816/361-2334

Office Accents,
Div. Gift Craft Leather
37-57 Ninth St.
Long Island City, NY 11106
212/204-1222

Office Suites Inc. (OSI)
359 N. Wells St.
Chicago, IL 60610
800/621-9530

Omega Lighting
Emerson Electric Co.
270 Long Island Expwy.
Melville, NY 11747
516/293-8500

OMNI Products
Twelfth St. S.W.
Vernon, AL 35592
205/695-9173

Open Office Products Inc.
3031 N. 31 Ave.
Phoenix, AZ 85017
602/272-6773

Optimum Management Inc.
1370 Sargent Ave.
Winnipeg, Man. R3J 265 Canada
204/772-0333

Opto Inc.
162 Northfield Rd.
Northfield, IL 60093
312/441-7570

Orfield Associates Inc.
4551 Bloomington Ave.
Minneapolis, MN 55407
612/721-2455

Orowac Inc.
41 Degnon Blvd.
Bay Shore, NY 11706
516/665-3650

Osram Sales Corp.
Jeanne Dr., P.O. Box 7062
Newburgh, NY 12550
914/564-6300

Outlook In Plastics Inc.
301 Greenwood Ave.
Midland Park, NJ 07432
201/447-5344

Owens-Corning Fiberglas Corp.
Fiberglas Tower
Toledo, OH 43659
419/248-6688

The Pace Collection
11-11 34 Ave.
Long Island City, NY 11106
212/721-8201

Packard Industries Inc.
1515 U.S. 31 N.
Niles, MI 49120
800/253-0866

Padula Bros. Inc.
2400 69 St.
N. Bergen, NJ 07047
201/868-7466

Panel Concepts Inc.
3001 S. Yale St.
Santa Ana, CA 92704
714/979-3680

Panelfold Inc.
10700 N.W. 36 Ave.
Miami, FL 33167
305/688-3501

Parker Interior Plantscape
1325 Terrill Rd.
Scotch Plains, NJ 07076
201/322-5552

Peabody Noise Control
Box 655
Dublin, OH 43017
614/889-0480

Pegulan of America
95 Sunnyside Blvd. Ext.
Woodbury, NY 11797
516/384-8100

Peter Pepper Products Inc.
17929 S. Susana Rd.
Compton, CA 90221
213/979-0815

Phillips Products Co. Inc.
1109 E. Lake St.
Streamwood, IL 60103
312/837-6615

Pilot Woodworking Co. Inc.
105 Amor Ave.
Carlstadt, NJ 07072
201/438-0200

Placet Inc.
24400 S.W. 137 Ave.
Princeton, FL 33032
305/245-1313

Planned Project Installations
P.O. Box 827
Clark, NJ 07066
201/335-2450

Pleion Corp.
1402 E. Chestnut Ave.
Santa Ana, CA 92701
714/835-9101

OPEN PLAN Alphabetical List Of Firms

Polychromic Designs
253 Cortland St.
Lindenhurst, NY 11757
516/957-3399

Porta-Fab Corp.
2319 Grissom Dr.
St. Louis, MO 63146
314/567-4444

Potcovers Inc.
101 W. 28 St.
New York, NY 10001
212/594-5075

Pouliot Designs Corp.
4700 Valley Industrial Blvd.
Shakopee, MN 55379
612/445-8600

Power-Strut Div.
Van Huffel Tube Corp.,
Dietz Rd., Box 1540
Warren, OH 44482
216/372-8111

Precision Integrated Industries
512 S.E. 32 St.
Ft. Lauderdale, FL 33316
305/522-3738

Precision Mfg. Inc.
2200 52 Ave.
Lachine, Mont, Que H8T-246
514/631-2120

Prima Products Inc.
2102 Adams Ave.
San Leandro, CA 94577
415/569-6991

Primal Systems/
Danwood Design Co.
21616 87 Ave. S.E.
Woodinville, WA 98072
406/485-8524

Harvey Probber Inc.
44 Probber Ln.
Fall River, MA 02722
617/674-3591

Productive Office Furniture Installers
13740 N.W. 19th Ave. Bay#12
Opa Locka, FL 33054
305/681-8219

Proform Furniture Industries Ltd.
2460 Tedlo St.
Mississauga, Ont. L5A 3V3
416/275-2080

Quality Resources Inc.
646 Highway#18
East Brunswick, NJ 08816
201/238-1478

Quality Sales
P.O. Box 545
Cranford, NJ 07016
201/272-7227

RJ Systems
1111 Godfrey Ave. S.W.
Grand Rapids, MI 49503
616/245-2103

Raceway Components Inc.
263 Hillside Ave.
Nutley, NJ 07110
201/661-1116

Radiation Technology Inc.
Lake Denmark Rd.
Rockaway, NJ 07866
201/627-2900

Rainbow Lamp Corp.
11541 Bradley Ave.
San Fernando, CA 91340
213/365-0811

Raintree Associates
8 Woodsend Rd.
Dix Hills, NY 11746
516/643-3835

Ram Partitions, Div. Indal
125 Oakdale Rd.
Downsview, Ont. M3M 1W2
416/745-2244

Red Line Furn. Carriers
110 First St.
Jersey City, NJ 07302
201/798-7573

Reff Inc.
1000 Arrow Rd.
Weston, Ontario M9M 2Y7
416/741-5453

Reinforced Plastics Industries Inc.
7079 Peck Rd.
Marlette, MI 48453
517/635-7465

Reloc, Div. Lithonia Lighting
P.O. Box A
Conyers, GA 30207
404/483-8731

Ron Rezek/Lighting
5041 Pico Blvd.
Los Angeles, CA 90019
213/931-2488

Richards Mfg. Co
4505 Bandini Blvd.
Los Angeles, CA 90040
213/263-9501

H.H. Robertson Co.
400 Holiday Dr.
Pittsburgh, PA 15220
412/928-7500

Rockaway Metal Products
175 Roger Ave.
Inwood, NY 11696
516/239-1000

Julius Roehrs Exotic Nurseries
Rte. 33, E.
RD.#2, P.O. Box 144
Farmingdale, NJ 07727
201/938-5111

Edward Axel Roffman Assoc.
430 East 59 St.
New York, NY 10022
212/753-4252

Rose Johnson
1111 Godfrey S.W.
Grand Rapids, MI 49503
616/241-2451

Rose Manufacturing Co.
1600 Marshall S.E.
Grand Rapids, MI 49507
616/241-2451

Rosemount Office Systems
Airlake Industrial Pk.
Lakeville, MN 55044
612/469-4416

Rosenwach, Inc.
(see Sitecraft)

Roxter Mfg. Corp.
10-11 40th Ave.
Long Island City, NY 11101
212/392-5060

Rudd International Corp.
1066 31 St. N.W.
Washington, D.C. 20007
202/333-5600

Hugh Ruppersburg & Assoc.
10A5-7 Merchandise Mart
Atlanta, GA 30303
404/688-6727

SGL Waber
300 Harvard Ave.
Westville, NJ 08093
609/456-5400

SPI Lighting Group (see McGraw-Edison Co. Area Lighting)

Saxony Carpet
979 Third Ave.
New York, NY 10022
212/755-7100

Scandiline Industries Inc.
1217 W. Artesia Blvd.
Compton, CA 90220
213/537-6411

Sempatap Inc.
1518 E. 15 St.
Los Angeles, CA 90021
213/749-7329

Sevacraft Div. Winkelman Ind. Inc.
5737 E. Rosedale
Ft. Worth, TX 76112
817/654-3004

Shaw-Walker Co.
Box 209
Muskegon, MI 49443
616/722-7211

Shelmark Industries Inc.
1224 Kinnear Rd.
Columbus, Ohio 43212
614/486-5234

Shopland Light
1020 Alpine Dr.
Teaneck, NJ 07666
201/941-3618

Madelyn Simon & Associates
55 W. 16 St.
New York, NY 10011
212/989-6689

Simplex Ceiling Corp.
663 Fifth Ave.
New York, NY 10022
212/349-1890

Sitecraft Space by Rosenwach
40-25 Crescent St.
Long Island City, NY 11101
212/729-4900

Slater Corp.
300 W. Hubbard
Chicago, Ill 60610
312/467-7100

Slater Lighting
45 Sea Cliff Ave.
Glen Cove, NY 11542
516/671-7000

Smokador Products Co.
470 W. First Ave.
Roselle, NJ 07203
201/241-5300

Snypp Lighting & Accessories Inc.
2278 Peachtree Rd.
Atlanta, Ga 30309
404/351-2414

Sonotrol Systems Ltd.
14 Meteor Dr.
Rexdale, Ont. M9W 1A4
416/675-2185

Sound Industries Inc.
375 Common St.
Lawrence, MA 01840
617/685-3521

Sound Solutions/Donjon Ent.
6235 Tomkron Rd.
Mississauga, Ont. L5T 1K2
416/678-6363

Southeast Wholesale Furniture Co.
764 Miami Circle N.E.
Atlanta, GA 30324
404/262-1002

Space Wall Systems Inc.
Box 2128
Columbia, MD 21045
301/596-1160

J.H. Spaulding, Indalux Div.
1736 Dreman Ave.
Cincinnati, OH 45240
513/541-3486

Specbuilt Corp. (Specification Built)
105 Amor Ave.
Carlstadt, NJ 07072
201/438-1864

Springer-Penquin Inc.
P.O. Box 199
Mt. Vernon, NY 10550
914/699-3200

Square D Co.
5735 College Corner Rd.
Oxford, OH 45056
513/523-4171

Staff Lighting Corp.
P.O. Box 1020
Highland, NY 12528
914/691-6260

Starfire Lighting
317 St. Pauls Ave.
Jersey City, NJ 07306
201/656-7888

Stark Carpet Corp.
979 Third Ave.
New York, NY 10022
212/752-9000

Starrco Company Inc.
1515 Fairview Ave.
St. Louis, MO 63132
314/429-5650

Ste-Marie & Laurent Inc.
12240 Albert Hudon
Montreal, Que. H1G 3K7
514/321-2544

Steelcase Inc.
1120 36 St. S.E.
Grand Rapids, MI 49508
616/247-2710

Sterner Lighting Systems Inc.
351 Lewis Ave.
Winsted, MN 55395
800/328-7480

Storagewall
1406 N. Sandburg Ter.
Chicago, IL 60610
312/337-4738

Storwal International Inc.
901 Merchandise Mart
Chicago, IL 60654
312/822-9240

Stow/Davis
25 Summer N.W.
Grand Rapids, MI 49504
616/456-9681

Stratton Carpet
P.O. Box 1007
Cartersville, GA 30120
404/382-9350

Structural Concepts Inc.
17237 Van Wagoner Rd.
Spring Lake, MI 49456
616/846-3300

Sun Flooring
7475 Chancellor Dr.
Orlando, FL 32859
305/851-6440

Sunar Ltd.
1 Sunshine Ave.
Waterloo, Ont. N2J 4K5
519/886-2000

Supreme Aluminum Inds. Ltd.
3600 Danforth Ave.
Scarborough, Ontario M1N 2E6
416/691-2141

Syma Structures
(see Alka Structures)

Swivelier Co. Inc.
33 Rt. 304
Nanuet, NY 10954
914/623-3471

Systems Mfg. Corp.
13 Broad St.
Binghamton, NY 13901
607/723-6344

Tate Architectural Products
7510 Montevideo Rd.
Jessup, MD 20794
301/799-4200

Tayco Office Screens Ltd.
37 Hanna Ave. Unit 6
Toronto, Ont. M6K 1W9
416/363-0279

Taylor Evans Ltd.
4645 Blvd. des Grandes Prairies
Montreal, Que. H1R 1A5
514/325-7700

Techniques In Wood
8-10 Cairn St.
Rochester, NY 14611
716/328-3800

Teknion Furniture Systems Inc.
607 Canarctic Dr.
Downsview, Ontario M3J 2P9
416/661-3370

Teledyne Big Beam
290 E. Praire St. P.O. Box 518
Crystal Lake, Ill. 60014
815/459-6100

Terrestris Greenhouses Inc.
409 E. 60 St.
New York, NY 10022
212/758-8292

T&B/Thomas & Betts,
Div. Thomas & Betts Corp.
920 Rte. 202
Raritan, NJ 08869
201/685-1600

3M, Electro-Products Div.
3 M Center
St. Paul, MN 55144
612/733-1110

Timbercraft Inc.
7569 Woodman Pl.
Van Nuys, CA 91405
213/988-2174

Total Concepts Installation, Inc. (TCI)
110 First St.
Jersey City, NJ 07302
201/798-0510

Transwall Corp.
143 Pennsylvania Ave.
Malvern, PA 19355
215/647-3040

Ernest Treganowan Inc.
306 E. 61st St.
New York, NY 10801
212/755-1050

Trendway Corp.
P.O. Box 1110
Holland, MI 49423
616/399-3900

Trimble House Corp.
4658 Old Peachtree Rd.
Norcross, GA 30091
404/448-1972

Tropical Foliage Corp.
825 Berkshire Valley Rd.
Wharton, NJ 07885
201/361-8550

TSAO Designs Inc.
31 Grove St.
New Canaan, CT 06840
203/966-9559

Tuohy Furn. Corp.
42 St. Albans Pl.
Chatfield, MN 55923
507/867-4280

U.S. Gypsum Co.
101 S. Wacker Dr.
Chicago, IL 60606
312/321-4000

Unicube Corp.
Div. Gordon Tube Products Inc.
540 Manida St.
New York, NY 10474
212/378-1700

Union Products Intl.
507 W. Union St.
Ligonier, IN 46767
219/894-7117

Unistrut Interior Building Systems,
Div. GTE Products Corp.
1821 Bedford Ave.
N. Kansas City, MO 64116
816/421-4011

Unique Concepts
59 Willet St.
Bloomfield, NJ 07003
201/532-2393

Universal Building Systems Inc.
345 Phelan Ave.
San Jose, CA 95112
408/998-2477

Valli Furniture Mfg. Corp.
430 Lincoln St. P.O. Box 1090
Easton, PA 18042
215/253-2093

Vaughan Walls, Inc.
P.O. Box 68518
Indianapolis, IN 46268
317/299-0070

Virginia Metal Industries Inc.
P.O. Box 709
Orange, VA 22960
703/672-2800

Vista Lighting Corp.
2200 S. Anne St.
Santa Ana, CA 92704
714/549-9765

Vogel-Peterson Co.
Rte 83 & Madison St.
Elmhurst, IL 60126
312/279-7123

Vran Associates Inc.
Box 37
Chalfont, PA 18914
215/822-7006

WDI Company of Oregon Inc.
3460 N.W. Industrial
Portland, OR 97210
503/224-0121

WDID Inc.
43 Sprague Ave.
Amityville, NY 11701
516/598-3107

Walker Div. of Butler Mfg. Co.
620 Depot St.
Parkersburg, WV 26101
304/485-1611

Walker Systems Inc.
520 S. 21 Ave. E.
Duluth, MN 55812
218/728-4434

Watson Furniture Systems
12715 Miller Rd. N.E.
Bainbridge Island, WA 98110
206/842-6601

Weave-Tuft Carpet Corp.
306 E. 61st St.
New York, NY 10021
212/486-0044

Wegman Construction Co.
1009 Riverbend Club Dr.
Atlanta, GA 30339
404/953-9473

Wendelighting
9068 Culver Blvd.
Culver City, CA 90230
213/559-4310

Westinghouse ASD
4300 36 St. S.E.
Grand Rapids, MI 49508
616/949-1050

Wide-Lite Corp.
P.O. Box 606
San Marcos, TX 78666
512/392-5821

Wiremold Co.
Woodlawn St.
W. Hartford, CT 06110
203/233-6251

Witt Corp. Inc.
4454 Steel Pl.
Cincinnati, OH 45209
513/871-5700

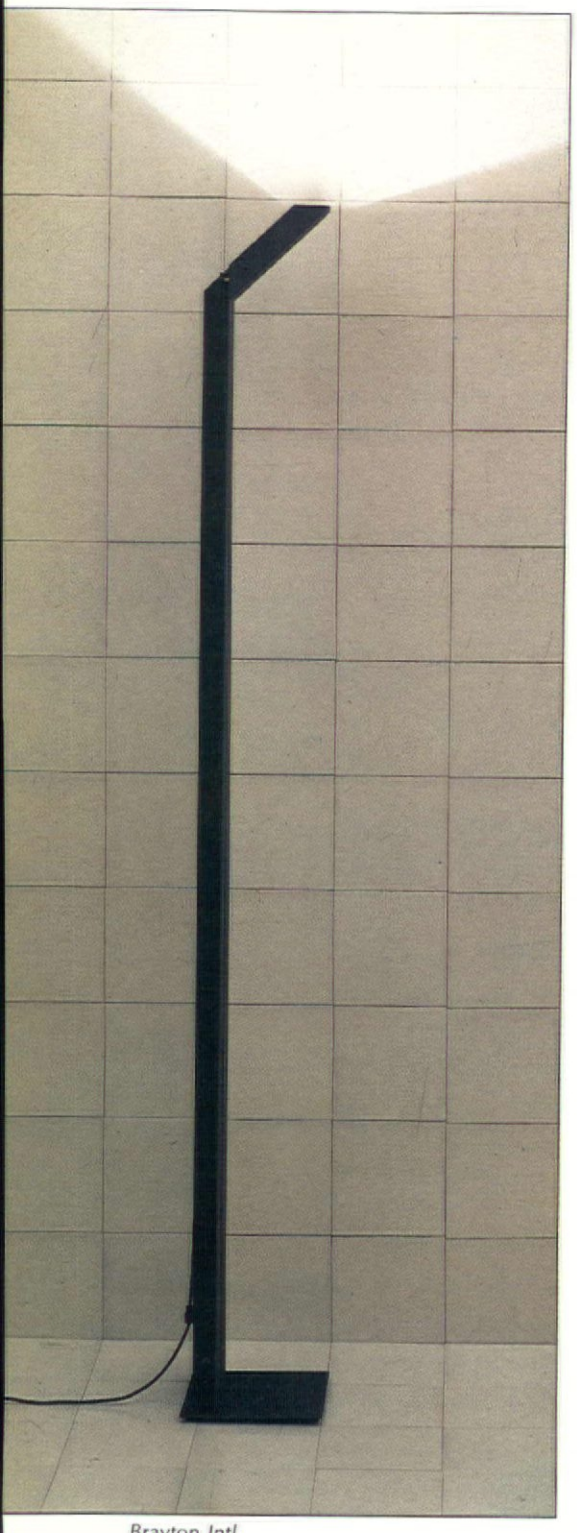
Wolffwire
P.O. Box 668
902 Rowe St.
Ludington, MI 49431
616/845-1574

Wood Design Office Furniture Co.
Beechwood Ave.
French Lick, IN 47432
812/936-9977

Xception Design Ltd.
2875 Industrial Blvd.
Laval, Que H7L 3V8
514/668-0710

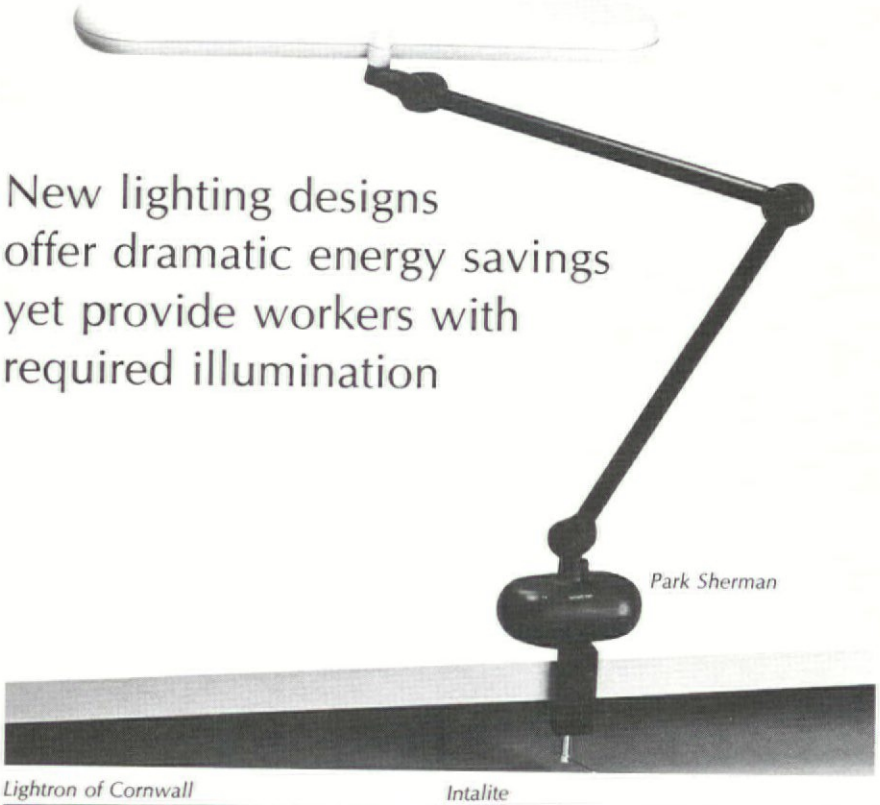
Yorkcraft Inc.
550 S. Pine St.
P.O. Box 2386
York, PA 17405
717/845-3666

USE FEWER WATTS, GET MORE LIGHT



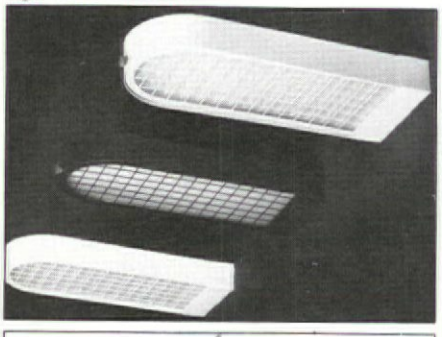
Brayton Intl.

New lighting designs offer dramatic energy savings yet provide workers with required illumination



Park Sherman

Lightron of Cornwall



Murray Feiss

Intalite

Capri Lighting

Haworth

Brayton Intl.—New lighting design called Quadra has full capabilities of a 300-watt halogen lamp. Designed by Danilo Corrado Maurizio Aroldi, vertical lamp is offered in white or dark gray. **Circle No. 206.**

Park Sherman—20/20 adjustable fluorescent desk lamp has a 36-in. reach. Featuring 300-degree biaxial arm rotation as well as triaxial shade adjustment, lamp provides glare-free illumination at an output of 100 footcandles per 4-sq.-ft. area. Lamp can be wall-, desk-, or partition-mounted. **Circle No. 209.**

Lightron of Cornwall—Gridtron projecting U-form fixtures are designed for 34 and 40 watt fluorescent U-lamps. Elements include an acrylic prismatic diffuser and planar wire grid panel in matte white, grey, or black. Stainless steel cable suspends fixture from ceilings. **Circle No. 229.**

Murray Feiss Import Corp.—Hand-blown glass shades accent this Art Deco chandelier now offered by the firm. Measuring 26-in. wide by 24-in. high, unit has nine bulbs. **Circle No. 211.**

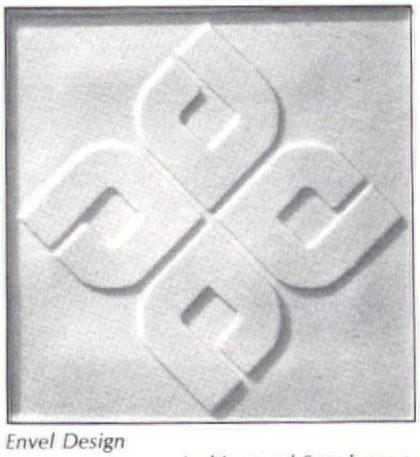
Intalite—Aspect ceiling/lighting system offers a wide variety of cellular lighting units for maximum light source flexibility. Units are easily positioned to simultaneously eliminate glare and effectively highlight architectural focal points. **Circle No. 231.**

Capri Lighting—Energy use can be cut by 60 percent with a new surface fixture developed by this firm. Called "Low Profile," system uses a dichroic-reflector, quartz-halogen Precise™ projection lamp that measures only 2½ in. in each direction yet offiers full-spectrum light. When properly used, this standard, 50-watt, dimmable fixture can replace conventional, 150-watt spots and floods. **Circle No. 204.**

Haworth—Redesigned Triambient™ Lighting includes a 400-watt, panel-supported, High Intensity Discharge (HID) fixture with optional downlighting capability. System is pre-wired for easy hook-up with firm's TriCircuit ERA-1™ panels. **Circle No. 213.**

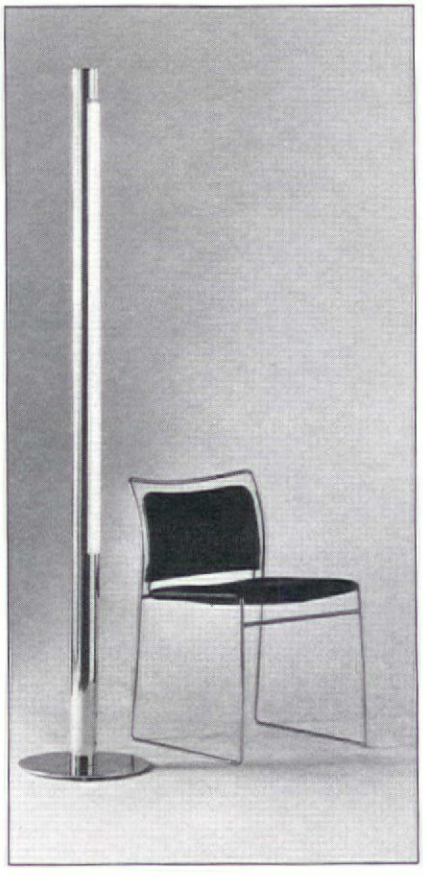
Envel Design—An economical, energy-saving, luminous ceiling lens that can be embossed with logos or graphic images is introduced by the firm. Engineered for corporate and institutional applications, system is comprised of white or pastel-tinted, translucent panels that offer high levels of illumination. **Circle No. 210.**

Architectural Supplements—Tall Thin Floor Lamp designed by Paul Mayen measures 72-in. high and has a 3-in. diameter. Finished in polished chrome, floor lamp uses a 40-watt fluorescent bulb. A clear, linear, prismatic-acrylic diffuser that conforms to the lamp's shape runs the length of the fixture's illuminated opening. **Circle No. 216.**



Envel Design

Architectural Supplements



Engineered to eliminate glare

CLS, div. TSAO—Taskmaster series 400 oval-profile fixture is finished in black or white, textured polyurethane. Models are available with two or four, 40-watt, rapid-start fluorescent lamps. Fixture top is open to provide ambient light. Bottom features a specular, chrome parawedge louver. **Circle No. 318.**

Trimble House—This modular, acrylic, tubular chandelier features tubes and tiers in varying lengths that permit custom lighting configurations. Dimmable system has metal supports. **Circle No. 223.**

Koch + Lowy—Pearl clam-shaped table lamps are imported from Italy. Ranging to 4-ft. high, lamps are offered with polished brass or opaque glass finishes. **Circle No. 205.**

Indalux—Various mounting methods and options permit total lighting flexibility with Task Twins system. A recently developed product feature is a tandem wire adder which enables one outlet to power both units. **Circle No. 215.**

Westwood Lamps—Joseph Minicucci creates lamps resembling early 19th century Chinoiserie lanterns for the firm. Cast metal base with Henley bronze finish is accented by fish scale panels. **Circle No. 230.**

Feldman Lighting—P.M. lighting series was designed by John Caldwell. Included are ceiling units, pendants, and wall brackets in polished chrome, brass, and colored finishes. **Circle No. 228.**

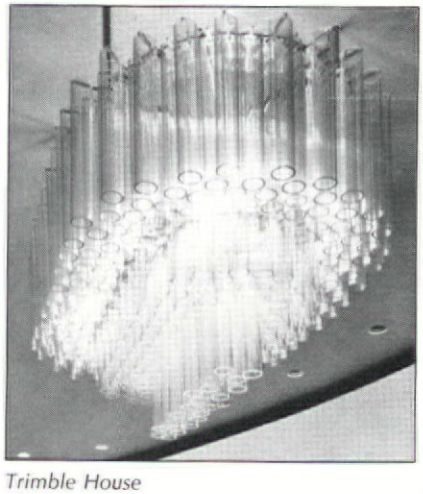
Conwed—A new fixture that combines task and ambient illumination is now available from the firm. Workstation task light supplies glare-free illumination to the worksurface while providing lower cost total area lighting. **Circle No. 217.**

Nessen Lamps—New, energy-saving fluorescent lamp designed for desks and open office systems is installed directly through worksurface openings. Swing arm extends 25½ in.; reflector rotates 90 degrees. **Circle No. 218.**

Herman Miller—To meet the needs of workers who use VDTs on a regular basis, this firm developed the Critical Task Light. While eliminating veiling reflections, lamp provides output of 65 ESI footcandles. Fluorescent lamp uses 14 watts of power. **Circle No. 207.**

Litelab—LiteTrax™ linear lighting system is made from 2- by 2-in. aluminum extrusions in six lengths. Corner connectors and fittings enable construction of a variety of geometic lighting configurations for decorative or display applications. **Circle No. 203.**

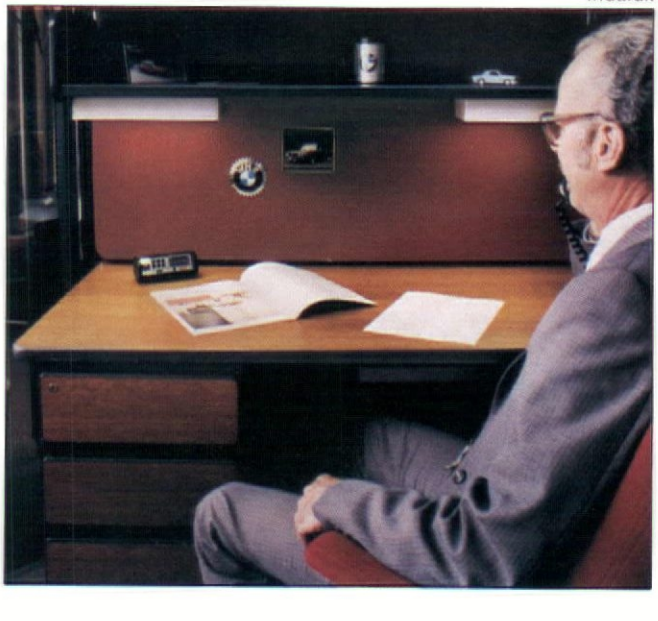
CLS



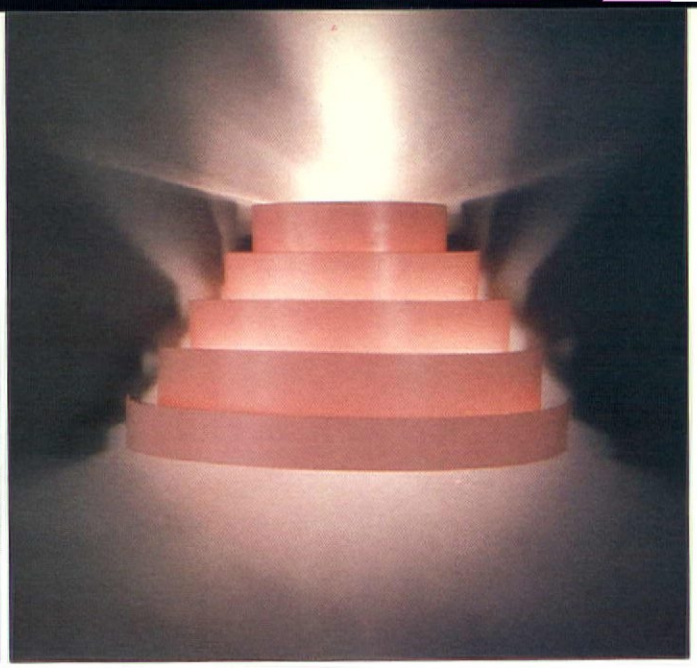
Trimble House

Koch + Lowy

Indalux



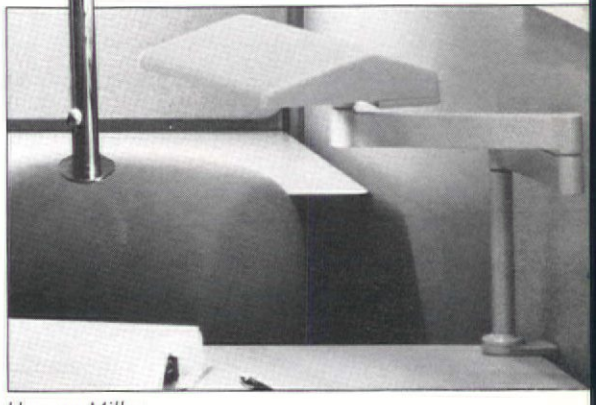
Westwood Lamps



Feldman Lighting

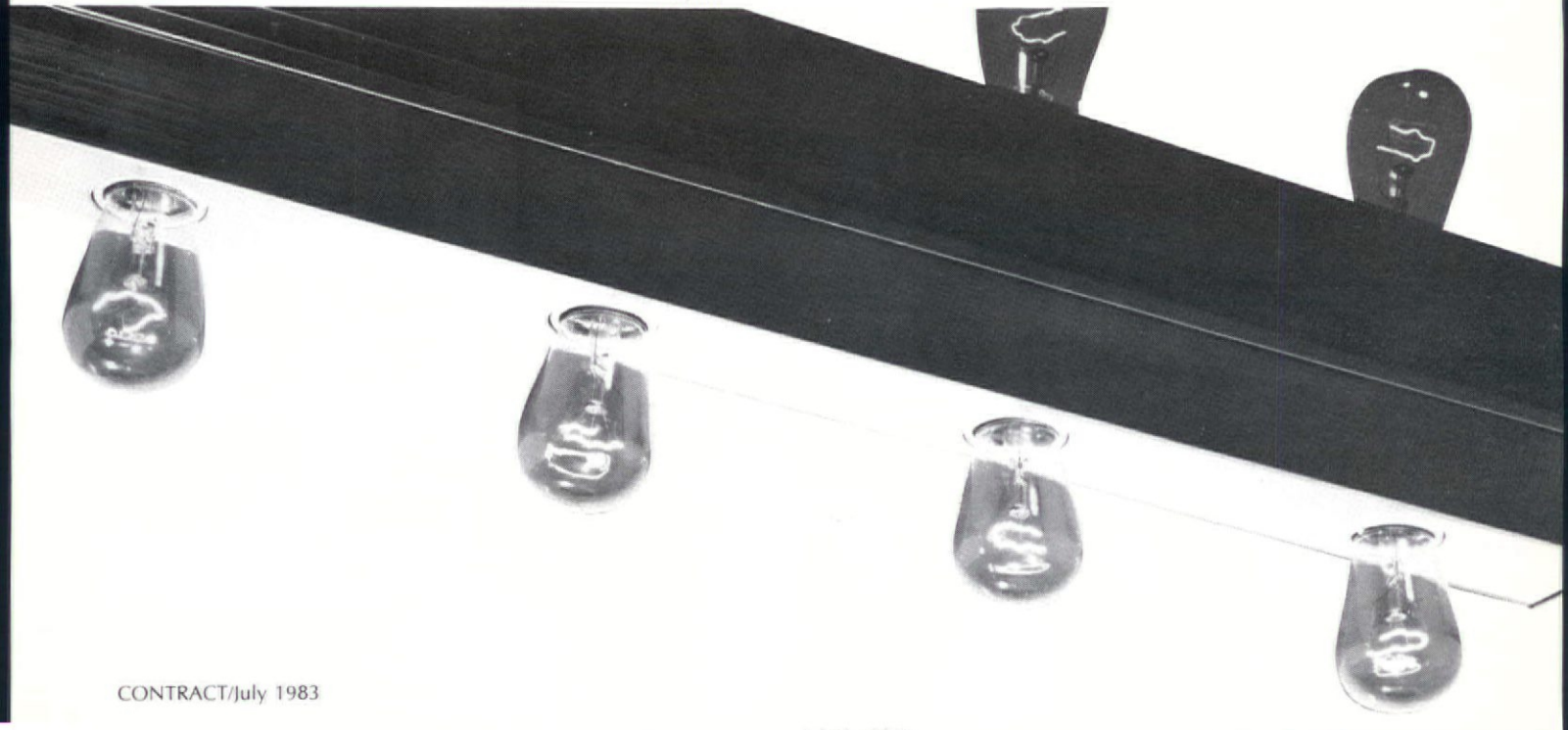
Conwed

Nessen Lamps



Herman Miller

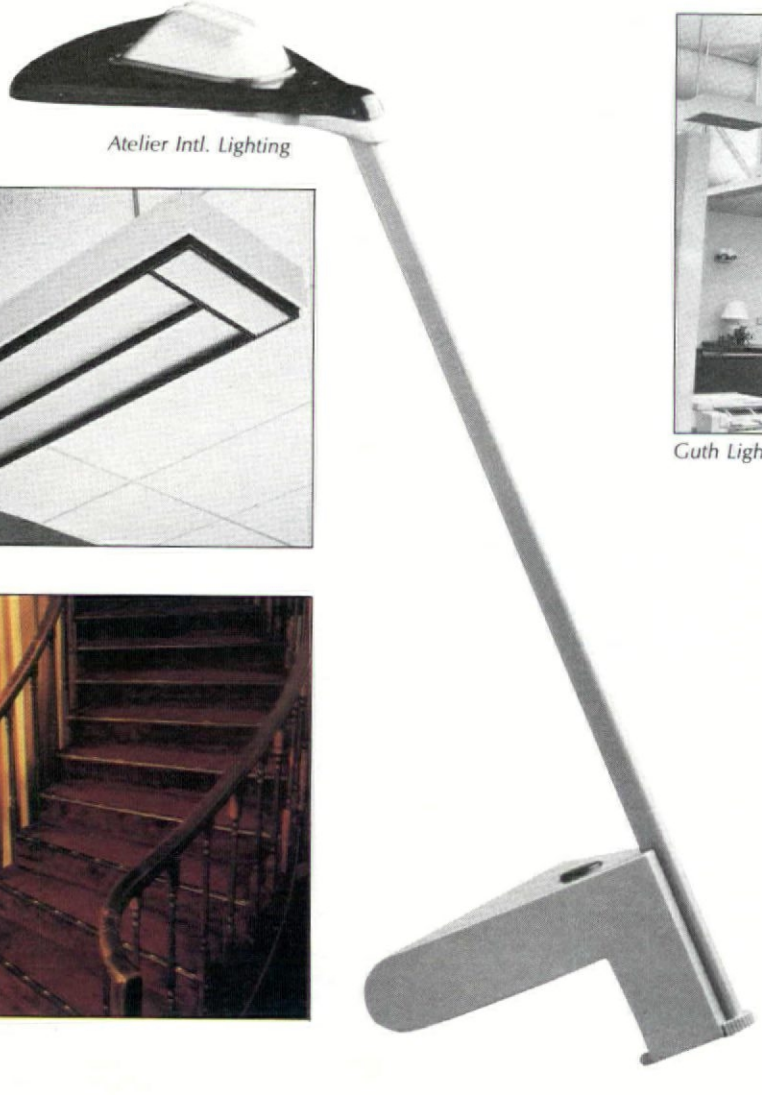
Litelab



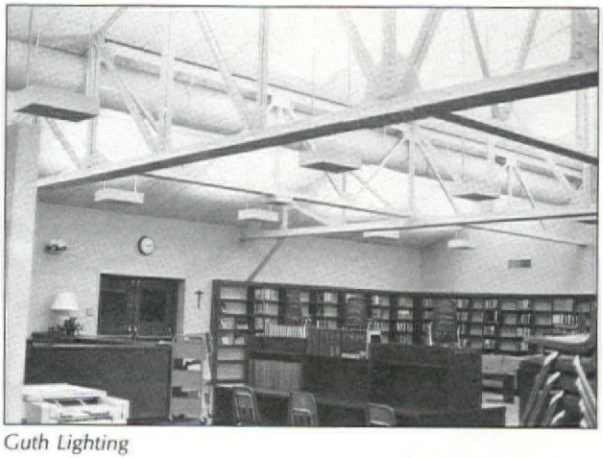
Decorative fixtures give form to this functional market

Neo-Ray

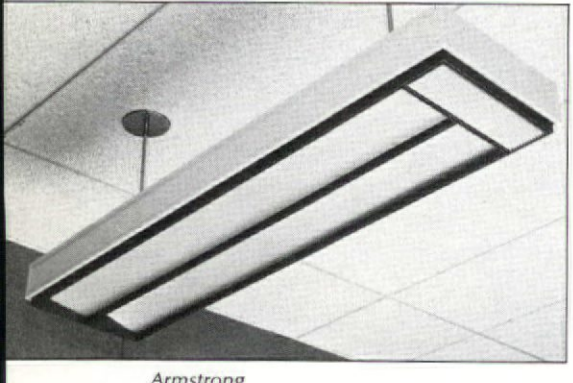
Boyd Lighting



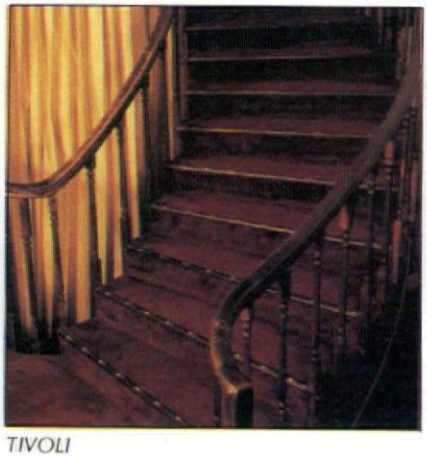
Atelier Intl. Lighting



Guth Lighting



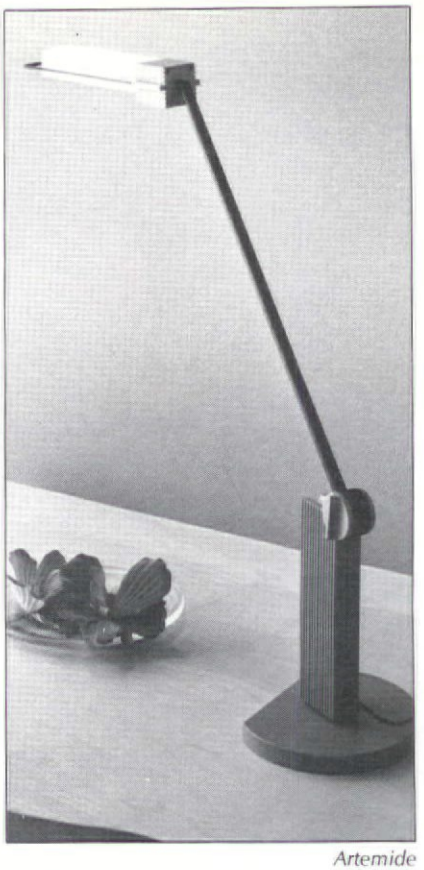
Armstrong



TIVOLI

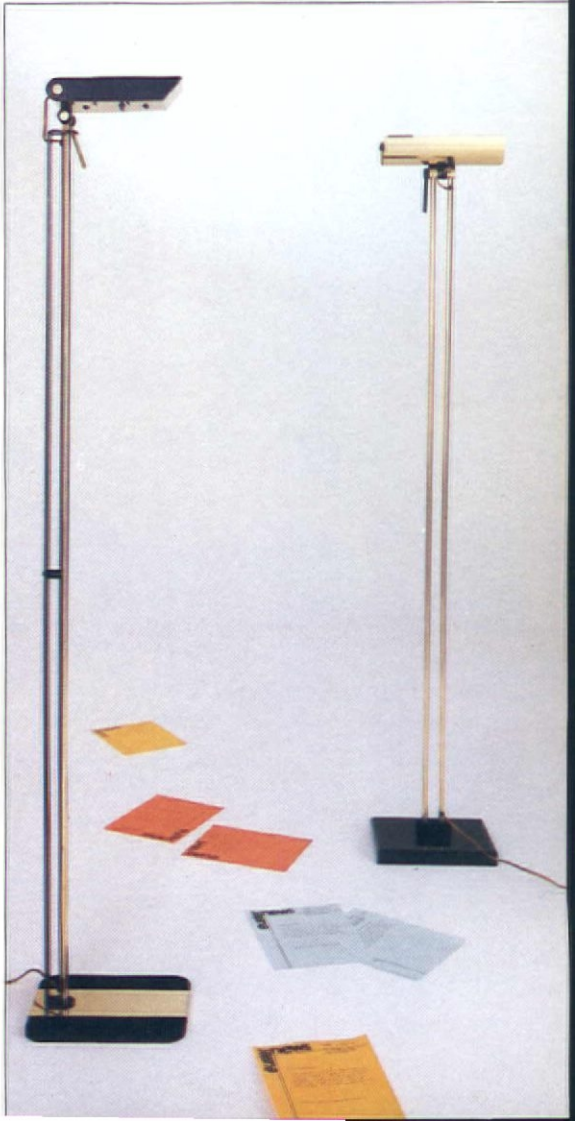
Rambusch

Georgian Art Lighting



Artemide

Euster



Neo-Ray—Trilogy illuminated ceiling systems are comprised of 3- by 3-ft., interlocking aluminum panels. Lighting is provided by firm's 24-volt Sparkle-Lamps. A variety of finishes are offered. **Circle No. 200.**

Boyd Lighting—Contributing to the redesign of San Francisco's Fairmont Hotel are 10 brass and crystal chandeliers from the firm. Each unit measures 6-ft. long with a 5-ft. diameter and is matched by half-size scounces. **Circle No. 225.**

Atelier International Lighting—Mantis task lamp can be mounted on workstations, desks, or table tops. Using a 50-watt halogen bulb, lamp is formed by two triangular units and features a metacrylate visor that diffuses light upward while illuminating work surfaces. **Circle No. 212.**

Armstrong—A pendant-mounted light fixture wth permanent stems and canopies is a new introduction. Available in both white and chrome finishes, Trackless Tascon fixture is a permanently mounted version of firm's movable Tascon System. **Circle No. 214.**

Guth Lighting—Christian Brothers College High School gymnasium, St. Louis, Mo., features glare-free lighting from the firm. A total of 24, symmetric, indirect, light reflection units using 400-watt Metal Halide bulbs are suspended 9 ft. from the floor and provide uniform light distribution without glare. **Circle No. 221.**

Rambusch—Model TF-360 wall urn has concentric louvers that allow 80 percent of upward light to pass through without creating hot spots on ceilings. Featuring spun-aluminum bowls and louvers and a cast-aluminum bracket, unit is a reproduction of a popular 1930s Art Deco fixture. **Circle No. 224.**

TIVOLI™—Carpeted or bare steps can be illuminated by this firm's Guidelights system. A range of extrusion finishes and light tube colors is available. **Circle No. 202.**

Georgian Art Lighting—Imported lighting designs are of cased-opal, green glass suspended from a solid brass shaft. Three-light system is 50-in. wide and 14-in. high. **Circle No. 226.**

Euster Furniture—Zonca lighting is a recent addition to firm's contract product offerings. Brass or chrome floor lamps have marbleized bases and black trim. **Circle No. 201.**

Artemide—Fully adjustable Alistro task lamp consumes 11 watts of power yet provides output equivalent to a 70-watt incandescent bulb. Lamp has die-cast base and swiveling vertical support. Diffuser housing is made from opaline thermoplastic. **Circle No. 208.**

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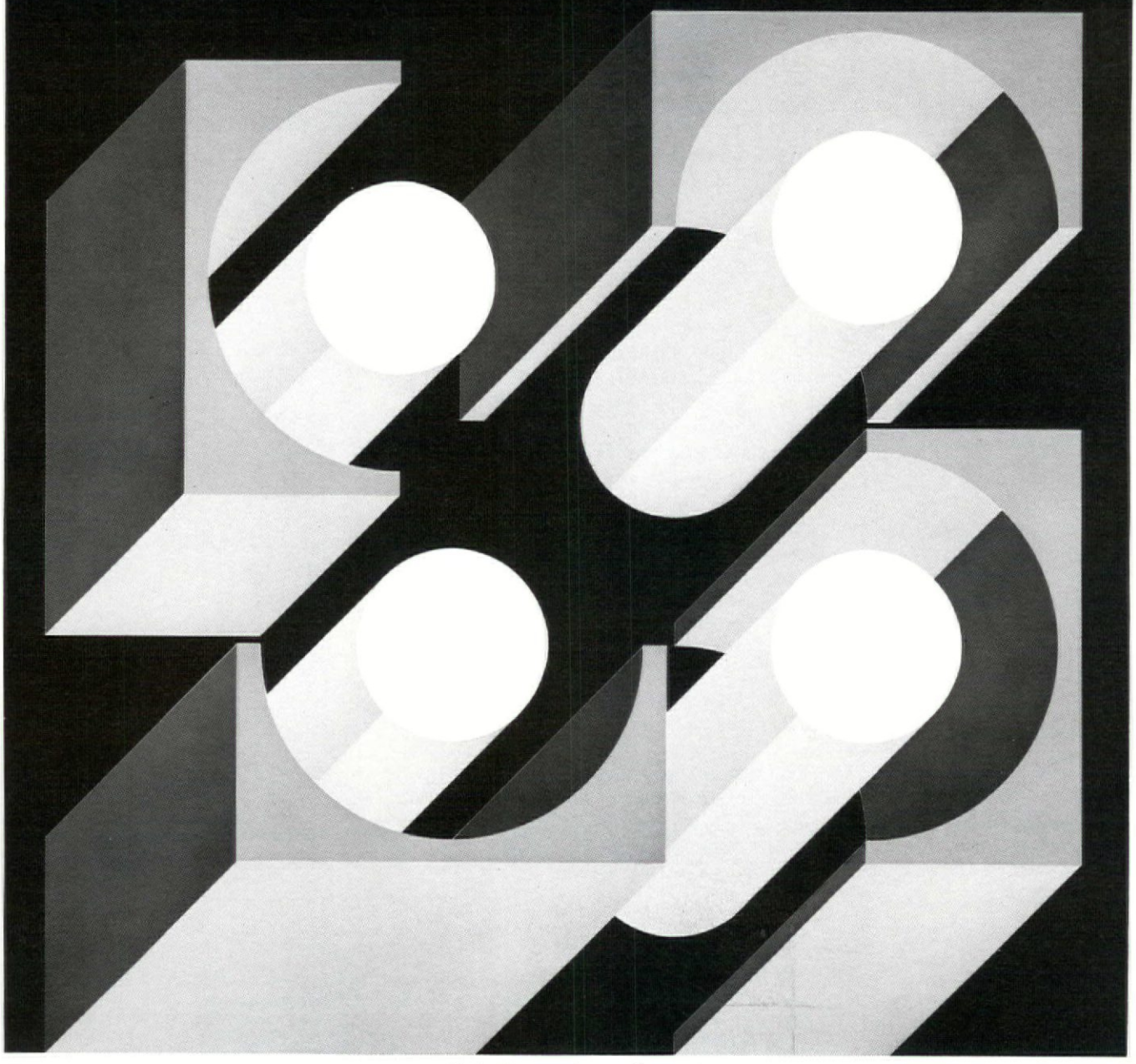


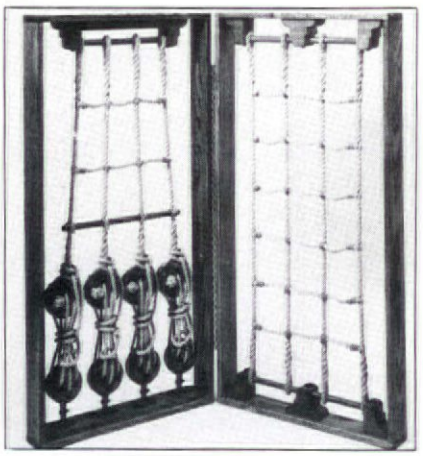
Circle 68 on reader service card

Upholstered chairs are high on comfort

Castelli—Proportionally scaled low-back chair is high on comfort due to injection-molded seat and back units. Also available in high-back and swivel-tilt models, units are flexible flame-retardant polyurethane foam over molded plywood and steel shell. Chairs are fully upholstered and have adjustable five-star base with casters or glides. Called "DF," chairs are offered in textiles and leathers. **Circle No. 331.**

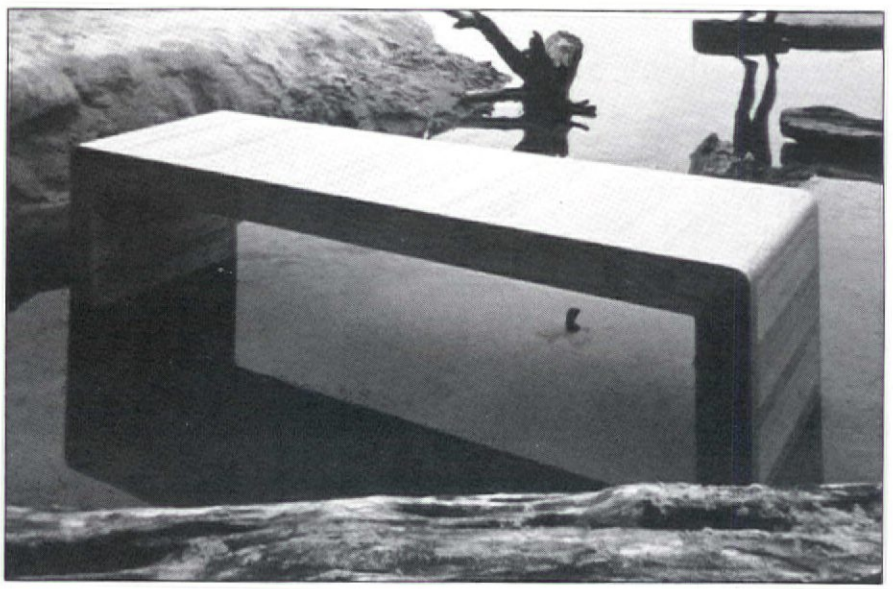
Standard luminaries fit cellular ceiling

Intalite Louvers and Ceilings Inc.—Professor Robert Heritage of The Royal College of Art, London, has designed the first cellular ceiling to accommodate standard-size luminaries without cutting the ceiling. The Aspect Ceiling/Lighting System also features relocatable downlighting units, adjustable accent lights, and wall washers. **Circle No. 327.**



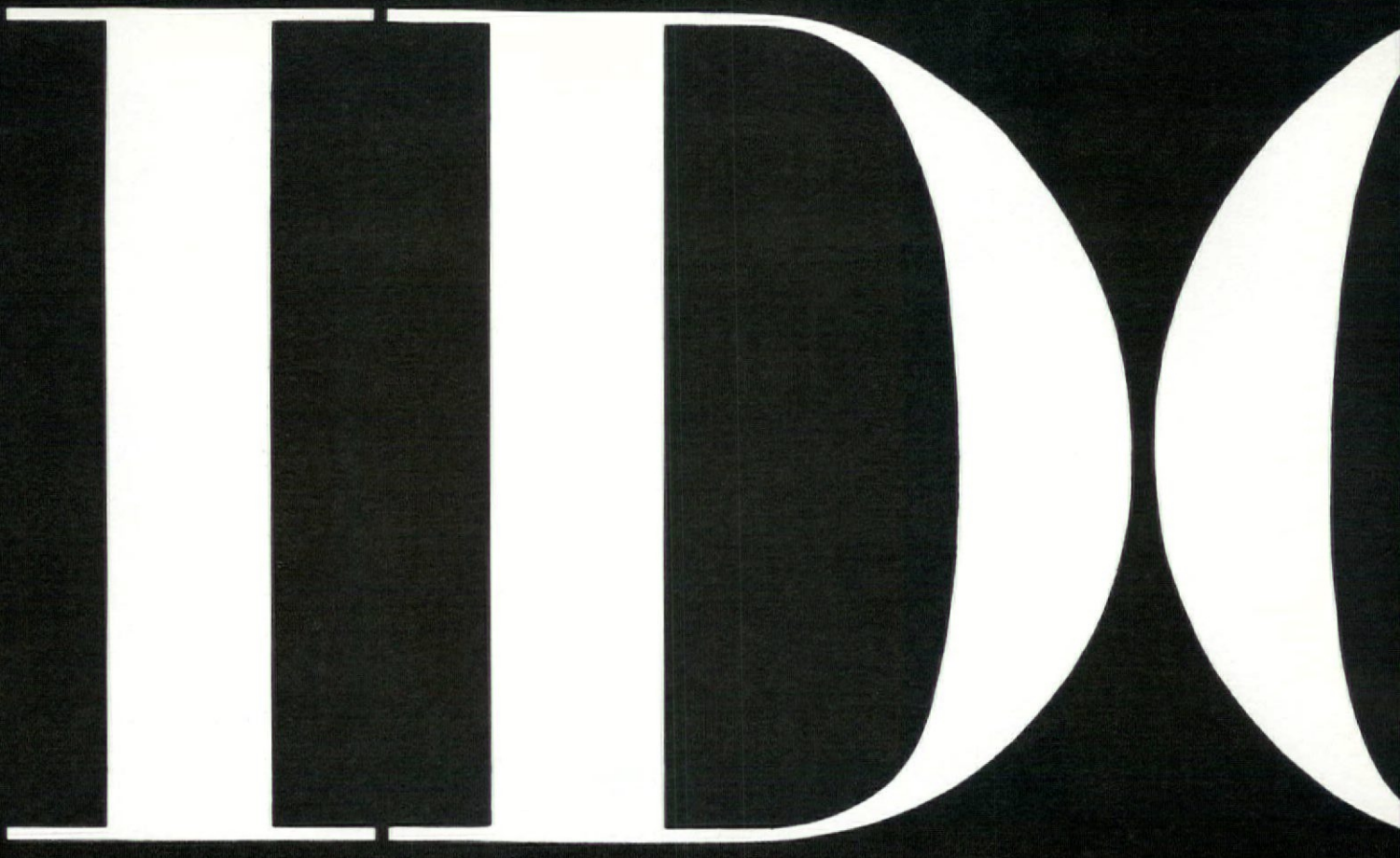
Hand-made dividers sport nautical theme

Mid Channel Design And Manufacturing—Hand-made room dividers feature authentic "Bristol-Fashion" rigging of manila or poly line, designed for custom specifications. Units are also available in oak-framed sections with wooden oars. **Circle No. 323.**



Joinery combined in solid oak bench

Landscape Forms Inc.—Alameda™ solid oak seating combines horizontal and vertical joinery in intricate design. Unit with softly rounded corners is suited to any public seating application. **Circle No. 332.**



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Developer: Lazard Development Corporation

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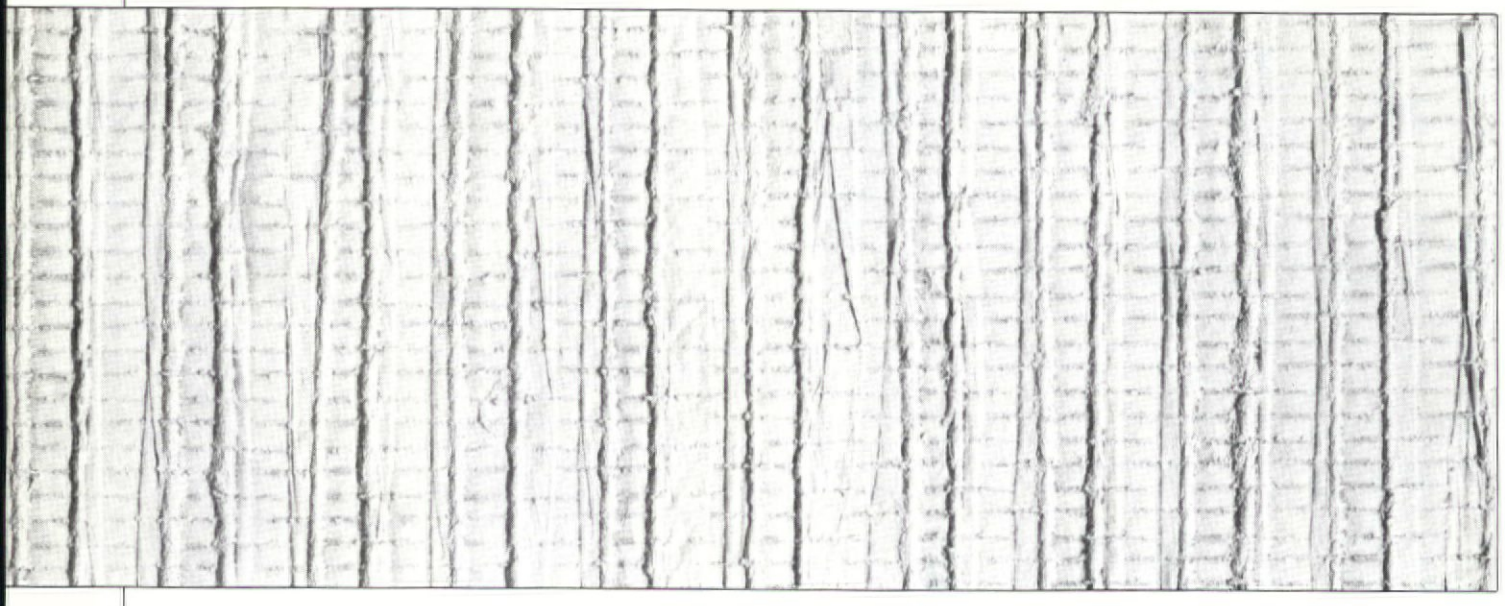


Metal suspension standard on desks

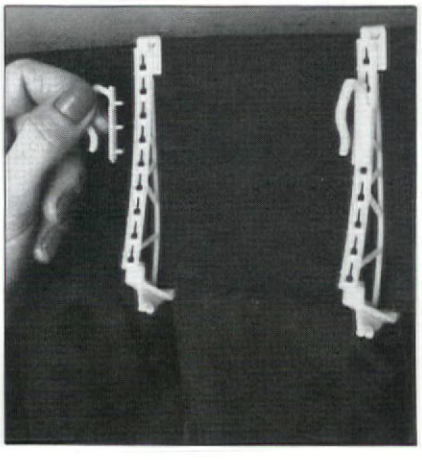
Executive Furniture Inc.—"Cosmos" series desk line is offered in medium oak on a high-pressure laminate surface. Unit is equipped with metal suspension and full-extension file drawers with double capacity. Brushed brass reveal accents working and approach views of the desk. **Circle No. 328.**

Grass-look vinyl is scrubbable

Wallmates Vinyls Inc.—Vertical grass-effect wallcovering is available in 54-in. widths. Product meets all CCC-W-408A requirements and is stocked in Type II, 21-oz. on Osnaberg. Embossed in 16 natural tones, item is called "Oasis" and is strippable and scrubbable. **Circle No. 322.**

Protect surfaces with planter mats

Plantscape Accessories—Protect furniture and floors with "Pleximats," clear acrylic mats designed to eliminate condensation under planters. Material is impervious to continuous condensation, allowing free air flow. Pillar legs or cap-leg styles are available in a variety of diameters. Quick delivery is offered. **Circle No. 324.**



Drapery systems adjust for installation

Hang-Well System—Nylon-formulated drapery hook system allows full adjustability. System is permanent and may be washed or dry-cleaned. Rustproof product will not damage fabric. System is available through Richard Ryan & Associates Inc. **Circle No. 325.**

10 years ago, lighting energy costs didn't affect the bottom line.

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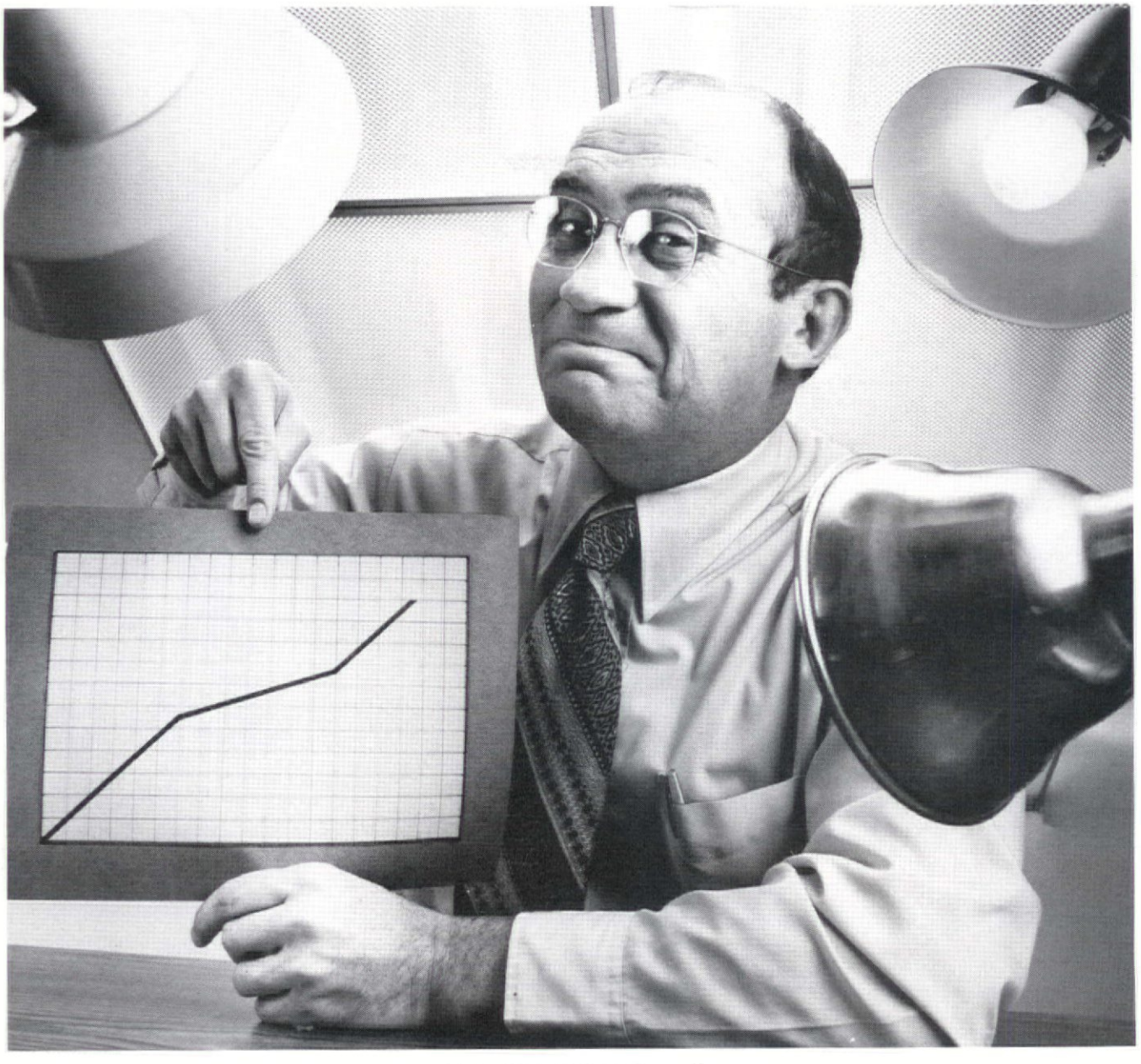
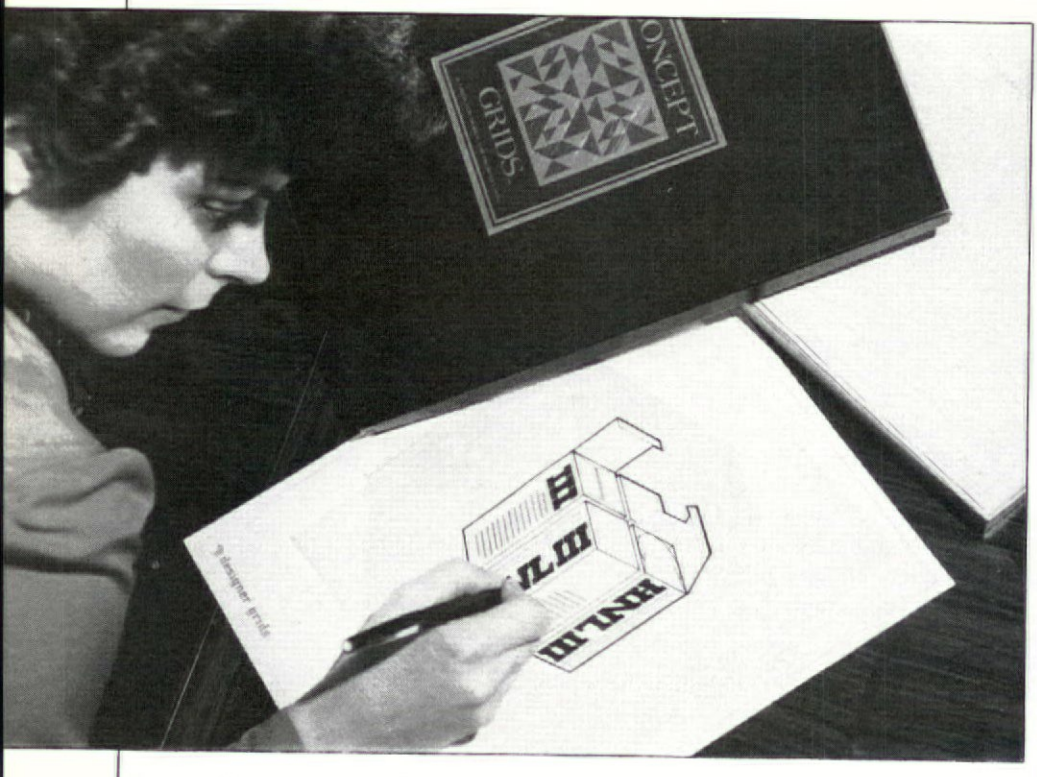


Circle 70 on reader service card



Designer grids permit flexibility

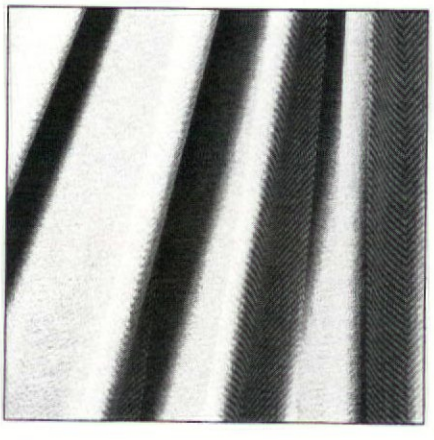
Kleidon & Associates—Concept Grids permit planning flexibility in a smaller size than the firm's Designer Grids line. Drawings now fit opaque and transparent drawing projectors. Sturdy storage box and convenient size allow transport of grids on location. **Circle No. 330.**

Achieve elegance with linen shade

Brayton Accessories Collection—"Fourum" light has white or beige linen shade over metallic base. Pleated shade is also offered. Various heights are available, as is mirror-polished chrome dome. **Circle No. 329.**

Scandinavian style is light & airy

Wiremasters Inc.—The Scandinavian-influenced light and airy look of metal chairs and tables is deceptive for welded construction in rugged and durable solid steel. Chrome, brass, and white finishes are offered. Balanced design prevents tipping. **Circle No. 334.**



Flame-retardant fabric gives shadowy illusion

Richard W. Muller—Flame-retardant fabric is 48-in. wide and woven of 70 percent Verel/30 percent Viscose. Two combinations of neutral colors are offered from stock, and custom colorations are available. Pattern "Tosca" gives a shadowy effect. **Circle No. 326.**

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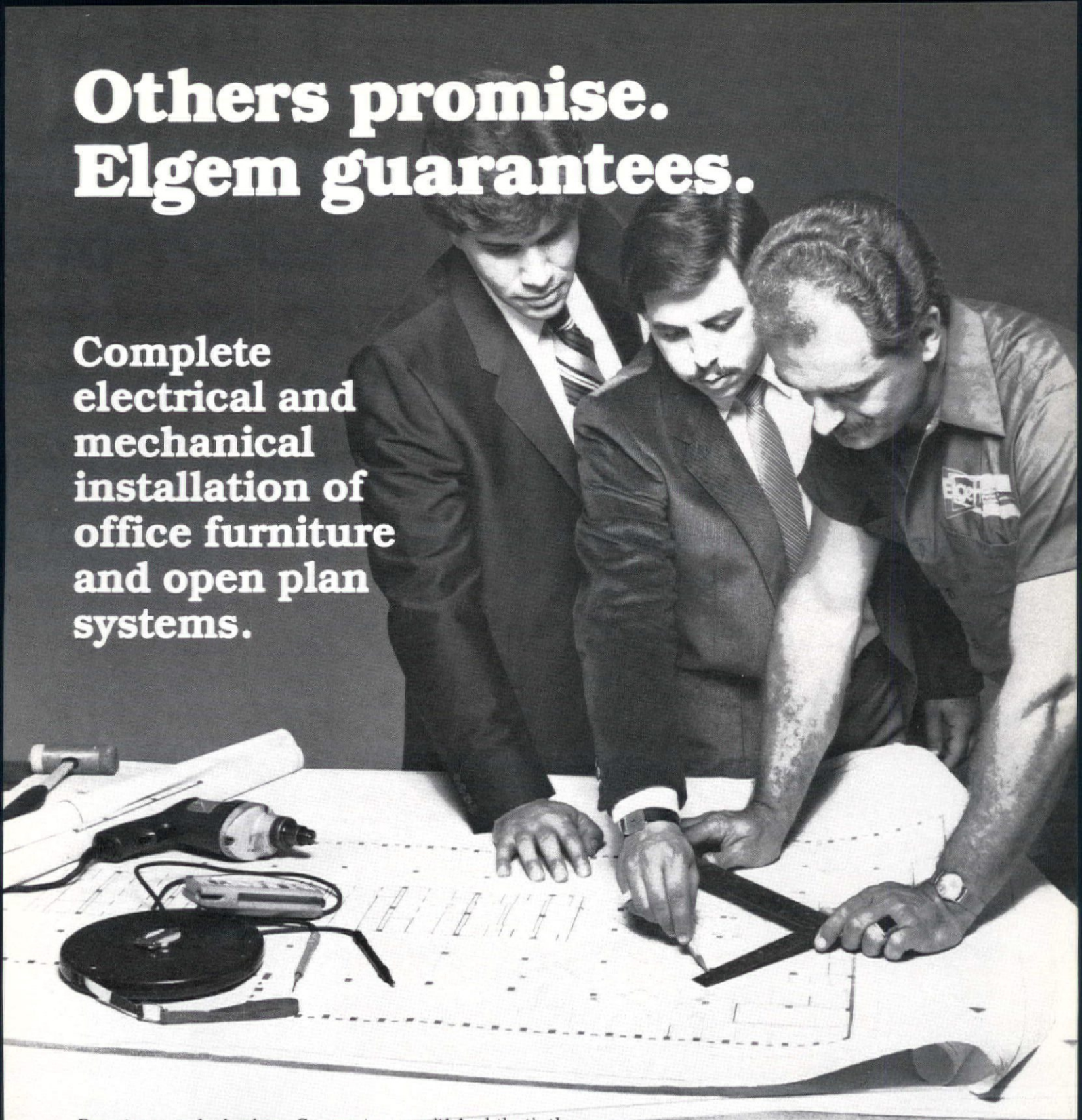

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Circle 69 on reader service card

BEDS FOLD UP FOR MULTI-FUNCTION SPACES

Sico Incorporated manufactures convertible wall beds to achieve multi-function space in hospitality installations. Beds are available in twin, double, queen, and extra-long double and queen sizes in the U.S. and eight other countries. Units permit greater flexibility and profitability for hospitality establishments. **Circle No. 353.**

AUDIENCE CHAIRS STACK UP

"Fasto-Flex" audience chair series from **CADO** is designed by Farstrup Stolefabrik. Chairs are stackable and available with or without armrests. **Circle No. 374.**

MAKULIK DESIGN GRACEFULLY HANDCRAFTED

Lightly scaled all-wood contemporary chair is handcrafted. Design is by Bernd Makulik for **Monel Contract Furniture Inc.** Back frame curves to form arms which fit easily under tabletops. "Nicole" is offered with wood slat or natural cane back in a variety of finishes. Upholstery is the firm's leather, fabric, or COM. **Circle No. 336.**

Circle 73 on reader service card

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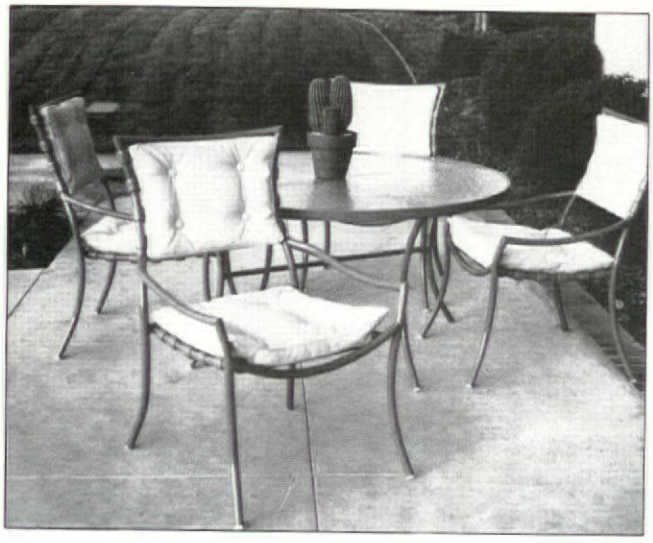
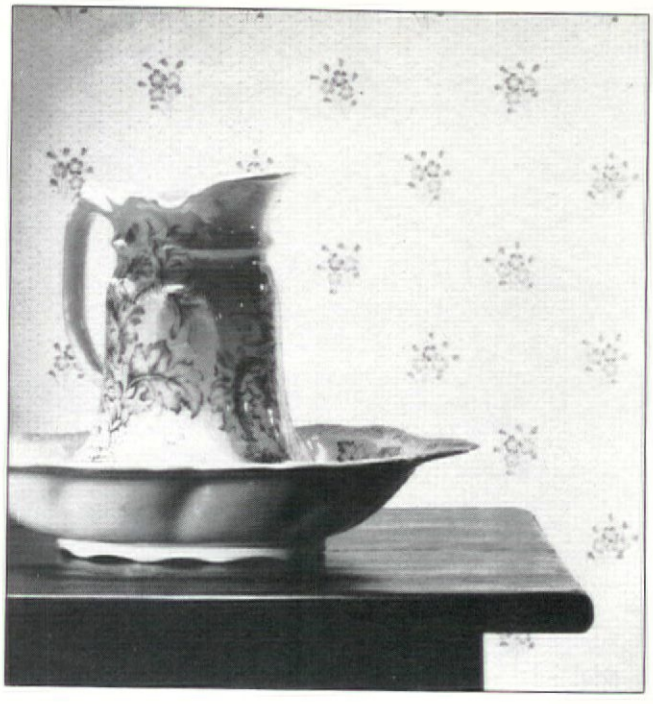


CHAIRS CURVE FOR MORE COMFORT

Outdoor seating from **Tropitone** features curved design that adds comfort. Cushions are contoured to fit seat and back. **Circle No. 375.**

STEEL BASE ADAPT SEATING FOR CONTRACT USE

Minotti collection from **Paul Assoc.** features softly upholstered seating set on steel bases that makes designs suitable for contract interiors. Upholstery choices include leather, suede, and a variety of fabrics. **Circle No. 376.**



WALL-TEX MINIATURES COORDINATE EASILY

New wall patterns from **Wall-Tex®** Miniatures II collection coordinate easily with other patterns and solids. Most wallcoverings have companion fabrics. Made of vinyl, the line is fully strippable. **Circle No. 344.**

ATLANTA
Mart 15F9 • ADAC 133
CHICAGO
Merchandise Mart 1783
DALLAS
World Trade Center 10010
HIGH POINT
G-664 Green Wing
LOS ANGELES
Furniture Mart 1226
NEW YORK
Furniture Exchange 901
SAN FRANCISCO
Furniture Mart 1-180

Swan Solid Brass

America's most beautiful line of solid brass beds. Most styles in twin, double, queen, and king sizes. Phone or write for full-color catalog and price list. Swan Brass Beds, 1955 East 16th Street, Los Angeles, CA 90021; (213) 748-5315. Nationwide toll-free: 800-421-0141

Circle 71 on reader service card

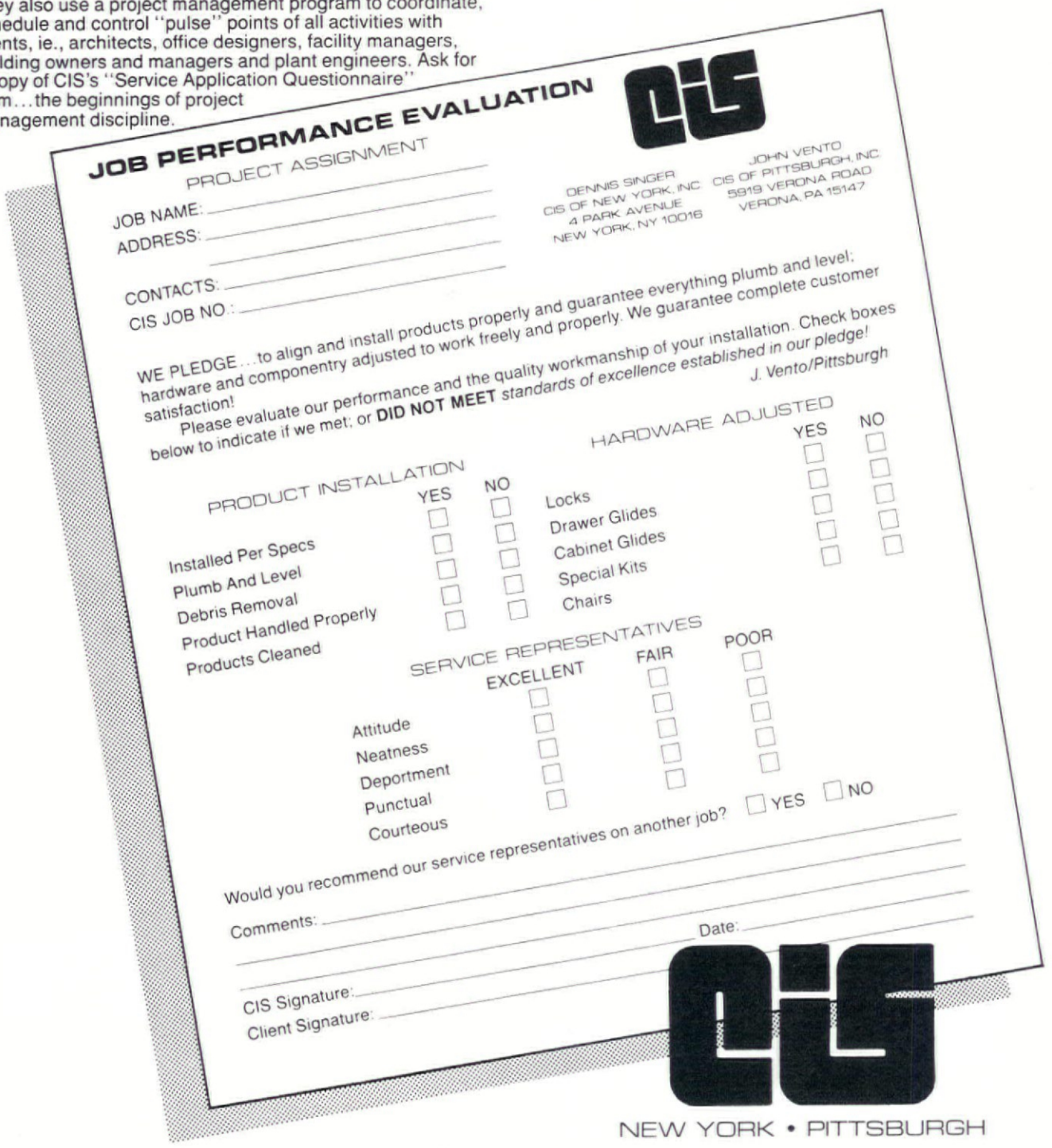
Our customers are helping us do a better job for you!

Every time CIS completes an office furniture installation, relocation or refurbishing project we ask our customer to be as critical as possible of our job performance. On our unique Job Performance Evaluation Form, our customers evaluate and comment on every aspect of workmanship, attitude and deportment of the CIS foremen and crew. This evaluation helps us to create and maintain the most productive and cost-effective installation system in the industry—and guarantees you complete customer satisfaction. Clients who really want quality workmanship... will love this system.

CIS service people are committed to maintain high standards of excellence. The pride they take in their performance assures you that your project will be handled in a professional manner and will meet your office schedules. They also use a project management program to coordinate, schedule and control "pulse" points of all activities with clients, ie., architects, office designers, facility managers, building owners and managers and plant engineers. Ask for a copy of CIS's "Service Application Questionnaire" form... the beginnings of project management discipline.

CIS also maintains an up-to-date library on all aspects of office planning—state-of-the-art information available to you just for the asking by putting your name on our computerized mailing list.

For your next office installation, refurbishing or moving project—for single-source project responsibility—or to receive valuable information on a regular mailing basis, contact CIS. In the Great New York City area, call or write Dennis Singer at CIS of New York, Inc., 4 Park Avenue, New York, NY 10016; telephone 212/683-3233. For all other nationwide locations, call or write John Vento at CIS of Pittsburgh, Inc., 5919 Verona Road, Verona, PA 15147; telephone 412/793-6659.



JOB PERFORMANCE EVALUATION

CIS

DENNIS SINGER
CIS OF NEW YORK, INC.
4 PARK AVENUE
NEW YORK, NY 10016

JOHN VENTO
CIS OF PITTSBURGH, INC.
5919 VERONA ROAD
VERONA, PA 15147

PROJECT ASSIGNMENT

JOB NAME:
ADDRESS:
CONTACTS:
CIS JOB NO.:

WE PLEDGE... to align and install products properly and guarantee everything plumb and level; hardware and componentry adjusted to work freely and properly. We guarantee complete customer satisfaction!

Please evaluate our performance and the quality workmanship of your installation. Check boxes below to indicate if we met; or **DID NOT MEET** *standards of excellence established in our pledge!*

J. Vento/Pittsburgh

PRODUCT INSTALLATION	YES	NO
Installed Per Specs	☐	☐
Plumb And Level	☐	☐
Debris Removal	☐	☐
Product Handled Properly	☐	☐
Products Cleaned	☐	☐

HARDWARE ADJUSTED	YES	NO
Locks	☐	☐
Drawer Glides	☐	☐
Cabinet Glides	☐	☐
Special Kits	☐	☐
Chairs	☐	☐

SERVICE REPRESENTATIVES	EXCELLENT	FAIR	POOR
Attitude	☐	☐	☐
Neatness	☐	☐	☐
Deportment	☐	☐	☐
Punctual	☐	☐	☐
Courteous	☐	☐	☐

Would you recommend our service representatives on another job? ☐ YES ☐ NO

Comments:

Date:

CIS Signature:

Client Signature:

CIS

NEW YORK • PITTSBURGH

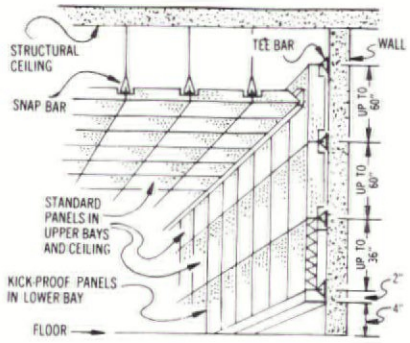
Circle 72 on reader service card

Circle 75 on reader service card

ACOUSTICAL

ALUMINUM FLUSH PANELS FOR WALLS AND CEILINGS

- Removeable panel for easy accessability.
- Flush wall surfaces do not pick up dirt easily.
- Lower wall surfaces resistant to abuse.
- Entire areas washable. To clean, sponge or hose down.



SOUND ABSORPTION COEFFICIENTS (ASTM C423-77)

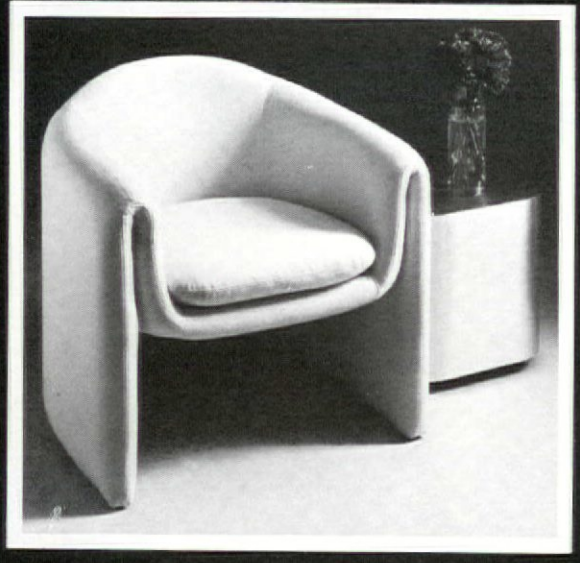
PAD	THICKNESS	MOUNTING
Fiberglass Sealed in PVC	1½" - ¾ lb. density	7

125 Hz	250 Hz	500 Hz	1000 Hz	2000 Hz	4000 Hz	N.R.C.
.96	.90	.76	.91	.78	.59	.85

Supplied in several finishes and colors as well as baked white enamel. Refer to SWEET'S CATALOG Section 9.1/Si

SIMPLEX CEILING CORP.
50 HARRISON ST., HOBOKEN, N.J. 07030 • PHONE (212) 349-1890

Sales "Reps" needed—Write to Simplex for information



South Coast

SOUTHEAST WHOLESALE FURNITURE COMPANY
P.O. Box 14104 • 764 Miami Circle, N.E. • Atlanta, Georgia 30324
ADAC • 351 Peachtree Hills Ave • Suite 101 • Atlanta, Georgia 30305
(404)262-1002 • WATS 1-800-241-3404/Georgia 1-800-282-6662

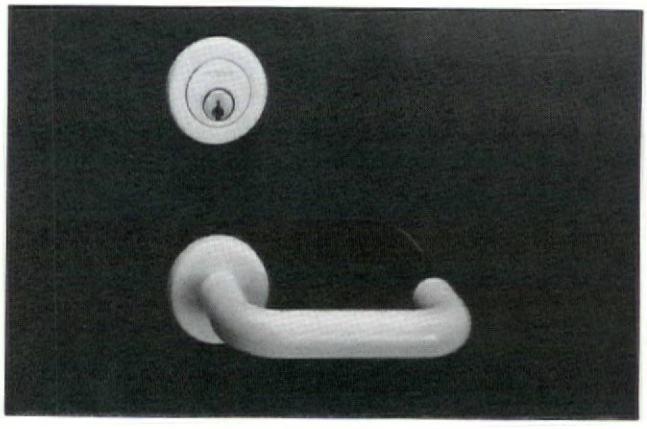
To The Trade Only iF NHFL

Circle 76 on reader service card

PRODUCTS & SERVICES

CONSERVE ENERGY WITH LOW-VOLTAGE EXIT SIGNS

Low voltage exit signs from **McPhilben Lighting** are offered in two models for universal installation. Housing is precision-molded Noryl N190 flame-retardant grade resin with 6-in. stencilled letters. Signs are UL listed. **Circle No. 349.**



LEVERS OFFERED IN NYLON & STAINLESS STEEL

Nylon and stainless steel lever handles that are compatible with all major mortice locks and latches are available with tubular latchsets from **Forms & Surfaces**. Smooth, durable handles are resistant to dirt, static, and most chemicals and corrosive elements. Handles are offered in a variety of fade-resistant colors **Circle No. 371.**

COTTON-COVERED CUSHIONS ACCENT FIR FURNITURE

Casual furniture from **Olof Malmlof & Associates** has cotton-upholstery cushions offered in a range of colors. Fabric is water repellant. Constructed of fir, furniture is weather-treated for durability. **Circle No. 342.**

ANNOUNCING THE MOST PRESTIGIOUS PRODUCT DESIGN COMPETITION YOU CAN ENTER.

IBD PRESENTS

THE 1983 PRODUCT DESIGN COMPETITION

THE 1983 PRODUCT DESIGN COMPETITION

Sponsored by

IBD

Institute of Business Designers.

and

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

PURPOSE

To recognize outstanding innovation and exceptional design achievement in contract and commercial furnishings and related items of manufacturers and their product designers.

ENTRANTS

All manufacturers of contract commercial furnishings and related items introduced within the past year.

RECOGNITION

- Awards will be presented at the Plaza Hotel in New York City, planned to coincide with Designer's Saturday.
- *Contract* Magazine will feature the winners of the Product Design Preview in their November issue. The Grand Prize winner will be featured in color on the front cover.
- A bound reprint of the *Contract* Magazine coverage will be distributed to all members of the Institute of Business Designers.
- The Institute will publicize the Competition winners and the products in the National Office during NEOCON activities.
- A multi-media featuring the winning products will be circulated among the Institute's chapters and utilized in nationwide IBD programs.

RULES FOR ENTRY

1. Only products designed for contract use that have been offered for sale from September 1, 1982 are eligible. IBD and *Contract* will rely on the personal integrity of each *manufacturer to honor this rule*. Entries are not limited in number. *No entry may win more than one award and may not be entered in more than one category*. A designer or manufacturer may enter more than one entry.
2. IBD and *Contract* Magazine are not responsible for lost or damaged designs or kits submitted, either through fire, theft or any other cause, in transit or on location at our own or any other address where the designs and kits may be judged or exhibited.
3. IBD and *Contract* Magazine reserve the right to exhibit individually or collectively for the period of one year the award winning designs at their own or other addresses that may be included in a circulating exhibition tour.
4. Decisions by the judges are final. The judges reserve the right to determine the number of awards given and may choose not to award prizes in any given category.
5. Winning entries and kits become the property of the Institute of Business Designers and *Contract* Magazine.
6. Advertising and publicity on winning designs following the initial announcement of the award winners must be confined to and specifically refer to the winning design. No publicity is to be released by a manufacturer or designer of an award-winning product prior to October 14, 1983. *Failure to comply with this rule will immediately disqualify the winner.*
7. All advertising and publicity on winning designs must utilize the approved Product Competition image and include the year of the Competition.
   Example: "1983 IBD Silver Medallion Winner."
8. Winners will be notified by phone by the week of September 15, 1983.
9. The entry kit is designed to hold up to (8) 35mm slides and (2) 8″ x 10″ photos. Full color, large format transparencies must be available upon request.
10. Deadline for receipt of completed entry kits is 5:00 p.m., September 6, 1983, at the address printed on the label provided with page two of the entry kit (IBD—1155 Merchandise Mart, Chicago, Illinois 60654.)
11. Non-winning entry kits will be returned via United Parcel Service within 90 days if a check for $20 (made payable to IBD) is clipped to this page of the entry kit.

CATEGORIES

1. DESKS & CREDENZAS
2. CASEGOODS—Library, Health Education, Industrial Education and Hospitality, Medical, Hotel applications
3. TABLES
4. FILING SYSTEMS
5. SYSTEMS FURNITURE—Any furniture consisting of movable walls and interrelated components, freestanding room dividers and partitions
6. COMPUTER SUPPORT FURNITURE—Specific equipment used in conjunction with computer and word processing systems
7. CEILING SYSTEMS
8. FURNITURE INTEGRATED/TASK/AMBIENT LIGHTING
9. PORTABLE LAMPS
10. LIGHTING—All other including ceiling, recessed fixtures and public lighting
11. CHAIRS/SPECIAL SEATING—Individual seating designed specifically for office or conference room usage, multipurpose stacking, ganging, folding, hospital, geriatric, restaurant and special usage
12. LOUNGE FURNITURE—Includes reception, modular, series seating
13. UPHOLSTERY FABRICS—Any weight, natural, synthetic fabrics including vinyl and leather
14. OTHER FABRICS—Draperies, casement, collections of coordinated fabric groupings (any weight)
15. CARPETING AND RUGS—(carpet tiles)
16. FLOORCOVERINGS—Hard surface flooring, resilient, ceramic tile, wood
17. SURFACING MATERIALS—Laminates, metals, plastics for vertical or horizontal surfaces
18. ACOUSTICAL MATERIALS AND TREATMENT
19. WALLCOVERINGS
20. DESK AND OFFICE ACCESSORIES
21. VISUAL COMMUNICATIONS AND SIGNAGE
22. NEW SPECIAL INNOVATIVE PRODUCT SOLUTION—(other items exhibiting unique application of products. Suitable for contract application)

REQUEST FOR ENTRY KIT

Forward to:
Institute of Business Designers
1155 Merchandise Mart
Chicago, Illinois 60654
312-467-1950

Category

Date product first introduced on market

Manufacturer

Address

City, State, ZIP

Name of individual submitting entry

Phone

A CHECK FOR $95 MUST ACCOMPANY EACH KIT REQUEST

To enter this competition, send a check for $95 to IBD Headquarters, 1155 Merchandise Mart, Chicago, IL 60654 for an entry kit for each product submitted.

The kit is designed to hold photographs, 35mm slides and forms for product description. No presentation boards are required.

If you wish your kit returned after the awards are made, add an additional $20.00 for each entry.

JUDGES

Orlando Diaz-Azcuy, IBD
Gensler Associates
San Francisco, California

Katherine McCoy
National President IDSA (Industrial Design Society of America)
Partner
McCoy and McCoy
Bloomfield, Michigan

Margaret McCurry, AIA
Partner
Tigerman, Fugman and McCurry
Chicago, Illinois

David F. Cooke, FIBD
Past National President, IBD
Vice President
Design Collective Incorporated
Columbus, Ohio

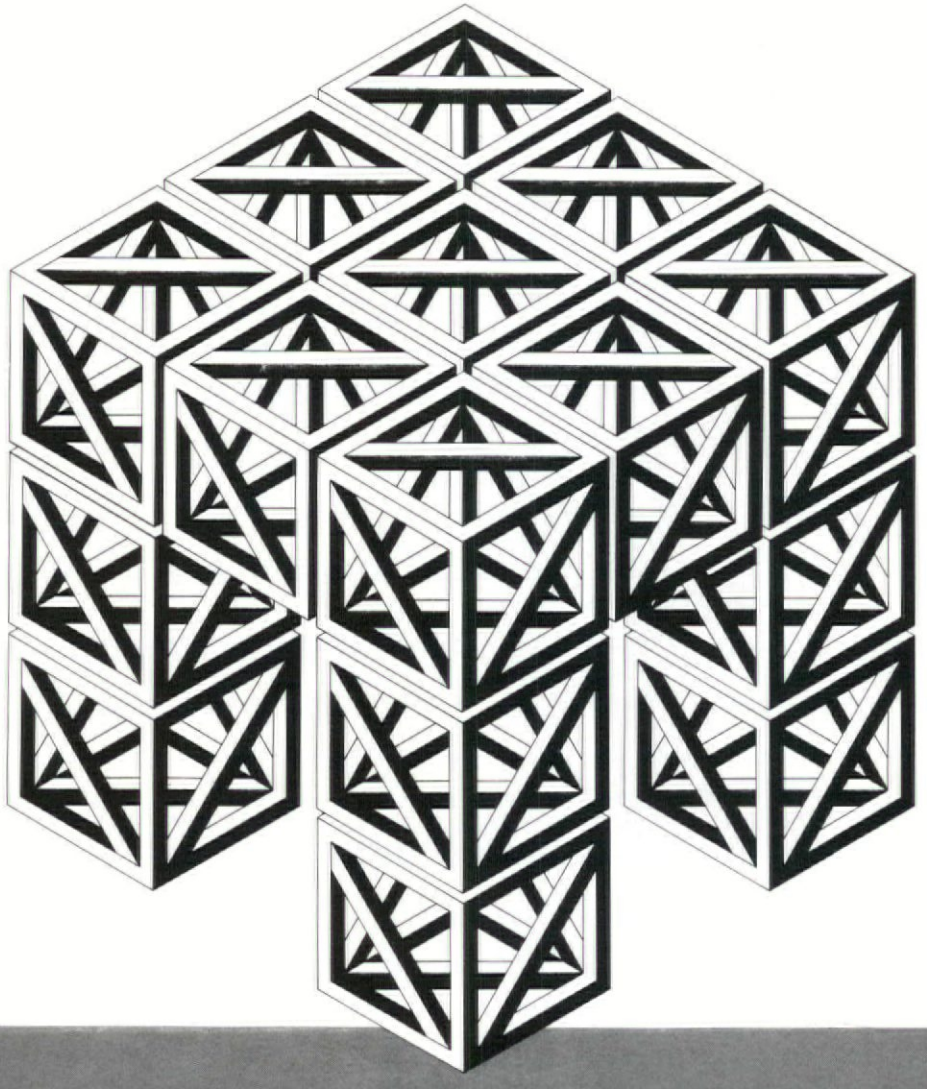
Circle 74 on reader service card

23rd ITALIAN FURNITURE EXHIBITION
8th EUROLUCE

MILAN
FAIR GROUNDS
SEPTEMBER 10/15, 1983

Concomitantly with the EIMU - 2nd International Exhibition of Office Furniture

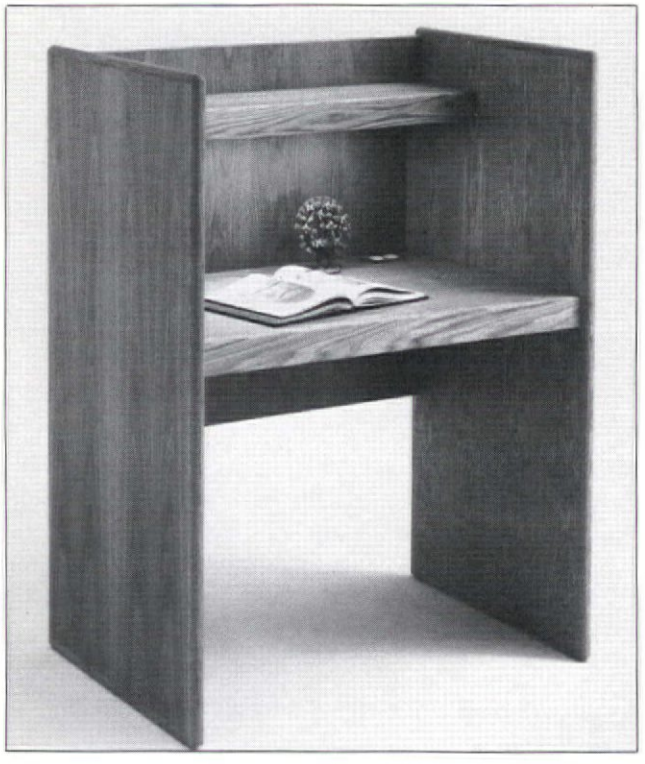
Organizers:
cosmit
Corso Magenta, 96
I - 20123 Milano
Tel.: 02/4988361
Telex: 334394 Cosmit I



Circle 62 on reader service card

CUPBOARD BLENDS FRENCH & IRISH STYLING

French fabric adds a continental touch to the interior of this 19th century Irish food cupboard from **Mike Bell Antique Showrooms**. Made from stripped pine, unit measures 73- by 49- by 18-in. **Circle No. 372.**



FULL RADIUS END PANELS SOFTEN CARREL DESIGN

Full radius end panels soften the traditionally hard-edge look of study carrels. "R/Series" units from **Design Group Inc.** are available in multiple configurations with options such as task lighting and outlets. **Circle No. 373.**

Spanjer offers a complete line of open plan signing modules... six systems, each complete with wall and ceiling units.

1. **Changeable Plaque System (CPS)***
2. **Applied Copy System (ACS)***
3. **Changeable Copy Insert System (EGS)**
4. **Framed Plaque System (FPS)***
5. **Message Insert System (MIS)***
6. **Raised Image System (RIS)**

*All available with sub-surface copy.

WALL UNITS		SYSTEM DESIGNATION					
NO.	Height x Length	1	2	3	4	5	6
101	2 1/16" x 9⅛"	•†	•†	•†	•	•	•
102	4½" x 9⅛"	•†	•†	•†	•	•	•
103	9⅛" x 9⅛"	•†	•†	•	•	•	•
104	4½" x 4½"	•†	•†	•	•	•	•
105	2 1/16" x 4½"						•
106	4½" x 18⅜"	•†	•†	•†	•	•	•
107	2 3/16" x 18⅜"	•†	•†	•†	•	•	•
CEILING UNITS							
108	6" x 48"	•†	•†	•†	•	•	•
109	9⅜" x 48"	•†	•†	•†	•	•	•
110	13" x 48"	•†	•†	•†	•	•	•
111	13" x 24"	•†	•†	•†	•	•	•

†Available with radius corners. Square corners standard.

Write on your letterhead for the new AS-82 catalog.

Spanjer

Spanjer Brothers, Inc.
1160 North Howe Street
Chicago, Illinois 60610
312-664-2900

Circle 77 on reader service card

Announcing a New
West Coast market
for the commercial design industry

CALICON

The California Contract Show
September 11-13, 1983

at the Western Merchandise Mart
in San Francisco!

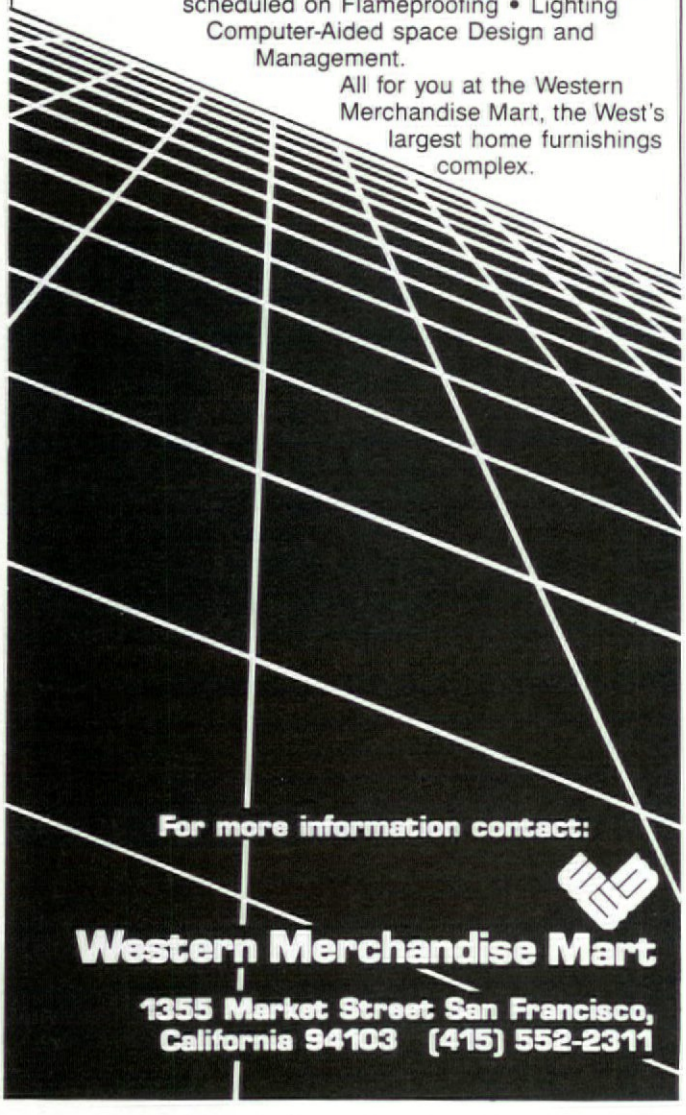
Facility and Space Planners, Key Specifiers,
Architects, Interior Designers

CALICON is a market geared directly to your needs. Whether your interest is in office landscapes, hospitality installations or health care facilities, CALICON has something valuable for you.

CALICON EXHIBITS offer quality merchandise in everything from flooring to furniture!

CALICON TECHNICAL WORKSHOPS are scheduled on Flameproofing • Lighting Computer-Aided space Design and Management.

All for you at the Western Merchandise Mart, the West's largest home furnishings complex.



For more information contact:

Western Merchandise Mart

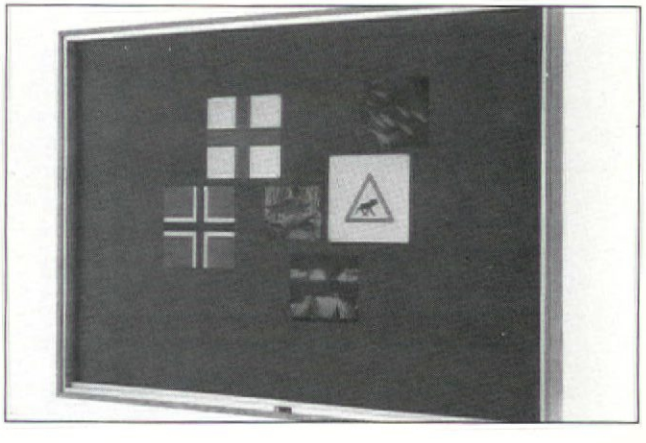
1355 Market Street San Francisco,
California 94103 (415) 552-2311

Circle 64 on reader service card

PRODUCTS & SERVICES

MINNESOTA MANUFACTURER EXPANDS WITH CHAIRS

Viking Acoustical Corporation, Lakeville, Minn., has expanded its line of silencers and office furniture to include ergonomic seating. Euro/Chair is designed and manufactured in conjunction with a leading European concern. Unit features five-star caster base, gas lift, adjustable seat and backrest, and optional padded armrests. **Circle No. 343.**

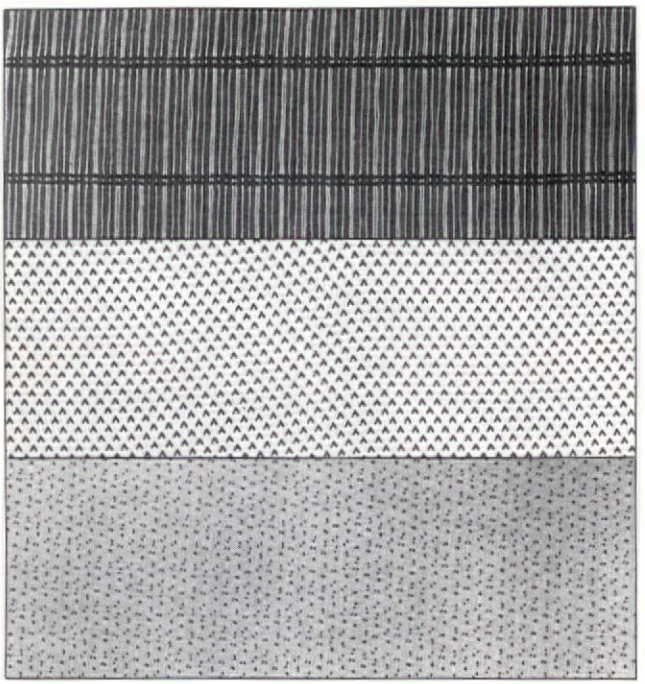


NATURAL OAK, MITERED CORNERS ACCENT BOARD

No. 310 bulletin board cabinets from **Claridge** have high-quality construction of natural oak with mitered corners. Inside case depth is 1-in. Sliding glass door shoe, channel, and track are heavy-gauge extruded aluminum. A wide range of sizes are offered. **Circle No. 341.**

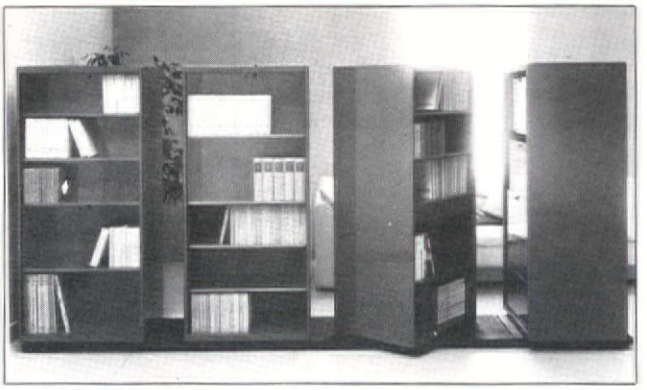
LAMINATE ELIMINATES UNWANTED STATIC

Formica® brand anti-static laminate has been introduced for application in electronics, computer, and healthcare industries, or wherever static electricity is a problem. By adding a conductive layer within the laminate, static charges spread evenly over the conductive plane and are directed to the ground. Anti-static laminate variety is offered in the 72 colors of the Color Grid™ system **Circle No. 350.**



WALLPAPER OFFERED IN TRIO OF DESIGNS

"Striped" (top) and "Petite Point" (center) are Cindi Mufson's designs for the Make Mine Country collection by **Design Printery**. "Oats" (bottom) is a multi-colored, flecked abstract which comes in a variety of colorways. **Circle No. 338.**



STORAGE UNITS DOUBLE STANDARD CAPACITY

Cini Boeri's "Double Face" storage system from **Beylerian Limited's** Arflex Collection doubles standard storage space of one-sided units. Item is available in open version or with vertical sliding glass doors. Filing cases are constructed of wood, and are offered in natural walnut veneer or lacquer finishes. Shelf width differs on each side. **Circle No. 356.**

SISAL IS NOW IN EASY-TO-INSTALL SIZES

Importex now offers 9-ft. sisal to ease installation and cut waste. Sisal variety is 48-oz. The firm's CIC #257 adhesive and corresponding sisal will simplify installation procedures and eliminate mistakes. Other natural contract lines are available. **Circle No. 351.**

VEREL®

MODACRYLIC, THE FLAME RESISTANT FIBER.

We could also call it the mildew, sunlight, humidity and soil resistant fiber. Or the long-wearing, easy-clean fiber. Verel, the practical fiber behind beautiful drapery fabrics. You'll call it terrific.

EASTMAN CHEMICAL PRODUCTS, INC., a subsidiary of Eastman Kodak Company, 1133 AVENUE OF THE AMERICAS, NEW YORK, N.Y. 10036.
VEREL is Eastman's trademark for its modacrylic fiber.
Eastman does not make fabrics or consumer textile products and therefore makes no warranties with respect to such products.

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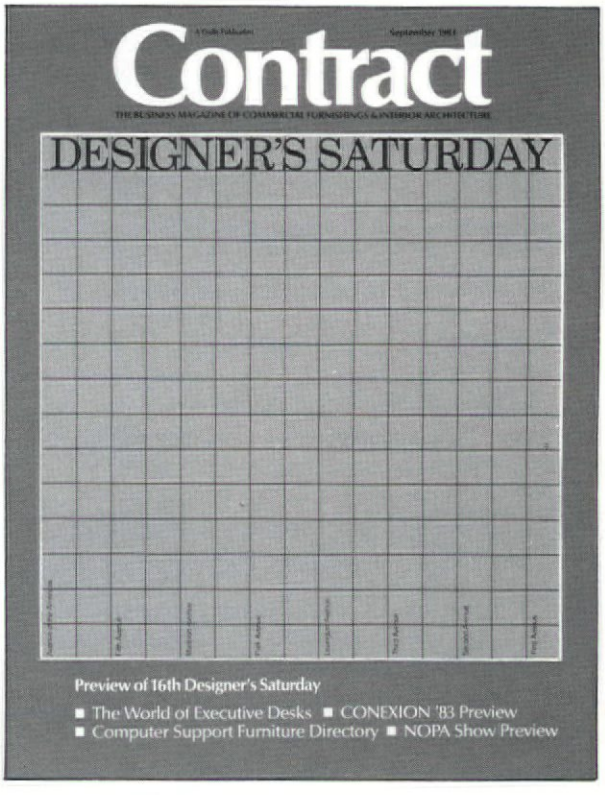
Kodak

Circle 80 on reader service card

September CONTRACT Delivers These Timely, Comprehensive Product Reviews, Supplier Data & Show Previews...

...The World Of Executive Desks
...Computer Support Furniture Directory
...Designer's Saturday Preview
...CONEXION '83 Preview
...NOPA Show Preview



The World Of Executive Desks
This comprehensive look at the executive workplace spotlights desks for board chairmen, company presidents and high-level executives.

Computer Support Furniture Directory
In response to your increasing need for computer support furniture, as well as the proliferation of products and suppliers, CONTRACT has compiled this exclusive annual compendium of manufacturers and the products they offer.

Designer's Saturday Preview
The prestigious annual showroom event is coming up October 13-15 in New York City. CONTRACT's preview section offers extensive advanced coverage of member manufacturers' product introductions, plus a map and guide to all participating showrooms.

CONEXION '83 Preview
Get complete details of Atlanta's CONEXION '83, the all-new contract show for the entire Southeast, October 20-23, in this special preview section. Included is coverage of seminars, workshops, facility tours, extensive exhibits, an ASID Display Competition, and a CONTRACT/IBD Product Design Multi-Media Presentation.

NOPA Show Preview
Preview coverage of the National Office Products Association Show, September 28-October 2, Chicago, focuses on exhibitors, program details and products.

Suppliers: Take Advantage Of Special September Tie-In Opportunities
Exclusive product and show coverage in September creates the most pertinent environment for your ad messages. Call Frank A. Rizzo, co-publisher/vp, or Gary Puro, associate publisher, at 212-869-1300 for details.
September CONTRACT ad space closes August 10.

Contract

A Gralla Publication ■ 1515 Broadway, New York, NY 10036 ■ 212-869-1300

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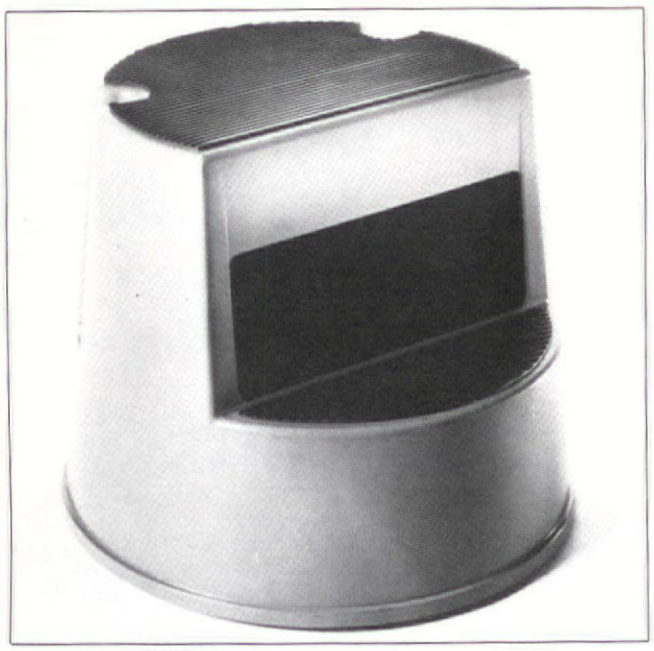
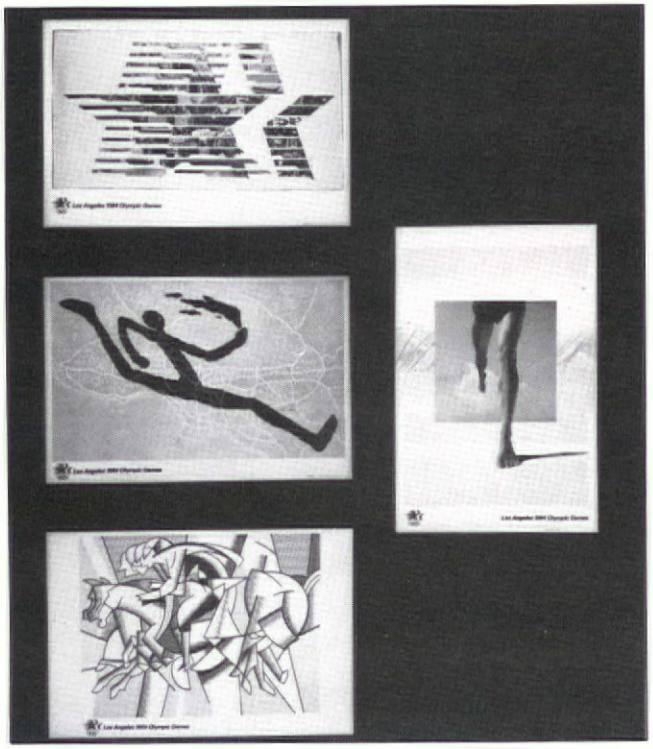
PRODUCTS & SERVICES



SAFETY STEPSTOOL HAS RETRACTABLE CASTERS

Anti-skid base ring and retractable rubber casters provide stability and easy rolling of **Rubbermaid's** stepstool. Designed for use where filing and high shelving are out-of-reach, units have one-piece construction for durability. **Circle No. 354.**



OFFICIAL OLYMPIC POSTERS HONOR L.A. GAMES

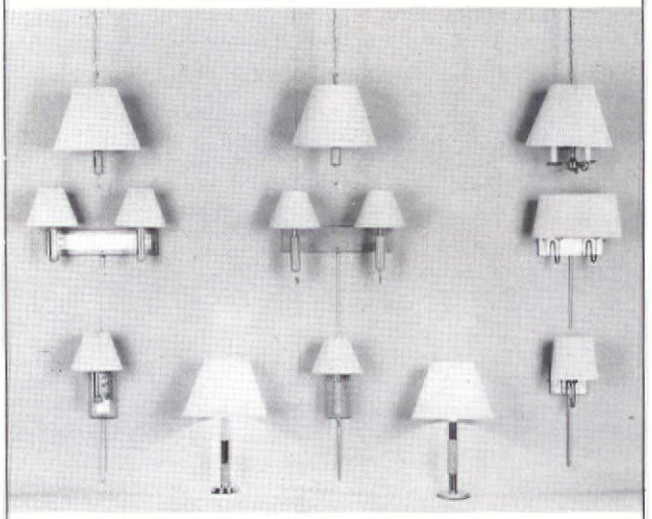
Endorsed by the Olympic Organizing Committee of the 1984 games in Los Angeles, posters are now offered by the **New York Graphic Society** under agreement with Knapp Communication Corporation. Designs include works by artists Robert Rauschenberg, Martin Puryear, Roy Lichtenstein, April Greiman, and Jayme Odgers. A total of 15 posters are offered. **Circle No. 355.**

Circle 81 on reader service card

YOU MAY RELY UPON . . .

Bradley Bradley

YOUR TOTAL RESOURCE FOR CONTRACT LIGHTING



WE OFFER A WIDE SELECTION OF IN LINE CERAMIC, BRASS, CHROME, WOOD . . . TRADITIONAL AND CONTEMPORARY STYLES TO MEET EVERY LIGHTING REQUIREMENT.
OUR DESIGN ENGINEERING STAFF IS AVAILABLE TO WORK OUT SPECIAL DESIGN LIGHTING TO MEET YOUR MOST EXACTING SPECIFICATIONS.

SOLD THROUGH DEALERS ONLY

A few selected territories available for representation.

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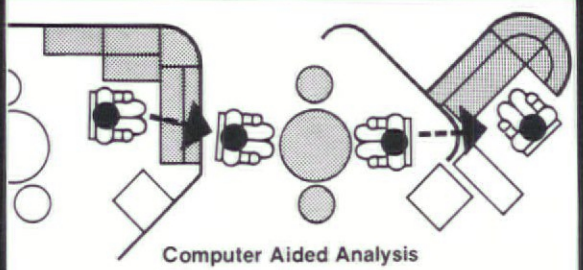

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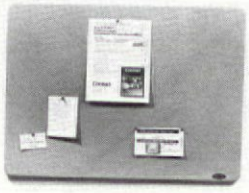

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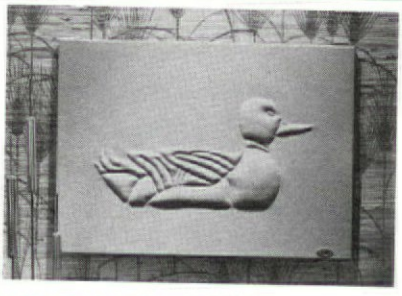

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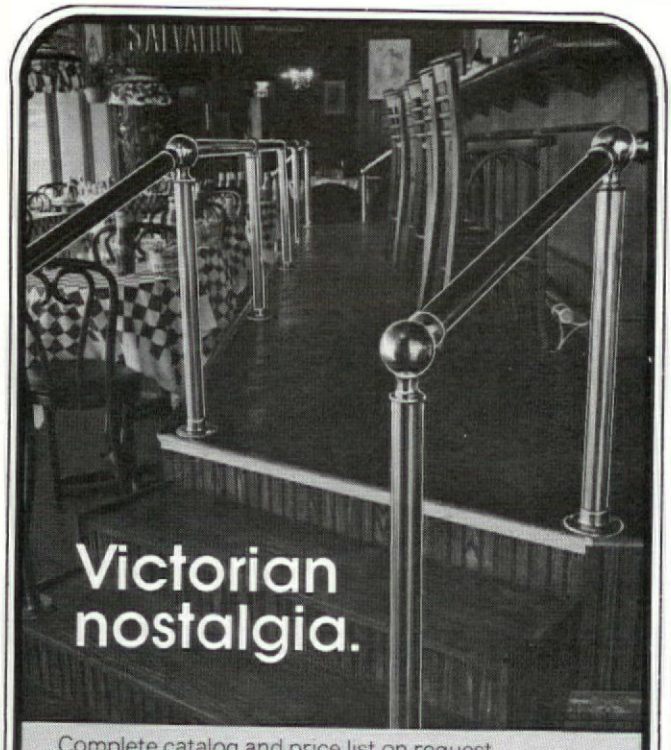

Complete catalog and price list on request.
Lawrence Metal Products, Inc., P.O. Box 400-M, Dept. C. Bay Shore, L.I., N.Y. 11706

Lawrence

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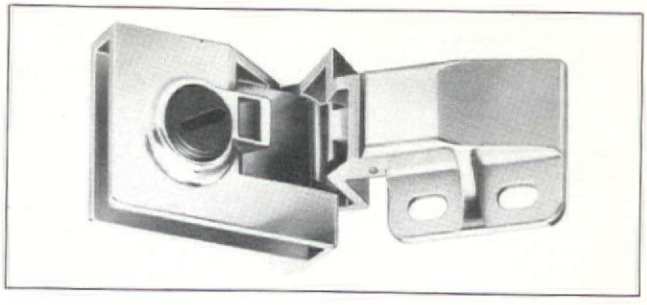
PRODUCTS & SERVICES



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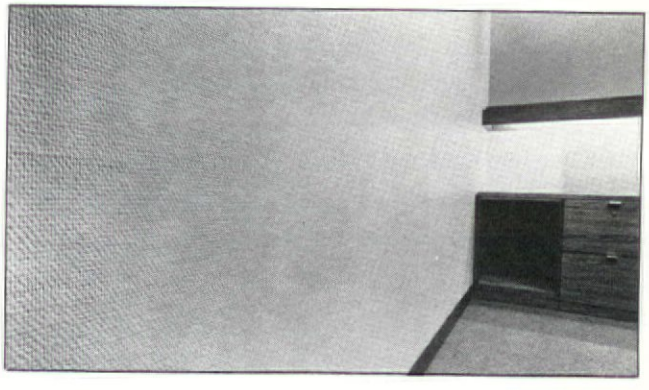
Heinze America has created a no-bore glass door hinge for overlay door. "Saphir" hinge is sidewall mounted and allows glass up to ¼-in. to be mounted without boring a hole. Hinge is offered in chrome or gold finishes. **Circle No. 357.**



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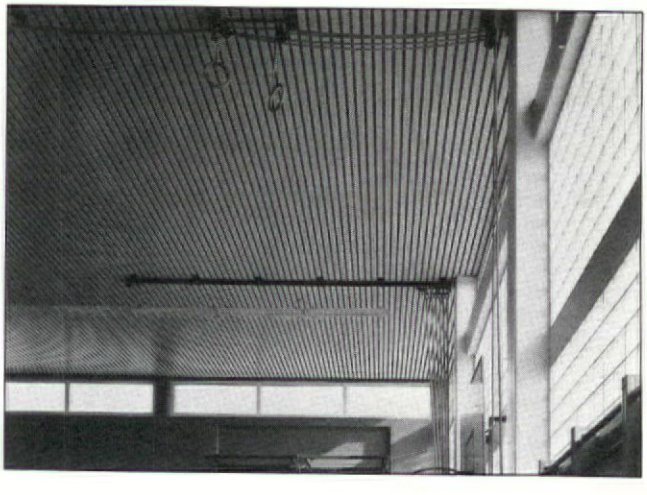

EUROPEAN CEILING DESIGN AVAILABLE IN U.S.

The **Hunter Douglas** 70U Luxalon ceiling system is now offered on the American market. Steel panels are clipped to steel carriers, engineered to withstand impact, especially in sporting facilities. Product is corrosion- and fire-resistant, dust-free, and hygienic. **Circle No. 352.**

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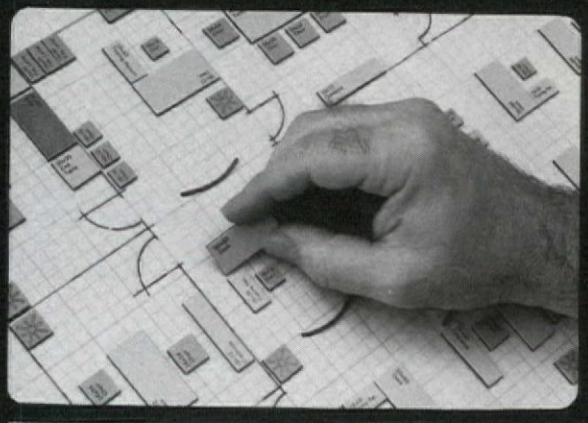

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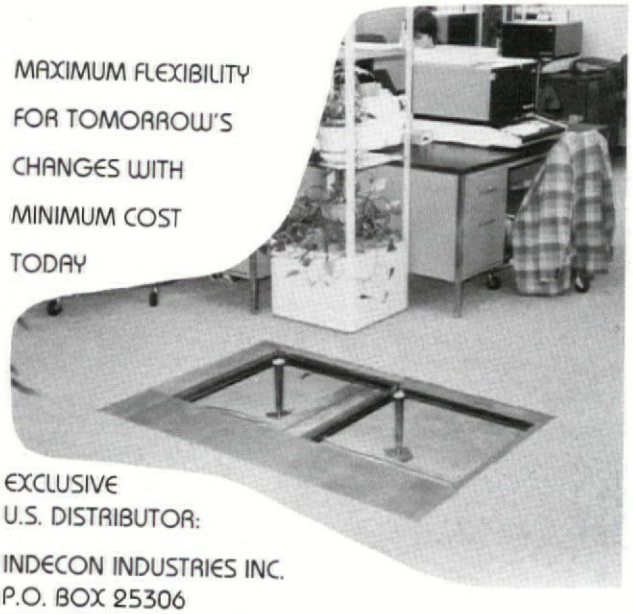

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In preparation for
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IBD and Contract Magazine restate
the purpose of
The Most Prestigious Competition in North America:

innovation

(in′ e vā′ shen) n. 1. The act or process of innovating
2. something newly introduced; new method,
custom, device, etc.

Awards recognize innovative design achievement
in contract and commercial furnishings and
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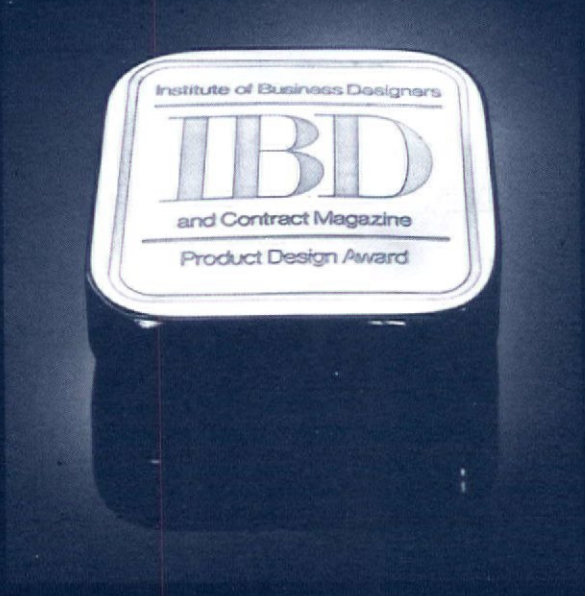
and their product designers.



* For entry form see page 191, or contact
IBD National Office 312-467-1450

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Discover how to cut costs and time, improve efficiency and with computer technology and its applications to facilities and interior design at the fifth annual—

COMPUTER-AIDED SPACE DESIGN & MANAGEMENT CONFERENCE

Co-sponsored by Gralla Publications' *Contract* and *Facilities Design & Management* Magazines

November 9-10, 1983
New York City • Halloran House Hotel

Who Should Attend

If you're a vice president of finance or administration; a facility executive—director, manager or planner, engineer, real estate/property officer; an architect or design professional; member of a facility planning committee; or involved in any aspect of space, office or building design or management; this two-day Conference is designed for you!

No matter what your level of expertise—if you are seriously considering computerization for the first time or upgrading or retiring your existing system—this Conference will provide you with valuable information you can put to use—immediately!

And Why . . .

Throughout this two-day Conference, you'll gain facts on how to:

- analyze your specific computer needs
- justify a computer system to management
- determine what hardware/software system is right for your needs
- upgrade your current system
- structure a software agreement with your vendor
- use software programs for facility and real estate management
- create your own software to meet your needs
- use microcomputers for design/drafting and facility management
- fit the computer system into the work environment
- track furniture and furnishings for inventory control
- survey CAD systems on the market
- And more!

Announcing our 1983 Honorary Advisory Board . . . Here are some of the industry professionals who helped to shape our Conference:

John R. Adams
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I.S.D. Inc.
New York, NY

"Informative ... high quality!" ... "Two days well spent!"—That's what attendees said about the last Computer-Aided Space Design & Management Conference. Here's more ...

"Sessions dealing with initial justification and implementation of an automated space planning system were of great interest."
—William G. Sgarlata, Mercantile Trust Company N.A., St. Louis, MO

"You are to be commended for offering a Conference of this quality and caliber . . . thank you for two days well spent!"
—Jill D. Smith, Jill Smith Interiors, Orlando, FL

"A very informative two days with high quality speakers!"
—Dorothy K. Anderson, Anderson Designs, Lewisberry, PA

"Excellent overall Conference!"
—Andre Staffelbach, Andre Staffelbach Designs & Associates, Dallas, TX

"The Conference offered specifics that I needed—space accounting, block planning, work station standards and retrieval analysis."
—Jay S. Chait, General Services Administration, Atlanta GA

For information on exhibiting, call Laura Goldstein at (212) 869-1300.

Visit Our Information Center/Display Area of Computer Systems... Discuss Your Needs with Suppliers... Get Free Answers to Your Questions

Due to popular demand, our fifth annual Conference will again feature displays of various computer systems. Take a first-hand look at technology available from different suppliers; discuss your particular needs; get on-the-spot answers; and take home materials for future reference.

Here are just a few of the companies participating in the Information Center/Display Area:

ARRIGONI COMPUTER GRAPHICS
CALIFORNIA COMPUTER PRODUCTS, INC.
CORE, A DIVISION OF HERMAN MILLER
DFI/SYSTEMS
RESOURCE DYNAMICS, INC.
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SUMMAGRAPHICS CORPORATION
VECTOR AUTOMATION

accuracy, and keep up-to-date management, architecture

Benefit from first-hand insights that solve problems you encounter in your daily work

- **How to Analyze Your Specific Computer Needs**
  Speakers: Les J. Cranmer, Interspace Incorporated; Carol E. Farren, Warner Communications Inc.; Gary H. Silver, Hellmuth, Obata & Kassabaum
- **How to Upgrade Your Current Computer System**
  Speaker: Marshall A. Graham, Environetics International, Inc.
- **How to Get Started: An Introduction to Computer Applications**
  Speaker: John R. Adams, Facility Managment Institute
- **How to Negotiate a Computer System/Software Maintenance Contract**
  Speaker: Richard Raysman, Brown, Raysman & Millstein
- **How the Computer System Fits Into the Work Environment**
  Speakers: Sylvan Shemitz, Sylvan R. Shemitz & Associates; James E. Sulewsky, Acoustical Design Inc.
- **How to Use Software Programs for Facility Management**
  Speaker: Lee Hales, Management Consultant
- **Office Automation Forecasting**
  Speakers: Stephen Binder, Citibank, N.A.; Robert L. Hamilton, Jr., Merck & Company, Inc.; William G. Krebs, Interspace Incorporated; Duncan Sutherland, WANG. (Moderator: Roberta Walton, *Contract)*
- **Microcomputer Applications for Design/Drafting and Facility Management**
  Speakers: Basil T. Callimanis, Facilities Management Consultants; Edward A. Toran, I.S.D. Inc.
- **How to Use Software for Real Estate Management**
  Speaker: James Boyce, DFI/Systems
- **CAD—Architecture and Interior Space Planning Applications**
  Speaker: Larry Dumpert, N.P.S. Automation Services, Inc.
- **Furniture Bar Coding**
  Speakers: Ralph Irons, CORE, a division of Herman Miller, Inc.; Alan Wilson, RMM Associates
- **End-Users Roundtable: Facility Managers**
  Panel Members: Stephen Binder, Citibank, N.A.; Kreon L. Cyros, Massachusetts Institute of Technology; Ronald Goodrich, Cushman & Wakefield; Robert L. Hamilton, Jr., Merck & Company, Inc. (Moderator: Anne Fallucchi, *Facilities Design & Management)*
- **End-Users Roundtable: Interior Design Firms**
  Panel Members: Les J. Cranmer, Interspace Incorporated; Morton Glatstein, Interior Facilities Associates, Inc.; Suzanne Kasler, Kasler & Associates Inc. (Moderator: Len Corlin, *Contract)*
- **End-Users Roundtable: Architecture/Engineering Firms**
  Panel Members: Alan M. Hantman, Gibbs & Hill, Inc.; Roger Pratt, Cooper, Pratt & Vallhonrat; Gary H. Silver, Hellmuth, Obata & Kassabaum (Moderator: Len Corlin, *Contract)*

Registration Information

To register, just fill out the coupon and mail it today to: Gralla Conferences, 1515 Broadway, New York, NY 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 product/service displays), Conference/take-home materials, refreshment breaks and cocktail reception. Checks or money orders are 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. You may also reserve a room by phone at 212-755-4000. Be sure to identify yourself as an attendee of the Computer-Aided Space Design & Management Conference.

Tax Deduction: Treasury Regulation 1-162-5 permits an income tax deduction for educational expenses.

Computer-Aided Space Design & Management Conference

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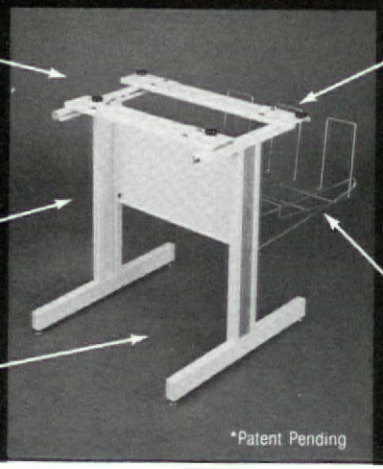

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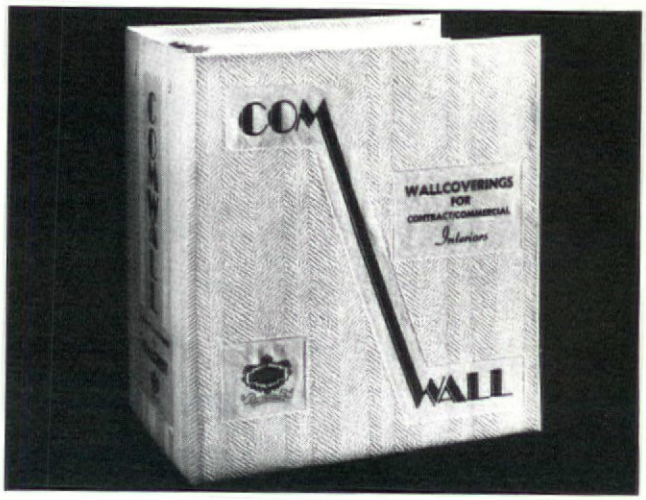
CATALOGS & BROCHURES

Catalog on planters and related products is offered by Glaro. The firm ships all products within 24 hours of receipt of order. Finishes available are satin aluminum, brass enamel, and bronze. Planter diameters range from 6- to 24-in. with heights from 4- to 20-in. **Circle No. 359.**

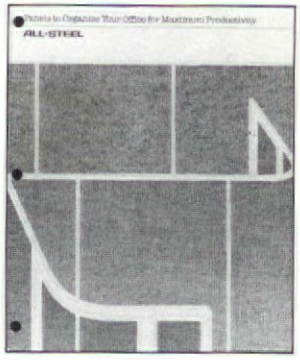


A contract wallcovering division was recently established by Stamford Wall Paper Co. New products include textured, fabric-backed vinyl wallcoverings, lightweight vinyls, PVC suedes, grasscloths, jutes, and textiles. A sample book for the new collection is available. **Circle No. 366.**

Sound Masking systems from Dyna Systems Inc. are the subject of a new brochure. Photographs of equipment as well as diagrams illustrating specifications data are included. **Circle No. 367.**

A complete range of coordinated finishes and colors for grab bars, shower seats, railings, corner guards, and other bath accessories is now offered by Tubular Specialties Mfg. A four-color, 32-page brochure outlines color choices and specifications data **Circle No. 368.**

"Panels to Organize Your Office For Maximum Productivity" is the title of a new, eight-page brochure from All-Steel. Highlighted are the panels' dual-hinge construction which distributes weight load across the entire panel base. Installation methods and available fabrics, finishes, and colors are detailed. **Circle No. 369.**



Ben Elfman & Son's Omni Carpet Collection is overviewed in a new brochure. Collection includes a new line of custom contract carpets containing seven graphic patterns. Also being introduced is a 35-oz., 100 percent wool, two-ply, cut-pile plush carpet from Belgium in 17 colors. **Circle No. 370.**

Acoustical panels from St. Johns Panel Systems are illustrated in four-color brochure. Acoustical information is listed also. **Circle No. 308.**

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