

A Gralla Publication

AUGUST 1983

# Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE



ALIBRA155E5618 08 CN JAN84  
LIBRARY  
NY SCHOOL OF INTERIOR DESIGN  
155 E 56TH ST NY 10022  
NEW YORK

## REMODELS EMPHASIZE ARCHITECTURAL ELEMENTS

- Who's Who Midwest: specifier furniture sales up
- Quick Ship Directory expanded by 80 listings
- Plus: ceiling systems, wall & floor tile reviews



EXECUTIVE BUYER EDITION

BONUS CIRCULATION:  
5,000 COMMERCIAL  
BUILDING OWNERS & EXECUTIVES



# We'll put your electronic office plans in motion.



**With Award-Winning UniTek™ Adjustable Keyboard Pads by Haworth.** Place keyboard pads on any work surface or table, and we'll put your ideas in motion. In-out, side-to-side, swiveling back and forth, or tucked away from view, IBD Gold Award-winning UniTek Adjustable Keyboard Pads will accommodate.

Then add to your options

UniTek panel-mounted freestanding, mobile, and carousel designs, and the support of TriCircuit ERA-1®, the most versatile powered-panel system you can imagine. And make your move to the electronic office today, with Haworth.

Send for the "UniTek Electronic Support Package": Haworth Inc., One Haworth Center, Holland, MI 49423 U.S.A.



**HAWORTH**  
OFFICE INTERIOR SYSTEMS

Circle 1 on reader service card



# INSTANT THERMAL BARRIER

## **Nanik Secondary Window Systems increase thermal efficiency over 50%, install inside in minutes**

Nanik custom-manufactured Secondary Systems provide a state-of-the-art primary seal without the cost and disruption of total replacement.

### **Save now...**

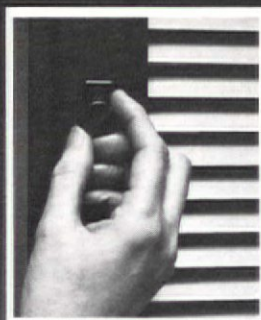
**Nanik can cut installation costs in half** Installing Nanik Interior Secondary Systems over existing windows can cost less than half the cost of total removal and retrofit by conventional means.

### **Save later...**

**Nanik doubles thermal efficiency** National Certified Testing Laboratories verify that Nanik's Secondary System achieves a .47 U-Value

—a condensation resistance factor well over 60—and air infiltration rates below .025 CFM per lineal foot of crack. Thermal performance that will save HVAC dollars for years to come.

**Quality... Backed by a Five Year Warranty** Nanik Secondary Systems



fabricated of heavy  
NY SCHOOL OF INTERIOR DESIGN  
002655

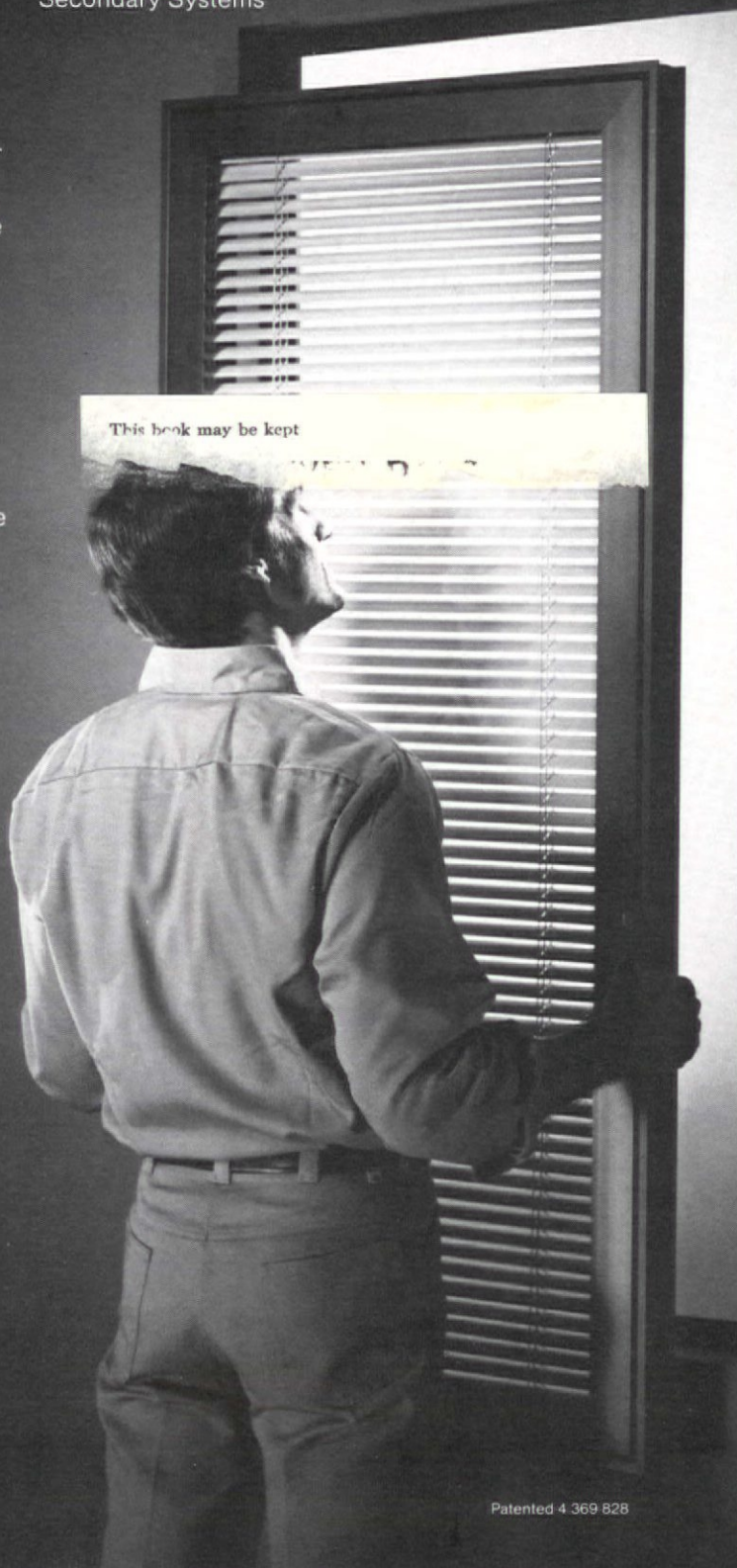
neoprene polymer weather-stripping (will not compress or lose its seal.) And Nanik's one touch blind control knob puts solar control at your fingertips.

## **Style...**

**Distinctively Nanik** clean, contemporary look of Nanik metal blinds...in 14 distinctive finishes add a touch of elegance to any interior. All this performance, efficiency and style only from Nanik.

**Free computer analysis** If you need to save energy on 50 windows or more, we offer a free computer-aided thermal analysis. We analyze your building, your climate and your operating practices.

For more information on our new Secondary System, call Mike Tatro at 715/842-4653, or write: Nanik, P.O. Box 1766, Wausau, WI 54401



**Nanik**  
DIV. OF WAUSAU METALS CORP.



There's no 'or equal' for performance



Behlin Powell Larkin Cywinski architects. Stephen Di Rienzo carpets. Luzerne County Community College, Nanticoke, Pennsylvania. Otto Baiz photography.

## Unibond®: commercial carpet tech from Lees



The award-winning conference center at Luzerne County Community College is hospitable to both college and community. A heavy-duty Lees Unibond carpet covers seminar room and auditorium floors.

Esthetics. Small scale hopsack design in cut/uncut texture creates a tailored background. Muted luster brings out depth and richness of color.

Performance. Unibond is a state-of-the-art construction that bonds face yarn and backing into a single component. Durability is far superior to conventional latex-bonded carpet.

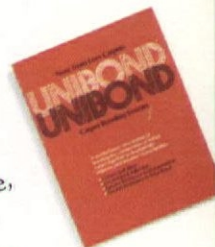
Proven in use. Wherever a plan calls for access to power in subfloor ductwork or large open areas where traffic patterns cross seams, Unibond is the answer. Over thirty million square yards in use.

Protection. Advanced generation Antron® nylon yarns by DuPont resist dirt and offer permanent static protection.

Modular systems. Unibond carpets coordinate with modular systems. Carpet tiles and broadloom have identical appearance on the floor.

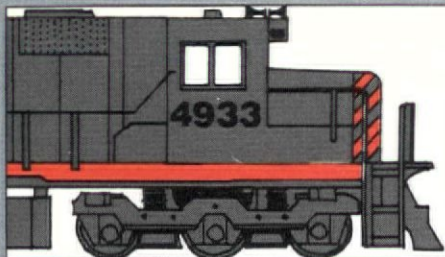
Call toll-free. For illustrated brochure, test data, specification information, call 800/523-5647. From within Pennsylvania, call collect 215/666-9426.

**Lees. The Contract Carpet Company.**  
Live the life of Lees at work and at home.



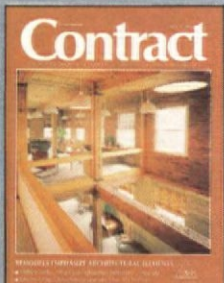
**LEES carpets**  
Made better by Burlington  
King of Prussia, PA 19406  
©1983 Burlington Industries, Inc.  
Circle 3 on reader service card





p. 96

p. 72



**COVER**—Graphic artist George Koizumi portrays grain warehouse re-use as wallpaper design/manufacturing facility to highlight remodeling issue.

**Len Corlin**

Co-Publisher & Editor

**Frank A. Rizzo**

Co-Publisher & Adv. Sales Dir.

**Gary S. Puro**

Associate Publisher & Adv. Sales Mgr.

**Roberta S. Walton**

Managing Editor

**Katherine A. Forman**

**Rachel Long**

Associate Editors

**Donna Sanz**

Art Director

**Rhea Dawson**

Midwest Editor

**Dianne Green**

West Coast Editor

**Phil Miller**

Graphic Design Consultant

**Morton L. Silverman**

Business Manager

**William Dahdah**

Eastern Manager

**Neil Silverstein**

Western Manager

**Peggy I. Sholtz**

Promotion Director

**Thomas Stein**

Promotion Manager

**Robert A. Leibson**

Market Research Director

**Richard Sulzman**

Market Research Manager

**Renee Weil**

Assistant Market Research Manager

**Barry Miller**

Production Director

**Victoria Lauro Brewster**

Production Manager

**Wendy Sandelli**

Assistant Production Manager

**Nancy Leffler Berman**

Classified Advertising Manager

**Barbara Iavaroni**

Circulation Manager

# Contract

VOL. 25 NO. 8

August 1983

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

## 57 REMODELING

### 58 Preservation-Conscious Re-use Makes Office Feel Like Home

Wood beams & brick walls found in a 1908 grain warehouse generate relaxed, creative atmosphere for wallpaper designers

### 62 Tax Credits, Lease Rate Hikes Fuel Historic Site Remodels

Denver developers seize tax benefits to meet demand for economical office space in commercial district

### 68 Atlanta Designer Tailors Planning To Client's Rapid Growth

Wilson & Wilson Interiors Inc. achieves solid company image for Futra/Hereth, Orr & Jones Inc. as company skyrockets

## 72 1983 QUICK SHIP DIRECTORY

### Quick Ship Programs Meet Fast-Track Specifier Schedules

### 84 Aluminum Ceilings Now Provide Acoustical Sound Absorption

Energy-efficient luminous panels and operable skylights indicate increased awareness of functional systems

### 89 Dealer Acquisitions Reflect Changing Distribution Patterns

Josephson Int'l., parent of talent agencies & radio stations, ventures into office furniture, financing anticipated big jobs

### 92 New Glazes & Firing Methods Expand Tile Design Options

Developments in color & surface treatments multiply, along with processes that improve tile maintenance

## 96 WHO'S WHO IN CONTRACT DESIGN MIDWEST

### Rapidly Growing Trend In Furniture Sales By Design Firms

## 8 Letters

## 11 Contract News

## 14 Designed For Laughter by Michael Saphier

## 33 Contract Quotes

## 36 Contract Technology

## 40 Product Showcase: Scope Furniture

## 42 Product Showcase: OJVM

## 42 Product Showcase: Allied

## 46 Product Showroom: Corry Jamestown

## 48 People/News

## 54 Coming Events

## 147 Products & Services

## 166 Catalogs & Brochures

## 167 Classified Advertisements

## 170 Advertising Directory



Bonus Circulation  
5,000 Commercial Building  
Owners & Executives



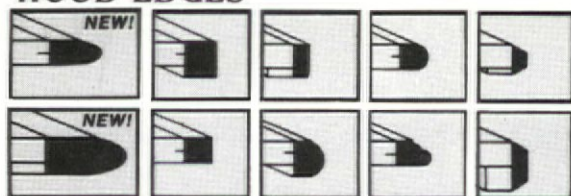
# CUSTOM TABLES

In the contract furniture industry look to Redco for a greater design choice in custom tables for business and commercial use. We also offer a complete line of cube, cylinder, waterfall, parsons, and panel-end tables. Redco specializes in conference tables.

## SURFACES

The possibilities are endless with our excellent choices of wood veneers or decorative laminates for any size table.

## WOOD EDGES



Choose from the largest selection of compatible wood edge styles in the trade. Beautiful craftsmanship.

## BASES

As never before, you can choose from our recently added full line of quality bases: wood, cylinders, cubes, chrome and bronze...we've got what you want.

More good news...our prices are very competitive. To see what we mean, circle the service number or call us toll-free.



**REDCO** LAMINATED AND WOOD VENEERED SURFACES AND TABLE BASES

(800) 253-8106, In Michigan (616) 245-1116

**REDCO MANUFACTURING DIVISION**  
L.H.L. INCORPORATED  
419 HALL STREET, S.W. • P.O. BOX 1608  
GRAND RAPIDS, MICHIGAN 49501

Circle 4 on reader service card

# Contract

Vol. 25 No. 8

**September:** Computer-Support Furniture Directory—Complete listing of manufacturers and their products. World of Executive Desks—comprehensive look at the executive workplace. 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 National Office Products Assn. Show, Chicago, September 28-October 2. Orgatechnik Preview—Early look at Cologne Furniture Fair, October.

**October:** Executive Buyer Edition/Banks—With bonus circulation to 5,000 bank presidents and board chairmen, this issue overviews installations in banks and financial institutions, as well as the newest in Bank Furniture and Furnishings. Specifier's Fabric Market Report examines latest contract textile designs. Furniture Component & Hardware Source Guide provides comprehensive listing of suppliers of these products. Issue also previews International Hotel/Motel & Restaurant Show, November 13-16, New York.

## Advertising Representatives

### New York:

Frank A. Rizzo, Co-publisher & Adv. Sales Dir.,  
Gary S. Puro, Associate Publisher & Adv. Sales Mgr.,  
William Dahdah, Eastern Manager,  
Peggy Hynes, Northeast Representative,  
Gralla Publications  
1515 Broadway, 24th Floor,  
New York, N.Y. 10036.  
Phone: (212) 869-1300.

### Chicago:

Marie Kowalchuk, Midwest Representative  
Gralla Publications  
3525 W. Peterson Ave., Chicago, Ill. 60659.  
Phone: (312) 463-1102.

### West Coast:

Neil Silverstein, Western Manager, Gralla Publications,  
16200 Ventura Blvd.,  
Encino, Calif. 91436. Phone: (213) 788-0271.

### Overseas:

Gianni Ratto  
Comunicazione e Promozione Internazionale  
Viale Premuda, 23, 20129 Milano, Italy  
Phone: 02/799809-791236

## Gralla Publications

President: Lawrence Gralla.  
Executive Vice President: Milton Gralla.  
Vice Presidents: Howard Rauch, Frank A. Rizzo,  
Rosalind Schacknow, Peggy I. Sholtz, Marshall D. Siegel, Morton Silverman.

### Other Gralla Publications:

Bank Systems & Equipment; Catalog Showroom Business; Contract Direct Reply Cards; Facilities Design & Management; Giftware Business; Health Care Systems; Impressions; Ink, Inc; Kitchen & Bath Business; Meeting News; Merchandising; Multi-Housing News; National Jeweler; Premium/Incentive Business; Sporting Goods Business; Travel Agents MarketPlace.

CONTRACT ISSN 0010-7832 is published monthly by Gralla Publications, 1515 Broadway, 24th Floor, New York, N.Y. 10036. Phone (212) 869-1300. Subscription price one year \$14 two years \$21 for firms and individuals who specify design, buy, or replace contract furnishings. All other U.S. subscriptions \$36 per year. All Canadian and Mexican subscriptions \$16 per year for qualified subscribers and \$36 per year for non-trade. All other foreign subscriptions \$65 per year. Single copy \$4. The publisher assumes no responsibility for opinions expressed by editorial contributions to CONTRACT. The publisher reserves the right to reject any advertising not in keeping with the publisher standards.  
**SUBSCRIBER INFORMATION & ADDRESS CHANGES:** Write to Circulation Dept., Rm. 930, 1501 Broadway, NY, NY 10036.  
**POSTMASTER:** Send address changes to CONTRACT Circulation Dept., Rm 930, 1501 Broadway, NY, NY 10036. Send Second Class postage paid at New York, NY and additional mailing offices.





# Antimicrobial Anso IV HP nylon with HaloFresh™



**The Multi-Task  
contract carpet  
fiber has arrived.**

For every commercial end-use application, hygienic contract carpet of Anso IV HP nylon with HaloFresh provides the *total* solution. No other fiber offers so much.

**TASK #1:**

Built-in antimicrobial protection of HaloFresh to permanently inhibit the growth of destructive bacteria, mildew and fungi.

**TASK #2:**

Built-in fourth generation soil and stain resistance for maximum appearance retention and reduced maintenance.

**TASK #3:**

Heavier fibers with extra strength, durability and resiliency for heavy-duty commercial use—plus lifetime static control.

**TASK #4:**

An uncompromising approach to color, fashion, beauty and style.

For more information on today's most advanced contract carpet fiber, write to: Allied Fibers & Plastics Company, J. Peters, P.O. Box 31, Petersburg, VA 23804



ALLIED CORP. NYLON  
**Anso IV HP**  
with **HaloFresh**

Circle 5 on reader service card





# Waterford Collection

BY

**JACK IRELAND**

## **The Waterford Collection**

Delight in the discovery of enduring quality in contemporary design. The Waterford Collection is a complete line of a very special interpretation of the "Bevel-Edge" design concept, including desks, credenzas, bookcases, executive work modules, conference tables, and visual communications centers in oak, walnut, and mahogany.

We look forward to quoting on your needs for modifications to catalog items as well as custom furniture to your design specifications.

Guaranteed shipping dates available on catalog as well as custom furniture.

### **New York:**

Hans De Mooy, Inc.  
212-689-3147

### **Washington D.C.:**

Chas. G. Stott & Co., Inc.  
202-333-5200

### **Houston-Dallas:**

J.P. McCue & Co.  
713-932-4949

### **Los Angeles-San Francisco:**

C.J. Welch, Inc.  
Los Angeles 213-274-0671  
San Francisco 415-864-1700

### **Factory and Marketing**

2100 Commonwealth  
North Chicago, Illinois 60064  
312-689-9160  
800-323-1509

Circle 6 on reader service card





# VINYL MIST

Decorative perforated louvers  
by LouverDrape®



## THE DELICATE LOOK OF LACE AND THE PRACTICALITY OF SOLID VINYL

Perforated louvers are magic. It's hard to believe their beauty until they're installed. LouverDrape® proudly introduces four new Vinyl Mist® decorative perforated louver patterns. Patterns achieved by careful arrangements of tiny holes which, from across the room, give the illusion of lace. Even though the louvers are from 93% to 87% solid, an amazingly clear view is possible through the closed louvers. The view can be enjoyed while the room is protected from glare, the sun and solar heat. Oyster Beige opaque Vinyl Mist® louvers will reflect 65% of the heat striking the window.

The LouverDrape® Vinyl Mist® louver is a practical new solution as

a window treatment in situations where you must protect your furniture and carpet from the sun yet wish to enjoy the luxury of having your rooms remain open to a magnificent view.

**ALWAYS  
INSIST ON**

SEND FOR OUR  
FREE 36 PAGE  
FULL COLOR  
BROCHURE



**Louver  
Drape®**

LOUVERDRAPE® INC.,  
1100 COLORADO AVE., DEPT. 3R  
SANTA MONICA, CA 90401



## Files suit Citizens

**Dear Editor:** In reference to your article, "Space Condensed & Improved In Citizens' Open Plan Redesign," p. 110, March, 1983 issue, Citizens Insurance Company is somewhat upset with your disparaging text, "lost file problem." The major requirement of the redesign was to be able to monitor files out of the file room, being worked on in the normal, daily course of conducting business.

The reference to a "lost file problem" borders on libel as, at least to Citizens, it connotes an ineptness at doing business in an orderly, proficient manner. Building this company into the fifth largest property and casualty company in the state of Michigan was certainly not accomplished by inept file management or the loss of files.

There are a few other minor errors of a technical nature in the article which are not worth mentioning, except for the fact that Corporate Innerspace was not an entity at the

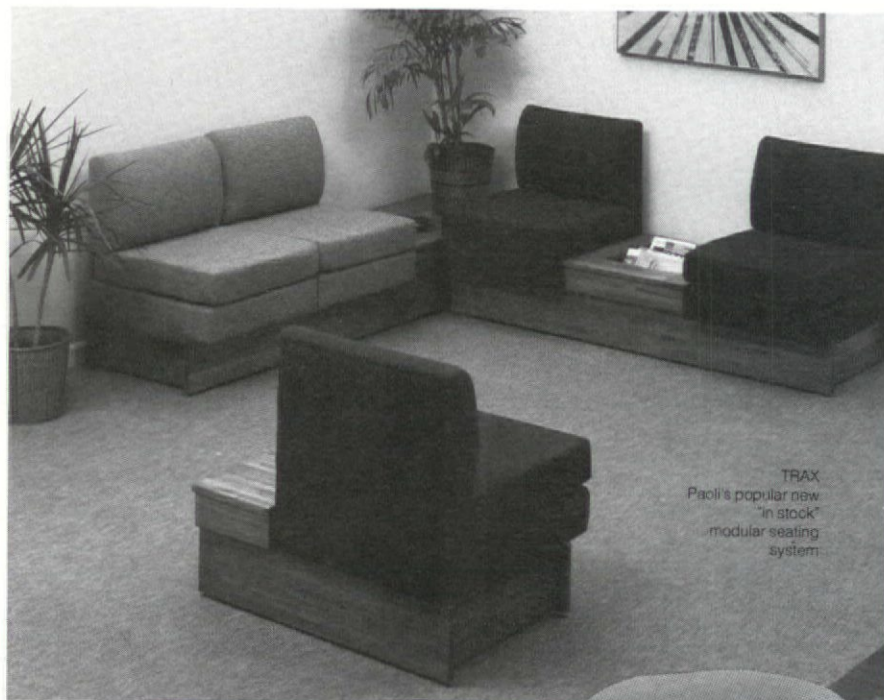
time of inception of this project. Further, we did not have any type of design contract with Corporate Innerspace.

Lastly, I am surprised that a national trade magazine, such as yours, would not make it a prerequisite for your contributing editors to contact someone at the location being featured to verify accuracy and/or content of such articles.

We are very proud of our facility and appreciate its qualifying for space in your publication. We are only sorry that the written text cast some disparagements on our abilities to perform our business.

**DAVID V.J. LINKSZ**

Manager, General Services  
Citizens Insurance Company  
Howell, MI



# Paoli

## You'll like our styles.

Traditional or contemporary, one chair or a modular roomful, Paoli's got the style for your decor.

See for yourself  
**NOPA Show  
Booth 749**

**Paoli, Inc.**  
PO Box 30  
Paoli, IN 47454  
WATS 800-457-7415



Circle 8 on reader service card

Editor's reply: We are, of course, sorry for the wording used by our writer in putting the story together. We in no way meant to convey the impression that your fine company was, in any sense of the word, inept. We think it is the mark of good management that such problems or potential problems are averted with steps taken to redesign space. In regard to Corporate Innerspace, the article on Citizens was brought to our attention by that design firm, which constituted a credible story source.

## ERRATA

The photo of Bernard Lyon Frishman, AIA, ASID, appearing on p. 55, June CONTRACT, with the quote, "Objectivity Needed In Licensing Issue," was incorrectly identified as Charles Atherton, president, Washington Metro Chapter, AIA.

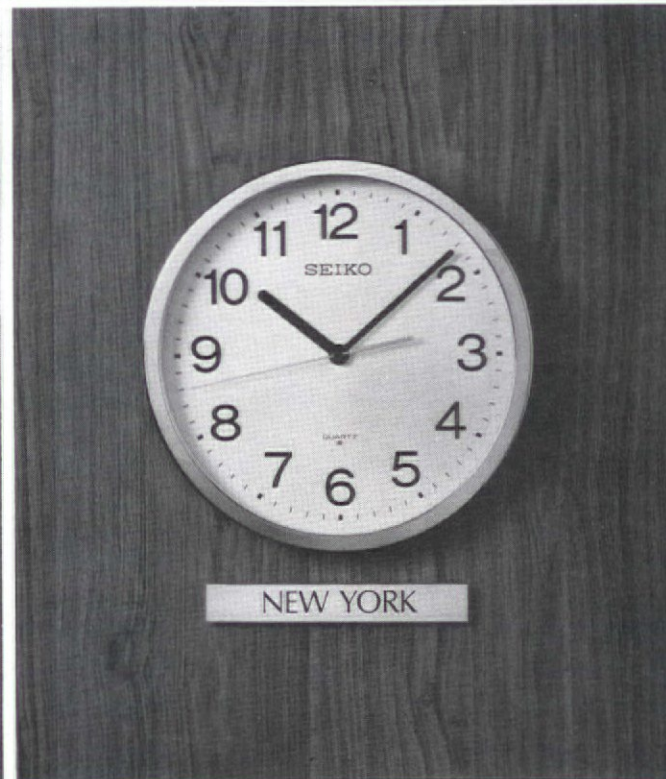
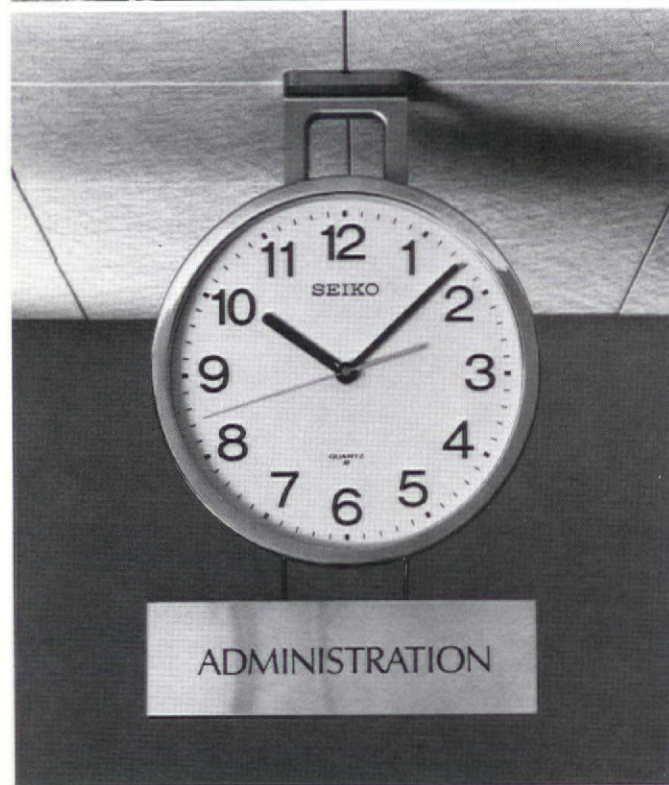
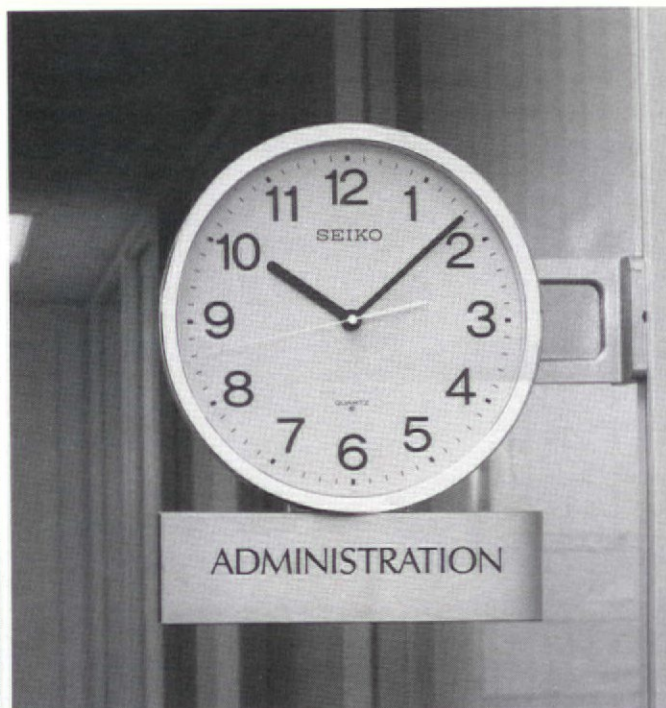
Tri-Mark/Tulip Designs was inadvertently omitted from the Merchandise Mart 12th floor listing in the NEOCON section of May CONTRACT. A Tulip product shown in Merchandise Mart space 1209 is featured on p. 215 of that issue.

1982 IBD/CONTRACT award winners listed in June CONTRACT include "Versipanel" by Magna Design. The product was awarded an Honorable Mention in the Screens/Partitions category.

IBD/CONTRACT Silver Award Winner in the Accessories category, the Radius One collection from Smith Metal Arts, was incorrectly pictured under 1975 winners in June CONTRACT. The firm's Radius Two series was shown.

Direct all correspondence to:  
The Editor  
CONTRACT Magazine  
1515 Broadway  
New York, NY 10036





## Specify Seiko

Good design and flawless function are the hallmarks of this new Seiko Quartz clock designed especially for corporate or industrial use. Silver-tone case and white dial; detachable extended mounting bracket holds one clock or two, back-to-back, on wall or ceiling; plaques in two sizes for department or location names. Battery powered for cordless convenience. And because it's world-famous Seiko Quartz, it works with to-the-second accuracy.

### SEIKO QUARTZ CLOCKS

For a free color brochure featuring Seiko Quartz clocks, write: Seiko Time Corporation, 640 Fifth Avenue, Dept. 301, New York, NY 10019.

Circle 9 on reader service card



# Freyer Series





## Restaurant design garners top award in first annual Du Pont Antron design contest

**New York**—Steven L. Cohen, principal, Cohen Design Co., New Haven, Conn., took first prize in the first annual Du Pont Antron Design Awards Program for his use of carpet made of Antron nylon in a Connecticut family-style restaurant. Carpet selected is of Antron III from Patcraft Mills' Omni Collection.

Five honorable mentions were also presented by competition judges Norman De Haan, AIA, president, Norman De Haan Assoc., Chicago; Edward Friedrichs, AIA, vice president, managing principal, Gensler and Assoc., Los Angeles; Terry Rodrian, senior vice president, Interiors Group, Hellmuth, Obata & Kassabaum, Dallas; Mark Kates, partner, Walker Group, New York; and Sherman Emery, retired editor, *Interior Design*.

Honorable mention recipients were Bernard Zyscovich, AIA, IBD, Zyscovich Architects, Coconut Grove, Fla.; Michael Tryon, Tryon & Tryon Architects, South Pasadena, Calif.; Robert Wilson, Norman A. Koglin Assoc. Ltd., Chicago; design firm Murphy/Jahn, Chicago; and William Arno Werner, Werner & Sullivan, San Francisco.

Winners were selected from nearly



First prize winner in the first annual Du Pont Antron Design Awards Program was Steven Cohen, Cohen Design Co., for the Seafarer Restaurant, Milford Conn. The nautically styled restaurant featured Mercury pattern carpeting of Antron III from Patcraft.

200 entries by architects and interior designers throughout the U.S. Award winners were announced in Chicago at NEOCON 15 and were presented prizes at a reception in New York. Mary Jane Koch, group marketing manager, Du Pont commercial carpet fibers, pre-

sented the awards to contest winners.

In addition to a 10-day, all-expense paid tour of Italy, Cohen also received an award designed specifically for the program. The vacation-for-two package will include a stop at the Milan Furniture Fair in September.

Established in 1983 to recognize "outstanding commercial interiors and to support continuing efforts to elevate design standards," Du Pont's contest is open to all professional U.S. designers and architects. Projects must be unpublished and incorporate carpet made from Antron nylon.

Deadline for next year's contest is March 15, 1984. Entrants must submit color slides or photographs of projects by that date to be eligible for judging. Submissions must be commercial interiors including offices, banks, healthcare facilities, hotels, restaurants, schools, retail stores, government buildings, and museums.

Prizes for next year's contest will include a trip to Italy and three \$1,000 awards for honorable mention recipients. Award winners will be announced at NEOCON 16.

*Supreme Velour from Karastan of rose-colored Antron adds a soft touch to the waiting room of a pedodontic office, South Miami, Fla. This project won Bernard Zyscovich, Zyscovich Architects, Coconut Grove, Fla., an honorable mention.*



*William Arno Werner, Werner & Sullivan Architects, San Francisco, used Stratford Court from Bentley Carpet Mills made of Antron XL as well as High Regard from Porter Carpet Mills in offices of accounting firm Touche Ross.*







In stores:  
Carpets of Antron® perform with style.

\*Du Pont registered trademark. Du Pont makes fibers, not carpets.





JC Penney is sold on carpet of Du Pont ANTRON®. So much so that carpet of ANTRON nylon is now the standard specification for all JC Penney stores. And in shopping malls, department stores, furniture stores, boutiques and other retail outlets all over the country, the carpet fiber that's specified most is Du Pont ANTRON.

The reasons: styling and performance.

The camel carpet shown on the right, for example, is a high-performance, plush-look cut pile made of ANTRON Continuous Filament fiber. The unique shape of the Continuous Filament provides soil-resistance even in heavy

traffic areas. Wear-resistance to survive the Christmas crush, year after year. Plus a clean, smooth texture that won't fuzz or shed.

What's more, Du Pont ANTRON gives you more styles, colors and textures to choose from than any other carpet fiber.

It's no surprise that Du Pont ANTRON is America's most specified carpet fiber. Because for performance and style, there's no better choice.

For a free copy of our new Specification Guide, write: Du Pont Carpet Fibers, Rm. X-39830, Wilmington, DE 19898.

**DU PONT ANTRON®. AMERICA'S MOST SPECIFIED CARPET FIBER.**



Circle 10 on reader service card



# Acquisitions may be market trend says new owner of American Seating

**Atlanta**—According to Larry Klamon, new owner of American Seating, acquisitions may be the wave of the future in the contract furnishings industry. Klamon's firm, Atlanta-based Fuqua Industries, recently purchased the seating and systems manufacturer, anticipating increased office furniture systems market growth stimulated by expanded

computer use.

Says Klamon, "Systems sales increase an average 20 percent per year. There will be ups and downs, but furniture manufacturers are experiencing a pick-up in number of orders."

Fuqua believes earnings and talents can be purchased; all company business is by acquisition. "Acquisitions

may be the route by which smaller manufacturers keep pace, since parent concerns can provide substantial financial support. Since the office furniture industry is so fragmented—with some companies marketing a single product—this industry in particular lends itself to acquisition and changes in distributorship," Klamon notes. "Dealers maintain an entrepreneurial business since it is difficult for manufacturers to own and operate the retail marketing end."

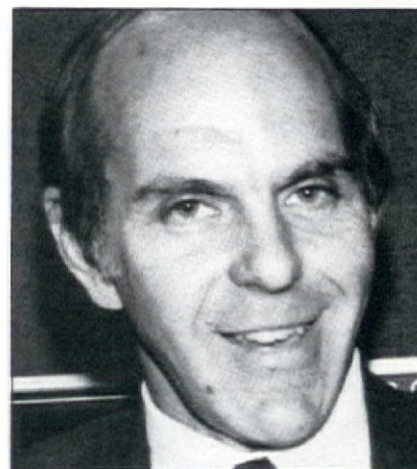
## Connecticut is second state to pass title act

**Hartford, Conn.**—The Connecticut Legislature has passed a title act limiting the use of the term "interior designer." Alabama approved a similar title act last year.

Passed first by the House of Representatives by a margin of 85 to 58 and then by the Senate by an overwhelming majority of 32 to 3, the bill must be signed by Governor William O'Neil before it becomes law. A five-year effort to pass the act was spearheaded by the

Connecticut chapter of the American Society of Interior Designers (ASID) and assisted by Connecticut Representative Maurice Mosley and Senator Robert Dorr.

The bill states that "no person shall use the title 'interior designer' or display or use any words, letters, figures, titles, advertisements, or other devices to indicate that he is an interior designer unless he (1) has passed the uniform national examination established by the National Council of Interior Design Qualification; or (2) is an architect licensed in this state; or (3) has used or was identified by the title of 'interior designer' for at least one year immediately preceding the effective date of this act."

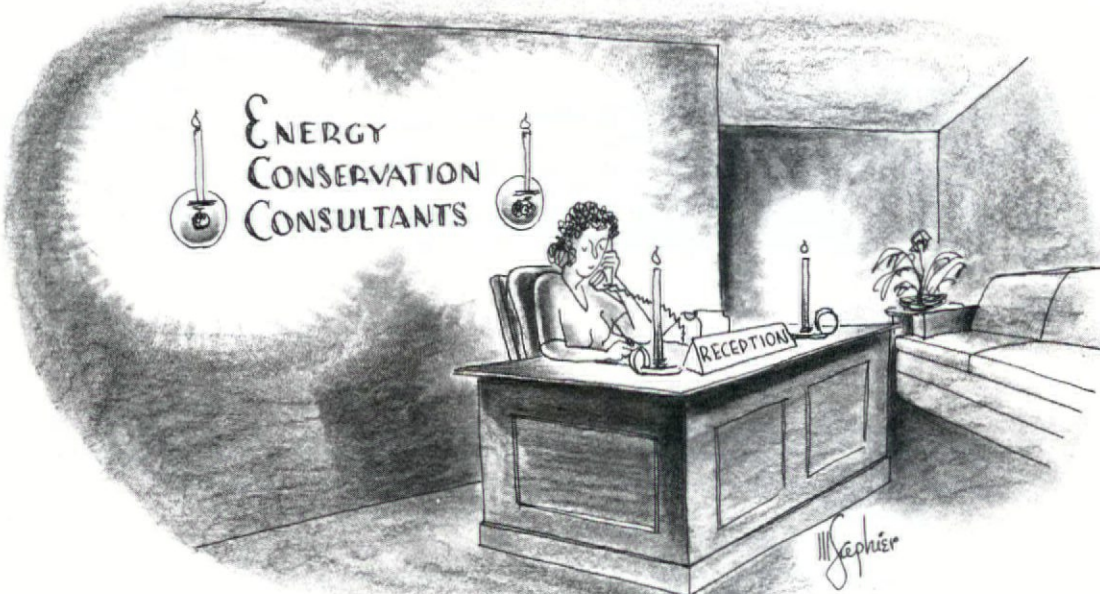


"Acquisitions may be the route by which smaller manufacturers keep pace, since parent concerns can provide substantial financial support."—KLAMON

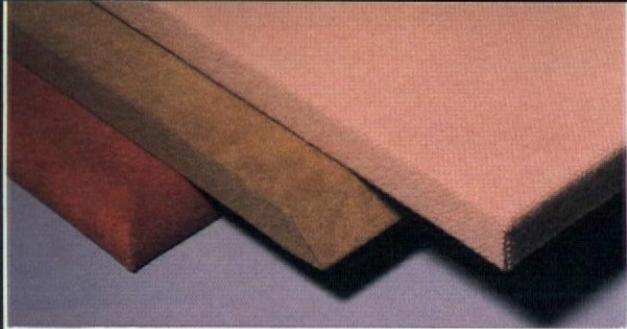
## designed for laughter®

by Michael Saphier

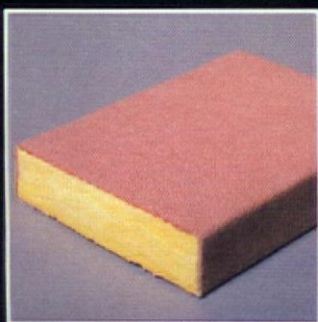
FOR CONTRACT MAGAZINE







Radius Edge, Beveled Edge,  
Standard Square Edge.



All core is press-molded fiber  
glass, light in weight and with a  
minimum .85 NRC.



Tackable Surface.

## Sound-Ab-Sorb™. A Versatility To Stifle Sound Not Creativity.

Introducing Sound-Ab-Sorb™ the first noise reduction system that gives you complete creative flexibility. Sound-Ab-Sorb™ a molded fiber-glass core, fits any space you will encounter. The standard light-weight panels come in a complete range of sizes. And can be die-cut and custom tailored to fit walls and as baffles and banners for ceiling treatments or wherever noise reduction is necessary. It is precisely this advantage of customization that allows Sound-Ab-Sorb™ to be the most cost efficient in the industry. There is no expenditure for waste.

The versatility doesn't stop there. Sound-Ab-Sorb™ offers you the most versatile selection of fabrics and colors ever available. Select from an unlimited collection of inherently flame-retardant fabric lines. All in stock and in a complete range of colors and textures that enhance any designs you create.

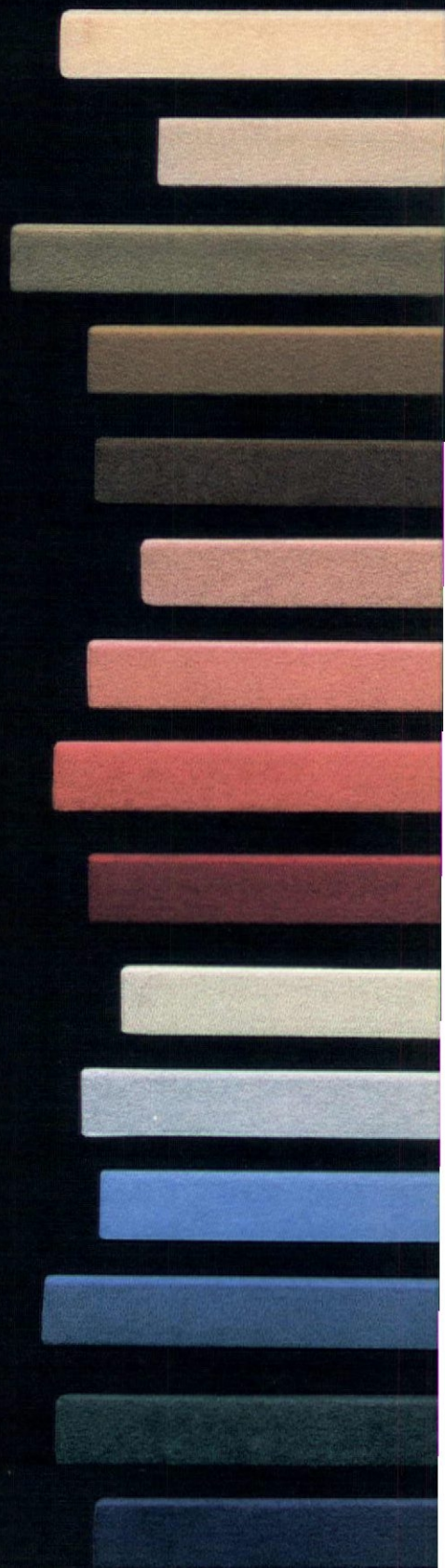
It's the perfect solution for offices, computer rooms, restaurants, hospitals or any other situation where acoustics and aesthetics must be controlled. Write us today for more information and the outstanding test results. You'll discover versatile fabrics and a noise reduction system that is pleasing aesthetically as it is acoustically. The fabric shown to the right is Regal.

Sound-Ab-Sorb™ by Regency Fabrics  
66-26 Metropolitan Ave. Middle Village, NY 11379  
800 • 221 • 3510 212 • 821 • 2510

**SOUND**  
**AB** A NOISE  
REDUCTION  
SYSTEM  
**SORB**  
BY REGENCY FABRICS



Circle 11 on reader service card





Something You Can See Through Will Protect  
Your Investment for Years to Come

Tri-Guards



It's true! Tri-Guards protect interior corners with a clear plastic shield that's almost invisible. Tri-Guards let the beauty of the original decor shine through.

Protecting corners in high traffic areas is a costly and continuing problem for institutional and commercial buildings. Now, by specifying Tri-Guards, you can control these costs in a handsome and decorative way.

Tri-Guards are practically indestructible. Made from Lexan, a high impact material developed by General Electric, Tri-Guards won't crack, chip, or dent, even in high traffic areas. Tri-Guards are the thoroughly modern way to protect vulnerable corners.

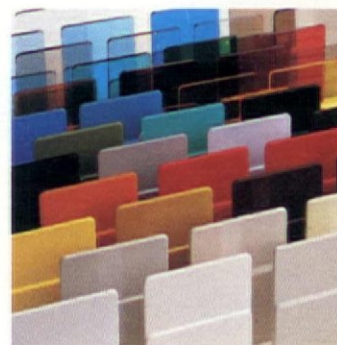
Tri-Guards are easy to install. Available in a variety of widths and lengths to fit any corner, Tri-Guards can be installed perfectly in minutes. In addition, Tri-Guards can be removed and re-installed just as easily when a room or corridor is ready for redecorating.

Complete specifications for Tri-Guards are listed on page 10.6/Tr of Sweets Catalog.

**NEW!**

*Tri-Guards are also available in colors, custom blended to fit your wall treatment exactly.*

*Check for quantity requirements on color orders.*



**Tri-Guards** inc.  
**CLEAR CORNER PROTECTORS**  
953 Seton Court, Wheeling, IL 60090 (312) 537-8444

Circle 12 on reader service card





## Look who's happy we invented Ultrahide.

A lot of steers can look forward to longer lives as soon as interior designers and contract specifiers discover Ultrahide.

**The suppleness of premium leather, the grain of leather ...at savings of up to 75%.**

An advanced product of Chrysler's Sandusky Vinyl Division, Ultrahide was born to out-leather even the best of the imitators.

Ultrahide does everything but "moo". It not only has the look, the feel, the flexibility of high-quality leather, it also develops leather-like wrinkles when creased. Soft? Certainly. But equivalent to upholstery grade leather in ruggedness. Color, embossing and printing to your specifications.

Yet, Ultrahide costs as little as one-fourth as much as leather.

**Ultrahide applications are virtually infinite.**

Specify Ultrahide anywhere you might have used leather. From sumptuous designer and commercial furniture, to automobile upholstery, to whatever.

**Send for a swatch.**

Fill out and mail this coupon for an Ultrahide swatch, more information and prices. Or, call the Customer Service Department at our Sandusky Vinyl Products plant: (419) 627-3286 and 3287. We also offer a broad range of other handsome, rugged vinyls.

Please send me an Ultrahide swatch and pricing information.

**Mail to: Customer Service Dept.  
Sandusky Vinyl Products  
Chrysler Corporation  
3130 Monroe Street  
Sandusky, Ohio 44870**

(Name) Please print

(Company name and your title)

(Street address)

(City, state, zip)

# ULTRAHIDE



**THE NEW CHRYSLER  
CORPORATION**

Quality engineered to be the best



## Daniels IBD president; merit award to Heinz

**Chicago**—Eugene M. Daniels, FIBD, founder and president, Counterpoint Inc., Knoxville, Tenn. space planning firm, was elected national president of the Institute of Business Designers (IBD). He succeeds David F. Cooke, FIBD, who remains on the Institute's executive committee as past president.

Other officers elected at the organization's recent annual meeting are vice presidents Karen T. Guenther, interior design director, Kahler Slater Torphy Engberg, Milwaukee; David Immenschuh, architectural interiors director, PBNA, Kansas City, Mo.; Margo Jones, associate, TVS & Assoc., Atlanta; and Sandra Ragan, president, Friday Design Group, Washington, D.C.

New IBD secretary is Carolyn Blakely, principal, Interplan/Griswold Venture, Dallas. New treasurer is Clara Smith, marketing design director, McQuiddy Office Designers, Nashville.

According to Daniels, the new officers are representative of the youth and diversity of IBD's membership noted by two national surveys. "The average age of the new officers is 34 years," he says. "Each has been an IBD member approximately eight years."

### Heinz gets first IBD merit award

Jo Heinz, FIBD, former IBD president and current chairman of the long-range planning committee, received the organization's first Distinguished Merit Award honoring "outstanding service the contract design industry." Heinz is also president of Interior Spaces, a Topeka, Kans. interior design firm.

Heinz was elected to the IBD College of Fellows in 1980 and has served as chapter development chairman and member of the foundation development committee. She also heads the Institute's speakers bureau, serves on its review committee, and is liaison to the Int'l. Association of Lighting Designers.

She is a member of the National Council for Interior Design Qualification (NCIDQ) and currently serves as vice president. As advisor to the Foundation for Interior Design Education Research (FIDER), she co-chairs the FIDER development task force.

Says past president David Cooke, award presenter, "The Institute is gratified that our first Distinguished Merit Award has gone to someone with such an outstanding record of service."



New IBD president, Eugene M. Daniels, FIBD, president, Counterpoint Inc., Knoxville Tenn., says new officers typify membership.



Recipient of IBD's first Distinguished Merit Award, Jo Heinz, FIBD, is president of Interior Spaces, Topeka, Kans.

## New class of materials to be used in development of interior products

**New York**—A new class of materials that can help rebuild America's crumbling infrastructure and promises outstanding new products for interior space design specifications has been introduced by Quazite Corporation. An affiliate company of Lone Star Industries and the Shell Oil Company, Quazite Corp. produces the material—also named Quazite—from selectively graded minerals, polymers, and monomers.

Quazite combines the strength and durability of rock with the forming versatility available through advanced materials technology, according to Ken D. Valentine, president of the new affiliate company. "The market potential and range of application for the new material is almost limitless," he adds. "The material will have a revolutionary impact on many industries as did fiberglass and aluminum when they were first introduced."

Quazite's application to the contract market will be made possible through ArmStar Venture Associates, formed to develop a line of new products that use Quazite in interior architectural finishes, according to S. Todd Lewis, ArmStar president. The company is a joint venture of Quazite Corp. and Armstrong World Industries, as recently announced at a press gathering in New York.

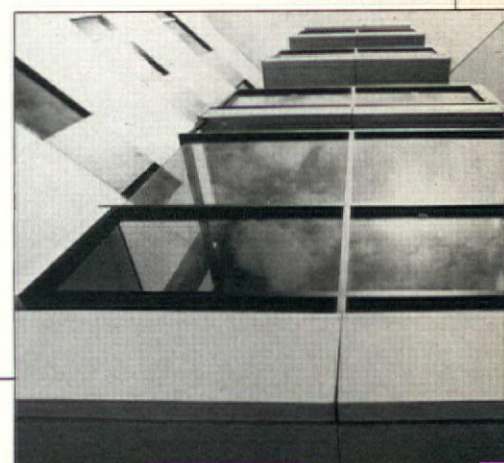
"We will be shipping product by the end of this year," comments Lewis, who declined to specify the exact products

being planned, but did indicate that they were interior finishes for commercial applications.

Quazite is non-porous, dense, and 95 percent inorganic, making it impervious to erosion by water, de-icing chemicals, freeze/thaw cycles, and airborne contaminants. The material resists virtually all corrosive acids, Lewis points out, as well as chemicals, oils, and greases. In testing, it has been immersed in 50 percent sulfuric acid solution for months without change.

An additional advantage of Quazite is that it acts as a superior electrical insulator and requires no grounding. Panels of the material maintained structural integrity in electrical arcing situations, in contained temperatures of over 2,000 degrees Fahrenheit, and in hurricane-force pressure wave tests.

Quazite veneer panels are used instead of natural stone on Sept Isles hospital building, Quebec. The non-porous, dense material can be molded into uniform 10- by 20-ft. panels.







## spacecube\*

A new open cell ceiling combining a continuous look with the ease and economy of a standard 2'x4' inverted T-bar grid. Send for a catalog and enjoy the possibilities.

**Integrated Ceilings, Inc.**  
11500 Tennessee Ave.  
Los Angeles, California  
90064 (213) 478-0781

Circle 14 on reader service card



*Softlight Shades*  
*Not a mini blind but a*  
*woven & pleated fabric*



## 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%.



Circle 15 on reader service card





## MARKETING DIRECTOR

One of 4 Top Managers reporting to the President and responsible for all marketing & sales.

Salary open. Excellent bonus and benefits. Opportunity to grow with us in the expanding markets of health, education, recreation and office for commercial seating in advanced design to solve customers' problems of time, labor and space wherever people sit to eat, meet, train, wait or work. Growth manufacturer wants person to match requirements listed below.

Please score yourself on a scale of 1-5 (1-very low, 2-below average, 3-average, 4-above average, 5-very high). Rate yourself as you are today, not as you would like to be. Attach to confidential resume and send to Norman Polsky, President.

Score

- \_\_\_\_\_ 1. Capable of becoming the President within 5 years.
- \_\_\_\_\_ 2. Heavyweight
  - \_\_\_\_\_ A. Gets job done on time in spite of excuses.
  - \_\_\_\_\_ B. Proven good and fast business judgement.
  - \_\_\_\_\_ C. Cautious for his actions but acts.
  - \_\_\_\_\_ D. Business Discipline
    - \_\_\_\_\_ 1. Responsibility for profits: cost - return - when.
    - \_\_\_\_\_ 2. Follow and administer policies and directives.
    - \_\_\_\_\_ 3. Display high morale, regardless of immediate personal feelings.
  - \_\_\_\_\_ E. Strong financial & EDP acumen.
- \_\_\_\_\_ 3. Good appearance, personable, makes people want to perform with enthusiasm.
- \_\_\_\_\_ 4. Good health — no problems especially cancer, heart, diabetes.
- \_\_\_\_\_ 5. Highest integrity and ethics with credibility up front.
- \_\_\_\_\_ 6. Self discipline — tolerance of learning as phase into full responsibility.
- \_\_\_\_\_ 7. Family & self agreeable to 60 hour weeks and some travel away from home. Spouse self-sufficient.
- \_\_\_\_\_ 8. Experience commercial furniture market, Architects, Interior Designers, Dealers, Consumers, Public Type Bids.
- \_\_\_\_\_ 9. Successful work history in marketing & sales management.
  - \_\_\_\_\_ A. Working with dealer organizations and their salespersons.
  - \_\_\_\_\_ B. Working with reps, direct salespeople, field sales managers, sales manager.
  - \_\_\_\_\_ C. Closing sales personally and job close strategy directions to others.
  - \_\_\_\_\_ D. Trade Shows planning and manning.
  - \_\_\_\_\_ E. Sales forecasting, quotas, budgets.
  - \_\_\_\_\_ F. Advertising, catalogs, sales promotion.
  - \_\_\_\_\_ G. Preparing and conducting sales meetings and seminars.
  - \_\_\_\_\_ H. Product development.
  - \_\_\_\_\_ I. State and Federal Contracts.
  - \_\_\_\_\_ J. National Accounts.
- \_\_\_\_\_ 10. Leadership: select, training, organize, inform, control & motivate people.
- \_\_\_\_\_ 11. Planning: procedures, systems, simplification, methods, cost control.
- \_\_\_\_\_ 12. Performance standards:
  - \_\_\_\_\_ A. Quantity of work: Leads others in the amount of work accomplished.
  - \_\_\_\_\_ B. Quality of work: Exceptionally fine workmanship with high appearance and accuracy.
  - \_\_\_\_\_ C. Dependability: Recognizes needs beyond specific work assigned & takes emergencies in stride.
  - \_\_\_\_\_ D. Job attitude: Highly enthusiastic, persevering and constantly seeks additional work.
  - \_\_\_\_\_ E. Adaptability: Unusually fast to learn new duties and adjust to changed conditions.
- \_\_\_\_\_ 13. Presentations both oral and written.
- \_\_\_\_\_ 14. Sense of humor.
- \_\_\_\_\_ 15. Intelligence — fast learner, good memory, analytical problem solver, sharp to respond.
- \_\_\_\_\_ 16. Internal motivation: Self-starter and to completion.
- \_\_\_\_\_ 17. Ambitious for money, position and success.
- \_\_\_\_\_ 18. Behavior characteristics of drive to accomplishment in spite of opposition, individuality - decision making, self-confidence and influencing of people to act favorably.
- \_\_\_\_\_ 19. Creative with practical imagination to develop fresh approaches to old & new problems.
- \_\_\_\_\_ 20. Tolerance of other people in the organization with empathy plus fair and firm.
- \_\_\_\_\_ 21. Stability characteristics: Married or single past 5 years, record of job stability.
- \_\_\_\_\_ 22. College graduate.
- \_\_\_\_\_ 23. Annual salary desired (excluding bonus & benefits) \$ \_\_\_\_\_

equal opportunity employer

1642 Crystal, P.O. Box 6346, Kansas City, MO 64126 • 800/821-3500 • 816/241-4500 • Telex: 434218 Fixtures KSC

chairs: stacking, office, upholstered, thermoplastic & tablet arm • tables: stacking, conference & dining • lounges-tandems



## Blake installed as new president of NHFL education div.

**New York**—Gloria Jean Blake, FNHFL, founder and editor of *Florida Designers Quarterly*, was installed as national president, board of governors, of the National Home Fashions League (NHFL) Educational Foundation. She is past president of NHFL'S Florida chapter.



Gloria Jean Blake, FNHFL, founder and editor of *Florida Designers Quarterly* is new president, board of governors, NHFL Educational Foundation.

Blake is a press affiliate of ASID and IBD as well as a member of the Interior Design Guild. She serves as educational advisor to Florida International Univ., International Fine Arts College, Bauder College, and the Interior Design Advisory Council, W. Carolina Univ.

## Five new seminars round out CAD conference agenda

**New York**—Five additional seminars have been added to the event schedule of the Fifth Annual Computer-Aided Space Design & Management Conference, November 9-10, sponsored by *CONTRACT* and *Facilities Design & Management* magazines.

The updated seminar schedule now includes "End-Users Roundtable: Architecture/Engineering Firms," led by Alan Hantman, Gibbs & Hill; Gary Silver, Hellmuth, Obata & Kassabaum; and Len Corlin, co-publisher, editor, *CONTRACT*.

Also slated for the event are "How Computer Systems Fit Into The Work Environment," with Sylvan Shemitz, Sylvan Shemitz & Assoc. and James E. Sulewsky, Acoustical Design Inc.; and "How To Use Software Programs for Facility Management," chaired by Lee Hales, management consultant.

"Office Automation Forecasting," with Stephen Binder, Citibank N.A.; William G. Krebs, Interspace Inc.; Robert Hamilton, Merck & Co.; Duncan Sutherland, Wang Computer; and Roberta Walton, managing editor, *CONTRACT*; and "How To Use Software For Real Estate Management," led by James Boyce, DFI Systems, round out the program.

Additional exhibitors now signed up for the event, which will take place at the Halloran House, New York, are Arigoni Computer Graphics, California Computer Products, Resource Dynamics, Sigma Design, and Summagraphics.

For registration and exhibit information contact Hilary Plunkett or Laura Goldstein, c/o Gralla Publications, 1515 Broadway, 24th floor, New York, 10036, 212/869-1300.

# We've Got It All!

Polyplastic Forms is more than dimensional letters, we are the one source for all your fabricated plastic merchandisers, decorative graphics and logos, complete signs as well as individual letters, and portable display booths . . . and with limitless combinations of styles, sizes, colors, materials and finishes to choose from.

Call today for our new brochure and see for yourself why Polyplastic is the only source you will ever need.



since 1946

**POLYPLASTIC FORMS, INC.**

(516) 249-5011

49 Gazza Blvd., Farmingdale, N.Y. 11735







# Install a system like this with just simple tools?

Yes! With SYSTEM 2PLUS,<sup>™</sup> no special tools or skills are required. In fact, all of the major components fit together with only a few basic tools. Your system will go up fast, minimizing office downtime and installation labor costs.

SYSTEM 2PLUS is also easy to specify. Just give us a floorplan

showing the main components. We'll specify all the essential hardware for you. Not only will you save time during ordering, but you can be sure your system will arrive 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.

For a free copy of our new color brochure on SYSTEM 2PLUS, contact Panel Concepts, P.O. Box C-11953, Santa Ana, CA 92711, (714) 979-3680.

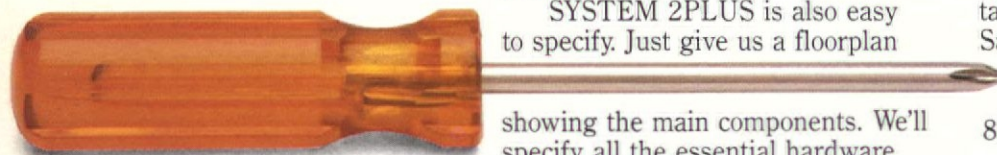
In California, call (800) 422-2101. Outside California, call (800) 854-6919.



**panel concepts, inc.**  
A SUBSIDIARY COMPANY OF STANDARD-PACIFIC CORP.

**We make it easy to do business.**

Circle 17 on reader service card





# HIEBERT

## You've met Hiebert's IPA! Now meet IPA-SIX!

IPA-SIX is Hiebert's commitment to ship you over 75% of systems configurations most often ordered... in six weeks or less...and with universal components!

Honest!

### Other Advantages?

Besides the obvious advantages of being able to obtain an almost endless selection of configurations or clusters of stations on a six week basis, remember:

- Growing companies can count on an orderly supply of systems furniture on an ongoing basis.

- Large corporate users can standardize on IPA-SIX parts and use this program as if it were their own warehouse or "attic stock."

- All accounts can count on a large selection of free standing furniture and seating to blend in to their systems requirements, most of these items also being available on a six week basis.

**HIEBERT** P.O. Box 6266, Carson, CA 90749

**Manufacturing Facilities:** California,

North Carolina, Pennsylvania

**Showrooms:** Dallas, Houston, Kansas City,

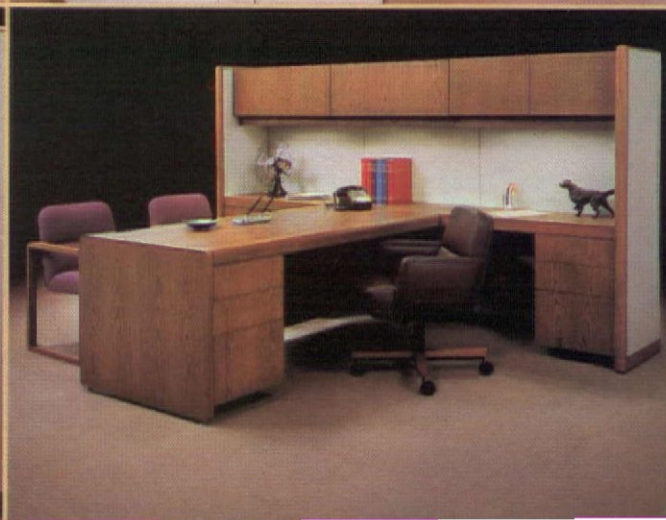
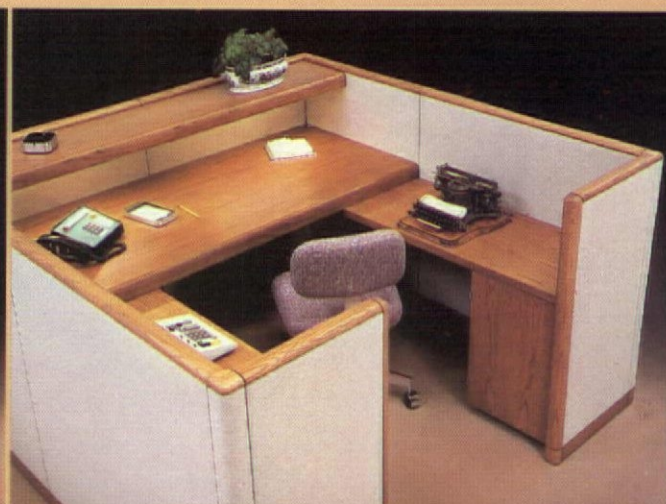
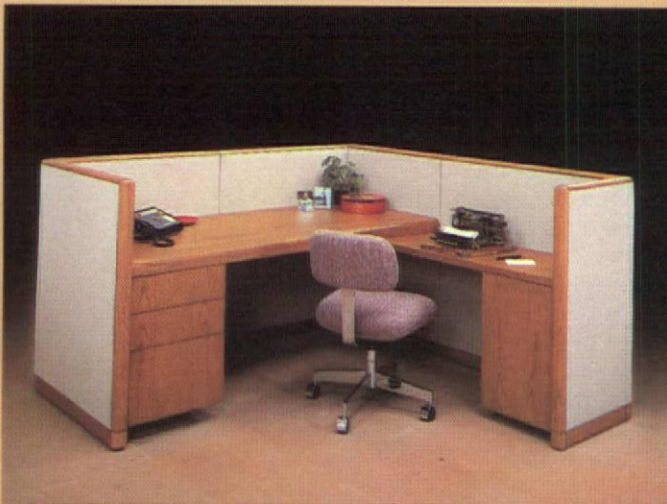
Minneapolis, Los Angeles, San Francisco,

Chicago, Philadelphia, St. Louis, and

Washington, D.C.

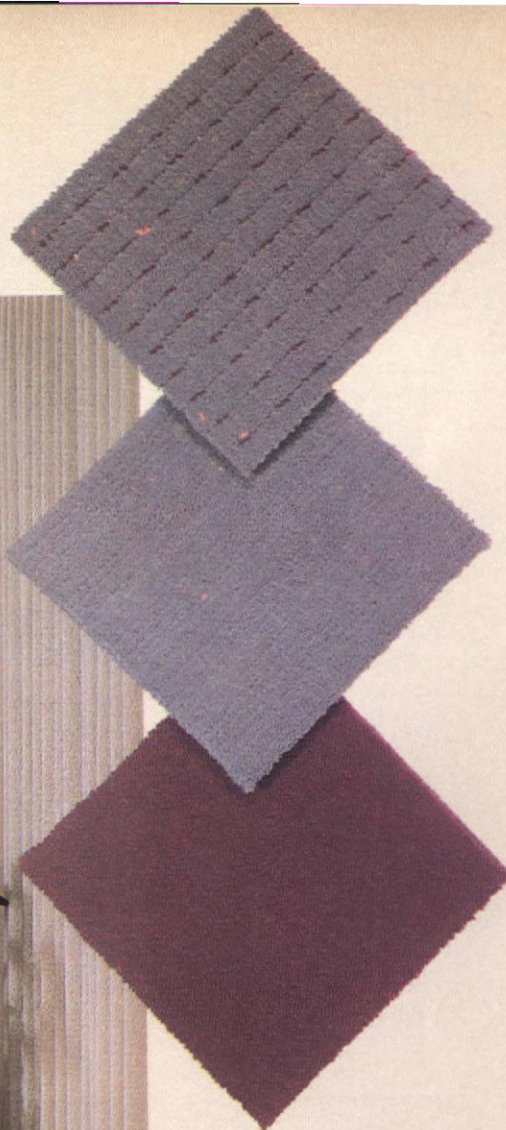
DIVISION, HON INDUSTRIES

Circle 18 on reader service card





# Bigelow: Your partner in design.



Bigelow commercial carpet. Hundreds of in-stock colors. An infinity of custom colors. Countless superb patterns. Splendid textures. All with coordinated companion solids. Design flexibility. Our 150 years of manufacturing expertise combine with your creativity from concept through finished installation. Bigelow commercial carpet: your partner in design. Call us today at 1-803-299-2000.

Shown here, at the offices of Schmidt, Elrod and Wills, Attorneys, in Denver, Colorado, a Bigelow woven commercial corridor carpet of DuPont Antron® nylon, in a custom color from our Creative Designer Program.

**Bigelow**  
Commercial Carpet

P.O. Box 3089, Greenville, SC 29602

DUPONT  
**ANTRON**

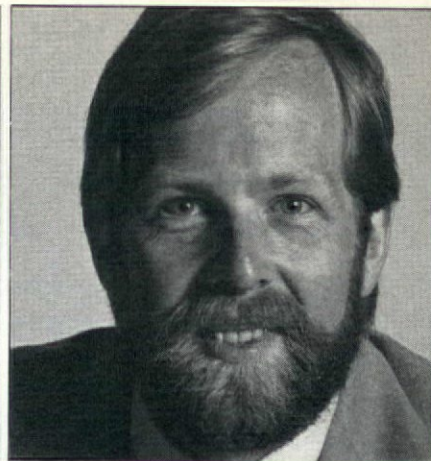
Circle 19 on reader service card



## 22 categories open in IBD/CONTRACT product design contest

**New York**—A total of 22 categories are open to submissions in the 1983 IBD/CONTRACT Product Design Competition. These categories include desks, caseloads, filing systems, systems and computer support furniture, lighting, ceiling systems, various types of seating, fabrics, and floorcoverings. A special innovative product solution category covers new products that are suitable for contract application but do not fall within specific category guidelines.

Judges for this year's awards, which will be presented at the Plaza Hotel during Designer's Saturday, are Orlando Diaz-Azcuy, IBD, Gensler & Assoc., San Francisco; Katherine McCoy, national president, Industrial Design Society of America (IDSA) and partner, McCoy & McCoy, Bloomfield, Mich.; Margaret McCurry, AIA, partner, Tigerman, Fugman, and McCurry, Chicago; and David F. Cooke, FIBD, past president, IBD,



Orlando Diaz-Azcuy, IBD, Gensler & Assoc., San Francisco, (left), and David Cooke, FIBD, past president, IBD, and vice president, Design Collective, Columbus, Oh., (right), are among judges for the IBD/Contract Product Design Competition.

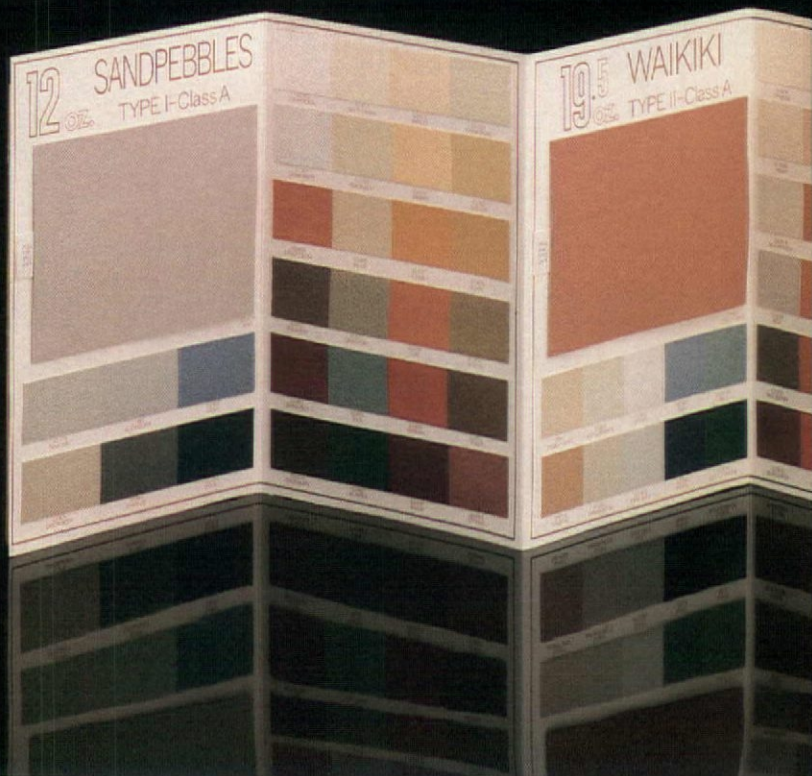
and vice president, Design Collective Inc., Columbus, Oh. Entries will be judged on the basis of innovation and exceptional design achievement in contract and commercial furnishings. All contract products introduced within the past year are eligible for submission.

Award winners will be published in the November, 1983 issue of CON-

TRACT. The grand prize winner will be featured in color on the magazine's cover. A bound reprint of contest coverage will be distributed to IBD members.

Award winning designs will be displayed in IBD's national office in the Chicago Merchandise Mart, during NEOCON 16. A Multi-media presentation developed for the awards dinner

**We've just unfolded our latest colors.**





will be circulated among IBD chapters and used in IBD programs nationwide.

Contest rules limit submission of a given product to one category, although designers and/or manufacturers may enter a variety of designs in different categories. Deadline for entries is September 6, 1983.

To enter the competition write IBD, 1155 Merchandise Mart, Chicago, IL 60654.

## Recycled workstations are valuable options for smaller offices

**Holland, Mich.**—A complete line of workstations made from recycled Herman Miller Action Office furniture system components are now available from Tradex Inc., a wholly owned subsidiary of Herman Miller.

Called Phoenix Designs, the workstations are new products designed specifically for smaller offices, such as travel agencies, small accounting and law



*Pinwheel configurations accommodate four workers in close quarters without sacrificing privacy. These ready-to-ship workstations from Tradex, wholly owned subsidiary of Herman Miller, are made from recycled Herman Miller Action office furniture system components.*

firms, airline reservation centers, and local real estate offices. Constructed to move as a unit within the workplace, they are available in six configurations and accommodate one to four workers.

Says Tradex president Dwight Hoover, "In addition to providing lower cost, open plan solutions for smaller spaces, they add to the life-cycle value of Action Office Furniture systems."



Guard® vinyl wallcoverings present "Tea Rose", "Bottle" and many more fresh, new colors in the three most popular commercial weights. They're yours to see and feel in a functional new sample card, specially designed to make your specifying job easier. We have put together, in one sampling, the wallcovering colors, weights and textures you use most often. So it will save you time while offering a spectrum of new, updated color choices. And this is just

part of Guard's wide color collection. For more information, contact your Guard distributor or write to Columbus Coated Fabrics, Contract Division, P.O. Box 208, Columbus, Ohio 43216.



**BORDEN** **GUARD**  
VINYL WALLCOVERING

Circle 20 on reader service card



Steelcase

**"With this new seating, my goal was to achieve classic simplicity."**



"Esthetically, the key to the design is the elliptical, oval steel tubing. The entire frame flows to take advantage of its reflective quality. Seat and back are suspended within the framework to provide maximum comfort.

"Because of its fluid, flowing design, I see it as being appropriate not only throughout offices, but in any rooms, large or small.

"I believe this new design offers a lightness of scale, an economy of materials, and a versatile new seating option."

*Norron H. Snodgrass*

See the new Snodgrass seating at 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.

**Circle 21 on reader service card**

Chair upholstered in new Counterpoint Hampstead Crepe fabric.







## Portman to keynote CONEXION expo

**Atlanta**—John C. Portman, Jr., internationally known architect and developer, will be the keynote speaker at CONEXION '83, the Atlanta Market Center's contract exposition premiering October 20-22. The show will be the first commercial design market established for the Southeast.

Portman's speech will focus on "De-

signing for People in the '80s." According to his philosophies, architecture must draw on elements from nature to achieve human scale. Atria, exposed glass-enclosed elevators, aerial walkways, sculptures, trees, and fountains are among the elements he utilizes.

Chief executive officer of John Portman & Assoc. Architects and Engineers as well as Portman Properties, he designed Atlanta's Peachtree Center, San Francisco's Embarcadero Center, and the



*John Portman, head of John Portman & Assoc. Architects and Engineers and Portman Properties, will be the keynote speaker at CONEXION '83, the Atlanta Market Center's first all-contract exposition.*



#2032

**BEAVER FURNITURE CORPORATION**

42 Greene St., New York, N.Y. 10013 Tel. (212) 226-1850 TOLL FREE 800-221-9550 (Outside N.Y.)

*Manufacturers of Modern and Traditional Upholstered Furniture for Home and Office*

Marina Centre, Singapore. The Atlanta Merchandise Mart, the convention site, was his first major project.

Also to be featured at CONEXION '83 is more than 80,000 sq. ft. of furniture/furnishings exhibits. Other exhibits will be shown at manufacturer showrooms throughout Atlanta. Seminar topics selected for the event include the Memphis Design School, color forecasting, and the future of the office furnishings market.

For information on the event contact the Atlanta Market Center, Suite 2200, 240 Peachtree St., N.W., Atlanta, GA 30043; 404/688-8994.

## IBM facility tours highlight joint IBM/AIA conference

**San Jose, Calif.**—Tours of IBM facilities in San Jose and Santa Theresa, Calif. will highlight "High-Tech Exchange: Architectural Master Planning in the Corporate Environment" sponsored by IBM and the Architects in Industry Committee of the American Institute of Architects (AIA/AIA).

The three-day conference, which will take place here October 25-27, is geared toward improving interface between architects and corporate executives. Scheduled for the Sainte Claire Hilton, the conference presents IBM as a case history in master planning.

More information on the conference may be obtained from Beverly Sanchez, Staff Executive, AIA/AIA, 1735 New York Ave., N.W., Washington, DC 20006; 202/626-7300; or Michael Pinkston, IBM General Products Div., 474-124, 5600 Cottle Rd., San Jose, CA 95193; 408/256-6328.





## The compromise is over.

Xorel Fabric Wallcoverings look as great as they perform. ■ It's here, the brilliant concept that took seven years to perfect. Xorel fabrics, the wallcovering innovation of the 80's, combine the performance needed for high traffic, tough wear areas with the visual appeal of real woven fabric. ■ Exclusively from Carnegie, Xorel fabrics come paper backed and unbacked in 3 weaves, 30 colorways. Xorel fabric wallcoverings are a new aesthetic solution for every job with a maintenance problem. ■ Examine the extraordinary test results and call our sales representative today.

### Stain Resistance

12 difficult common stains completely removed by simple maintenance methods, most by wiping with damp cloth.

### Durability

No wear in Wyzenbeek Abrasion Test after 100,000 double rubs, more than six times the required minimum. Test stopped.

### Strength

Exceeds by 5 to 10 times the minimum requirements for tensile and tear strength, twice the minimum for seam slip-page.

### Flame Retardancy

Passes Class A, Class I as wallcovering or open plan screen fabric.

### Toxicity

Passes the Boeing Aircraft Safety Standard for seven noxious gasses.

### Color Fastness

Virtually fade proof. Highest rating (Class 5 no fading) or slightly below (Class 4.5) after 80 hours in Fadeometer test. Twice required minimum.

### Acoustics

Noise reduction coefficient (NRC) of acoustical panel core remains the same after core is covered with Xorel fabric.

### Hospital Use

Resists growth of fungi, bacteria and staphylococcus germs.

# XOREL<sup>TM</sup>

Fabric Wallcoverings by  
Carnegie

110 N. Centre Avenue  
Rockville Centre, NY 11570  
516 678 6770

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

Circle 23 on reader service card





# C.E.O.

**Curran Executive Office Furniture**

1410 Danmar Ave. • High Point, North Carolina 27260  
(919) 889-2818 1-800-334-8192

Circle 24 on reader service card



# CONTRACT QUOTES

## INDUSTRY GROWTH MEANS MORE CONCERN FOR USERS

**Philip Hendrickson**  
President, BIFMA  
Grand Rapids, MI—



“By the end of this year, office furniture shipments will equal \$7 billion in users’ costs. Between 1981 and ’82, this industry saw a six percent increase in shipments, versus other U.S. industries in which shipments were down by approximately the same amount. If this trend continues, the furnishings industry will explode by 1984. The tremendous growth and influence of our industry mandates a responsible approach to production and the needs of the end-user. At the same time, the consumer must recognize the importance of productivity. Office facilities currently consume a disappointing one percent of corporate dollars.”

## ADVANCE CAD PLANNING AIDS SYSTEM USERS



**Jack Robinson**  
Project Director  
UDC Int’l.  
Houston—

“One of the greatest crimes I’ve seen as an architect is the shelving of stacking plans and inventory information developed during the design process. What is really needed is a method for reusing this material. That’s what a computer-aided design and management system offers. But, a firm interested in purchasing this type of system must plan its implementation. You can’t just go out and buy a system and force your people to use it. You need to start with a service bureau and test how the system adapts to the firm’s project

load. Then, company management can determine what programs are needed in-house and, by then, staff is no longer afraid of the computer.”

## STRESS CONTINUITY IN URBAN PLANNING



**Dr. Robert Holland**  
President’s  
Committee For  
Economic  
Development  
Washington, D.C.—

“Urban revitalization was a new undertaking for most cities five years ago. Today, it is a commonplace effort. We need to consider our cities in two ways. It is important to examine civic resources, which are under our control, and federal assistance/demographics, both of which are not. There are six tools that make urban revitalization work: civic positivism, a realistic vision of the future, a communications network, civic organizations that function as building blocks, a warm welcome for civic entrepreneurs, and a policy of continuity.”

## USER MANDATE: TAKE CAD CONTROL

**Dana K. Smith**  
Sr. Program Mgr.  
Systems Engineering Div.  
Naval Facilities  
Engineering Command  
Alexandria, Va.—

“Currently, vendors are telling us what to do with our computers. This should not be the way the system works. Whether it takes more design organization involvement or more vocalization on the part of user groups, we have to take control. If computers are going to be an asset to the design and planning community, its members must set their own CAD directions. This effort is the industry’s challenge for the 1990s and beyond.”

## COORDINATED FURNITURE SIMPLIFIES SPECIFICATIONS



**O.J. Holohan, IBD**  
Principal  
O.J. Holohan Assoc.  
Burton, OH—

“We are seeing a greater number of coordinated furnishings groups and collections emerge in the contract market. This trend is a reaction to the designer’s and dealer’s need for specifications simplification. Ideally, designers should be able to use a one-source collection created by diversifying a single manufacturer’s line or banding together the offerings of several manufacturers. Either way, the manner in which we approach coordination must become more sophisticated.”

## STAFF INPUT YIELDS OPEN PLAN ACCEPTANCE

**Florinda Doelp, IBD**  
Director/Partner  
Kling Interior Design  
The Kling Partnership  
Philadelphia—

“Strongest resistance to open plan is usually expressed by middle managers who have worked hard to earn a private office only to see it disappear. To gain employee support, both management and the designer must work together to develop an orientation program for employees. Orientations should respond to frequently expressed apprehensions, such as loss of speech and visual privacy and status. It must also explain how open plan can benefit the workforce by increasing efficiency, employee interaction, and design flexibility. If employees feel that they have played a vital role in the design process and that their needs are considered, they are far more likely to accept management’s decision to specify open plan offices, sometimes even eagerly.”





**Tropitone is seen in the nicest places . . .**

**MGM Grand Las Vegas, NV • Camelback Inn Scottsdale, AZ • Intercontinental Hotel Maui, HI • Mountain Shadows Scottsdale, AZ • Grand Teton Lodge Jackson, WY • Banff Hotel Alberta, Canada • Disneyland Hotel Anaheim, CA • Hotel Del Coronado Coronado, CA • Dunes Hotel & Country Club Las Vegas, NV • Quail Lodge Carmel, CA • The Olympic Country Club, Lakeside San Francisco, CA • Century Plaza Hotel Los Angeles, CA • Harrahs Reno, NV • Marriott Inn Newport Beach, CA • MGM Grand Hotel Reno, NV • Newporter Inn Newport Beach, CA • Biltmore Hotel Phoenix, AZ • Kapaula Bay Hotel Maui, HI • Silverado Country Club Napa, CA • Waikiki Sheraton Honolulu, HI • Bel Air Hotel Beverly Hills, CA • Shangri-la Hotel Singapore • Kings Island Inn Kings Mill, OH • Alice Springs Casino Alice Springs, Australia • Exmoor Country Club Highland Park, IL • Shaker Heights Country Club Cleveland, OH • Breckenridge Inn St. Louis, MO • Tan-Tar-A Resort Osage Beach, MO • Crown Center Hotel Kansas City, MO • Marriott Lincolnshire Lincolnshire, IL • Radisson Hotel La Crosse, WI • Walt Disney World Lake Buena Vista, FL • Hyatt Regency New Orleans, LA • Sea World of Florida, Inc. Orlando, FL • Busch Gardens Tampa, FL • Caribbean Gulf Hotel Clearwater Beach, FL • The Breakers Palm Beach, FL • Sea Pines Plantation Hilton Head Island, SC • Hyatt Regency Atlanta, GA • Fairmont Hotel New Orleans, LA • New Orleans Country Club New Orleans, LA • Hershey Motor Lodge Hershey, PA • Piping Rock Club Locust Valley, NY • Montauk Yacht Club & Inn Montauk, NY • Mt. Snow Snowlake Lodge Dover, VT • Sheraton Tara Braintree, MA • Rye Town Hilton Rye, NY • Del Webb's Casino Atlantic City, NJ • Rolling Rock Club Ligonier, PA • Harrah's Atlantic City, NJ • Buccaneer Beach Hotel St. Croix • Divi Divi Beach Hotel Aruba • Meridien Hotel Martinique • Mullet Bay Beach Hotel St. Maarten • Caneel Bay Plantation St. John • Little Dix Bay Virgin Gorda • Paradise Grand Hotel Paradise Island, Bahamas • Frenchman's Reef St. Thomas • Dorado Beach Hotel Dorado, P.R. • Singapore Hilton Singapore • Khartoum Hilton Khartoum, Sudan • Fijian Hotel Fiji • Hotel Okura Tokyo, Japan • Elbow Beach Hotel Paget, Bermuda • Bonaventure Hotel Montreal, Quebec • Ramada Hotel Dhahran, Saudi Arabia • Kuwait Hyatt Regency Kuwait • Aphrenieum Intercontinental Athens, Greece • Cerromar Beach Hotel Dorado, P.R. • Pink Beach Club Bermuda**

**tropitone**

Tropitone Furniture Co., Sarasota, FL/Irvine, CA

SHOWROOMS: ATLANTA CHICAGO DALLAS DENVER HIGH POINT HOUSTON IRVINE LOS ANGELES MIAMI NEW YORK PHILADELPHIA PHOENIX SAN FRANCISCO SARASOTA SEATTLE MELBOURNE SINGAPORE

Circle 25 on reader service card



# VICRTEX IT!

Like to explore new places? Vicrtex is fresh as all outdoors. Take to the woods of Rivera, Tapato or Tudor, through the reeds of Grass Cloth or Hemp. With over 100 designs and 1700 colorways, there's almost no end to the design directions you could take. Weave your way through our wovens or skip to our stones.

Nice to know that any design direction you take is supported by the unique Vicrtex quality performance and guarantees that are unmatched in the industry.

Wallcoverings so wonderfully versatile, the design possibilities stretch as far and as wide as you'd like to go.

## WALLCOVERINGS BY VICRTEX

**Designed to stay beautiful.**

Learn more about Vicrtex. Write or call us:

L.E. Carpenter & Company, Wharton, NJ 07885. 201-366-2020.

Circle 26 on reader service card





# CONTRACT TECHNOLOGY

## Terminal stand is user-adjustable to reduce visual strain



Ergonomically designed terminal stand called "SysteMate" is user-adjustable, therefore allowing CRT screen placement to suit individuals. Built-in copyholder located within operator line-of-sight further contributes to total comfort, and helps reduce eyestrain and fatigue. Unit has retractable keyboard pad and is designed to accommodate most standard-sized word- and data-processing equipment. SysteMate may be used as stand-alone terminal section or as part of a workstation group. Produced by Viking Acoustical Corporation, unit is the latest addition to the firm's line of printer silencers and office systems furniture. **Circle No. 286.**

## Modesty panel manages wiring



EC5 educational CRT table is designed by Bretford Manufacturing for computer systems. Easy adjustability and safe mobility are inherent since unit has positive stops to eliminate shelf slippage. Cord organizer/modesty panel contains connectors and cords and ES unit has three outlets plus a 20-ft., three-wire cord with grounded plug. Product is made of heavy-gauge steel with 4-in. locking casters. Unit will accommodate complete microcomputer system on 6-sq.-ft. worksurface. **Circle No. 287.**

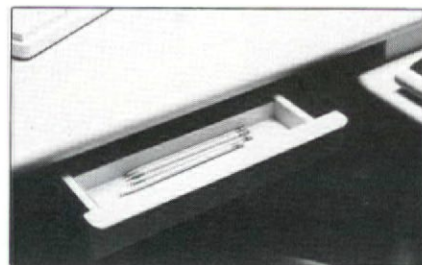
## Information furniture system adapts for desk/terminal heights



Samsonite's 3100 Series Information Support System offers modular design in dual heights. Desk and terminal heights can be combined in a continuous workstation to provide a comfortable setting for conventional or computer-oriented tasks. Support panels and connectors are cantilevered to provide ample leg-

and knee-room. Worksurfaces range from 30- to 60-in. widths and can be extended for 90- or 120-degree corners. Panels are constructed of particle board covered with Melamine laminate. Upright components have non-marring adjustable plastic glides to level all configurations. **Circle No. 288.**

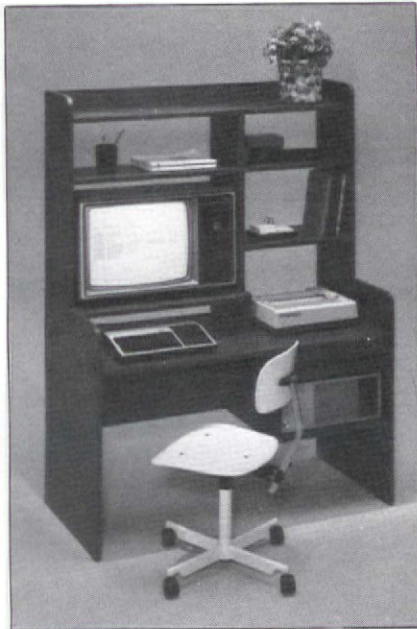
## Drawer depth slimly designed for added space



Additional leg space is one advantage to slimmer drawers in componentry from Panel Concepts Inc. Line suits open office installations and computer applications. **Circle No. 289.**

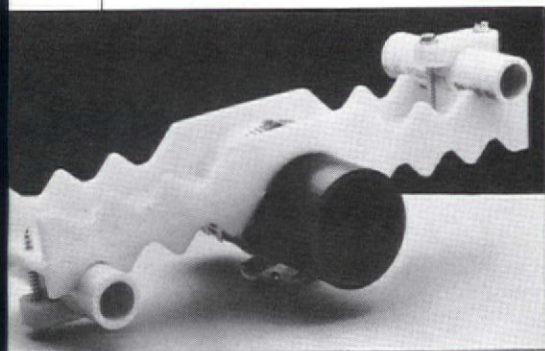


## Computer unit organizes total system



Luvan Inc. designed a three-piece modular computer center to accommodate a video terminal and keyboard. Add-on components include an above-desk organizer and storage area plus a covered storage compartment with roll-back door and pencil drawer. All modules come in walnut woodgrain with a stain-, scratch-, and scuff-resistant finish. Center suits individual users and stand-alone computers. **Circle No. 290.**

## Pipe system assures economy



Sumner Manufacturing Co., a division of Collins Machinery, has developed a plumbing pipe system with pre-measured, pre-dimensioned supports. Systems reduce inventory and save time during installation due to complete packaging. **Circle No. 292.**

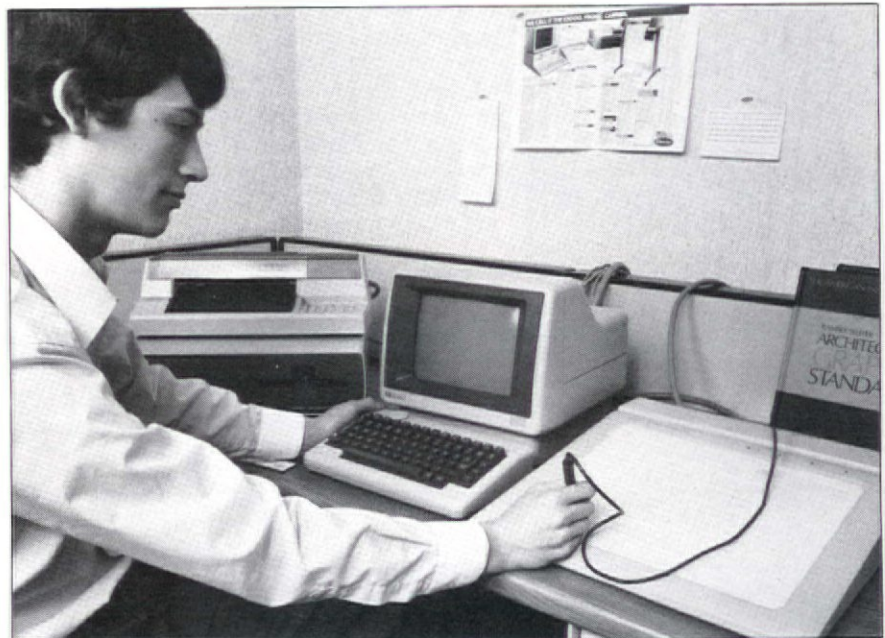
## Angled workstation componentry geared to technological offices



Modular office system "45 Series" by Fantoni USA has earned a place in the permanent collection of the Museum of Modern Art, a tribute to product innovation and state-of-the-art technology. All panels are edged with 45-degree angles as an architectural statement.

Terminal tables with keyboard trays are offered to match a variety of desks, credenzas, storage units, files, and shelving. Slate gray or white plastic laminates are available. Oak veneer tops with solid oak edges are also an option. **Circle No. 291.**

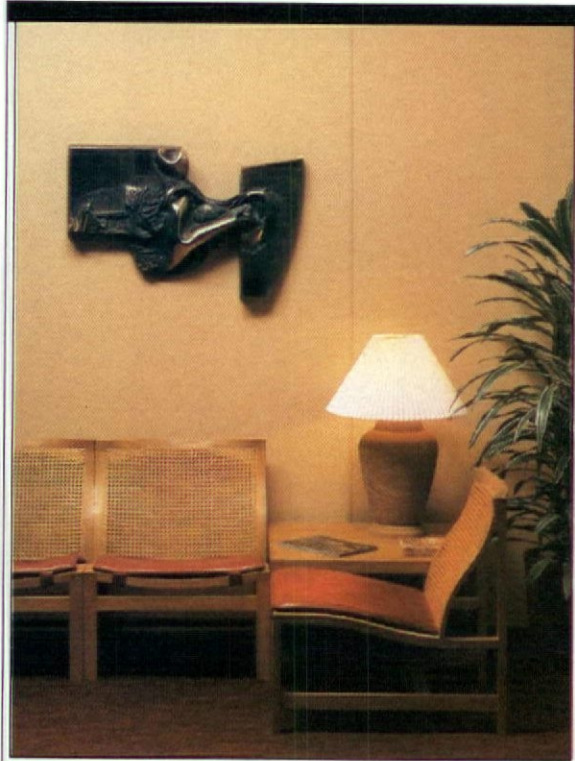
## CAD package offered to schools for training design professionals



Answering the need for CAD-skilled designers, United Technologies' Carrier Corporation has developed a computer-aided drafting/engineering

package for accredited educational institutions. The same system is already employed by 3,000 firms and government agencies. **Circle No. 293.**





**ALLIANCEWALL PORCELAIN ENAMEL ON STEEL.  
IMPERVIOUS TO BAD ART.**

Vandals and would-be artists can't leave their marks on our walls. Because porcelain enamel's hard-as-glass surface simply wipes clean. Panels won't mar, chip or scratch. No matter what. But that's just part of their beauty. They also double as on-the-spot writing surfaces, with our colorful, Rite On/Wipe Off® markers. Or as convenient, magnetic-based bulletin boards. Contact us soon to see how we can help with your next interior project. Porcelain enamel on steel—for practicality, versatility and lasting beauty.



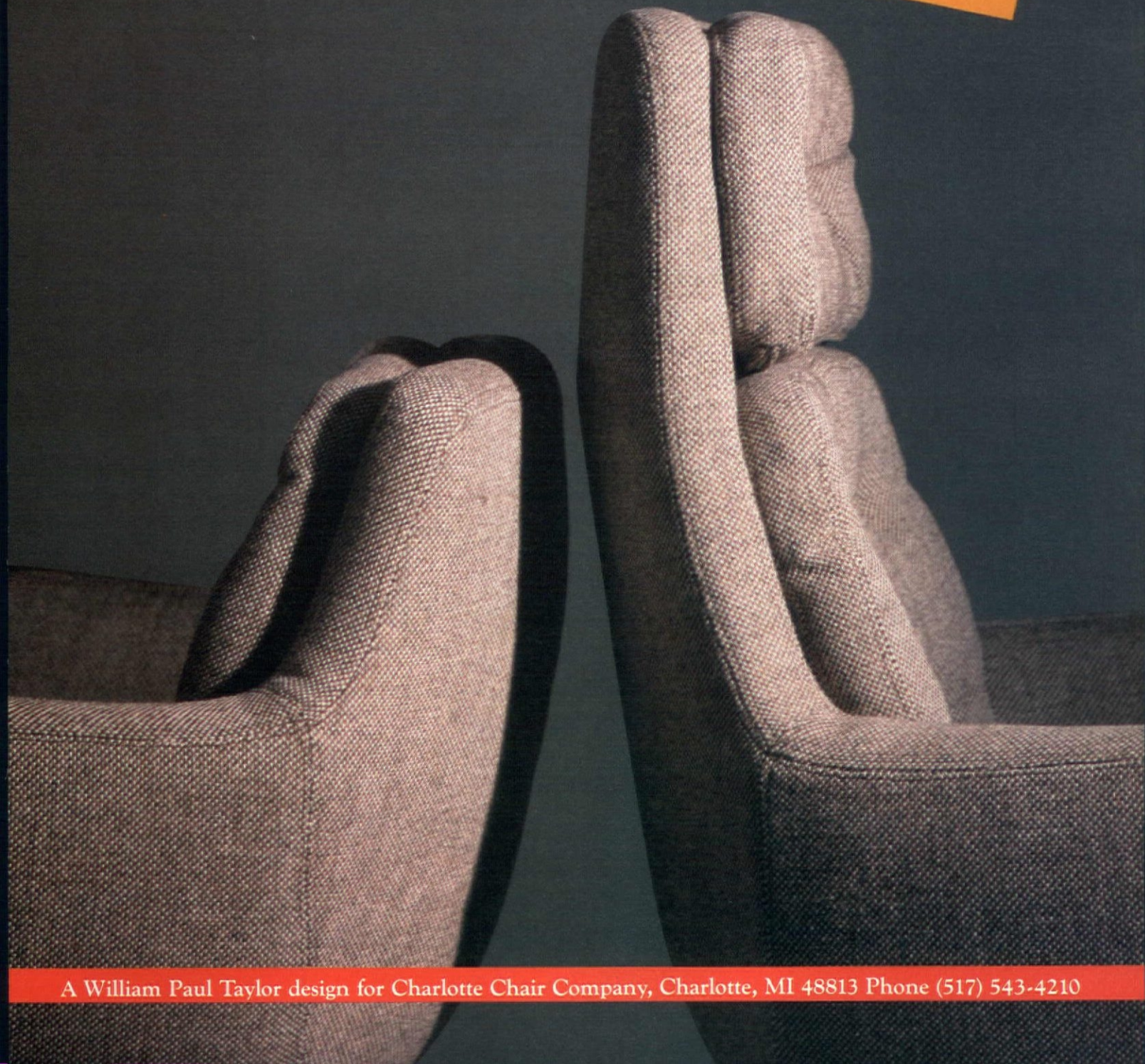


## 24-Hour Quick Ship

Now the greatest American office chairs are also the quickest shipping. Charlotte shell seating No. Q653 and No. Q663. Impeccably tufted and tailored. Neutrally tweeded in durable nylon. Adjustable tilt-swivel. Regular or high-back executive. Polished chrome 5-prong base.

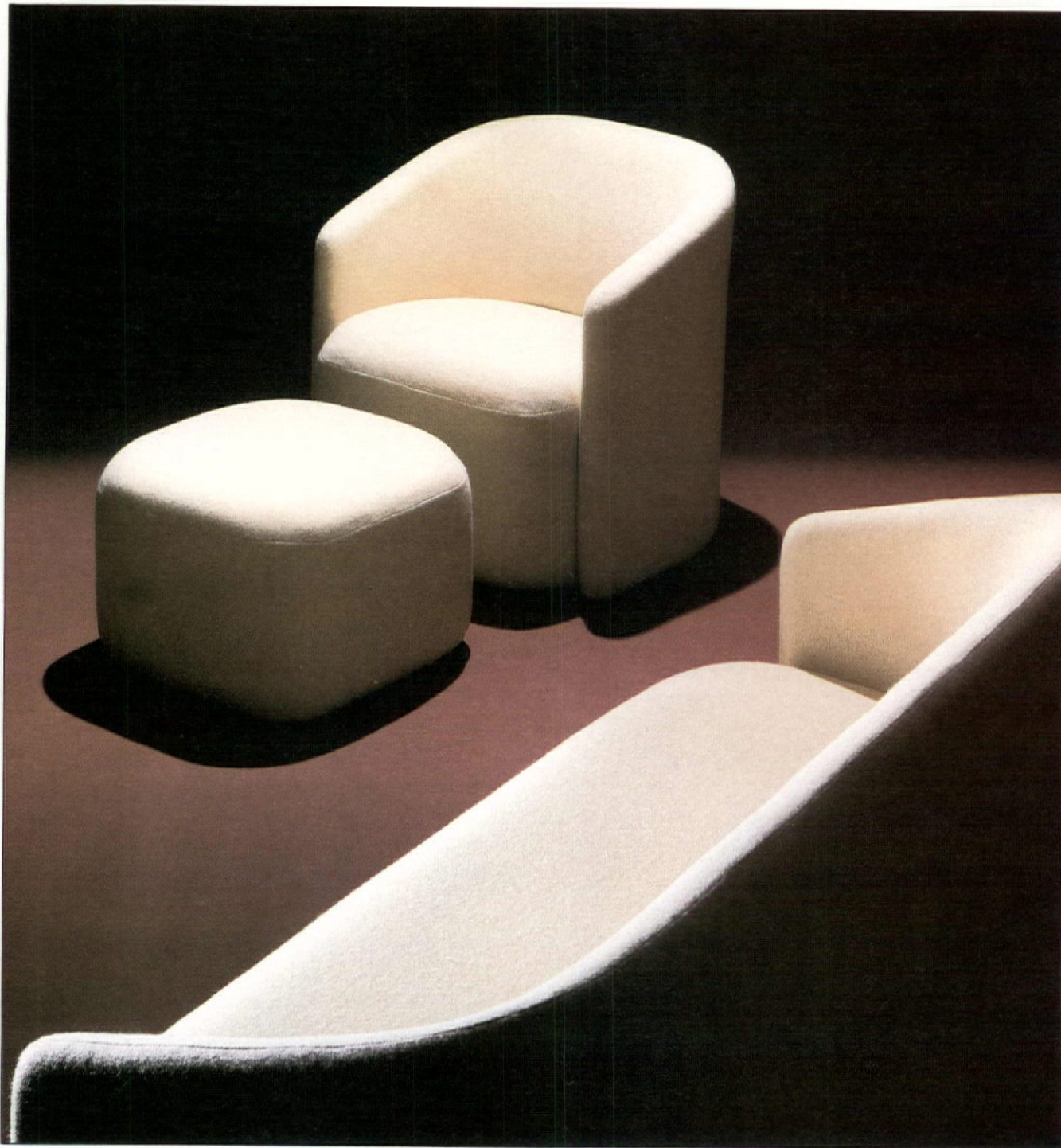
In stock now and available for shipment within 24 hours.

Circle 28 on reader service card



A William Paul Taylor design for Charlotte Chair Company, Charlotte, MI 48813 Phone (517) 543-4210





## Low-profile, upholstered ottoman inspires well-rounded seating collection

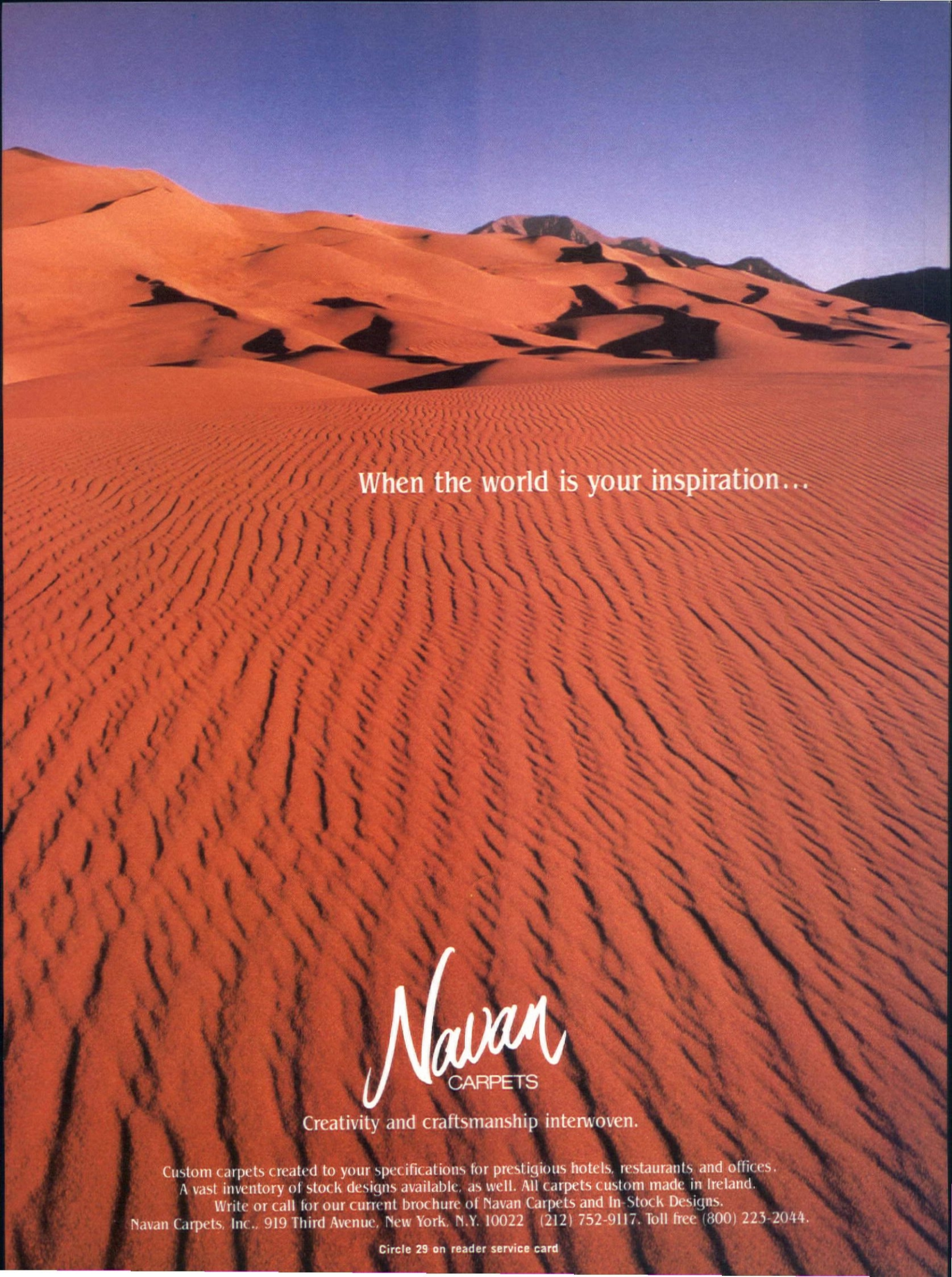
Scope Furniture's newest seating group introduction, Ovid, is comprised of an ottoman, chair, and sofa made from shaped and contoured kiln-dried ash. Based on the ottoman's low-profile styling, the rounded, upholstered collection is designed to adapt to smaller as well as larger spaces in keeping with stringent design requirements pre-

sented by today's contract environments.

Each unit's ash frame is double doweled and glued prior to construction to maintain symmetry specified by the original design concept. Chair dimensions are 30-in. wide by 29-in. deep by 30-in. high, while the sofa and ottoman measure 66- by 29- by 30-in. and 22½- by 15-in., respectively. **Circle No. 225.**







When the world is your inspiration...

*Navan*  
CARPETS

Creativity and craftsmanship interwoven.

Custom carpets created to your specifications for prestigious hotels, restaurants and offices.

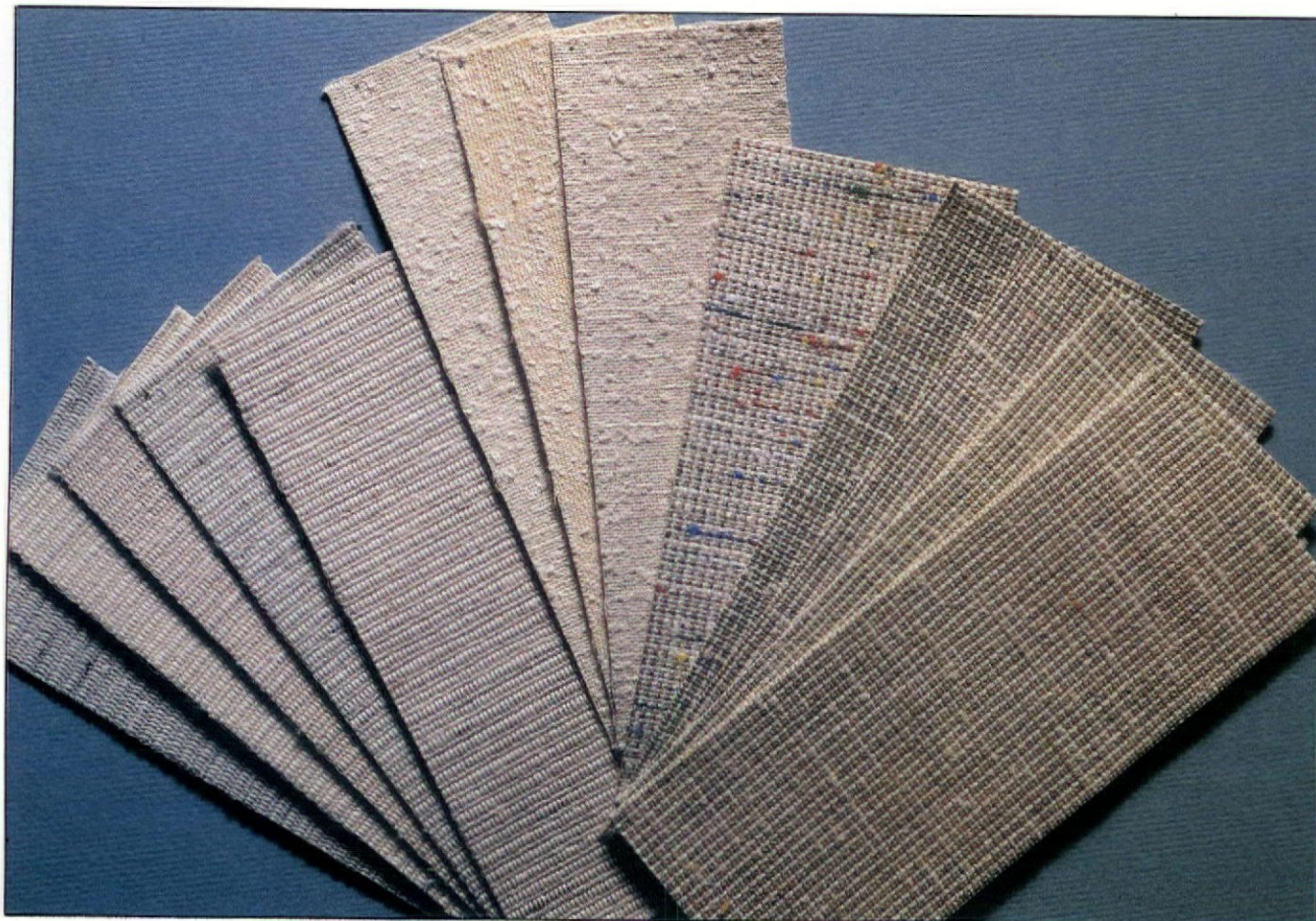
A vast inventory of stock designs available, as well. All carpets custom made in Ireland.

Write or call for our current brochure of Navan Carpets and In-Stock Designs.

Navan Carpets, Inc., 919 Third Avenue, New York, N.Y. 10022 (212) 752-9117. Toll free (800) 223-2044.

Circle 29 on reader service card





## A total of 25 patterns, 57 colorways included in imported linen wallcoverings group

Additions to the OJVM linen wallcoverings collection include 25 textured patterns in 57 colorways ranging from pastels to neutrals to multi-color hues.

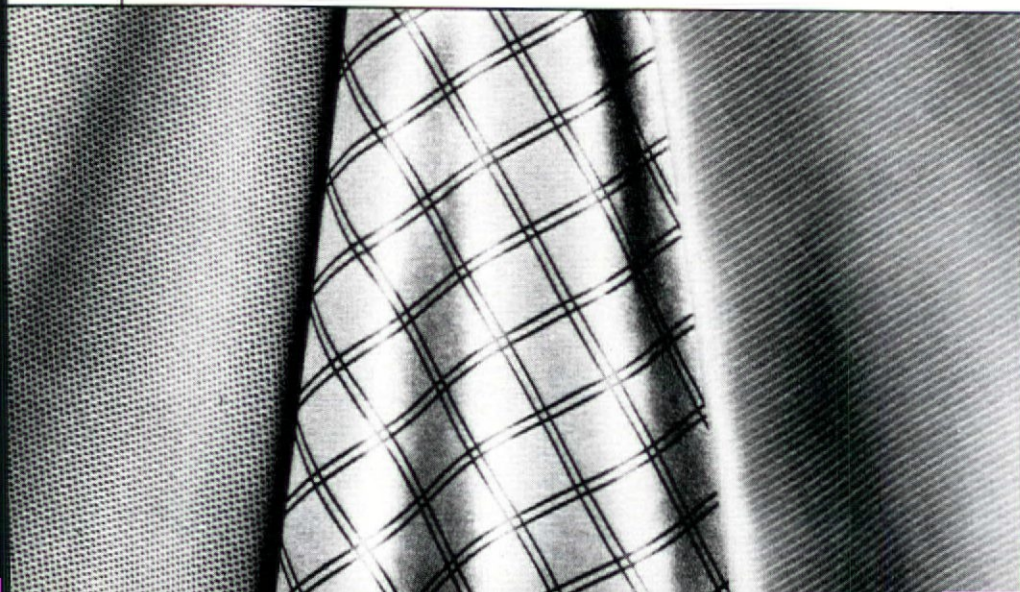
Patterns include small geometrics, chevrons, and twills as well as ribbed and boucle effects.

Imported from Belgium, textiles pass

ASTM E84-80 fire safety requirements. All designs are available by the yard and are stocked in 59-in. widths.

**Circle No. 223.**

## Two, new velvet upholstery fabric collections launch Anso IV as upholstery fiber



Two, velvet upholstery fabrics made from Anso IV yarn were introduced by Microfibres Inc. at the Southern Furniture Market and marked the yarn's debut as an upholstery fiber. Anso IV, Allied's fourth-generation nylon with built-in soil and stain resistance, was developed for carpet use three years ago.

Distributed exclusively in the U.S. by Eastern Midas Fabric Corp., these fabrics comply with 1980 Joint Industry Woven Upholstery Fabric Standards and carry Heavy Duty and UFAC Class 1 ratings. The collections are comprised of (from l. to r.) Athena, an action plaid; Aruba, a printed velvet in a crosshatch pattern; and Alamo, a fine wale corduroy. **Circle No. 224.**

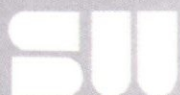


# Colorful Solutions

## As Unlimited As Your Creative Imagination

Shelby Williams new luminous Poly Gloss™ finishes are custom blended to match your exact color requirements. The brilliance of the specially modified polymeric finish is achieved through a three-step application technique formulated to assure depth of color, durability and ease of maintenance.

Poly Gloss™ finishes may be applied to any Shelby Williams wood chair design.



**SHELBY WILLIAMS  
INDUSTRIES, INC.**

Executive Offices • P.O. Box 1028 • Morristown, Tennessee 37814  
Phone: (615) 586-7000 • Telex: 55-7457



7.13/STO

**STO INDUSTRIES**  
INCORPORATED

the originator and world's leading producer of synthetic resin coatings and exterior insulation systems

**sto**<sup>®</sup>

...these **sto** advantages are unequalled :

**sto** has a world-wide reputation for research & development.

**sto** originated synthetic resin coatings in Europe 30 years ago.

**sto** coatings offer the widest choice of color and texture in the industry.

only **sto** exterior insulation systems  
with STO adhesives and STO 100% synthetic resin coatings  
can meet all of your exterior insulation needs.

**specify**

**sto**

**or equal**



**1 exterior insulation systems**

**2 interior and exterior coatings**

**3 prefabricated exterior insulation panel systems**

Damora

**sto**<sup>®</sup>

QUALITY LANE, BOX 219, RUTLAND, VERMONT 05701/802-775-4117 / 2189 F FLINTSTONE DRIVE, TUCKER, GEORGIA 30084/404-939-9590

member : **EIMA**

Exterior Insulation Manufacturers Association

Circle 123





## Maximum visibility of complete product range is basis of Corry Jamestown's N.Y. showroom design

Double-glass entry doors that permit visitors to immediately view the majority of display space, combined with layouts that define and highlight individual product showcases, maximize visibility of the complete Corry Jamestown line at the firm's New York showroom.

Designed by Counterpoint Inc., Knoxville, Tenn., the 5,000-sq.-ft. showroom is divided by four, large structural columns into two distinct display

areas. Central to the space is a large, private conference room with glass doors that houses executive office furniture prototypes. This design treatment provides a focal point for systems furniture display areas on both sides.

Traffic patterns are defined by Italian tile walkways surrounding the center rooms. Systems furniture is displayed on carpeted platforms that permit color scheme changes as required. Spot

lighting these product displays are varied ceiling heights, which are lower in executive furniture display areas and higher where systems are shown.

A gray and burgundy color scheme provides a sophisticated environment, yet does not compete with furniture for attention. Fabric-and-lattice-panel window treatments permit diffused lighting to enter the space without overshadowing architectural lighting.





## The fine art of wallcovering.

Create a masterpiece of color, pattern and texture with classic wallcoverings from the Koroseal® collection by BFGoodrich.

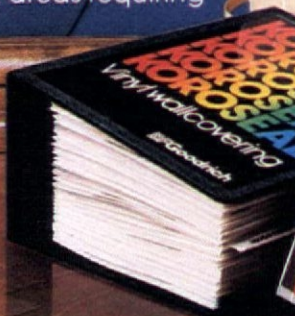
Using your imagination and our expressive wallcoverings, you can bring style and beauty to any room. BFGoodrich vinyl wallcoverings are available in over 1100 different colorways. And with your artistic touch, they can transform any wall into a work of art.

Koroseal vinyl wallcoverings are designed to withstand the test of time. For areas requiring

extra durability and stain resistance, we also have an extensive line of wallcoverings available with a protective Tedlar® coating. So become a patron of the art of classic wallcovering. See your BFGoodrich wallcovering distributor today.

For more information or product literature, write The BFGoodrich Company, Decorative Products, D/1905, 500 South Main Street, Akron, Ohio 44318.

# BFGoodrich



\* Registered Trademark of DuPont  
© BFGoodrich  
© 1983, BFGoodrich

Circle 31 on reader service card



Just around  
the  
corner...

Decorative  
heavy duty  
corner  
**PROTECTION**

## PROTEK™ Protection Systems

### EASY TO INSTALL:

#### Step 1

Fasten aluminum retainer to corner.

#### Steps 2 and 3

Mount top cap so that it butts to aluminum retainer.

Install vinyl corner guard by sliding one side under the aluminum retainer lip. Snap into place by gently pushing center of corner guard.

### DECORATIVE COLORS:

Eggshell, tan, brown, fawn, gray and black. Other colors available on request.

PROTEK Corner Guards are available in a variety of designs, for light, medium or heavy duty protection, in clear vinyl, stainless steel or solid color vinyl. They may be installed during construction, or installed on existing corners.

Call or write for *Wall & Corner Guards Catalog*...

See our Catalog in Sweet's



# PAWLING

## RUBBER CORPORATION

### STANDARD PRODUCTS DIVISION

157 CHARLES COLMAN BOULEVARD  
PAWLING, NEW YORK 12564

Phone: 914-855-1005 / Toll Free: 800-431-3456  
N.Y.S. 800-942-2424 / Telex: 646720PAWLURB

Circle 67 on reader service card

## PEOPLE/NEWS



Allen



Seltzer



Shutt

Three new appointments at Hiebert include **Lee M. Allen** (shown), vice president, marketing and sales; **Grant Seltzer** (shown), vice president, sales; and **Bill Shutt** (shown), vice president, manufacturing.

**Glenda Wilcox**, director, Business Design Group, div. Business Interiors, was recognized by *Who's Who of American Women* for 1983-'84. Wilcox is an Institute of Business Designers (IBD) Fellow and former (IBD) national vice president. She has also represented IBD on the National Council of Interior Design Qualification (NCIDQ) and is secretary of that organization.

Sykes Hardwood Flooring, div. Masonite Corp., appointed **Ed Kein Sales Co.** sales representative for Illinois and Wisconsin territories.

**Elliot Kriegsman** was appointed design director for Design Printery, a New York fabric firm.

**United Cotton Goods Co.** announces the formation of a new hospitality division supplying hotels, motels, and foodservice outlets. **Wayne Reynolds** is vice president of the division.

**Ben Elfman & Son Inc.** introduces Omni Commercial Graphics Collection. Constructed of 100 percent Antron III nylon, the new floorcovering line of 35-oz., cut-pile graphics features seven patterns ranging from a classic pindot to three-color lattice designs. Custom colorations are available on orders of 100 ft. or more at no additional charge.

**Richard H. Brien** was appointed to the position of vice president, marketing, Quaker Fabrics Corp.

Environmental Design Corp. announces that **J. Robertson Cox** (shown) has rejoined the firm as a principal. One of the firm's founders, Cox was a partner with the Kling Partnership before rejoining EDC.



Cox

**Janet Kane Interiors**, formerly a division of Kadow & Barnes, reorganized as an incorporated interior design firm. Offices remain at 1301 N. Hamilton St., Richmond, VA.

**The Henry Moore Sculpture Reserve**, the only permanent outdoor site in the U.S. for exclusive displays of the sculptor's works, is now in operation on Columbia University's 450-acre Harriman Campus, Harriman, N.Y. The site is the home of Arden House, Columbia's year-round conference center. It will house as many as 15 sculptures.



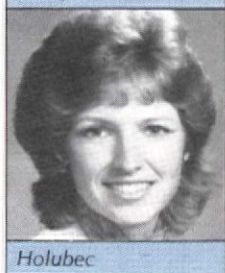
## PEOPLE/NEWS

**Margaret McCormick Interior Design Inc.**, Tampa, recently changed its name to **McCormick Associates**. **Jeannette Kerley** (shown) is now a partner and principal in the corporation and serves as vice president. **Janeen Trevillyan** is now an associate with the firm.



Kerley

Wellington Hall of Florida, Tampa and St. Petersburg, Fla.-based design firm, added **Kathy Holubec** (shown) to its staff as director, space planning and drafting services.



Holubec

**Betty Ann Sloane** joins the Hillier Group, Princeton, N.J. architects, planners, and interior designers, as business development director for the firm and its New York office.

Crown Zellerbach appointed **James G. Stanley** general manager, sales and marketing, nonwoven fabrics division.

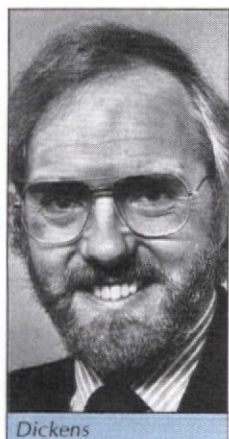
**Beams Boshara Ltd.** opens new offices at 3507 N. Central Ave., Suite 407, Phoenix, AZ. The interior design firm was formerly known as Beams Associates.

**Brickel Associates** announces the opening of a new showroom at 12 Greenway Plaza, Suite 500, Houston, TX. **Lori Bender** is showroom manager; **Sally Ferguson** is sales representative for the furnishings firm.

**Raymond E. Bayley** was named an associate with Hague-Richards Associates Ltd. As a member of the executive committee, he will oversee systems and computer-aided drafting and develop a facilities management service for the firm. **Carol Ann Williams** was named marketing representative.

Goodmans Furniture and Office Systems appointed **Howard Frank** to the position of general manager.

**John Bulzacchelli** was named executive vice president of Gulf + Western's restructured consumer and industrial products group. This group is responsible for consumer goods; manufacturing, automotive, and building products; natural resources; and food products.



Dickens

New marketing director for Ford & Earl Design Associates, Warren, Mich., is **F. Graham Dickens** (shown).

**Howard Fuerst**, a new addition to the Dallas Market Center staff, will handle contract showroom leasing in the Dallas Market Center and Decorative Center of Houston.

Yorkcraft's contract division appointed **Dennis E. O'Connor** sales manager. He will direct national sales efforts for foodservice, restaurant, and lodging furniture products.

## designer limited

**inwood**  
office furniture  
BY JASPER TABLE COMPANY



### Mid-priced value with design distinction.

Contemporary, Traditional and Conventional.  
Desks, Credenzas, CRT's, Bookcases,  
Conference Tables, Institutional Tables,  
Seating and Accessories, from one source.

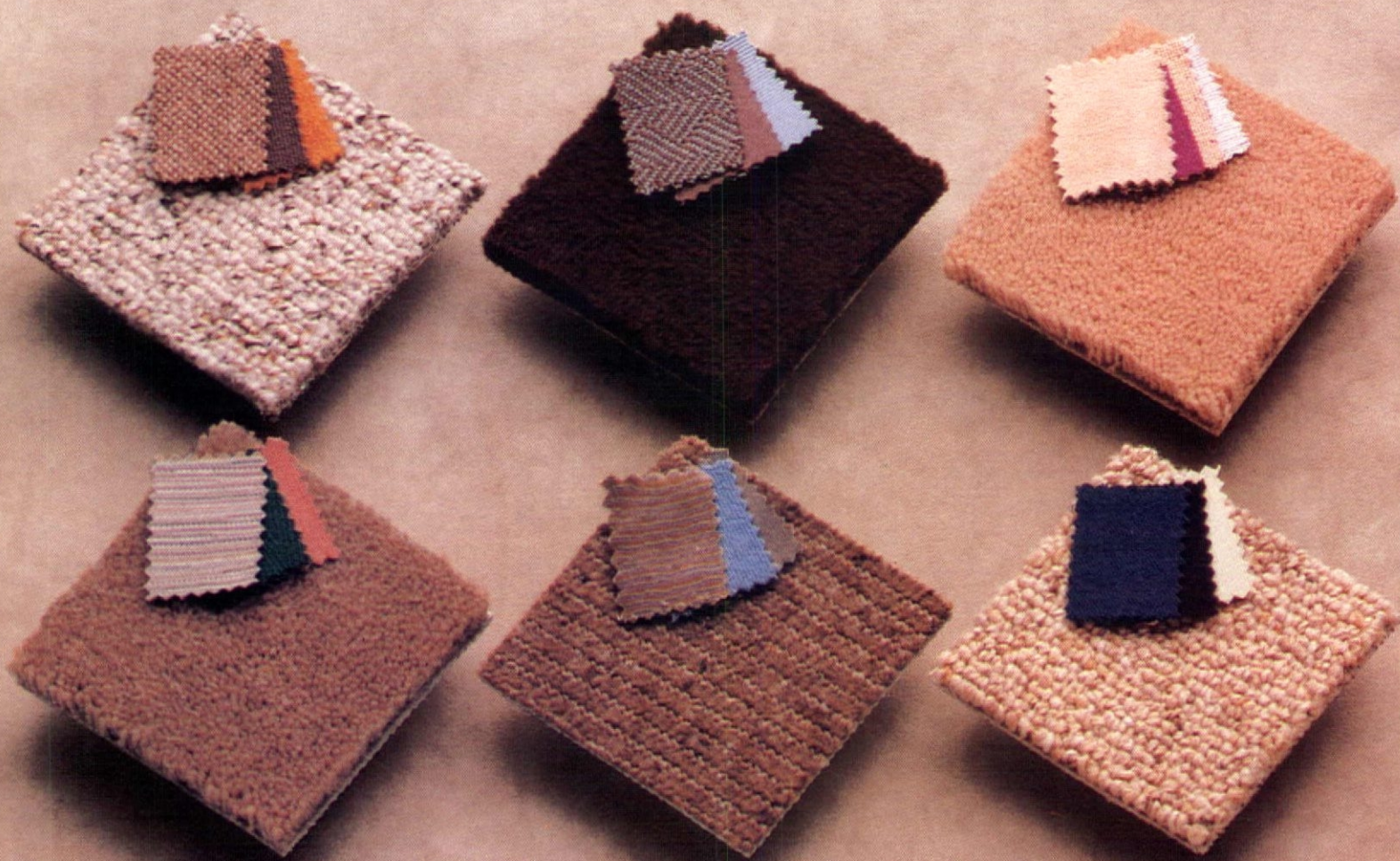
All Available, All Affordable, All Dependable.  
Call or write for more information.

Inwood Office Furniture  
P.O. Box 646 Dept. C  
Jasper, Indiana 47546  
812/482-6121

Circle 33 on reader service card



# Obviously Isn't Always



The beauty of a carpet often can be quite subtle. In an office, its muted tones may reflect the taste of the people who work there. People who set off the subdued hues of their traditional business attire, and their carpets, with bright color accents.



# y, Beauty ys Flashy.



And, when that carpet is Gulistan carpet with the toughness and durability of fibers like Allied's Anso<sup>®</sup> IV nylon, it can meet almost every specification, financial and physical. Which makes it beautiful to buyers, too.

**Gulistan<sup>®</sup>**  
Carpets By J.P. Stevens

Use the reader service card or call 1-800-334-7171.

Circle 34 on reader service card



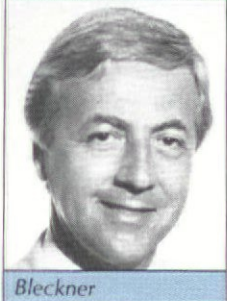


Himmelman

**Karen Himmelman** (shown) is new Northern California and Nevada sales representative for Frankel Associates, San Francisco.

Manfred Steinfeld, chairman, **Shelby Williams Industries**, announced receipt of a \$300,000 chair order from China. A total of 500 chairs will go the Xiyuan Hotel while 1,000 chairs will furnish the Jingling Hotel, both in Peking. Canton's China Hotel will receive 2,000 chairs.

**Norman Bleckner** (shown) was named vice president, sales and design, Greyhound Exhibitgroup, New York. A division of Greyhound Corp., the firm handles design and construction of custom interiors, museum exhibitions, trade shows, and World's Fair expositions.



Bleckner

**Dow Chemical USA** and **Textile Rubber and Chemical Co.** announced new business agreements in the urethane carpet backing industry. Under terms of the new agreements, Textile Rubber becomes Dow's appointed urethane carpet backing formulator. The companies will also work together to develop new processes for manufacturing urethane backing.

**Willard Ching** now serves as council member of the National Council for Interior Design Qualification (NCIDQ). He was appointed by the Institute of Business Designers (IBD) as one of its four national representatives to the council.



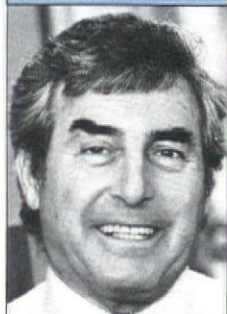
Bennett

**Castelli Furniture** was named member, Manufacturers' Agents National Association.

**David R. Norfolk** is now national sales manager, Executive Office Furniture (EOC), Compton, Calif.

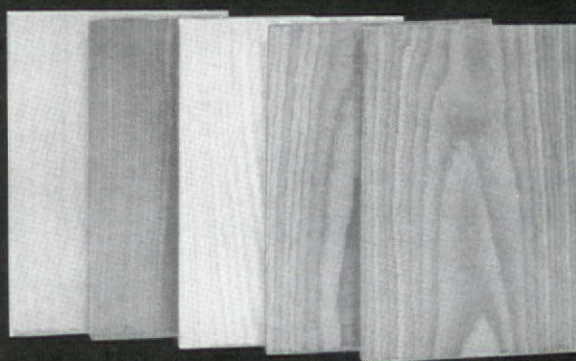
**Acme National Sales Co.**, kitchen furniture manufacturer, moved its sales headquarters to 99 W. Hawthorne Ave., Suite 316, Valley Stream, NY 11580; 516/872-9595.

**Kathryn R. Bennett** (shown) joins interior design firm Donna Kirby & Associates as marketing director.



Vinick

New president of the International Federation of Interior Architects/Designers (IFI) is **Bernard Vinick**, FASID (shown), president, Bernard Vinick Associates, Hartford, Conn. interior design firm.



## Wood veneers... not wooden thinking! Soar with the Eagle!

Eagle's experienced know-how in custom manufacturing of plywood and doors is available to the Architect, Interior Designer, and Wood Worker to assist in selecting veneer for wall panels, furniture panels and doors from our stock of more than 100 different species.

Eagle also features Vraibois... reconstituted veneer, a real wood. It provides unprecedented consistency and reproducibility of color and grain scheme — also unprecedented economy!

Learn more about our veneers, and our know-how. For a brochure about Vraibois, contact Eagle today.



**EAGLE PLYWOOD &  
DOOR MANUFACTURERS, INC.**

601 Wortman Ave. • Brooklyn, N.Y. 11208 • 212-272-2166 • TELEX ART VENEER 710-584-4651

*Real wood beauty and realistic prices. That's Eagle for you!*

Member of A.W.I.



**who:**

---

**Westin-Nielsen**

**what:**

---

**pdq • quick ship program**

**EIGHT CHAIR MODELS:** Swivel tilts, and wood arm guest chairs.

**FOUR FABRIC PATTERNS:** Forty-three colors.

**FOUR WOOD FINISHES:** Natural, dark, English oak, oiled walnut.

**when:**

---

Shipment is made within 10 working days after  
receipt of order.

 **Westin-Nielsen**

3752 North Dunlap Street, St. Paul, MN 55112 • (612) 484-3329

Circle 36 on reader service card



## COMING EVENTS

### 1983

**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 22-29.** At Home With France—Tissue Deluxe 1983, contract fabric exhibit. Armory, 643 Park Ave., New York.

**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 10-13.** INFO '83 Information Management Exposition & Conference. The Coliseum, New York.

**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 25-27.** High-Tech Exchange—Architectural Master Planning In The Corporate Environment, AIA/IBM conference. Sainte Claire Hilton, San Jose, CA.

**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 2-4.** International Facility Management Association Conference. Fairmount Hotel, Denver.

**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 12-18.** Habitare '83 Furniture & Interior Design Trade Fair. Helsinki, Finland.

**September 22-25.** The Heritage Canada Foundation 10th Anniversary Conference. Royal York Hotel, Toronto, Ontario.

**September 27-October 2.** Cersaie, International Ceramic Tile Exhibition. Bologna Fairgrounds, Bologna, Italy.

**October 24-28.** Canexus, Canadian Contract Furniture Exhibition. Toronto, Ontario.

## COMPUAGE COMPUTER FURNITURE THE AFFORDABLE SUPPORT-TABLE SOLUTION



Our entire DATABASES © 1983 series includes quality design features for greater operator comfort and efficiency. Advanced engineering results in sturdy, durable furniture that easily accommodates a wide range of computer hardware. Superior craftsmanship and exceptionally attractive pricing combine to provide you the proper support your sophisticated equipment deserves. At CompuAge, design complements performance—yours.

**compuAGE**  
FURNITURE CORPORATION

9850 Chartwell

Dallas, TX 75243

(214) 340-3718

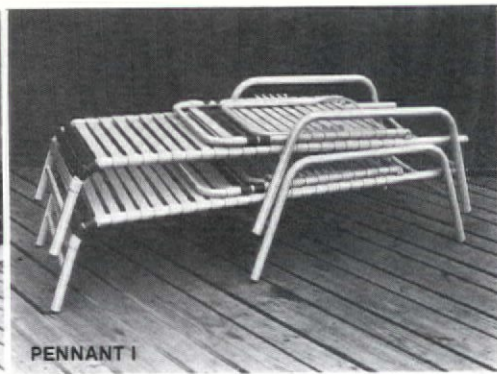
"State of the art technology  
made it simple."

©DATABASES, 1983, CompuAge Corporation.





PENNANT I



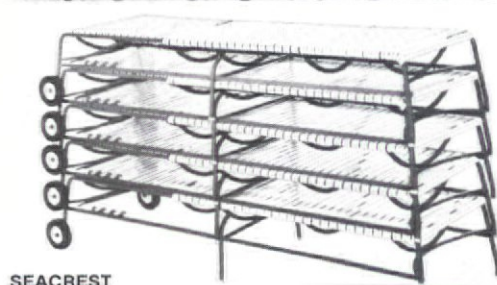
PENNANT I



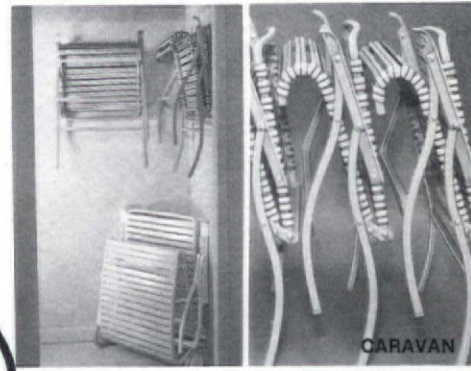
PENNANT II



SEACREST



SEACREST



CARAVAN



DEBONAIRE



DEBONAIRE



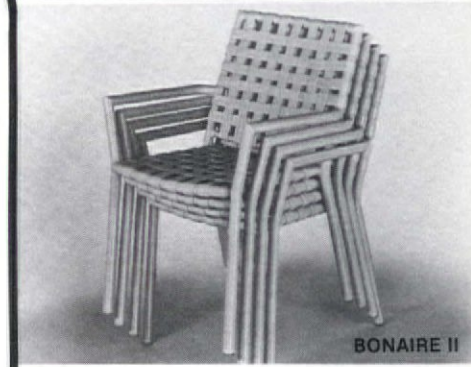
BELMAR

## Meet Molla's contract team

The Molla you may have known over the past few years is not the Molla of today. We have produced important new additions to our contract selection and a widely adaptable variety of colors and fabric patterns.

If you specify outdoor or indoor aluminum furniture you will want to be acquainted with Molla's contract team. On points of style, quality and craftsmanship, it scores at the top.

Call or write for more information.



BONAIRE II



BONAIRE II



BELMAR

# molla

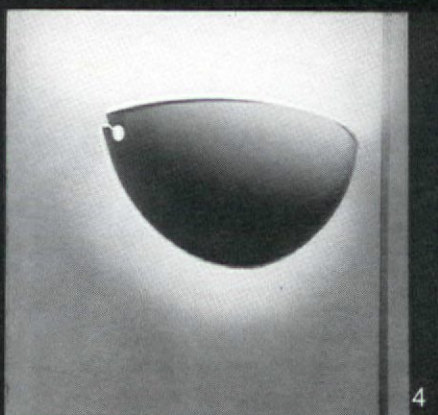
Molla, Inc.  
P.O. Box 797, Westbury, NY 11590 • (516) 334-2885

Circle 38 on reader service card

Showrooms in New York, Chicago, Los Angeles,  
San Francisco, Boston, Philadelphia, Washington, D.C.,  
Atlanta, Miami, Grand Rapids



## DO MORE THAN TAKE THE DARK OUT OF A ROOM.



□ Each lighting design should give you an opportunity to add something beautiful to any interior. That's what Atelier International Lighting is all about.

1. The Frisbi. Suspended in space, Frisbi seems to be spun out of thin air. One lamp to create diffused, directed and reflected light.

2. The Wall. It's an IBD award winner, for 1982. It has a floor lamp that looks like a twin and feels at home in traditional or contemporary interiors.

3. The Ring. Now you can send light in any direction. The top circles at 360°. The bottom does a 180°. Move the light source, not the lamp.

4. The Quarto. Even if you turn it upside down, it'll still be one of our most popular and inexpensive lighting ideas. Fluorescent, or standard incandescent.

□ These are only a few examples of our unique ability to create lighting designs, with UL listings. They know how to light up a room, even when they're turned off.

□ Call or write Atelier International Lighting, 595 Madison Ave., N.Y., N.Y. 10022. Phone: (212) 644-0400. Outside N.Y., (800) 223-5220. Showrooms in Chicago, Dallas, Los Angeles, Washington, D.C. and Selected Dealers. Member ASID & IBD.

**WORKS OF ART THAT WORK™**  
**ai**

Circle 39 on reader service card





EXECUTIVE BUYER EDITION  
BONUS CIRCULATION:  
5,000 COMMERCIAL BUILDING OWNERS  
& EXECUTIVES

## REMODELING

## QUICK SHIP DIRECTORY

## WHO'S WHO IN CONTRACT MIDWEST

A portfolio of remodeling projects, a directory of suppliers catering to specifiers on the fast track, and profiles of Midwest design firms are showcased in this special issue. In addition, the changing pattern of contract distribution is examined in an article on Josephson International, which recently acquired five major office dealerships across the United States. Ceramic tile and ceiling systems product reviews round out CONTRACT's editorial presentation to its readers on the following pages.

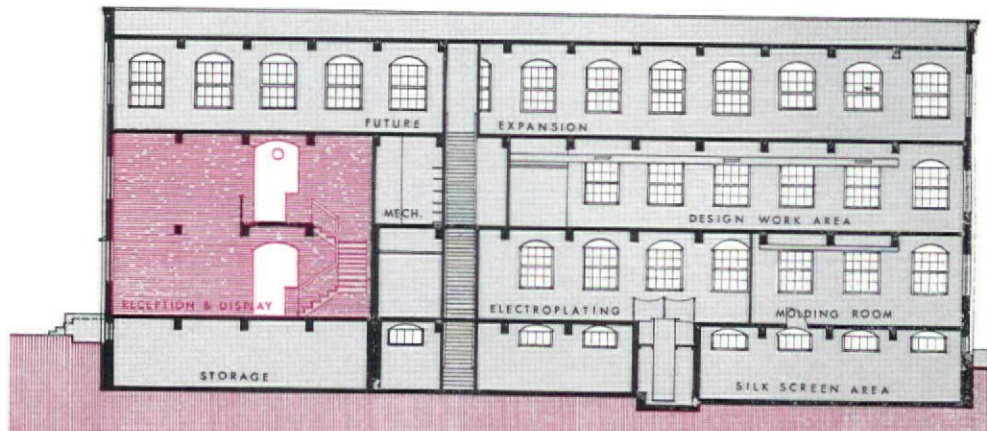


# Preservation-Conscious Re-use Makes Office Feel Like Home

Wood beams & brick walls found in a 1908 grain warehouse generate relaxed, creative atmosphere for wallpaper designers

To provide a unique, creative environment for staffers at wallpaper firm L.E. Carpenter's design and manufacturing facility, Milford, Conn., planners stressed preservation of the early-1900s structure's character.

Oak beams, columns, and planks were preserved and refinished to maintain what firm design director/vice president Sharon Clarke-Fodor calls, "the rhythm of the structural system." New furnishings, lighting, and finishes complement tonal qualities of woods and brick walls and reinforce a harmonious design theme. The overall effect is a cheerful, relaxed atmosphere that is more like a home than an office.



With the exception of the entryway, the Design Center's exterior remains unchanged.

## Zoning laws limit site selection

Diverse criteria led Fodor to select the small-town location and former grain warehouse. "I wanted to be near New York City, a few blocks from the shore,

close to the countryside, and within reasonable proximity to L.E. Carpenter's New Jersey and Pennsylvania plants," she says. "But, I also had to find a site that would permit light industrial

operations since we use the facility to make pilot and production rollers for embossed wallpaper designs."

Fodor then contracted Westport, Conn. architects Lowrie/Jansen to renovate the 27,000-sq.-ft. structure. Approximately 40 percent of the structure was gutted to remove a total of 20 enclosed areas in the front half of the building. The architects then created a balcony overlooking the main-floor reception/display area. Exposed beams and white-painted pipes add dimension to the two-story atrium and convey the feeling of the original architecture.

Located on the second floor are offices for Fodor, administrators, and stylists, a conference room, a small design library, and a 5,000-sq.-ft. studio. Dividing these spaces are 8-ft. wood walls topped by 3-ft. glass panels that permit light to pass through the space without interrupting the wood theme that dominates the facility.

Neutral background colors and maple wood floors generate a quiet ambience in the design studio. Designers are located at large, open plan workstations and are provided with plenty of communal space for reviewing projects as a group. Decorative accents are

*Industrial, porcelain, incandescent light fixtures add dimension and perspective to the high-ceilinged space. Conference room fabrics coordinate with red brick walls (below).*



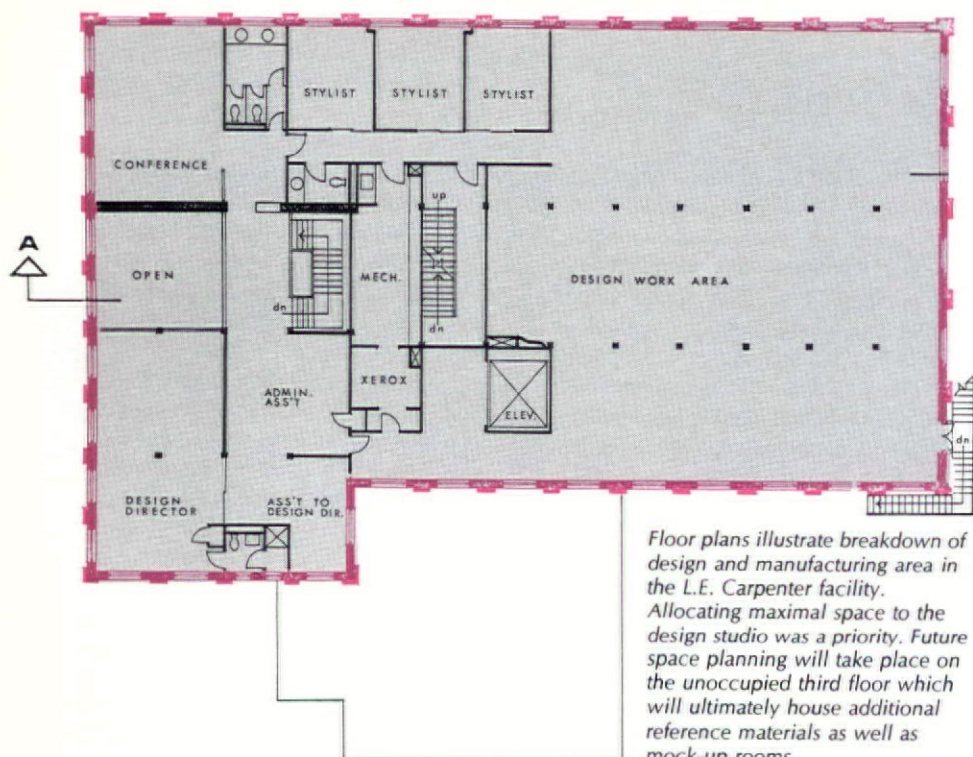




Photos by Joe Standart

*Emphasis throughout the Design Center renovation was on preserving and maintaining the structure's original identity. New woods and brick were selected to match existing building materials. Fabrics and finishes further highlight these elements.*





Floor plans illustrate breakdown of design and manufacturing area in the L.E. Carpenter facility. Allocating maximal space to the design studio was a priority. Future space planning will take place on the unoccupied third floor which will ultimately house additional reference materials as well as mock-up rooms.

## L.E. CARPENTER DESIGN CENTER

### Effective re-use emphasized by planners

provided by reference materials and wallpaper designs conceived by staffers.

To make the building conform to current safety codes, planners installed new HVAC, electrical, and plumbing systems, while rerouting sprinklers to meet demands of new space configurations. Bathrooms were renovated to make them suitable for the handicapped. An exterior ramp and inside elevator were installed to increase barrier-free access.

Because the structure was built with the needs of manufacturing in mind, it is inherently fuel-efficient. Planners augmented this feature with a five-boiler

heating system that fires in sequence on-demand, as well as storm windows that increases fuel efficiency.

Notes Fodor, "The building was basically in good condition so efforts could be directed toward effective re-use rather than necessary upgrade. Therefore, we were able to concentrate on creating a pleasant environment for staffers with the given budget."

Among its features, the facility offers a kitchen/lunchroom in which staff can prepare meals. A silk-screen strike-off room where designers can produce examples of their own wallpaper designs is located in the basement. In the reception area, space has been set aside for exhibitions of works by staff members and local artists in an attempt to stimulate artistic dialogue among the firm's designers. □

Fodor (below) works with an L.E. Carpenter designer in the second-floor design studio.



## SOURCES

**Executive Desk**—Xception. **Credenza**—Kimball. **Reception Desk**—Custom designed by The Itkins. **Tables**—Arnold, Kimball, Apollo. **Seating**—Thonet, Steelcase, Thayer Coggin, Harter. **Window Treatments**—Mitchell Designs, Jack Lenor Larsen. **Floorcoverings**—Karastan. **Lighting**—Lightolier, Luxo. **Display panels**—Vicracoustic. **Architecture**—Lowrie/Jansen. **Interior Design**—Sharon Clarke-Fodor, vice president/design director, L.E. Carpenter. **Contractor**—Gellately Construction.







*The spacious, brightly-lighted design studio was deliberately kept neutral to serve as a backdrop for work generated by staff members.*



# Tax Credits, Lease Rate Hikes Fuel Historic Site Remodels

Denver developers seize tax benefits to meet demand  
for economical office space in commercial district



*Offices of the Lawder Corp. of Denver include this reception area which features original arched windows of The Kittredge Building, circa 1891.*



By **ROBERTA WALTON**  
Managing Editor

**A** boost in investment tax credits from 10 to 25 percent for preservation of historic sites on the National Register spurred developers to restore two turn-of-century buildings in Denver for re-use as office and retail complexes.

In a slow leasing market, a creative approach to building acquisition and management benefited renovators in seeking financial backing for the projects and signing up prospective tenants in advance of opening.

Two sites—the Kittredge and Carter Rice buildings—are part of an extensive redevelopment effort under way in Denver's central business district. Other recent renovation efforts in the city include Odd Fellows Hall, a landmark building which is undergoing renovation scheduled for completion in December. Like Kittredge and Carter Rice, it will be converted into luxury office, retail, and restaurant space.

### Higher investment tax credit spurs renovation

The major reason for Denver's renovation wave and increased interest in historic sites, according to Andrew Roberts, managing agent, Kittredge Properties, is the investment tax credit for restoration of historic sites, increased to 25 percent from 10 percent as of January, 1982. This factor, combined with the city's current high leasing rates, is spurring small tenants to consider becoming owner/users of small centrally located historic buildings.

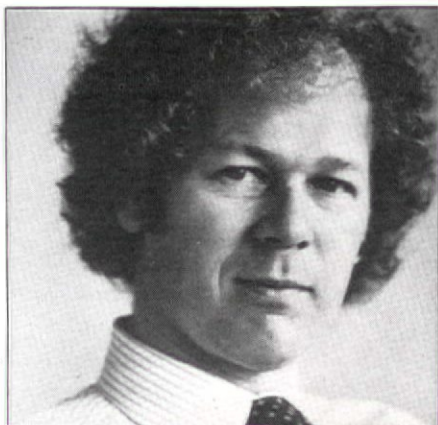
Says Roberts, "There's a need in the marketplace and a demand for downtown office space. We realized this need early and, fortunately, in today's economy we're 100 percent leased." Tenants in The Kittredge Building include a civic organization, real estate developers, oil and gas services, and offices of the building architect.

Built in 1891, Kittredge underwent renovation in 1981-'82 by C.W. Fentress & Associates, P.C., Denver architects, interior designers, and planners. The structure was opened in December, 1982 after Fentress' redesign maximized office rental space. Also the architect behind the Odd Fellows project, Curtis W. Fentress notes, "We needed to renovate both structures according to National Register of Historic Places criteria. This meant, in part, redesigning facilities to take full advantage of office rental space."

Buildings certified by the National Register qualify for a 25 percent investment tax credit in renovation programs that adhere to Register guidelines.

The ground floor of the seven-story Kittredge structure consists of Marlowe's restaurant, as well as retail and theater/entertainment space. Each level is an average 12,500 sq. ft.

Curtis W. Fentress redesigned The Kittredge Building according to criteria of the National Register of Historic Places, taking full advantage of office rental space and tax incentives.



Photos by Martin Cole



Beaux-Arts style of The Kittredge Building is expressed in facade of textured Texas pink granite and Colorado rhyolite, considered innovative materials for the period.

The top six stories are office space, while a basement houses restaurant foodservices.

Explains Fentress, "Our firm reorganized a new building core and designed corridors to take up less square footage. Additional area for rentable office space was thus obtained." Kittredge Construction Company, a related entity of Kittredge Properties, was general contractor on the project.

Most of the work on The Kittredge Building involved exterior cleaning and window replacement. Designers preserved the original "look" of window framing—retaining decorative arches of windows on certain floors.

"We strove to maintain the building's Beaux-Arts style," says Fentress. His firm took advantage of extensive exposed brick walls and high ceilings throughout the structure—20-ft. high on the first floor and 18 ft. on the second; the higher floors have average 9-ft. ceilings.

Interior plans exist for a spiral staircase in the structure that will serve the roof where a rooftop garden is to be built. The original building had a rooftop restaurant and casino.

### Hailed for technical advancement

When The Kittredge Building was erected in 1891, it was Denver's tallest and most modern office building, hailed as a "fine example of technical advancement and business acumen," by *Western Architect and Building News* magazine in an 1889 edition. Today, upon completion of restoration by Fentress, the building has won three awards for preservation design given by Colorado associations.



## HISTORIC REMODELS

### Original elements preserved in contemporary setting

When it was first opened, Kittredge's steel beams, iron columns, textured facade of Texas pink granite and Colorado rhyolite were considered innovations as were the building's steam heat, elevators, and fireproofing.

The biggest construction problem for Fentress, in fact, was in the repair of wood joists which had been fireproofed with clay tiles in the original design.

Other alterations included upgrading lighting to parabolic fixtures that were competitive with prevailing lighting currently in use elsewhere in Denver's inner city offices. Uplights were used in public spaces, such as the lobby. Fully engineered heating and cooling systems, as well as state-of-art security devices were installed.

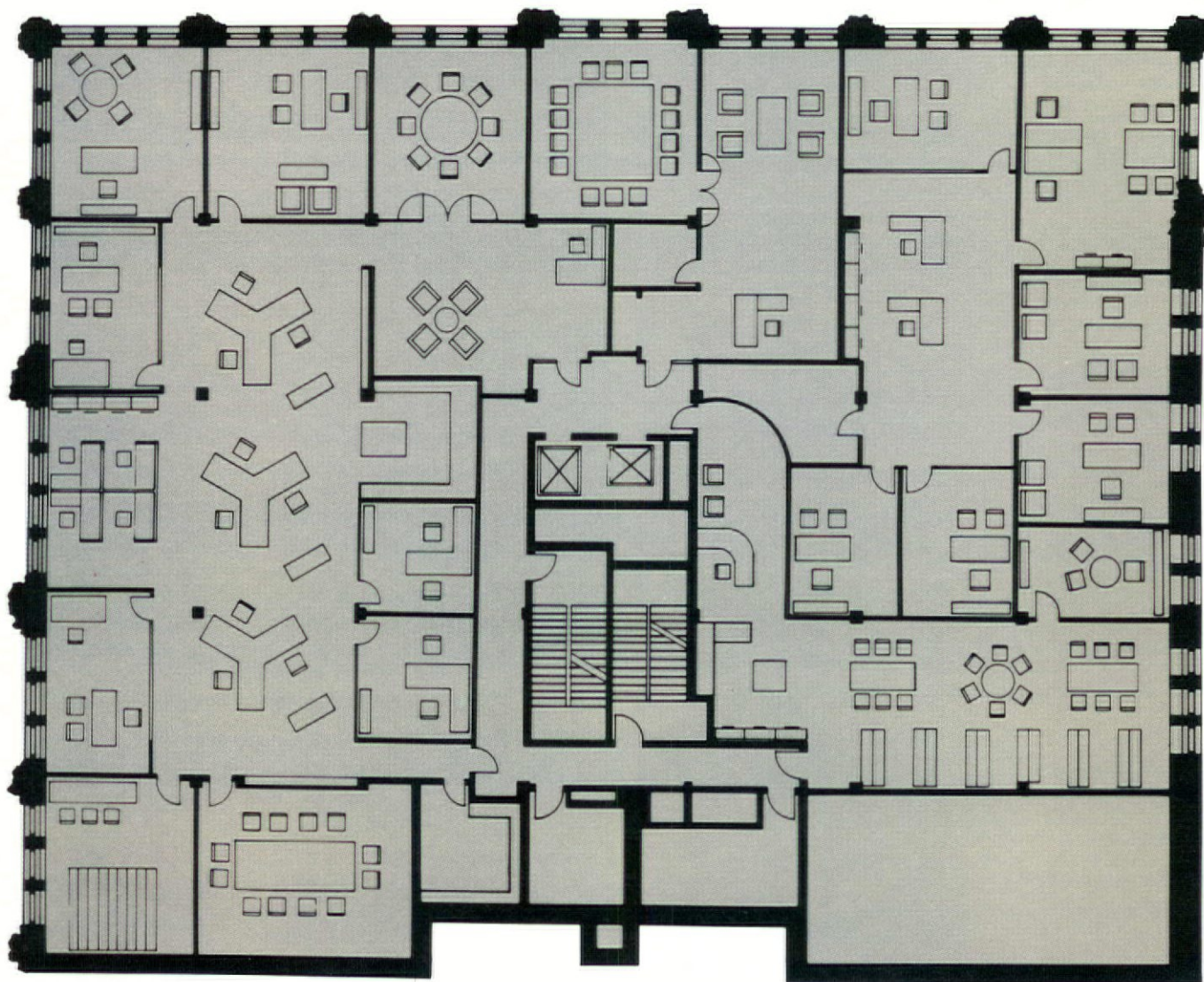
Custom-designed open plan furnishings were created by Fentress in a move to economize. Traditional furnishings were also custom-created in cherry wood and dark oak, including

those in Marlowe's restaurant.

Tenants chose their own color schemes for the space. Depicted here are Fentress' own offices and those of a developer, Lawder Corp. of Denver.

In addition to investment tax credits accrued by Kittredge, the un-used air rights of the building can be sold in yet another realization of National Historic Register property value. Explains Fentress, "In the case of the Kittredge Building, three floors of the allowable 10-floor zoned air rights were never erected. Thus, the rights can be sold. This arrangement lends additional incentive to developers and benefits the city's effort to renovate older buildings."

Signifying the end of the Kittredge renovation is installation of a new marquee at the entry of the adjacent Paramount Theatre, also listed on the Register. Built in 1930, the Paramount shares its lobby with Kittredge.







Floorplan of the second level of The Kittredge Building (left) shows open plan interior. C.W. Fentress & Associates office view (above) is photographed by Jock Pottle. Marlowe's Restaurant interior (right) has architectural elements preserved in the restoration.

Designed by C.W. Fentress & Associates, the marquee incorporates an art-deco motif, complementing the facade.

#### Viable from investment perspective

On redesigning the Carter Rice Building, the same benefits of tax credits spurred similar efforts to preserve authenticity of a building constructed in 1903.

"We had an interest in renovating the facility because of the investment tax credit capability. This provided incentive to pursue the project," notes James M. Mulligan, managing general partner for Blake Building Associates Ltd. and senior partner of the law firm Mulligan & Company, P.C., a Carter Rice tenant. The firm specializes in real estate finance and development with emphasis on multi-ownership properties.

In addition to citing tax incentives, Mulligan noted that another motive behind his acquisition move involved agreement for a 100-year underlying ground lease. Thus, money



Photo by Cynthia Shlaer

was saved by not having to obtain an acquisition loan to secure the ground. Leasehold interest instead was used to finance or to secure financing to make building improvements.

"Once these two facts were crystallized, we envisioned the building as a high-image property," says Mulligan. "The redesign effort realized our plans by melding exposed brick and beam features of the facility with contemporary treatments."



## HISTORIC REMODELS

### Building is high-image property

Mulligan observes that the top three floors of the Carter Rice building are occupied by tenants who were attracted to the site by its unusual leasing arrangements—architects, CPAs, attorneys, and other service industries.

Continues Mulligan, "This is a slow office leasing market both in Denver and countrywide. Our firm sought a project with longterm viability. Our effort combined tax sensitivities with nontraditional acquisition tools, such as groundleasing. To frame the concept of a downtown renovation program, creative, nontraditional methods must be used."

In Mulligan's view, rehabilitated buildings do not pre-lease in the traditional sense. Thus, he undertook market tests as well as entered into a listing contract with a local realtor.

The developer is now finalizing a marketing program which will include results of pre- and post-occupancy evaluations. Questionnaires will be distributed to tenants on an annual basis to evaluate the site.

#### Selected site for structural soundness

In working with Mulligan, architect Tom Reck, Duff-Reck Architects, chose the Carter Rice Building for renovation because of its structural soundness.

"The building had been used for many years as a relatively inactive site for warehousing. Now, the area's shift is away from warehousing toward highrise offices," says Reck. He notes that Carter Rice's walls were fixed with minor repairs since the building evidenced minimal deterioration.

The structure is 50-ft. wide and 125-ft. deep, creating dark interiors. An atrium solution was reached to illuminate the entire facility.

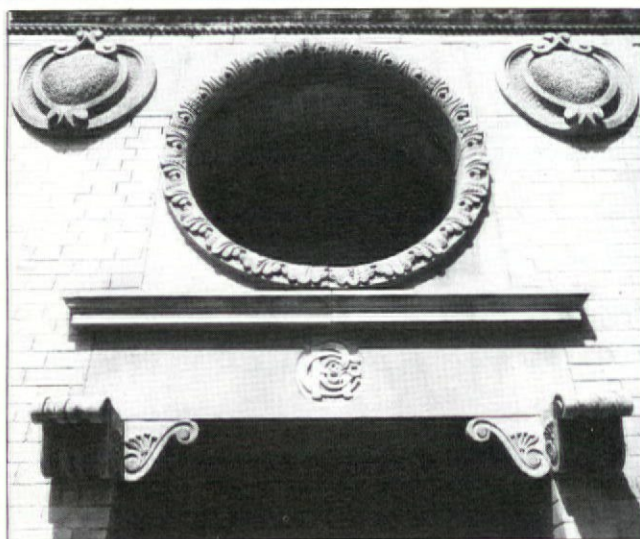
An outdated HVAC and power system installed in the 1950s on the first floor was entirely replaced. Central heating was located in the basement while a rooftop airconditioning system was installed.

"Basically," says Reck, "we left the facade intact and replaced only the windows. We cleaned up the brick and interior woodwork." An exposed conduit system was situated in the ceiling with the help of beams and floor joists. The original structure was left exposed to show "that a shift had been made in use of the space," according to Reck. Dark, stained oak work and period lighting serve as decoration. Original columns of 14-in.-sq. are left intact.

Ceiling height varies floor-to-floor. On the below-grade level, it is 17 ft., while on the upper four floors heights average 10 ft. after changes were made.

The first floor will be the location for a retail Galleria, while the lower level will feature a restaurant. A 15- by 20-ft. atrium has a glass-enclosed elevator. All tenant spaces front the atrium, allowing distribution of light and energy conservation. Loft-like open spaces are adorned with original wood beams and exposed red brick.

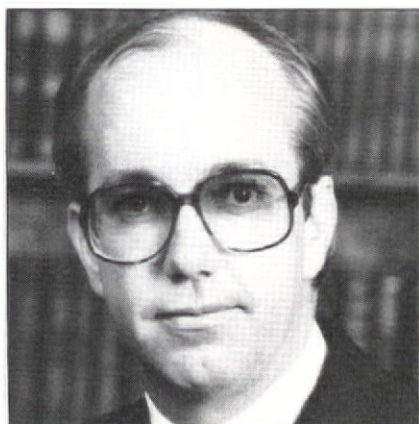
Mulligan's own offices were designed by B.J. Interiors, space planners for the entire building. They served as a model suite in 3,000 sq. ft. when the building formally opened in



Photos by Michael Peck

Carter Rice Building, a 1903 warehouse restored for office and retail use, features buff brick facade with sandstone ornamentation (top). Detail view shows bosses on either side of structure's main porthole window and insignia of original occupant. This is the building's main entry, while a central entry leads directly to the first floor.





James M. Mulligan,  
developer of the  
Carter Rice Building,  
combined tax  
benefits with  
nontraditional  
acquisition tools.

June. Each floor is an average 5,500 sq. ft.

The Carter Rice Building is called, "one of the finest and most intact examples of Renaissance Revival architecture in lower downtown" by the Colorado Historical Society. It has received preliminary certification for inclusion in the National Register of Historic Places. □

## SOURCES

*Kittredge Building:*

**Desks, seating**—Fixtures, Metropolitan, Vecta, Uniroyal, Empire State Chair, Pioneer, Jasper Chair, Kittredge Construction Co, David Edward, Royal Custom Woodcraft. **Carpet**—J&J Industries, Bentley Carpets Inc., Collins & Aikman.

**Lighting**—Korbin Lighting, Champion, Capri, Luxo, Columbia Lighting, Kittredge Construction Co., Gordon Sign Co., Wild Rose Studio.

**Signage**—Christina Weber Graphic Design. **Fabric**—Boris Kroll. **Plants, planters**—Floral & Hearty, Artisan House. **Flooring**—Natural Building Stone, Monarch Tile. **Ceiling Systems**—Armstrong Ceiling Tile. **Art**—Carson-Sapiro Gallery. **Window treatments**—Bali Blinds. **Filing systems**—Corry Jamestown. **Custom paneling**—Marty Shea Cabinets. **Awnings**—American Awning.

*Carter Rice Building:*

**Desks, woodworking, furniture**—Melvin Wolf "The Brass Collection," Rocky Mountain Woodcrafters. **Custom seating**—Monterey Furniture. **Window treatments**—United Vertical. **Parquet flooring, special carpeting**—Colen & Associates, Essco. **Lighting**—Blue Valley Electric Halo "Old Brass." **Core doors**—Boulder Door & Millwork. **Wallcoverings**—M. Cali Imports, Schumacher, Mitchell Designs, Sinclair. **Etched glass**—Elysian Stained Glass Co. **Atrium, exterior windows**—Horizon Glass. **Foliage**—All Plants Inc. **Brick work**—Rocky Mountain Restoration. **Graphic Design**—Christina Weber Graphic Design. **Accessories**—Artisan House.

Photography by Michael Peck

Offices of law firm Mulligan & Company, P.C., show exposed ceiling conduit system, interior brick prevalent in the 3,000-sq-ft model suite viewed by prospective tenants in June.





# Atlanta Designer Tailors Space Planning To Client Company's Rapid Expansion

*Wilson & Wilson Interiors Inc. achieves solid corporate image for Futra/Hereth, Orr & Jones Inc. as firm's growth skyrockets*

**M**axine Wilson, ASID, of Wilson & Wilson Interiors Inc., Atlanta, handled economical design change in the midst of exploding growth for client entrepreneur Jack Hereth, chief operating officer, Futra Industries/Hereth, Orr & Jones Inc. (HOJ), Atlanta.

Hereth, who started his company only eight years ago with \$500 borrowed cash and five credit cards, projects sales of \$55 million this year for 13 companies under his aegis. Skyrocketing sales rates and staff growth meant that most capital generated by Futra had to be applied to operations, rather than real estate.

Designer Wilson got involved with

the project at the very beginning, when Hereth leased space in the North x Northwest Office Park.

"The space at first was one-quarter of a floor in a triangular building," says Wilson. "Within three years, the company underwent four major phases, taking over the entire floor and half of the next for a total of 22,000 sq. ft."

By late 1982, HOJ outgrew the triangular building and moved to new headquarters, almost doubling its square footage.

An investment banker, Hereth's first deal involved purchase of a Virginia convalescent center. He then sought a computer company to help him operate the first business efficiently. "That



Photos by E. Alan McGee Photography Inc.

Looking into right angle corner of executive office, planter behind desk highlights area and lends drama to setting. Small conference area flanks lounge area in foreground.

View from the desk encompasses a number of areas used by Hereth when negotiating with clients in his massive office, including intimate lounge area directly off the desk platform on which four castored side chairs are positioned. Color scheme is carried through to the reception area in a coordinated design.





Hereth



Wilson

*"We use furniture where possible, since our primary growth thrust requires careful use of capital for expansion." -HERETH*

*"It was important that our furniture purchases be adaptable to other areas, so that when the inevitable moves came, the furniture would work." -WILSON*



FUTRA INDUSTRIES

## Success image created despite tight budget

meant," he says, "tight money and an admonition to the Wilson design firm to reuse existing furniture where possible, but make the entire space work."

### Success image vs. budgets

Wilson lists the criteria for the remodeling designs her firm undertook, saying, "First, we had to create an ambience and feeling of established success, despite the budget restraints. We did it with light, color, texture, and careful purchase and placement of major furniture pieces. It was important that our furniture purchases be adaptable to other areas, so that when the inevitable moves came, the furniture would work as required."

In the process of expanding the existing premises, Wilson captured space vacated by four companies. As the corner area opened up in the last

phase, Wilson designed a raised platform in the corner and lowered the ceiling of Hereth's new office.

"We then backlited the area and dramatized it to focus attention on the principal," adds Wilson. "He uses his office as a working tool, moving into more intimate lounge areas or around a small conference area as a deal begins to take shape. The process is well thought out and progressive, and the furnishings must accommodate his method of doing business."

### Customized oak, mirror

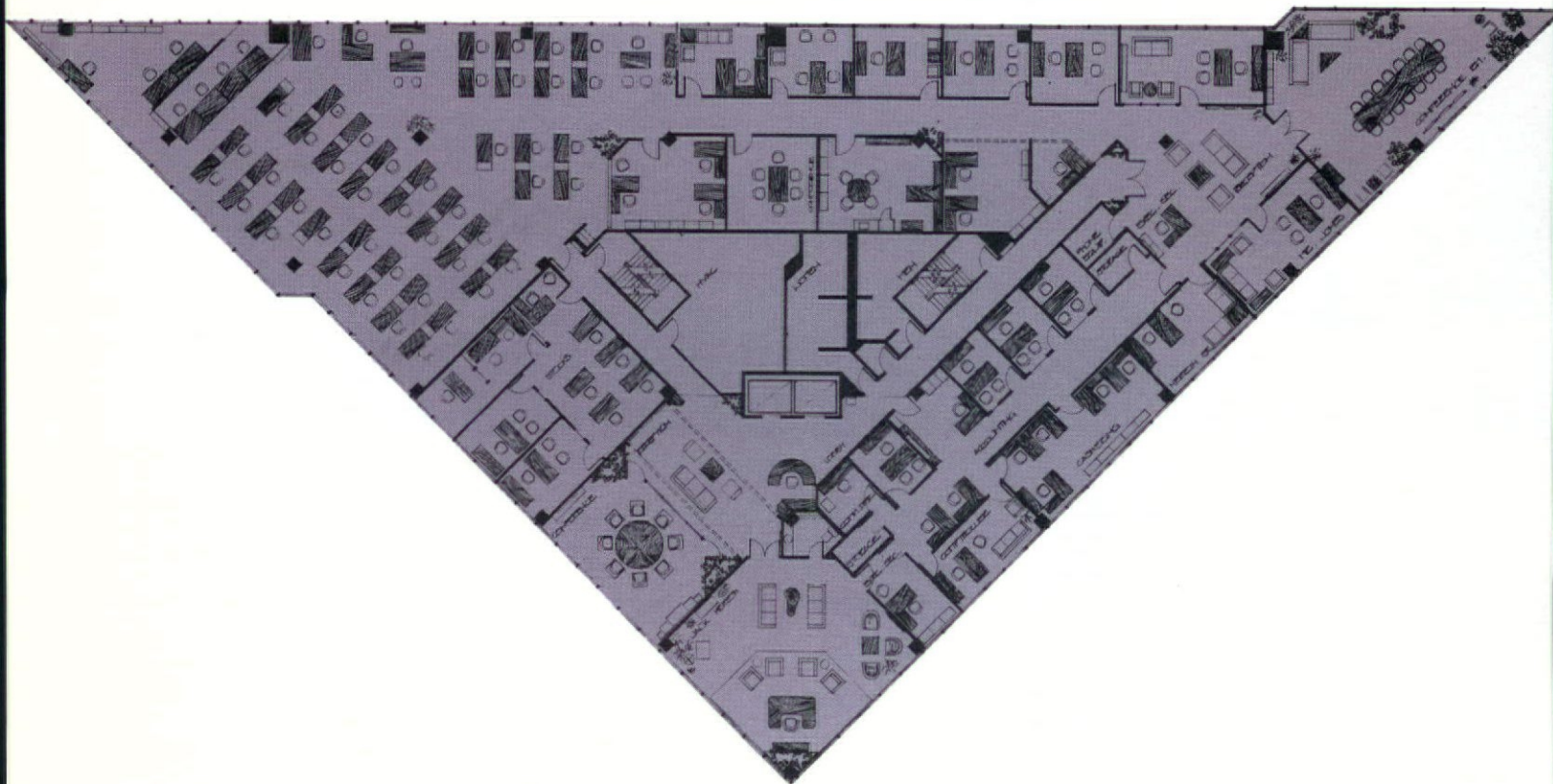
Wilson customized the reception desk, secretarial desk, and a series of oak and mirror triangular planters with oak and mirror. The latter were used throughout the executive space. The pedestals hold colorful silk floral arrangements, which become focal points

as visitors come off the elevators. Oak tambour sweeps up the wall of the executive office area, coordinating with customized oak columns and tambour ceilings.

Fusion-bonded carpet is used throughout the offices, with deep plush carpeting used on the executives' raised platform. The carpets are blue- and peach-toned pin dot design, with a panel dot, tying reception, waiting area, and executive offices together in a tasteful, classical design. □

### SOURCES

**Seating**—Madison Furniture. **Sofas, lounge chairs**—Directional. **Library wall**—Designcraft Cabinet Co. **Curved reception desk, pedestals, planters**—custom by The Woodbutcher. **Oak tambour wall and ceiling treatment**—Forms & Surfaces. **Window shades**—Verosol. **Wallcovering**—Wallco, Velva Suede. **Carpet**—Couristan. **Lighting**—Lightolier. **Plants**—Pittsburgh Paint. **Silk floral arrangements**—Harriett or Howard Unltd. **General contractor**—B.J. Gunter Co.







Conference room (left) is located in 45 degree angle of one part of irregular space, but within easy access of entire office. Reception area (below) introduces tambour detailing and colors that are carried into executive offices shown on plan (opp. page).





# QUICK-SHIP DIRECTORY

## 'Up' Economy Spurs Fast-Track, Demands More Quick-Ship Products

For clients and specifiers who need products "yesterday!," CONTRACT provides this Quick-Ship Directory of commercial furnishings resources. Launched in 1980 as a service to the interior specification industry, the directory originally listed 40 manufacturers willing to stock portions of lines for fast track projects.

This fourth annual Quick-Ship Di-

rectory demonstrates the growing importance of fast delivery to the specifier and need for accelerated distribution in the industry as a whole. More than 300 manufacturers are listed on these pages—an increase of 80 listings over 1982, with updated data on each.

A special Quick Response reader service card, located on page 81 is provided for reader convenience.



Illustration by Richard Zoehrer





**Aarkash Chair Co./Canada**  
St. Vincent de Paul, Que. (514) 661-1271  
CH/5-10 days/FF  
Circle No. 600.

**Abstracta Designs Inc.**  
Van Nuys, CA (213) 787-3640  
CF, SD/2 weeks/FF  
Circle No. 601.

**Abstracta Structures Inc.**  
New York, NY (212) 944-2244  
CF, LP, SD/5-10 days/WR  
Circle No. 602.

**Accord Business Furniture**  
High Point, NC (800) 334-3181  
CH, T/3 days/FF  
Circle No. 603.

**Acme Landscape Group Inc.**  
Brooklyn, NY (212) 384-7800  
LP, OS, SD/5 days/FF  
Circle No. 604.

**Acoustical Partitions**  
Holyoke, MA (413) 533-3986  
LP, OS/3-10 days/FF  
Circle No. 605.

**Adanlock Jamestown, div. Blasius**  
Jamestown, NY (716) 483-1551  
F, LP, OS/10 days/FF  
Circle No. 606.

**Adjustable Steel Products Co.**  
New York, NY (212) 686-1030  
C, F, SD/10-14 days/FF  
Circle No. 607.

**Advance Mfg. Co. Inc. Int'l.**  
Orlando, FL (305) 299-4020  
CF/10-14 days/WR, FF  
Circle No. 608.

**Aetnacraft Inds. Inc.**  
Brooklyn, NY (212) 768-8773  
CH, T/FF  
Circle No. 609.

**AGI Inds. Inc.**  
High Point, NC (919) 883-6146  
CH, CF, T/7 days/FF  
Circle No. 610.

**Algoma Net Co.**  
Algoma, WI (414) 487-5577  
CF/10-14 days/FF  
Circle No. 611.

**Alka Structures Inc.**  
Long Island City, NY (212) 784-1040  
D, SD, T/10-14 days/FF  
Circle No. 612.

**Allied Trend System**  
New York, NY (212) 243-0754  
SD, T/7 days/FF  
Circle No. 613.

**All-Steel Inc.**  
Aurora, IL (312) 859-2600  
C, CH, CF, D, F, OS, SD, T/1-3 weeks/WR, FF  
Circle No. 614.

**Alma Desk Co.**  
High Point, NC (919) 885-4101  
C, CH, D, T/10 days/WR, FF  
Circle No. 615.

**Aluminaire Leisure Furniture**  
Miami, FL (800) 327-8500  
CF/6 weeks/FF  
Circle No. 616.

**Ambiant Systems Ltd.**  
Toronto, Can. (416) 863-0863  
CH, CF/2 weeks/FF  
Circle No. 617.

**American Of Martinsville**  
Martinsville, VA (703) 632-2061  
C, CH, D, T/1 day/FF  
Circle No. 618.

**American Seating Co.**  
Grand Rapids, MI (616) 456-0303  
C, CH, DF, F, LP, OS, T/1-4 weeks/WR, FF  
Circle No. 619.

**Amstore/Option One**  
Liberty, SC (803) 843-9327  
OS/5 days/FF  
Circle No. 620.

**Anderson Desk**  
Glendale, CA (213) 246-3133  
C, CH, D, F, T/5-10 days/WR, FF  
Circle No. 621.

**Carl Anthony Collection**  
Miami Lakes, FL (305) 625-2022  
CH/2-3 weeks/FF  
Circle No. 622.

**Architectural Supplements Inc.**  
New York, NY (212) 758-0922  
C, CH, D, F, T/7-14 days/WR, FF  
Circle No. 623.

**Arconas Corp.**  
Mississauga, Ont. (416) 272-0727  
CH/15 days/FF  
Circle No. 624.

**Arenson Int'l. USA**  
New York, NY (212) 838-8880  
C, CH, D, F, OS/7-10 days/WR  
Circle No. 931.

**Armstrong Furniture**  
Thomasville, NC (919) 475-1361  
C/4-5 weeks/FF  
Circle No. 625.

**Artec**  
Jasper, IN (812) 482-1600  
C, F, LP, OS/10 days/FF  
Circle No. 626.

**Artifax Display Inds.**  
Woodmere, NY (516) 295-0195  
CF, SD, T/7-14 days/FF  
Circle No. 627.

**Artopex (U.S.) Inc.**  
Chicago, IL (312) 644-1049  
C, CH, D, F/1 day/WR  
Circle No. 628.

**Aspects Inc.**  
Sun Valley, CA (213) 768-9000  
CF, F, LP, OS, SD, T/5 days/WR  
Circle No. 629.

**Atelier Int'l. Ltd.**  
New York, NY (212) 644-0400  
C, CH, D, F, OS, T/10 days/FF  
Circle No. 630.

**Avenger Designs**  
Oakville, Ont. (416) 845-3338  
CH, T/2 weeks/FF  
Circle No. 631.



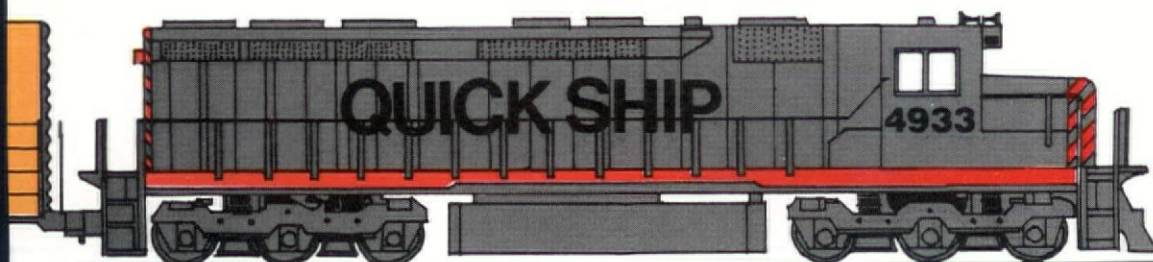
**Baker Furniture/Contract**  
Chicago, IL (312) 329-9410  
CH, D/5 weeks/FF  
Circle No. 932.

**Norman Bates**  
Anaheim, CA (714) 634-2201  
CH, D/10 days/FF  
Circle No. 632.

**Beaver Furniture Corp.**  
New York, NY (800) 221-9550  
CH/1-3 weeks/FF  
Circle No. 633.

**Beelner & Thomas**  
Monrovia, CA (213) 357-6051  
CH, D/5 days/FF  
Circle No. 634.

**Benedetti Corp.**  
Los Angeles, CA (213) 263-9761  
C, D/5-7 days/FF  
Circle No. 635.





# QUICK-SHIP DIRECTORY

## C

### Bevis Custom Tables

Florence, AL (205) 766-6497  
CF, LP, T/14-21 days/FF  
Circle No. 636.

### Bevco Precision Mfg. Co.

Evanston, IL (312) 328-4254  
CH/2 weeks/FF  
Circle No. 637.

### Beylerian Ltd.

New York, NY (212) 755-6300  
CH, T/5-10 days/FF  
Circle No. 638.

### Bieffeplast

New York, NY (212) 541-6654  
CH, D, T/1 week/WR  
Circle No. 639.

### Bilrite

Montreal, Que. (514) 352-7770  
C, CH/3 weeks/WR  
Circle No. 640.

### H.L. Birum Corp.

Frenchtown, NJ (201) 996-3113  
LP/5-10 days/FF  
Circle No. 641.

### The Boling Co.

Silver City, NC (919) 663-2400  
CH/1-3 days/WR, FF  
Circle No. 642.

### John Boos & Co.

Effingham, IL (217) 347-7701  
CH, CF, CS, D, SD, T/10-12 days/WR, FF  
Circle No. 643.

### Borroughs, Div. Lear Siegler

Kalamazoo, MI (616) 342-0161  
SD/7 days/WR, FF  
Circle No. 644.

### Bretford Mfg.

Schiller Park, IL (312) 678-2545  
CF/2 days/WR  
Circle No. 645.

### Brodart

Williamsport, PA (717) 326-2461  
CH, F, SD/4 weeks/FF  
Circle No. 646.

### Brown Jordan Co.

El Monte, CA (213) 443-8971  
CS/3 weeks  
Circle No. 647.

### Browne Morse Corp.

Muskegon, MI (616) 733-1221  
C, CF, F, SD/10-15 days/FF  
Circle No. 648.

### Brueton Inds.

New York, NY (212) 838-1630  
CH, T/2 weeks/FF  
Circle No. 649.

### CI Designs

Medford, MA (617) 391-7800  
CH/2-5 days/FF  
Circle No. 650.

### Campaniello Imports Ltd.

New York, NY (212) 371-3700  
CH, D, T/8-10 weeks/WR  
Circle No. 651.

### Cardinal Corp. of Stanley

Stanley, WI (715) 644-5531  
CH, CF, T/10-14 days/FF  
Circle No. 652.

### Carolina Seating Co.

High Point, NC (800) 334-2835  
CH, T/3 weeks/FF  
Circle No. 653.

### Jack Cartwright Inc.

High Point, NC (919) 885-6070  
CH/10 days/FF  
Circle No. 654.

### Castelli Furniture Inc.

Bohemia, NY (516) 589-0707  
CH/10 days/FF  
Circle No. 655.

### Charlotte Chair Co.

Charlotte, MI (517) 543-4210  
CH/1 day/FF  
Circle No. 656.

### Charvoz-Carsen

Fairfield, NJ (201) 227-6500  
CH, CF, T/5-10 days/WR  
Circle No. 657.

### Chromcraft Furniture

Senatobia, MS (601) 562-8203  
CH, D, F, T/1 week/FF  
Circle No. 658.

### Clarín Corp.

Lake Buff, IL (312) 295-2200  
CH/2-4 weeks/FF  
Circle No. 659.

### Computer Accessory Corp.

Dallas, TX (800) 527-2415  
CF/FF  
Circle No. 660.

### Condi/div. Pacific Furniture

Compton, CA (213) 774-8300  
C, CH, CF, D, T/10 days/FF  
Circle No. 661.

### Contemporary Products Inc.

Brentwood, NY (800) 645-5156  
LP/4-5 days/FF  
Circle No. 662.

### Continental Imports Inc.

Philadelphia, PA (215) 482-8000  
CF, CS, OS, SD/FF  
Circle No. 663.

### Conwed Corp.

St. Paul, MN (612) 221-1100  
LP/1 week/FF  
Circle No. 664.

### The Cordes Group Inc.

Phoenix, AZ (602) 233-9086  
CF/10 days/FF  
Circle No. 665.

### Corry Jamestown Corp.

Corry, PA (800) 458-0593  
CH, D, F/4-15 days/WR  
Circle No. 666.

### Cotrade Inc.

Houston, TX (713) 683-7166  
CH, D/2 days/WR, FF  
Circle No. 667.

### Craftsman Office Furniture Corp.

Los Angeles, CA (213) 638-6118  
C, D, F, T/3 weeks/FF  
Circle No. 668.

### Craig Martin International

New York, NY (212) 758-2611  
CH, CF, D, LP/2-3 weeks/WR, FF  
Circle No. 669.

### Cramer Inc.

Kansas City, KS (913) 621-6700  
CH, CF, CS, LP, T/2 days/FF  
Circle No. 670.

### Crayton Furniture Corp.

New York, NY (212) 758-2611  
CF, D, OS/2-8 weeks/WR, FF  
Circle No. 671.

### Creative Dimensions

Nappanee, IN (219) 773-2411  
D/5 days/FF  
Circle No. 672.

### Croydon

Cambridge, Ont. (519) 621-6300  
D, OS/2 weeks/FF  
Circle No. 673.

### Cubicon Corp.

St. Louis, MO (314) 535-3020  
SD/20-30 days/FF  
Circle No. 674.

### Curtis Products Ltd.

Cobourg, Ont. (416) 372-2148  
CH/10 days/FF  
Circle No. 675.





**Curcraft Inc.**  
Philadelphia, PA (215) 467-9400  
CH/10 days/FF  
Circle No. 676.

**Cy Mann Designs Ltd.**  
New York, NY (212) 758-6830  
CH, T/14-21 days/WR  
Circle No. 677.



**Dansanna Int'l.**  
Montreal, Que. (514) 489-3855  
CF, D, F/5 days/FF  
Circle No. 678.

**Danwood Design Co.**  
Woodinville, WA (206) 485-8524  
OS/5 days/FF  
Circle No. 679.

**DAR/RAN Furniture**  
High Point, NC (800) 334-7891  
CF, D/1-10 days/WR, FF  
Circle No. 680.

**Data-MATE, Maine Mfg. Co.**  
Nashua, NH (603) 882-5142  
CF/4 days/WR, FF  
Circle No. 681.

**Datum Filing Systems**  
Farmingdale, NY (516) 293-4651  
CF/2-3 days/FF  
Circle No. 682.

**Davis Furniture Inds.**  
High Point, NC (919) 889-2009  
C, CH, D, T/4 weeks/FF  
Circle No. 683.

**Decar Corp.**  
Addison, IL (312) 543-8050  
CH, D, T/1-2 weeks/FF  
Circle No. 684.

**Delco Associates Inc.**  
Greenwich, CT (800) 243-8528  
CF, F/10-30 days/WR, FF  
Circle No. 685.

**Dennison Monarch Systems Inc.**  
New Windsor, NY (914) 562-3100  
CF/2-3 weeks/FF  
Circle No. 686.

**Design Group Inc.**  
Lake Oswego, OR (503) 639-9636  
CH, D/2 weeks/FF  
Circle No. 687.

**Deutsch Inc.**  
New York, NY  
CS, D, F, SD, T/1 week/WR  
Circle No. 688.

**Discovery Systems Inc.**  
Elkhart, IN (219) 294-7114  
C, D, F, OS, SD/4-6 weeks/FF  
Circle No. 689.

**Domore Corp.**  
Elkhart, IN (219) 293-0621  
C, CH, CF, D, LP, OS, SD, T/10-20 days/FF  
Circle No. 690.

**Dor-Val Mfg. Ltd.**  
St. Laurent, Que. (514) 336-7780  
CH, T/7 days/FF  
Circle No. 691.

**Dri-View Mfg. Co.**  
Louisville, KY (502) 636-5158  
CH, CS/7 days/FF  
Circle No. 692.

**Ducor Inc.**  
Hialeah, FL (305) 693-9044  
T/1 week/FF  
Circle No. 693.

**Dunbar**  
Berne, IN (219) 589-2111  
C, CH, CS, D, F, T/6 weeks/FF  
Circle No. 694.

**Durham Mfg. Co. Inc.**  
Durham, CT (203) 349-3427  
CF, CS, F, OS/2 weeks/FF  
Circle No. 695.

**DUX**  
New York, NY (212) 752-3897  
C, D, F, OS, SD, T/2-4 weeks/WR  
Circle No. 696.



**Ebco-Ebenreiter Woodworking**  
Sheboygan, WI (414) 458-8731  
C, CH/15 days/FF  
Circle No. 697.

**Empire State Chair**  
New York, NY (212) 421-9470  
CH

Circle No. 698.

**Esselte Pendaflex**  
Garden City, NY (516) 741-3200  
F/5 days/WR  
Circle No. 699.

**Executive Furniture Inc.**  
Huntingburg, IN (812) 683-3334  
C, D, F, T/1 day/FF  
Circle No. 700.

**Executive Office Concepts**  
Compton, CA (213) 979-2643  
C, CH, D, F, T/2 days/WR, FF  
Circle No. 701.



**Facit Inc.**  
Nashua, NH (603) 883-4157  
CH, CF/10 days/WR  
Circle No. 702.

**Falcon Products Inc.**  
St. Louis, MO (314) 991-9200  
T/1 day/WR, FF  
Circle No. 703.

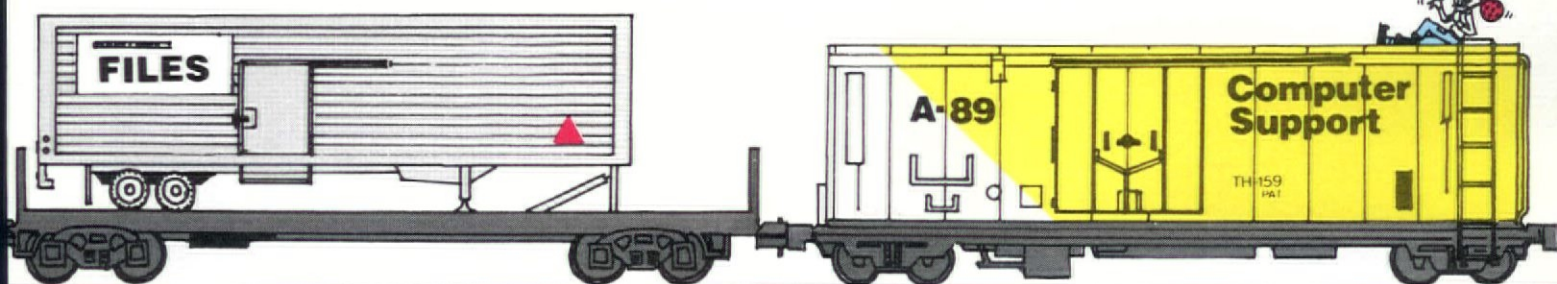
**Ficks Reed**  
Cincinnati, OH (513) 561-2100  
CS/6-8 weeks/FF  
Circle No. 704.

**Filing Equipment Inc.**  
Ringgold, GA (800) 241-5246  
CF, F/10 days/FF  
Circle No. 705.

**Fine-Edge Int'l.**  
Toronto, Ont. (416) 624-0686  
CH, CF, T/14 days/FF  
Circle No. 706.

**Finkel Outdoor Products**  
New York, NY (212) 889-8380  
CS/30 days/FF  
Circle No. 707.

**Fixtures Furniture**  
Kansas City, MO (816) 241-4500  
CH, T/3 weeks/FF  
Circle No. 708.





# QUICK-SHIP DIRECTORY

## Flex-Y-Plan Inds.

Erie, PA (814) 838-3583  
LP/10 days/WR, FF  
Circle No. 709.

## Fortress Inc.

City of Industry, CA (213) 961-3332  
CH/10 days/FF  
Circle No. 710.

## Functional Office Furniture

San Rafael, CA (415) 457-4143  
CH, CF/1 day/WR  
Circle No. 711.

## Fupoflex/USA

Livonia, MI (313) 525-4150  
CH/2 days/WR  
Circle No. 712.

## G

## Garrett Tubular Products

Garrett, IN (219) 357-4161  
CH, CF/5-30 days/FF  
Circle No. 714.

## Gasser Associates

Seattle, WA (206) 244-4406  
CH/30 days/FF  
Circle No. 713.

## GF Furniture Systems

Youngstown, OH (216) 746-7271  
C, CH, CF, D, F, LP, OS, SD, T/5 days/WR, FF  
Circle No. 715.

## Globe Business Furniture

Hendersonville, TN (615) 822-4968  
CH, CF, CS, T/3 days/WR, FF  
Circle No. 716.

## Gold Medal Inc.

Racine, WI (414) 637-6700  
CH, CS, T/2-3 weeks/WR, FF  
Circle No. 717.

## Golden Oak

Los Angeles, CA (213) 589-9181  
C, CH, D, F, SD, T/5-28 days/FF  
Circle No. 718.

## Gordon Int'l.

New York, NY (212) 532-0075  
CH/2 weeks/WR  
Circle No. 719.

## Grahl Int'l.

Coldwater, MI (517) 279-8011  
CH/7 days/WR, FF  
Circle No. 720.

## Great Outdoor Furniture Factory

Sedona, AZ (602) 282-9530  
CS/2 weeks/WR  
Circle No. 721.

## Gregson Furniture Inds.

Liberty, NC (919) 622-2201  
CH, T/2-10 days/WR, FF  
Circle No. 722.

## Gunlocke

Wayland, NY (716) 728-5111  
C, CH, D, SD/10 days/WR  
Circle No. 723.

## H

## HAG, USA

Chicago, IL (312) 222-1166  
CH, CF/10 days/WR  
Circle No. 724.

## Hagen Int'l.

San Francisco, CA (415) 626-3655  
CH, CS, T/1-3 weeks/FF  
Circle No. 725.

## Hale Mfg. Co.

Herkimer, NY (315) 866-4250  
CF, SD/5 days/WR, FF  
Circle No. 726.

## Hamilton Sorter

Fairfield, OH (800) 543-1605  
CF/5 days/FF  
Circle No. 727.

## Hardwood House

Rochester, NY (716) 254-0600  
CH, D, T/12 weeks/FF  
Circle No. 728.

## Hardwood Visuals

Minneapolis, MN (612) 374-4619  
C, T/10 days/FF  
Circle No. 729.

## Harmon, div. Coastcraft

Tacoma, WA (206) 383-5367  
CF, D, T/7 days/FF  
Circle No. 730.

## Harpers

Torrance, CA (213) 775-6824  
C, CH, D, F, T/1 day/WR, FF  
Circle No. 731.

## Harter Corp.

Sturgis, MI (616) 651-3201  
CH/10 days/FF  
Circle No. 732.

## Harvard Interiors

St. Louis, MO (314) 382-5590  
CH/3 weeks/WR, FF  
Circle No. 733.

## Haskell Of Pittsburgh

Verona, PA (800) 245-0666  
C, CH, CF, D, F, T/5 days/WR, FF  
Circle No. 734.

## Hauserman Inc.

Cleveland, OH (216) 883-1400  
D, F, OS, SD, T/2-4 weeks/WR, FF  
Circle No. 735.

## Haworth Inc.

Holland, MI (616) 392-5961  
CH, CF, F, OS, SD, T/10 days/WR, FF  
Circle No. 736.

## Hayes Mfg.

Oakland, CA (415) 534-4511  
CH/2-3 weeks/FF  
Circle No. 737.

## Hekman Furniture

Grand Rapids, MI (616) 452-1411  
T/3 weeks/FF  
Circle No. 738.

## Helikon Furniture Co.

Taftville, CT  
C, CH, D/4 weeks/FF  
Circle No. 739.

## Hentschel Baetz Ltd.

Waterloo, Ont. (519) 884-2511  
CH, D, T/4 weeks/FF  
Circle No. 740.

## Hesco Inds.

Charlestown, IN (812) 256-3323  
C, D, F, T/5 days/FF  
Circle No. 741.

## Hickory Business Furniture, div. Lane

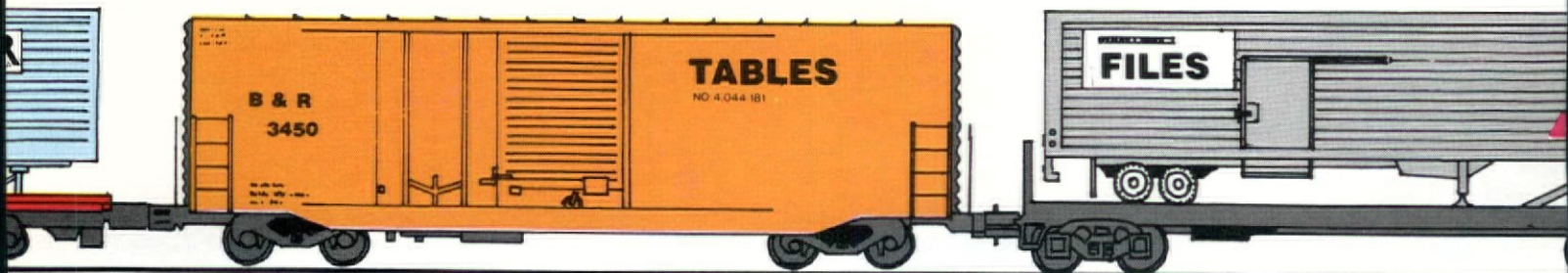
Hickory, NC (704) 328-2064  
CH, T/4 weeks/FF  
Circle No. 742.

## Hickory Leather Co.

Sanford, NC (919) 775-2761  
CH/12 days/FF  
Circle No. 743.

## Hiebert

Carson, CA (213) 603-0441  
C, CH, D/1-8 weeks/FF  
Circle No. 744.





**Highpoint Furniture**

High Point, NC (919) 431-7101  
C, CH, CF, D, F, SD, T/1 day/WR  
Circle No. 745.

**Hippopotamus**

N. Hollywood, CA (213) 982-6606  
CF, D, T/5 days/FF  
Circle No. 746.

**Homecrest Inds. Inc.**

Wadena, MN (800) 346-4852  
CS/10 days/FF  
Circle No. 747.

**Hoosier Desk Co.**

Jasper, IN (812) 482-4367  
C, D/10 days/FF  
Circle No. 748.

**Hoover Systems**

Dallas, TX (214) 270-6471  
LP/8 days/FF  
Circle No. 749.

**Hoover Universal**

Vernon, AL (205) 695-9173  
CF, D/5 days/FF  
Circle No. 750.

**Howe Furniture**

New York, NY (212) 826-0280  
T/30 days/FF  
Circle No. 751.

**H.S.P. Computer Furniture**

Birmingham, AL (205) 251-0500  
CF, T/2-10 days/WR, FF  
Circle No. 752.

**Hunt Country Furniture**

Wingdale, NY (914) 832-6601  
CH/21 days/FF  
Circle No. 753.

**ICF Inc.**

New York, NY (212) 750-0900  
C, CH, CS/2 weeks/FF  
Circle No. 754.

**IPF/Int'l.**

Paterson, NJ (201) 345-7440  
CH, T/5 days/WR, FF  
Circle No. 755.

**Indiana Chair**

Jasper, IN (812) 482-3143  
CH/2 weeks/FF  
Circle No. 756.

**Indiana Desk Co.**

Jasper, IN (812) 482-5727  
D, F, T/1 week/FF  
Circle No. 757.

**Intrends Int'l., div. Walker & Zanger**

Scarsdale, NY (914) 472-5666  
CH, CS, SD, T/1 week/WR  
Circle No. 758.

**Intrex Inc.**

New York, NY (212) 758-0922  
T/7-14 days/FF  
Circle No. 759.

**Invincible Metal Furniture**

Manitowoc, WI (414) 682-4601  
C, D, F/2-3 days/WR, FF  
Circle No. 760.

**Inwood Office Furniture**

Jasper, IN (812) 482-6121  
C, CF, D, F, T/2 weeks/WR, FF  
Circle No. 761.

**Jack Ireland**

Lake Bluff, IL (312) 295-2917  
C, D, F, T/1-2 weeks/WR, FF  
Circle No. 762.

**Jansko Inc.**

Ft. Lauderdale, FL (305) 522-6791  
LP/10 days/WR, FF  
Circle No. 763.

**Jefsteel Business Equipment**

Brooklyn, NY (212) 497-4004  
CF, D, F/10-14 days/FF  
Circle No. 764.

**JG Furniture Systems, div. Burlington**

Quakertown, PA (215) 536-7343  
C, D, F, LP, OS, SD/7 days/FF  
Circle No. 765.

**Jofco Inc.**

Jasper, IN (812) 482-5154  
C, CH, CF, D, F, OS, T/2-6 weeks/WR, FF  
Circle No. 766.

**Jasper Chair Co.**

Jasper, IN (812) 482-5239  
CH/10 days/FF  
Circle No. 767.

**Jasper Table**

Jasper, IN (812) 482-6121  
C, D, F, T/1 day-2 weeks/WR, FF  
Circle No. 768.

**J.S.I. (Jasper Seating)**

Jasper, IN (812) 482-3204  
CH/10-14 days/FF  
Circle No. 769.

**Kasprians Inc.**

Alhambra, CA (213) 289-7895  
CH, T/15 days/FF  
Circle No. 770.

**Kaydee Metal Products**

Belmont, MS (601) 454-3451  
CH, T/2 days/WR, FF  
Circle No. 771.

**Kenmore Furniture**

New York, NY (212) 683-1888  
C, CH, CF, CS, D, F, LP, OS, SD, T/10 days/WR, FF  
Circle No. 772.

**Kimball Office Furniture Co.**

Jasper, IN (812) 482-1600  
C, CH, CF, D, F/2-4 weeks/WR, FF  
Circle No. 773.

**Kinder Div/Congoleum**

Elkhart, IN (219) 293-3531  
CH, CS/4 weeks/FF  
Circle No. 774.

**Kinetics**

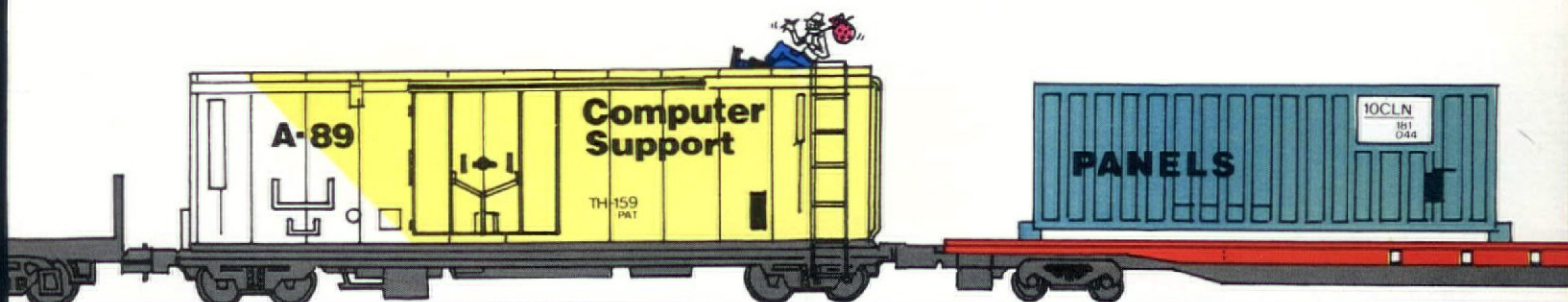
Rexdale, Ont. (416) 675-4300  
CH, T/3-5 weeks/FF  
Circle No. 775.

**Kisabeth**

Ft. Worth, TX (817) 281-7560  
CH/3 weeks/FF  
Circle No. 776.

**Klem, Othmar Cabinet Co.**

St. Anthony, IN (812) 326-2361  
C, CH/FF  
Circle No. 779.





# QUICK-SHIP DIRECTORY

## Knipp & Co.

Baltimore, MD (301) 355-0440  
C, SD, T/8-10 weeks  
Circle No. 780.

## Knoll Int'l.

New York, NY (800) 523-5634  
C, CH, D, LP, OS, T/10 days/FF  
Circle No. 781.

## Kroin Inc.

Cambridge, MA (617) 492-4000  
CH, T/1 week/WR  
Circle No. 782.

## Krueger

Green Bay, WI (414) 468-8100  
CH, T/10 days/FF  
Circle No. 783.

## Krug Furniture

Kitchener, Ont. (519) 743-8281  
C, CH, D, OS, T/WR, FF  
Circle No. 784.

## Kwik-File

Golden Valley, MN (612) 546-1980  
F, SD, T/10-20 days/FF  
Circle No. 785.

**L**

## L & B Products Corp.

Bronx, NY (212) 882-5400  
CH, T/10 days/FF  
Circle No. 786.

## L & H Mfg.

Como, MS (601) 526-5525  
CH/3-5 days  
Circle No. 787.

## LaMica

Upper Saddle River, NJ (201) 327-8066  
C, CH, CS, D, F, T/10-15 days/FF  
Circle No. 788.

## Laminates Unlimited Inc.

Baltimore, MD (301) 889-5553  
C, CF, D/7 days/FF  
Circle No. 789.

## La-Z-Boy Contract

Monroe, MI (313) 242-1444  
C, CH, D, T/10-14 days/WR  
Circle No. 790.

## Leaf Designs

Miami, FL (800) 843-6739  
CF/2-3 days/FF  
Circle No. 791.

## Leathercraft/Contract

Conover, NC (704) 322-3305  
CH/10 days/FF  
Circle No. 792.

## Lehigh-Leopold

Burlington, IA (319) 753-2271  
C, CH/4 days/WR, FF  
Circle No. 793.

## Lewittes Furniture Ent.

New York, NY (212) 684-2255  
CH, CS/2 weeks/FF  
Circle No. 794.

## Loewenstein Inc.

Ft. Lauderdale, FL (305) 525-8453  
CH, T/2 weeks/FF  
Circle No. 795.

## F.W. Lombard

South Ashburnham, MA (617) 827-5333  
CH/7 days/FF  
Circle No. 796.

## Lumex Inc.

Bay Shore, NY (516) 273-2200  
CH/4 days/FF  
Circle No. 797.

## Harry Lunstead Designs

Kent, WA (206) 872-8835  
C, D/5 days/WR  
Circle No. 798.

**M N**

## M & J Desk Mfg.

Los Angeles, CA (213) 749-7521  
D/8 weeks/WR, FF  
Circle No. 799.

## Madison Furniture Inds.

Canton, MS (601) 859-8000  
CH, T/1 week/FF  
Circle No. 800.

## Magna Design

Lynwood, WA (206) 776-2181  
C, CS, D, F, LP, OS, T/3-21 days/FF  
Circle No. 933.

## Mallin Co.

Los Angeles, CA (213) 589-6591  
CS/10-14 days/FF  
Circle No. 801.

## Mallin Co. of Georgia

Atlanta, GA (404) 346-1659  
CH, CS, T/3 weeks/FF  
Circle No. 802.

## Marnay Sales & Mfg. Co.

New York, NY (212) 682-0920  
CH, CF/10 days/WR, FF  
Circle No. 803.

## Marvel Metal Products

Chicago, IL (800) 621-8846  
CF/5 days/WR, FF  
Circle No. 804.

## McDonald Products

Buffalo, NY (800) 828-7788  
OS/5 days/FF  
Circle No. 805.

## Meilink Safe

Whitehouse, OH (419) 877-5352  
F/5 days/WR, FF  
Circle No. 806.

## Meridian

Spring Lake, MI (616) 842-1852  
C, D, F/7 days/FF  
Circle No. 807.

## Metal Dimensions Inc.

Miami, FL (305) 621-3237  
SD, T/4-8 weeks/FF  
Circle No. 808.

## Metalstand Co.

Philadelphia, PA (215) 673-5300  
CH, D, F, T/WR  
Circle No. 809.

## M.H. & H. Seating Co.

High Point, NC (919) 886-4163  
CH/10 days/WR, FF  
Circle No. 810.

## Microdyne Co.

Mansfield, OH (800) 537-5573  
CH, CF/3 weeks/FF  
Circle No. 811.

## Mid-South Chair Mfg.

Memphis, TN (901) 522-8461  
CH, T/6 weeks/FF  
Circle No. 812.

## Midwest Folding Products

Chicago, IL (800) 621-4716  
T/5 days/FF  
Circle No. 813.

## Herman Miller Inc.

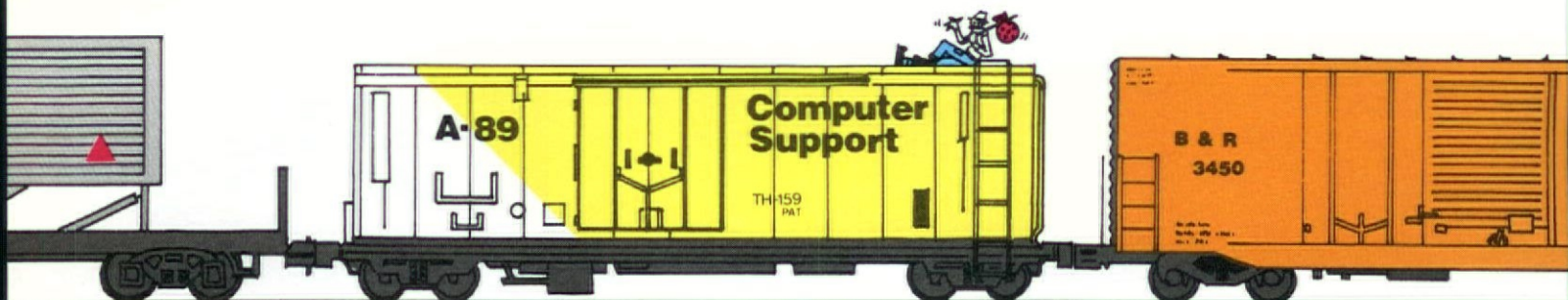
Zeeland, MI (616) 772-3300  
CH, OS, SD, T/2 days/WR, FF  
Circle No. 814.

## Modar Inc.

Benton Harbor, MI (800) 253-6186  
CF, CS, SD, T/5 days/WR, FF  
Circle No. 815.

## Mode Corp.

San Leandro, CA (415) 895-8570  
CH, LP, OS, SD/10 days/FF  
Circle No. 816.





**Modern Mode Inc.**  
Oakland, CA (415) 568-6650  
C, CH, CF, D, F, LP, T/3-4 weeks/FF  
Circle No. 817.

**Mod-Systems Inc.**  
Greer, SC (803) 879-3850  
F/5 days/FF  
Circle No. 818.

**Molla Inc.**  
Westbury, NY (516) 334-2885  
CS/5-21 days/WR, FF  
Circle No. 819.

**Monarch Furniture**  
High Point, NC (919) 454-1131  
C, CH, D, T/10 days/FF  
Circle No. 820.

**Monteverdi-Young Inc.**  
Los Angeles, CA (213) 659-7220  
C, CH, T/8-10 weeks/FF  
Circle No. 821.

**Movable Partition Corp.**  
Cleveland, OH (216) 523-1371  
LP/15 days/FF  
Circle No. 822.

**Mueller Furniture Corp.**  
Grand Rapids, MI (616) 451-2738  
CH, T/4 weeks/FF  
Circle No. 823.

**Nelson-Adams**  
Burlingame, CA (415) 589-3787  
LP/14 days/FF  
Circle No. 824.

**Nevins Worldwide**  
Houston, TX (713) 681-4274  
C/1 day/FF  
Circle No. 825.

**Newton Furniture**  
San Jose, CA (408) 946-2980  
CH, D, T/2 weeks/WR  
Circle No. 826.

**Nienkamper**  
Toronto, Ont. (416) 752-2575  
CH, T/3 weeks/FF  
Circle No. 827.

**Nightingale Inds. Ltd.**  
Toronto, Ont. (416) 593-2501  
C, CH, CF, F, LP, OS, T/2 days/  
Circle No. 828.

**Norsons Inds.**  
Brooklyn, NY (212) 522-6060  
C, F, OS, SD/2-3 days/WR, FF  
Circle No. 829.

OP

**Glen O'Brien Partition Co.**  
Kansas City, MO (816) 361-2334  
LP/5 days/FF  
Circle No. 830.

**Office Specialty**  
Holland Landing, Ont. (416) 895-2321  
C, CF, D, F, T/7 days/FF  
Circle No. 831.

**Office Suites Inc.**  
Chicago, IL (312) 467-6290  
C, CH, D, F, T/3 weeks/FF  
Circle No. 832.

**Optimum Mgmt.**  
Winnipeg, Man. (204) 772-0333  
CF, D, T/10-15 days/WR, FF  
Circle No. 833.

**Opto Products Inc.**  
Prospect Heights, IL (312) 541-6786  
OS, SD/2 days/  
Circle No. 834.

**The Pace Collection**  
Long Island City, NY (212) 721-8201  
CH, D, T/5 days/WR, FF  
Circle No. 835.

**Packard Inds. Inc.**  
Niles, MI (800) 253-0866  
LP, OS/30 days/  
Circle No. 836.

**Panel Concepts**  
Santa Ana, CA (714) 979-3680  
LP, OS/5 days/FF  
Circle No. 837.

**Paoli Inc.**  
Paoli, IN (800) 457-7415  
C, CH, D, F, T/10 days/FF  
Circle No. 838.

**Patrician Furniture Co.**  
High Point, NC (919) 885-6186  
CH, CS, T/10 days/WR, FF  
Circle No. 839.

**Pell Co.**  
St. Charles, IL (312) 584-3523  
CH/2 days/FF  
Circle No. 840.

**Peter Pepper Products**  
Compton, CA (213) 979-0815  
SD, T/3-10 days/FF  
Circle No. 841.

**Pleion Corp.**  
Santa Ana, CA (714) 835-9101  
LP, OS, SD/5 days/FF  
Circle No. 842.

**Plymold Booths**  
Kenyon, MN (800) 533-0480  
CS/10 days/FF  
Circle No. 843.

**Polychromatic Designs**  
Bellmore, NY (516) 957-3399  
LP/5 days/WR, FF  
Circle No. 844.

**Pompeii Casual Furniture**  
Miami, FL (305) 576-3600  
CS/4-6 weeks/FF  
Circle No. 845.

**Precision Mfg.**  
Lachine, Que. (514) 631-2120  
C, CF, D, F, T/10 days/FF  
Circle No. 846.

**Primavera/div. Walker & Zanger**  
Scarsdale, NY (914) 472-5666  
CH, CF, T/1 week/WR  
Circle No. 847.

**Harvey Probber**  
New York, NY (212) 838-8040  
C, CH, OS/2-8 weeks/FF  
Circle No. 848.

**Prudential Business Furniture**  
New York, NY (212) 972-1700  
CH, CF, D, F, T/7-10 days/FF  
Circle No. 849.

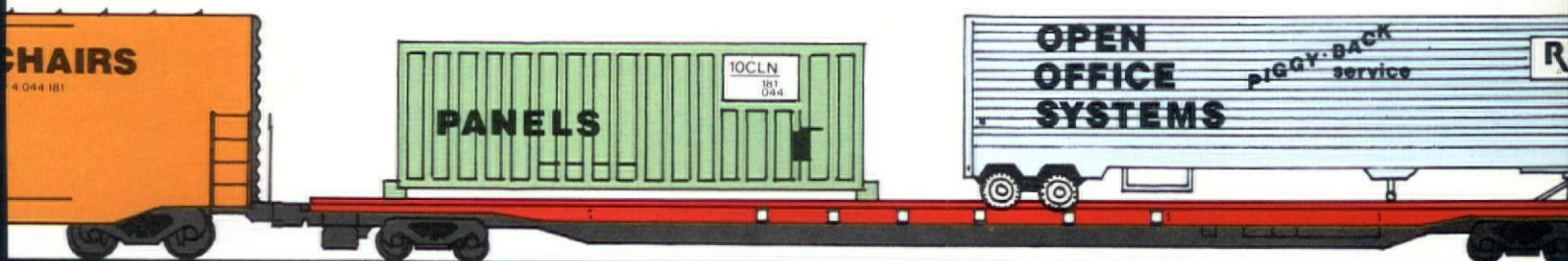
**Putnam Rolling Ladder Co.**  
New York, NY (212) 226-5147  
CS/22 days/FF  
Circle No. 850.

R

**R.S. Furniture Inc.**  
Montreal, Que. (514) 747-1171  
C, CH, CS, D, SD, T/15 days/FF  
Circle No. 851.

**R-Way**  
Sheboygan, WI (414) 457-4833  
C, CH, D, F/15 days/FF  
Circle No. 852.

**Ron Rezek Lighting & Furniture**  
Los Angeles, CA (213) 931-2488  
CH, D, T/2 weeks/FF  
Circle No. 853.





# QUICK-SHIP DIRECTORY

## Rok-A-Chair Mfg. Co.

Coffeyville, KS (800) 835-0687  
CH/2 days/FF  
Circle No. 854.

## Romco

Kenilworth, NJ (201) 245-3375  
C, D, T/3 days/FF  
Circle No. 855.

## Romweber Furniture Co.

Batesville, IN (812) 934-3485  
CH, D, F/1-2 weeks/FF  
Circle No. 856.

## Rosemount

Lakeville, MN (612) 469-4416  
LP, OS/5 days/FF  
Circle No. 857.

## Rotocast Plastic Products

Brownwood, TX (915) 643-2517  
CS/2 weeks/FF  
Circle No. 858.

## Royal Seating Corp.

Cameron, TX (817) 697-6421  
CF/7-10 days/FF  
Circle No. 859.

## S

## SMC Furniture, div. Sanyo

Forrest City, AR (501) 633-5030  
C/7 days/FF  
Circle No. 860.

## Salman Seating Group

Buena Park, CA (714) 994-0990  
C/8 days/FF  
Circle No. 861.

## Fred Samuel Co.

Long Island City, NY  
CH, D, T  
Circle No. 862.

## Alan Sanford Inc.

New Hyde Park, NY (516) 437-0111  
T/10 days/FF  
Circle No. 863.

## Scandiline Inds.

Compton, CA (213) 537-6411  
C, CH, D, T/7 days/FF  
Circle No. 864.

## Schafer Bros.

Garden Grove, CA (714) 891-4691  
CH, T/10-15 days/FF  
Circle No. 865.

## Scroll Casual Inc.

Miami, FL (305) 625-1331  
CS/10 days/FF  
Circle No. 866.

## Shafer Commercial Seating

Denver, CO (303) 322-7792  
CH/7 days/FF  
Circle No. 867.

## Shaw-Walker Co.

Muskegon, MI (616) 726-4950  
CH, D, F, OS, T/10 days/WR, FF  
Circle No. 868.

## Shelby Williams Inds.

Morristown, TN (615) 586-7000  
CH/1 week/FF  
Circle No. 869.

## Shelmark Inds.

Columbus, OH (614) 486-5234  
LP/10 days/FF  
Circle No. 870.

## Sheres Inds.

Montreal, Que. (514) 351-7910  
CF, CS, T/10 days/WR, FF  
Circle No. 871.

## Sligh Furniture

Holland, MI (616) 392-7101  
D, T/1 day/FF  
Circle No. 872.

## Smith & Watson

New York, NY (212) 355-5615  
CH, D, T/1 day/FF  
Circle No. 873.

## Smith System Mfg.

St. Paul, MN (612) 636-3560  
CF, D, SD, T/2-4 weeks/WR, FF  
Circle No. 874.

## Smokador

Roselle, NJ (201) 241-5300  
SD/10 days/FF  
Circle No. 875.

## Sports Seating Co.

Emmaus, PA (800) 345-3141  
CH/30 days/FF  
Circle No. 876.

## Springer-Penguin

Mt. Vernon, NY (914) 699-3200  
F, SD, T/2 weeks/FF  
Circle No. 877.

## Victor Stanley

Dunkirk, MD (301) 855-8300  
CH/10 days/FF  
Circle No. 878.

## Steelcase Inc.

Grand Rapids, MI (616) 247-2710  
C, CH, CF, D, F, OS, SD, T/5 days/WR, FF  
Circle No. 879.

## Stendig Int'l.

New York, NY (212) 838-6050  
CH, T/14 days/FF  
Circle No. 880.

## Storwal Int'l.

Toronto, Ont. (416) 862-1322  
F/3 days/WR  
Circle No. 881.

## Stow/Davis Furniture Co.

Grand Rapids, MI (616) 456-9681  
C, CH, D, T/3 days/FF  
Circle No. 882.

## Structural Concepts Corp.

Spring Lake, MI (616) 846-3300  
CF/10 days/FF  
Circle No. 883.

## Alex Stuart Design

Chatsworth, CA (213) 998-1332  
C, CH, D, F, T/7 days/FF  
Circle No. 884.

## John Stuart Int'l.

New York, NY (212) 421-1200  
CH/9-14 days/WR  
Circle No. 885.

## Sun-Aire Umbrella

Los Angeles, CA (213) 585-3533  
CS/2 weeks/FF  
Circle No. 886.

## Sunburst Outdoor Furniture

Hialeah, FL (305) 823-3480  
CH, CS, T/3 weeks/FF  
Circle No. 887.

## Superior Steel Desk

Edmonton, Alb. (403) 452-7830  
C, CH, CF, D, F, OS, T/3 days/WR, FF  
Circle No. 888.

## Superior Woodcraft

Union City, MI (517) 741-8751  
T/30 days/FF  
Circle No. 889.

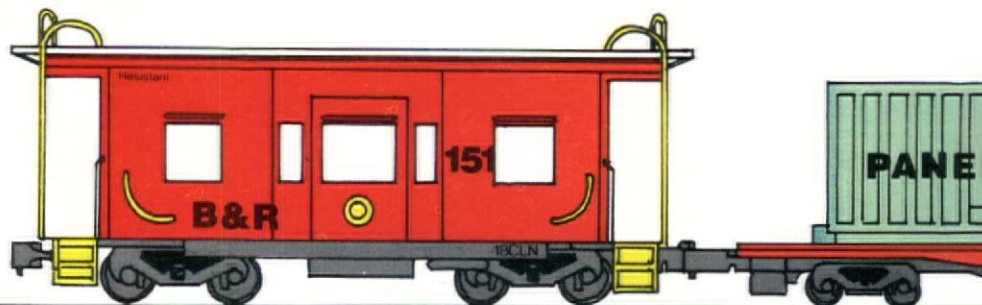
## Supreme Equipment & Systems

Brooklyn, NY (212) 492-7777  
F/1-7 days/WR  
Circle No. 890.

## T

## TAB Products

Palo Alto, CA (415) 493-5790  
CH, CF, D, F/2 days/FF  
Circle No. 891.





**Tandem Desk**

Buena Park, CA (714) 994-1441

D/3 weeks/FF

Circle No. 892.

**The Taylor Chair Co.**

Bedford, OH (216) 232-0700

CH, CS, T/7-10 days/WR, FF

Circle No. 893.

**Techniques In Wood**

Rochester, NY (716) 328-3800

LP/5 days/FF

Circle No. 894.

**Telescope Folding Furniture**

Granville, NY (518) 642-1100

CS/7-10 days

Circle No. 895.

**Tennsco Corp.**

Dickson, TN (615) 446-8000

C, D, F, SD/1-4 weeks/FF

Circle No. 896.

**Terra Furniture Inc.**

City of Industry, CA (213) 912-8523

CS/7 days/FF

Circle No. 897.

**Texas Aluminum Inc.**

Houston, TX (713) 946-9000

LP/10 Days/FF

Circle No. 934.

**Thayer Coggin Institutional**

High Point, NC (919) 883-0111

CH/10 days/FF

Circle No. 898.

**Thomasville Furniture Inds.**

Thomasville, NC (919) 475-1361

C, CH, D, T/1-4 weeks/FF

Circle No. 899.

**Thonet**

York, PA (717) 845-6666

CH, T/5 days/FF

Circle No. 900.

**Thrashers C.B.F.**

Baltimore, MD (301) 732-8606

C, D, F, T/10 days

Circle No. 901.

**Tiffany Stand & Furniture**

St. Louis, MO (314) 991-1700

CF/7-10 days/FF

Circle No. 902.

**Timber-Line**

Grand Rapids, MI (616) 245-6284

C, T/10 days/FF

Circle No. 903.

**Tradewinds Outdoor Furniture**

Miami, FL (305) 624-4411

CS/15 days/FF

Circle No. 904.

**Trendler Metal Products**

Chicago, IL (312) 762-3300

CH, T/7 days/FF

Circle No. 905.

**TSAO Designs**

New Canaan, CT (203) 966-9559

T/2-15 days/WR, FF

Circle No. 906.

**Tulip Inc.**

Philadelphia, PA (215) 568-3148

CH/2 weeks/FF

Circle No. 907.

**Typhoon Int'l.**

San Francisco, CA (415) 621-5480

C, CH, CS/2-3 weeks/FF

Circle No. 908.

**Unistrut Interior Bldg. Systems**

N. Kansas City, MO (816) 421-4011

LP/10 days/FF

Circle No. 909.

**United Chair**

Leeds, AL (205) 699-5181

CH/1-2 days/WR

Circle No. 910.

**Universal Bldg. Systems**

San Jose, CA (408) 998-2477

C, CF, D, F, LP, OS, DS, T/2 weeks/FF

Circle No. 911.

**Vandy-Craft**

Chicago, IL (312) 644-1423

CS/7-10 days/FF

Circle No. 912.

**Vecta Contract**

Grand Prairie, TX (214) 641-2860

CH, T/5 days/FF

Circle No. 913.

**Veneman Collection**

Irvine, CA (714) 951-2010

CS/4 weeks/FF

Circle No. 914.

**Victor Systems & Equipment**

Marietta, OH (614) 374-9300

F/2-10 days/FF

Circle No. 915.

**Virco Mfg. Corp.**

Torrance CA (213) 532-3570

CH, CF, T/1 day/WR

Circle No. 916.

**Vista Inds.**

Louisville, KY (502) 454-3628

CS/15 days/FF

Circle No. 917.

**Vitro Products**

St. Louis, MO (314) 241-2265

CH/7-12 days/FF

Circle No. 918.

**Vogel-Peterson**

Elmhurst, IL (312) 279-7123

OS/5 days/FF

Circle No. 919.

**Walters Wicker**

New York, NY (212) 758-0472

C, CH, CS, D, SD, T/10 days/FF

Circle No. 920.

**Watson Furniture**

Bainbridge Island, WA (206) 842-6601

CF, D, F, OS, T/3-10 days/FF

Circle No. 921.

**Wesco Mfg. Inc.**

Aurora, IL (312) 897-8458

D, F, T/10 days/FF

Circle No. 922.

**Westin-Nielsen Corp.**

St. Paul, MN (612) 484-3329

CH/10 days/FF

Circle No. 923.

**Westinghouse Electric Corp.**

Grand Rapids, MI (616) 949-1059

CH, CF, D, F, OS, SD, T/3 days/WR, FF

Circle No. 924.

**Winkelman Inds.**

Ft. Worth, TX (817) 654-3004

CH, D/10 days/FF

Circle No. 925.

**Woodard**

Santa Monica, CA (213) 450-1541

CS/2 weeks/FF

Circle No. 927.

**Wood Design**

French Lick, IN (812) 936-9977

C/2 weeks/FF

Circle No. 926.

**Wright Line**

Worcester, MA (617) 852-4300

CH, CF, D, F/3 days/WR

Circle No. 928.

**Wycombe, Meyer Co.**

New York, NY (212) 753-2010

CH, T/3 weeks/FF

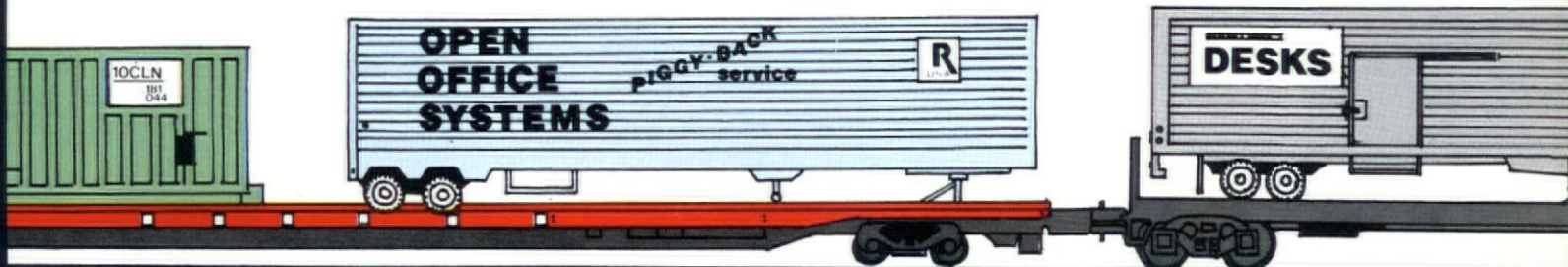
Circle No. 929.

**Yorkkraft**

York, PA (717) 845-3666

SD/FF

Circle No. 930.



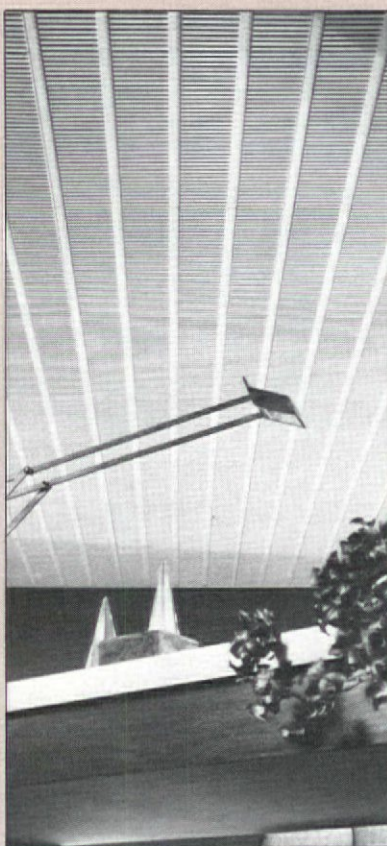


# Aluminum Ceilings Now Provide Acoustical Sound Absorption

Energy-efficient luminous panels & operable skylights indicate increased awareness of functional systems



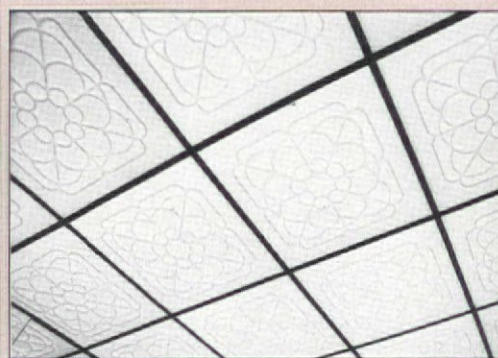
*Integrated Ceilings*



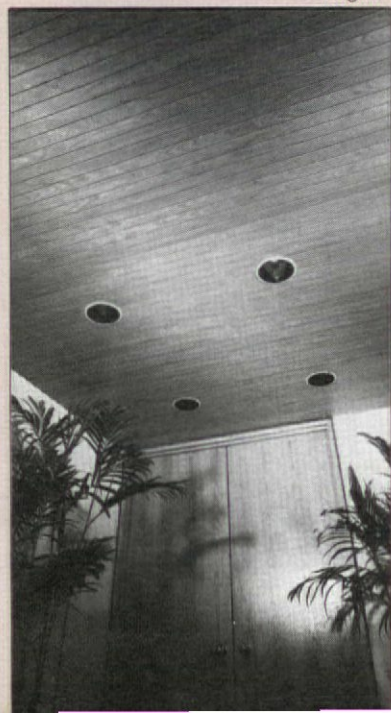
*Armstrong*



*Nichols-Homeshield*



*Envel Design*



*Bangkok*

**Integrated Ceilings Inc.**—SkyVault™ has three-dimensional barrel vault form designed to fill horizontal openings from 8- to 12-ft. wide. Any length can be accommodated. Unit utilizes energy-efficient bare lamp fluorescent fixtures. **Circle No. 208.**

**Bangkok Industries Inc.**—Coated to meet Class A fire retardancy standards, Trysil® ceiling system is constructed of wood with veneer facing. Product is applicable for grid, T-bar, clip, or permanent fastening. **Circle No. 218.**

**Armstrong**—Two bold designs, Crossgate-Linear and Crossgate-Grid, have been added to the original Crossgate line. Both designs are offered in 24- by 24-in. panels in four earthtone colors. All Crossgate selections are rated .50 to .60 NRC. **Circle No. 205.**

**Nichols-Homeshield**—Modular aluminum linear ceiling provides NRC of .85. System of 2-in. planks allows a variety of imaginative applications. **Circle No. 211.**

**Envel Design Corp.**—Luminous ceiling permits embossing of

company logotype graphic image in soft-white or pastel-tinted acrylic translucent panels. Product affords high level of illumination.

**Circle No. 206.**

**Simplex Ceiling Corp.**—Specular ceiling installation was specified by Rick Stern, for Lincoln Squash Club, New York. Acoustical panels measure 2- by 2-ft. and are perforated for noise control. (Photograph by Wolfgang Hoyt/ESTO). **Circle No. 222.**

**Rollamatic Roofs Inc.**—Operable ceiling system/





Simplex Ceiling Corp.



Rollamatic Roofs



Levolor Lorentzen



Intalite International

skylight can save up to 30 percent in energy costs. Glass, acrylic, or fiberglass panels capture solar radiation for natural heating. Air can be sandwiched between two layers to prevent heat loss. All

products are custom-designed. **Circle No. 212.**

**Levolor Lorentzen Inc.**—Linear ceiling panels are available in 117 finishes. Offered for exterior application, prod-

uct covers facades, soffits, and other architectural elements for a new look. **Circle No. 213.**

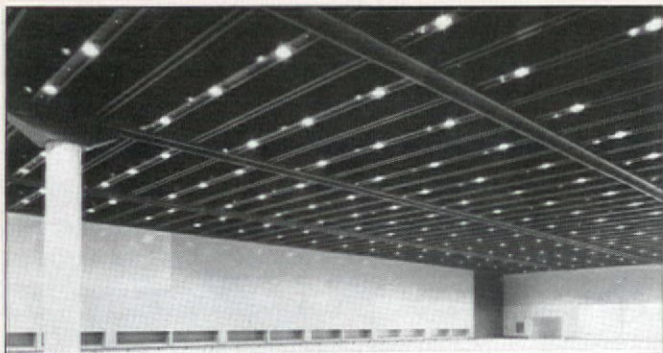
**Intalite International**—Specular ceiling panels provide elegance of annealed

mirror-finish stainless steel. Shown in installation at the Hilton Harbour Castle Hotel, Toronto, Ontario, product is suited to exterior and interior applications. **Circle No. 219.**



## CEILING SYSTEMS

Many selections are non-combustible, fire-retardant



Industrial Acoustics



Stretchwall



Hunter Douglas



Capaul Ceilings

**Industrial Acoustics Co.**—Integrated acoustical ceiling gives three-dimensional appearance while providing acoustical privacy. Field tests indicate an NRC rating of .95. **Circle No. 207.**

**Stretchwall+ div. Joel Berman & Associates**—Stretch/Ceilings are available in five thicknesses, providing a range of sound absorption options. System is Class A fire-rated. COM applications are required. **Circle No. 203.**

**Hunter Douglas Inc.**—A selection of bright and brushed metallic finishes has been added to the firm's Luxalon line. New finishes may be specified in any of the Luxalon metal linear ceiling styles. **Circle No. 204.**

**Capaul Ceilings**—Softscape® fabric-wrapped ceiling is shown in 2- by 2-ft. bold reveal "Nubby Open Plan Panels." Panels are non-combustible, medium-density fiberglass, designed to limit sound transmission. **Circle No. 209.**

**Dimensional Plastics Corp.**—Krinkglas® structural/decorative transparent glassfiber-reinforced plastic is offered in 15 standard combinations. Standard panel sizes may be installed as luminous ceilings, skylights, and canopy roofs, among many other applications. **Circle No. 221.**







Decoustics

**Decoustics**—Deeply toned rust-colored baffles measure 6-in. thick and 30-in. deep and have hollow-frame construction. Installed in the Orlando (Florida) International Airport, baffles aid in the structure's interior acoustical efficiency. **Circle No. 220.**

**Sealtex Co.**—Handy-Hook system allows simple mounting for suspending objects from ceilings. One-piece hooks permit mounting of signs, pictures, product displays, and artwork. Nylon construction will not damage ceiling materials. **Circle No. 210.**

**Conwed Corp.**—Lay-in ceiling panels called Fascination™ were installed by Miller Aviation, Binghamton, N.Y., to achieve a linear-strip ceiling appearance. Panels are also offered to simulate 12- by 12-in. tiles or 2- by 4-ft. reveal-edge tile systems. Prod-



Sealtex



Conwed

ucts are acoustically rated; fire-retardant panels are available. **Circle No. 217.**

**W.F. Norman Corp. Inc.**—Pressed metal ceilings coordinate with period decor or modern interiors. Architectural styles include Victorian, Rococo, Greek, Colonial, Empire, Gothic, Romanesque, Oriental, and Art Deco. For information call 800/641-4038. **Circle No. 248.**



W.F. Norman



# CEILING SYSTEMS

## Custom colors & materials permit variation



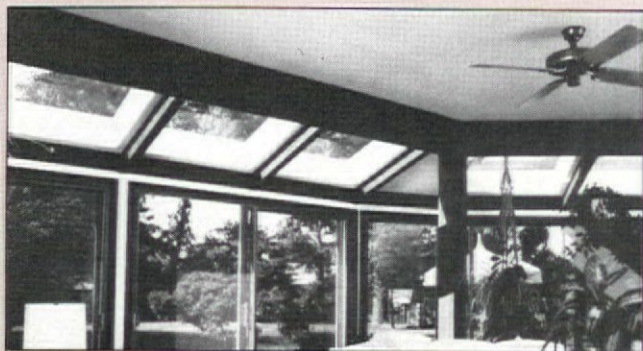
Sonotrol



United States Gypsum



CW Design

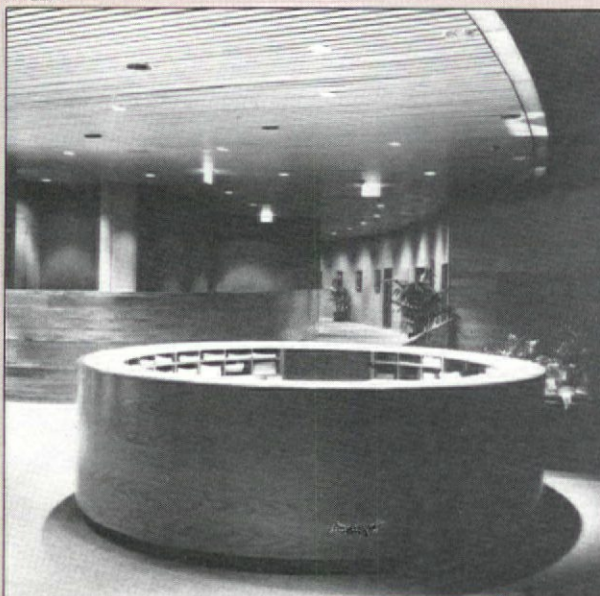


Wasco



Entol

Alcan



**Sonotrol Systems Inc.**—Suspended full-access ceiling system is custom-covered. Shown in Bermuda's Princess Hotel, the ceiling was specified by RTKL Associates, Baltimore. **Circle No. 214.**

**Entol Industries Inc.**—Dentil Square #7070 is one of more than 60 art-carved ceiling designs offered. Panels install in conventional suspended systems. **Circle No. 215.**

**Alcan Building Products**—Planar® ceiling system and radial clip complements the semicircular design of the administration area at Union Oil's Hartley Research Center in California. An acoustical blanket, plus lighting fixtures and air handling units were integrated into the ceiling. **Circle No. 216.**

**United States Gypsum Co.**—Auratone® Omni Fissured ceiling products have been expanded to include face-cut, lay-in panels. Called "Illusion Ceiling Series," panels come in four configurations. **Circle No. 201.**

**CW Design Inc.**—Plexiglass ceiling system allows matching to color and motif specification. Panels are 1/8-in. thick and are offered in three standard sizes. **Circle No. 200.**

**Wasco Products Inc.**—Acrylic double domes or flat insulating glass panels help reduce HVAC costs. Commercial/industrial grades plus skylights are offered. **Circle No. 247.**

**PHD Industries**—High-gloss baked-enamel ceiling tiles have a UBC Class 1 flame-spread classification and are rated Class A under NFPA standards. Tiles may be color-matched in all systems. "Brite" and satin metal finishes are offered. (Not shown). **Circle No. 202.**



# Josephson Dealer Acquisitions Reflect Changing Distribution Patterns To Meet High-Tech Office Demands

Entertainment entrepreneur purchases five dealerships to finance expanding capital needs in the contract market

By **RACHEL LONG**  
Associate Editor

**W**hy is the owner of "Captain Kangaroo" acquiring contract furniture dealerships? As financing to keep pace with a high-tech, high-volume market becomes crucial to dealers, new sources of backing are needed. Josephson International Inc., owner of the popular children's show, Captain Kangaroo, plus one of the world's largest talent agencies and four radio stations, has acquired five major office planning/furnishings concerns to respond to a surge in demand for qualified, well-financed contract dealerships.

Contract furniture manufacturers project that each dealer's current selling volume will multiply three-to-four times by the 1990s, yet, most dealers remain undercapitalized and unprepared to handle expanded business, especially in the high-tech office market area.

Josephson International Inc. "is at the leading edge of change," according to John Archibald, vice chairman. "We're providing financing that is needed by dealers if they are to expand as contract industry statistics project."

He continues, "Creating branches as manufacturer sales aims never worked—there have to be support groups."

Branches represented the primary mode of distribution in the '40s and '50s when some major furniture companies set up branch operations as a selling network, according to Roy Utne, president, General Office Products, Minneapolis, a

Josephson dealer. However, large manufacturers currently rely on strong dealers as the major company force in distribution. Wholesalers are out of the picture because many furniture lines sold today require thorough working knowledge of complex systems.

Archibald says, "Non-stocking dealerships are only a dream for the manufacturer who projects a \$4 billion volume-per-year utilizing a full dealer function distribution method. The design/architecture community is not able to carry the volume of financing that mass sales will generate."

Josephson is equipped to handle major financing for its office design and furnishings group subsidiaries, including United Business Interiors, Los Angeles and Orange

Counties; Rucker Fuller Company, San Francisco and Santa Clara; Southwest Business Interiors, San Diego; General Office Products Company, Minneapolis/St. Paul; and Wilson Business Products, Systems, & Services Inc., Houston.

These companies are non-exclusive dealers, representing many large manufacturers. Josephson purchased firms where it could retain current company management.

The acquisitions by Josephson are a harbinger of new distribution patterns. Jobs for dealers are getting bigger and

more complex. Open office systems, satellite communication, teleconferencing, and computer applications have changed the nature of the office design industry, making financing more difficult for dealers on big, high-tech projects.

Roy Utne explains, "There have, thus far, been two generations of office furniture: desks and systems. The question remains, 'what will the third generation be?'"



*From Captain Kangaroo to rock groups, Josephson International operates in the entertainment, communications, and office planning, design, and furnishings industries. The firm's radio and television group produces Robert Keeshan's Captain Kangaroo series which has been continuously broadcast for 27 years. Josephson's talent agency is known as one of the world's largest, representing many entertainment facets.*



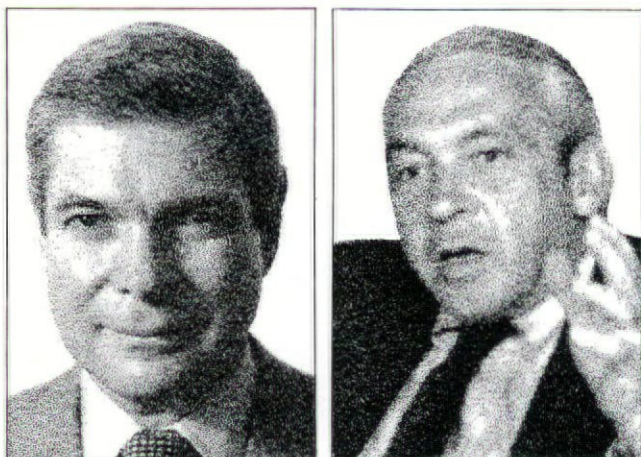
## Dealer service: three phases

Paralleling this furniture development is the ever-changing distribution process. Could the Josephson acquisitions be the beginning of this new process?

### Complicated systems make dealer last link

Says Archibald, "This distribution process is the last link before the consumer. Office systems development has become so complicated it has caused dealers to become the final distribution channel."

In this atmosphere of change, there is a greater chance of dealers being subject to takeover in order to keep up with the marketplace.



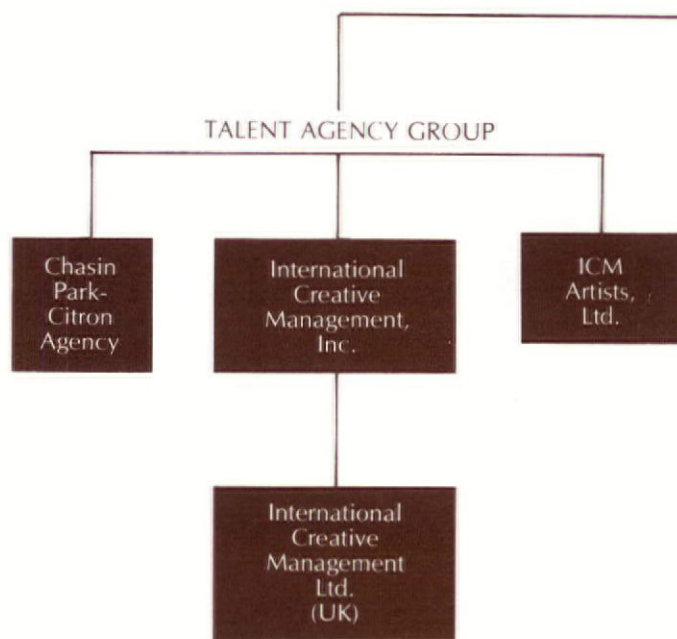
Currently directing the company and involved in acquisitions such as the five office planning/furnishings concerns, are Marvin Josephson (left), chairman of the board/CEO, and John Archibald, vice chairman of the board of directors, Josephson International.

To meet demands for increased services, each of the office design and furniture companies purchased by Josephson is able to provide a three-phase, fully integrated service for clients. First, the space planning phase involves study of a client's current and future requirements and usually begins during development of architectural designs or consideration of a major relocation.

The second phase, office design, implements the space plan for an efficient work environment and furnishings specifications. Thirdly, product purchasing, delivery, installation, and ongoing servicing are carried out.

Principal customers of Josephson's furnishings and space planning firms include concerns in aerospace, electronics, finance, petroleum, real estate, and utilities. Sales during the past year were in excess of \$150 million for dealers now owned by Josephson. The five companies hold substantial market shares in each area, and each predicts growth as construction and design projects increase.

One of Josephson's five dealerships, General Office



Josephson International Inc. is the umbrella for Talent Agency Group, Television and Radio Group, as well as Josephson Office Planning, Design, and Furnishings, Inc. Radio stations indicated are found in Detroit, Milwaukee, Columbus, Oh., and Tidewater, Va.

Products Company, holds a 25 percent market share in the Minneapolis area after 20 years in business. Acquired by Josephson in 1982, the firm maintains a separate design department which bills on a fee basis.

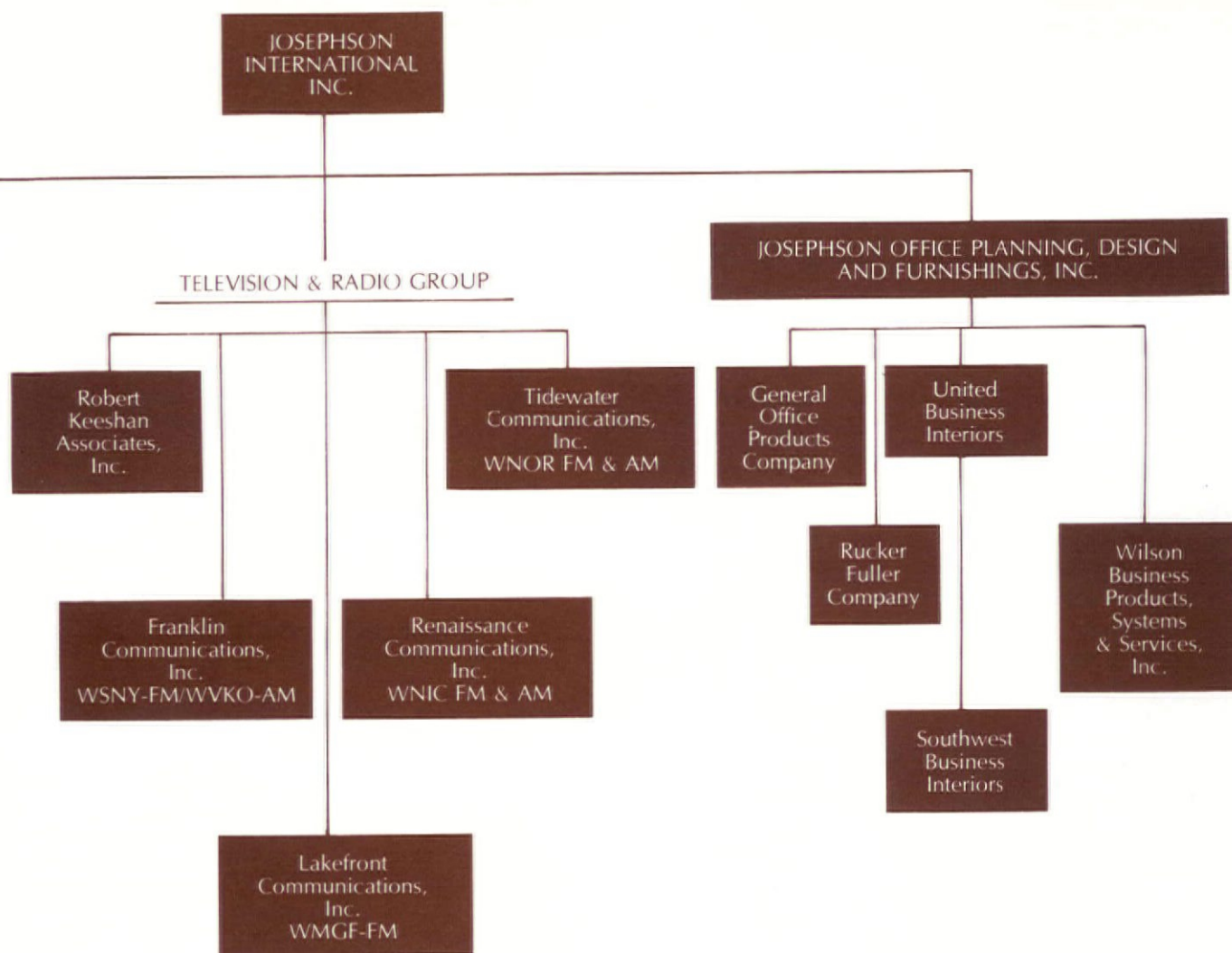
San Francisco's Rucker Fuller Co. began in 1876 but in the past 10 years has increased its staff from 27 to 100 employees, and expanded to two offices. Bought by Josephson in 1982, the firm offers new and used furniture sales, plus close-out and rental options. Technical services program, design services, and total project management have helped Rucker Fuller keep pace with the changing contract market.

Southwest Business Interiors maintains a complete package of services for the end-user and developer, from space planning and interior design, to purchasing, warehousing, delivery, and service. Founded in San Diego in 1958, the firm was purchased by Josephson in 1981.

Also purchased in 1981, United Business Interiors (UBI), began in Los Angeles in 1927. The firm opened a second office in 1980 to serve its growing clientele in Orange County. UBI currently holds a 15 percent market share and offers interior design services in addition to furniture sales and installation.

Wilson Business Products, Houston, was founded in 1918 and has grown to include systems and standard furniture, interior design and space planning services, offices supplies, used furniture, and rental options. This acquisition was finalized earlier this year. □





## GF Furniture Systems Allies With Dealer To Strengthen Marketing Potential

It's a marriage for money between GF Furniture Systems and Seal Furniture & Systems Inc., as the furniture manufacturer and office furniture dealer commit to a geographical sales and service package which signifies changing approaches to contract distribution.

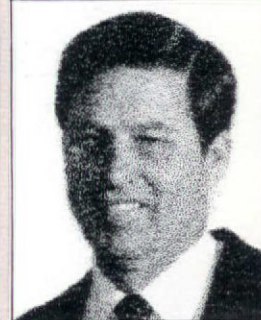
GF brings products, training, and marketing support to the new relationship; Seal contributes penetration of West Coast and Colorado markets plus planning, design, warehousing, and supplemental support services. The agreement was announced recently by Richard S. Strong, senior vice president, sales/marketing, GF, and Jon Jay Seal, president and chief executive officer, Seal Furniture & Systems. Seal describes the arrangement as a "powerful package. The combination of a close

working relationship, technical training offered by GF, and assurance of a smooth transition of product to the end-user allow customers to make a good investment in office solutions."

Seal, incorporated in 1950, has Colorado facilities in Denver, Colorado Springs, Grand Junction, and Fort Collins, as well as operations in Los Angeles and San Diego. It currently ranks among the top five independent dealerships in the U.S.

GF will continue to maintain its Pacific Design Center showroom, as well as sales support. Says Strong, "GF sales consultants will work closely with Seal Furniture in the sales and marketing of its products."

Seal further aids GF sales with company-wide warehouses, delivery,



Richard S. Strong (left), GF, and Jon Jay Seal, Seal, have combined their company resources in both products and sales.

and installation capabilities, supported by an in-house trucking fleet. Seal's computer-tracking system provides daily updates on project status.



# New Glazes & Firing Methods Expand Tile Design Options

Developments in color & surface treatments multiply, along with processes that improve tile maintenance

**M**etallic and crystal glazes that add unique patterned effects, along with new firing methods that improve tiles' color rendition offer new design options to specifiers of ceramic tile. According to a recent survey of ceramic tile distributors, most tile selections are determined by color preference, making developments in this area key to market growth.

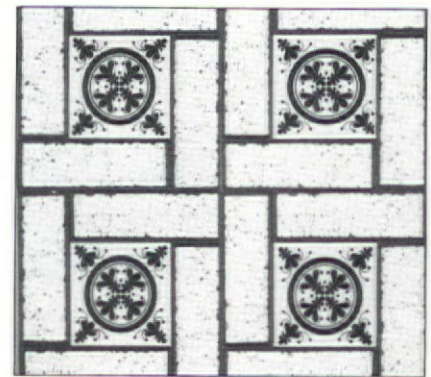


**Buchtal Architectural Ceramics**—A total of 65,000 sq. ft. of the firm's 4- by 8-in. unglazed tile was specified for Pittsburgh Allegheny Mall. Used in a three-color combination, these tiles provided abrasion-resistant paving that could be installed without closing the mall. **Circle No. 239.**

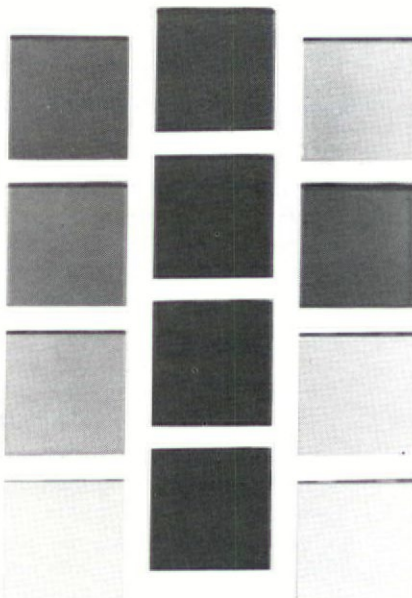
Offerings include jade tiles from Alaska, U.S.-manufactured Italian-style tile, and 4- by 4-in. modules. Reports indicate that although larger tiles remain strong in flooring installations, smaller modules are in demand for wall and countertop applications. Other trends include a move away from rectangular tiles toward square, straight-joint settings.

In addition to esthetic developments, forthcoming introduction of fungus-resistant grout

by the Tile Council of America will help reduce maintenance problems in tile installations. Made from a biocide called Groutcide-75, a brand name



**GMT**—New additions to firm's International Collection include Delft and brick patterns, which can be used to create a Country French look. Delft tiles are offered in blue and terra cotta while bricks are offered in white and terra cotta. Tiles are made of vinyl with a ripple finish that simulates the texture of ceramic. **Circle No. 240.**



**Franciscan Ceramics**—A new 4- by 4-in. module has been added to the firm's Terra Grande collection. A total of 12 in-stock and 11 custom colors are offered. **Circle No. 237.**



**Hastings Tile**—Italian ceramic tile designed by Trix and Robert Haussmann for Toscoceramica is called Perseidi. These white, 8- by 8-in. tiles have metallic accents that create the stellar pattern. **Circle No. 233.**

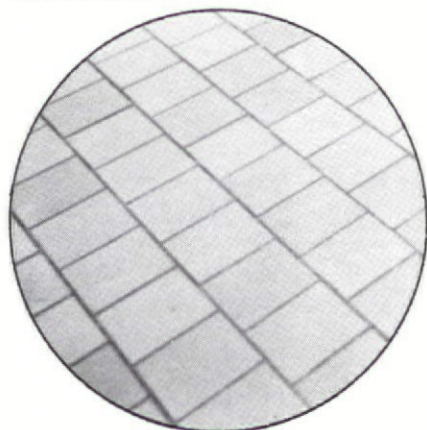


registered by Diamond Shamrock, the product is part of an extensive group of new dry-set grouts and is reported to be the first to use a biocide.

Many manufacturers have also increased effectiveness of bonding methods. Recessed backings that transfer vertical stress from the tile's surface to the bonding structure are among new technologies. Also new are grid backs that improve grip.

Other features specifiers will see in this growing market are new textural treatments that add design interest, such as ribbed surfaces. This textural effect also has the potential to decrease the

**Summitville Tiles**—Terrain quarry tiles are offered in five colors. As specified these 4- by 8- by 1/2-in. floor tiles complement design elements in the steel and glass shopping mall structure. **Circle No. 244.**



**Jade Mountain Products**—Alaskan jade is now available as 4- by 4-in. tile that can be used as wall art (shown), to cover table tops, or to create shelving. A range of dimensional surface effects are possible due to the stone's natural grain. **Circle No. 246.**

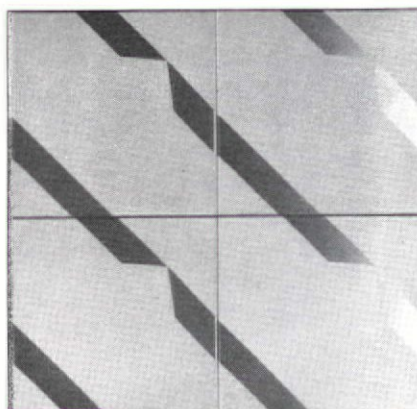


likelihood of accidents on tile-covered floor.

According to tile distributors, the market has seen a move away from earth tones toward neutrals, whites, and pastels that coordinate with important fabric, wallcovering, and carpet colors. This trend represents a significant shift in color offerings previously available in the market.

The following pages overview

**Brigadoon Int'l. Flooring**—Aurum custom ceramic tile patterns are created with gold, silver, and platinum glazes. Other European manufacturers represented by the U.S. firm are Grazia, Ceramica Di Treviso, Osmose, Losil, Senator, Decize, and Argelith. **Circle No. 231.**



specific products offered by manufacturers and distributors of ceramic tile. Additional information can be obtained by contacting the Tile Council of America, P.O. Box 326, Princeton, NJ 18540.



**American Olean Tile**—Tapestry ceramic tile for walls, floors, and countertops is available in six colors. Coordinated grout and trim as well as bathroom fixtures are offered. **Circle No. 238.**



# CERAMIC TILE

## Pastel shades correlate with current color trends



Sphinx

**Sphinx Tiles USA**—Non-slip commercial tiles feature a small, ribbed pattern that reduces indoor and outdoor wet floor hazards. Available in three colors, Series L tiles measure 8- by 8-in. **Circle No. 230.**

**Latco**—Nuance and Accents tile collections were specified by Carole Eichen Interiors, Santa Ana, Calif., for use in master baths at The Highlands, Calif. housing development. Shown is Nuance tile NFG-35 with color-coordinated grout. Slip-resistant, glazed tiles are available in 12 pastel shades. **Circle No. 227.**

Latco

**Harmony Carpet**—Hard surface flooring division offers a range of ceramic tiles as well as marble, vinyl, wood, terra cotta, and granite modules. Other specialties include stainless steel, brass, and mylar flooring designs. **Circle No. 245.**

**Mid-State Tile**—Carolina Colony pavers are available in 6- and 8-in. squares, 4- by 8-in. rectangles, and 8-in. hexagons. Five earth tones comprise color choices. **Circle No. 242.**



Mid-State

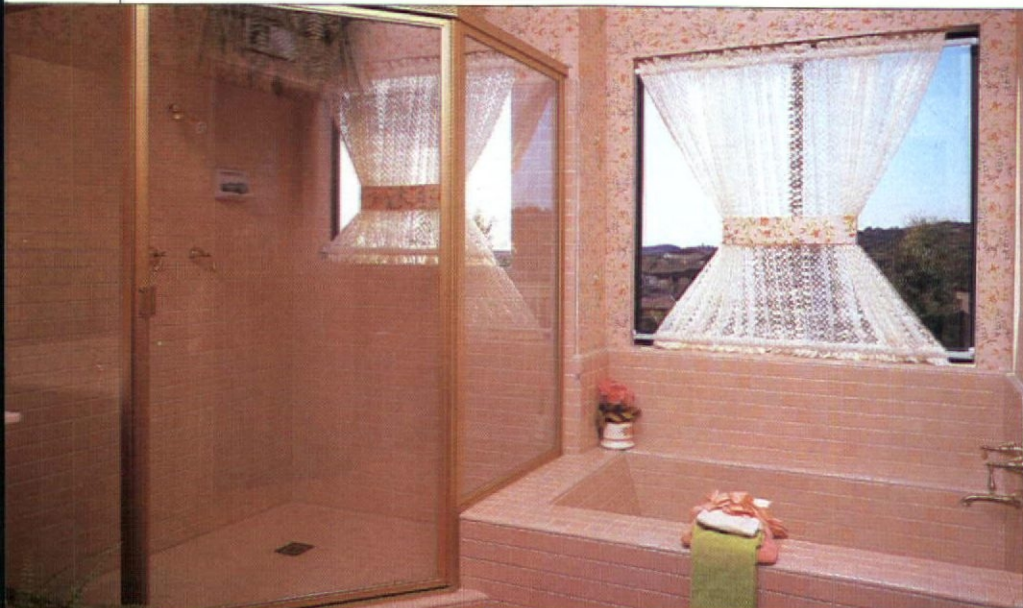


Harmony Carpet

**Universal Ceramics**—Quarry tile made from native clays and shales are available in 6- by 6-in. squares, 4- by 8-in. bricks and hexagonal, Spanish, and rubble versions. Trim is also offered. **Circle No. 234.**



Universal







Marazzi

**Marazzi USA**—Bordeaux wall and floor tile has been specified by Haagen Dazs Ice Cream for use in all East Coast stores and new installations nationwide. Single-fired, 4- by 8-in. tiles are frost-proof and feature a durable, non-glossy glaze. Part of the firm's 2000 series, tile is offered in nine colors.

**Circle No. 226.**

**Gail Architectural Ceramics**—Frost-proof tiles for walls, floors, and countertops are available in six colors. Measuring 3- by 6-in., easy-to-install modules feature glazes with a Load Group IV rating for commercial use.

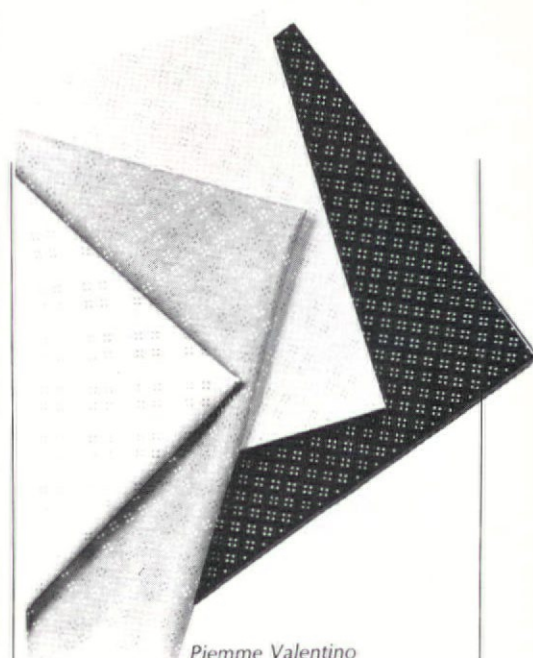
**Circle No. 236.**

**Amsterdam Corp.**—(not shown) A variety of strip-mounted inserts permit specifiers to create a range of custom designs with Jasba-Arabesk tile. Modules measure 4-in. sq. and can be used on walls and floors.

**Circle No. 241.**

**Huntington/Pacific Ceramics**—(not shown) Earthscape tile is designed for use on countertops, floors, and walls. Featuring natural, uneven surface treatments with random, burnt accents, tiles are offered with eight glazes. Trim is also available. **Circle No. 228.**

Gail Architectural Products



Piemme Valentino

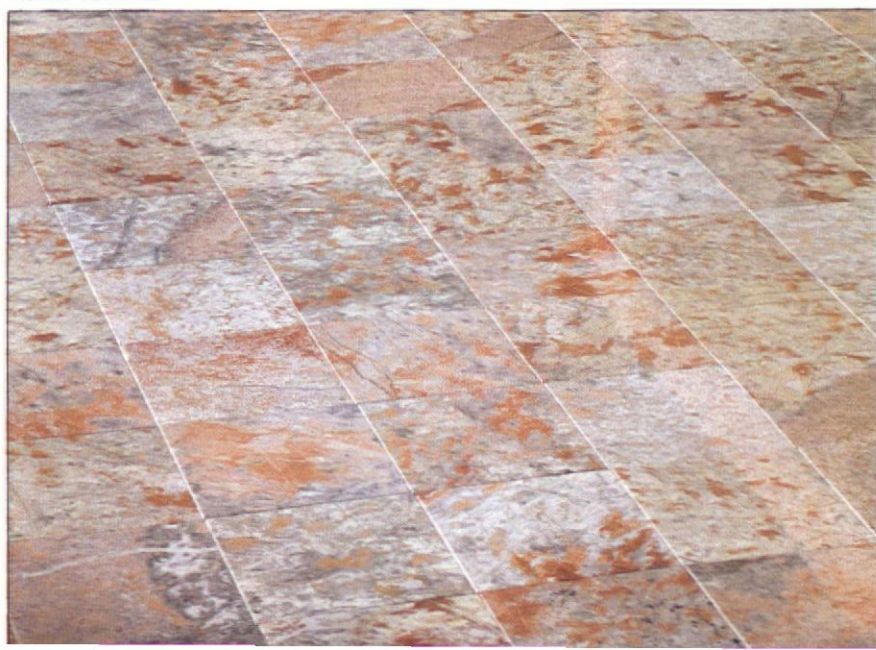
**Piemme Valentino**—New addition to firm's collection is China series tile in solid colors as well as floral and vine arrangements. A total of 12 colors coordinated with fabric designs are offered.

**Circle No. 235.**

**Marble Technics Ltd.**—MT27 Rouge Turquin tile features variegated grays and silver grays unified by salmon and orange-red markings. French marble tiles measure 6- by 6-in. and are installed similarly to ceramic tile. Modules have polished beveled edges with a slight cushion that facilitates joint grouting.

**Circle No. 249.**

Marble Technics





# WHO'S WHO IN CONTRACT DESIGN MIDWEST

Rapidly Growing Trend In Furniture Sales By Design Firms

By **LEN CORLIN**  
Co-publisher/Editor

"Do you sell furniture/furnishings?" That question in CONTRACT's eighth regional survey of the commercial space design industry elicited a significant "yes" answer

from 45.6 percent of respondents to the magazine's Midwest reader poll.

Midwestern design firm involvement in furniture sales closely parallels such activity in Northeast firms, as disclosed in CONTRACT's 1982 "Who's Who in Contract Design Northeast" survey where interior designers

Do you use computers for space planning and design?

No 82.9%

Yes 17.1%

Percent of Response  
100.0%

Total Response  
(280)



If not, do you intend to do so?

Yes 60.3%

No 25.9%

No Answer 13.8%

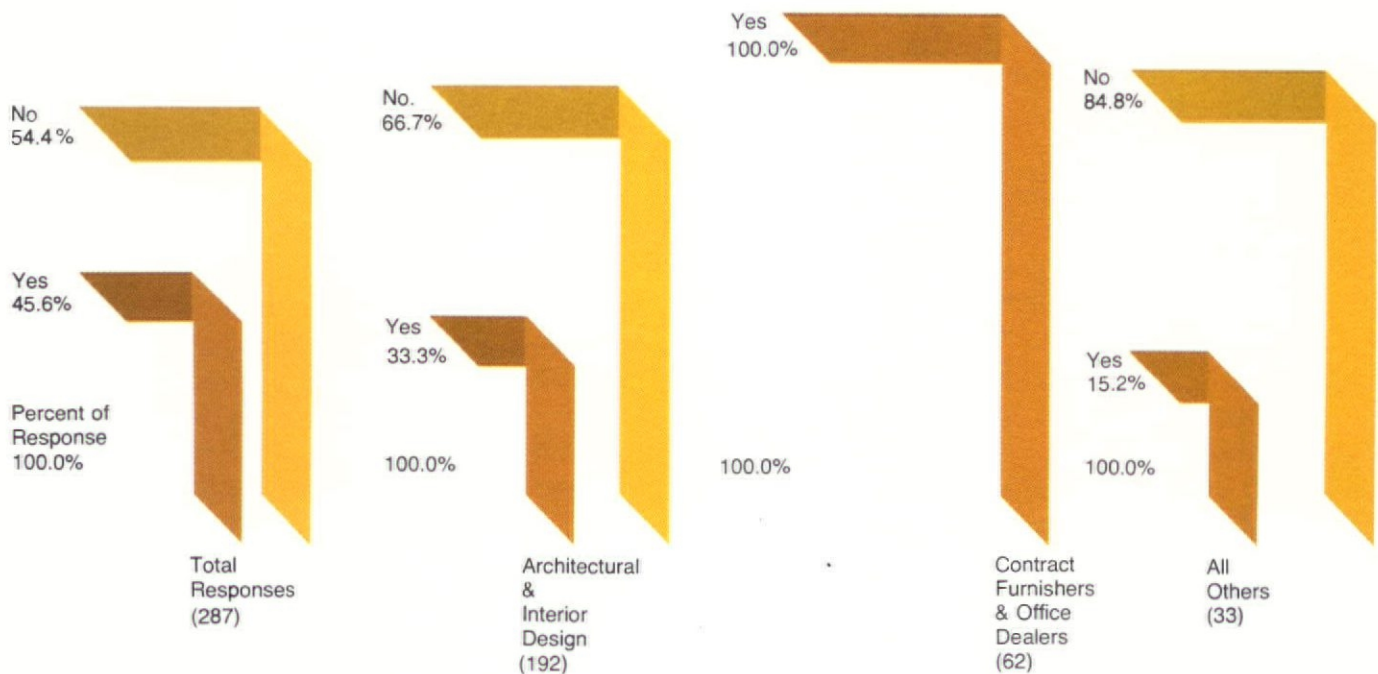
Percent of Response  
100.0%

Total Responses  
(232)





## Do you sell furniture/furnishings?



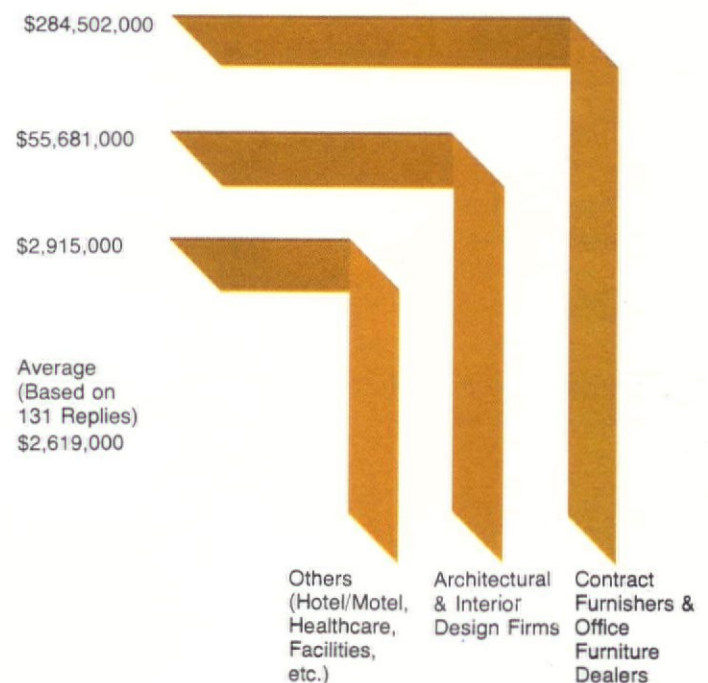
were found turning to furniture sales to enhance profitability.

Northeast respondents also indicated an accelerating trend in application of Computer-Aided Design and Drafting (CADD) to interior space design. The same trend is reflected in this year's detailed study of Midwest space design and planning as well.

From our survey of CONTRACT readers located in America's heartland—Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota, Iowa, Missouri, North and South Dakota, Nebraska, and Kansas—192 architects and interior designers, out of a total of 287 respondents, indicated that they now sell furniture and furnishings in addition to designing space—a significant trend indeed.

Compared to last year, when average furniture sales were calculated at \$2.2 million for 118 replies, average sales were \$2,619,000 this year, based on 131 replies. Architectural and interior design firms

## If yes, what was your 1982 sales volume for furniture/furnishings?





## Majority polled plan CAD programs

accounted for a total of \$55,681,000 furnishings sales volume with contract furnishers and office furniture dealers accounting for \$284,502,000. Hotel, motel, healthcare, and others contributed \$2,915,000 to the furniture sales total.

### Furniture sales profit hard to resist

CONTRACT's editors reason that increased activity in furniture sales reflects uncertainty in the economy and strong measures taken by the space planning community to strengthen profitability. Whether furniture sales will decrease in design firms as the economy continues an upward push remains to be seen.

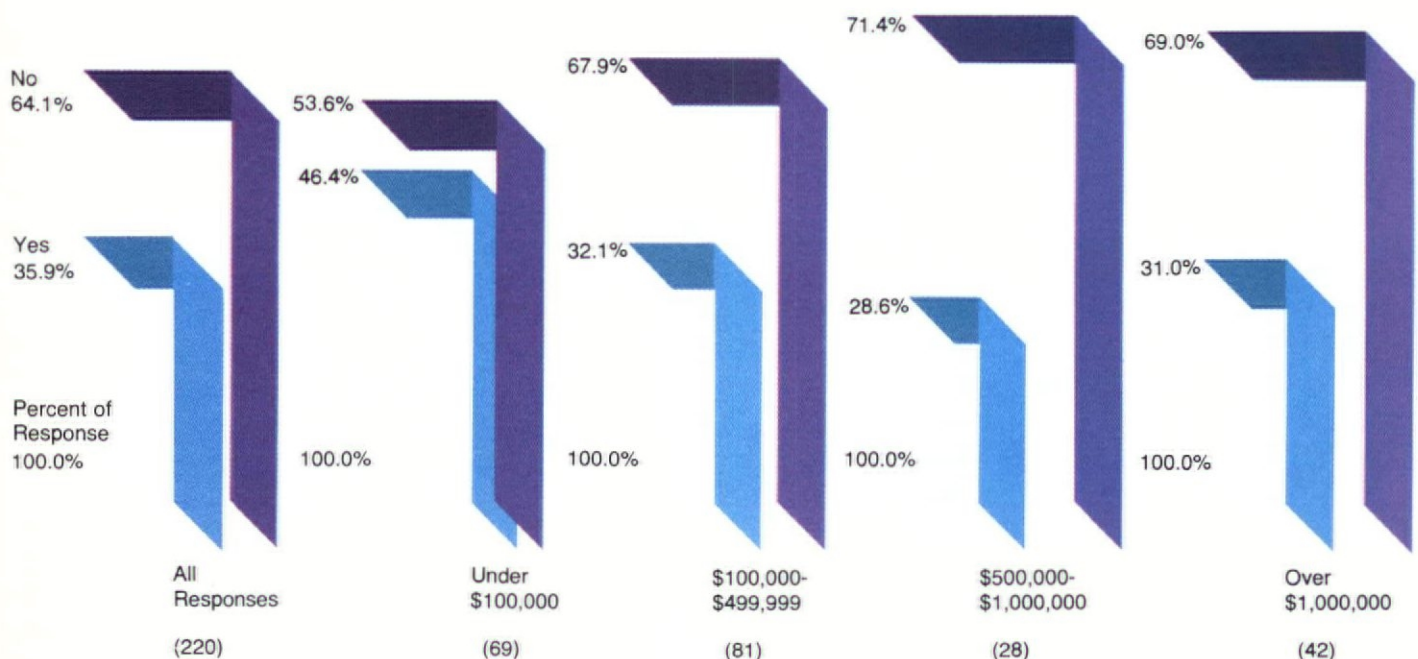
The sweet taste of profits due to sales of furniture may prove too strong to resist. This benefit, coupled with an increase in the number of contract manufacturers who sell direct to "national accounts," may make the design community reluctant to return to the

days when profit was measured exclusively in terms of hourly rates or billable service time.

The other significant trend documented last year—plans by 63 percent of Northeast firms polled to harness the computer for computational and graphic design work—was comparably strong in the Midwest this year. Three percent more responses from the sample, 17 percent this year, versus 13.9 percent last year, use computers for space planning and design. Nearly the same sample as last year (60 percent of 232 respondents) *intend* to use computer-aided design in the near future.

The route to computer-aided design can be a threatening one, requiring funds, personnel, and time to achieve a goal that is little understood. Thus, industry seminars dealing with CADD are popular, notably CONTRACT's November Computer-Aided Space Design and Management Conference

Are you either a non-stocking dealer or procurement manager? (by design service fees)



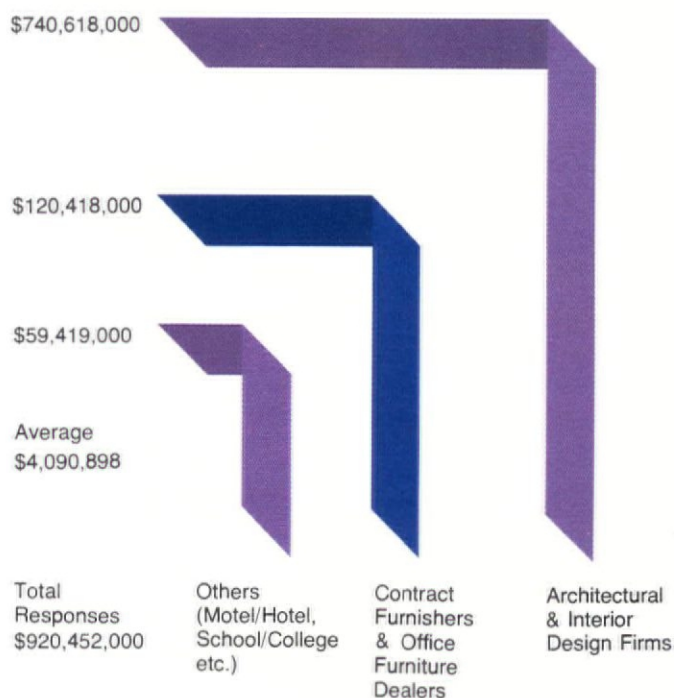


held annually in New York to help companies understand computer design potential. (More information on the conference is available by contacting Eric Bean, Gralla Conferences, 1515 Broadway, New York 10036.)

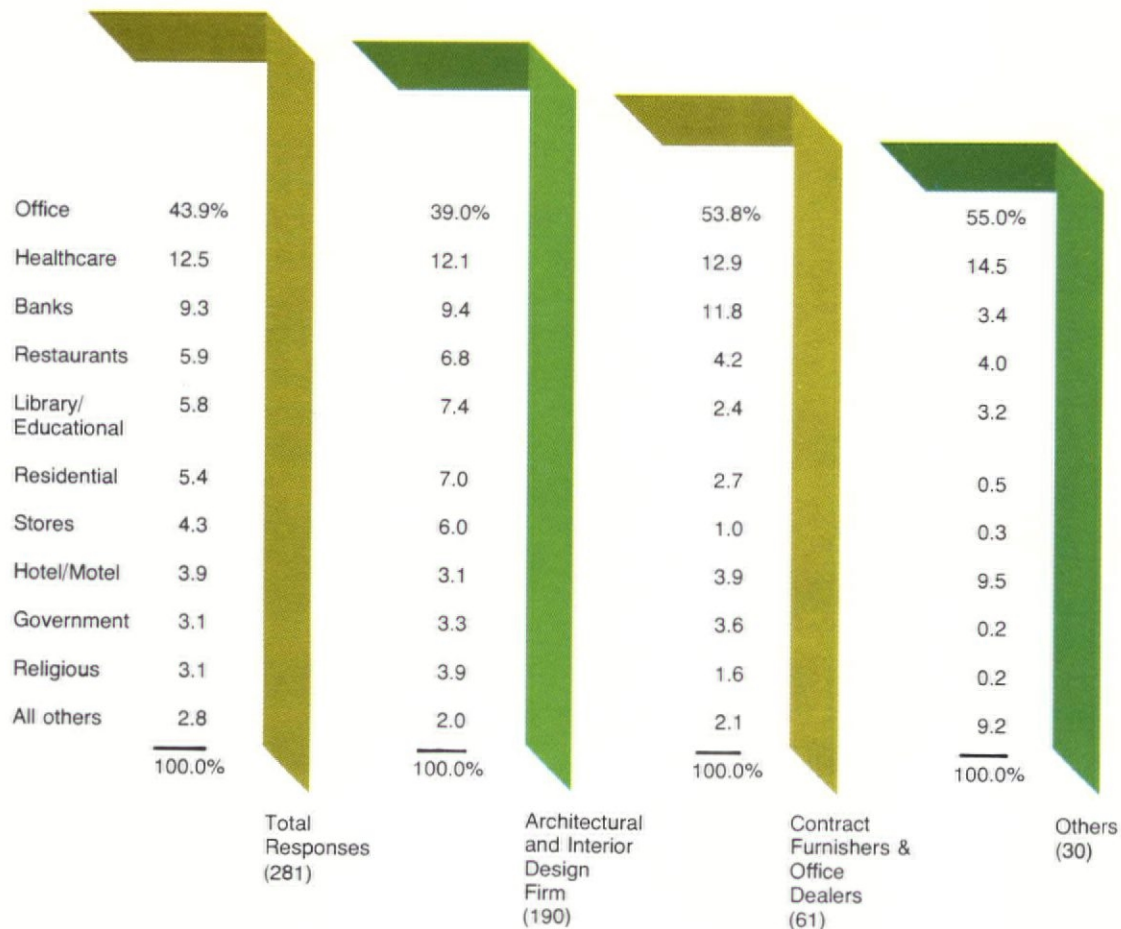
### Survey is not a ranking of design firms

It is important for readers to understand that this survey is not intended as a ranking of firms by square footage designed, dollar sales volume, or design fees. The breakdown of categories that follows is an indication of cross-sections of Midwest designers in four categories of commercial work from under

If you specify furniture/furnishings, what was your 1982 volume? (Based on 225 replies)



### 1982 Space design work by types of projects





## Furniture procurement a steady trend

100,000 to over one million sq. ft.

Statistical tabulations by Richard Sulzman, market research manager, and Renee Weil, assistant market research manager, CONTRACT Market Research department, are not all-inclusive, nor do they reflect a number of questionnaires which were eliminated due to incompleteness. The poll is meant only to provide a working understanding of the Midwest contract design industry.

This year, the bell curve that charts designer service fees indicates that 83 replies, or 36.1 percent of 230 responses, demonstrate service fees from \$100,000 to \$.5 million. One third fell below that category and one-third reported designer service fees of over \$.5 million, ranging to over \$5 million. Three percent of respondents reported dollar volume for design services at over \$5 million. The

median figure was \$287,199.

An increase of approximately five percent over the Northeast survey of 1982 is noted in the number of Midwest respondents answering "yes" to the question, "Are you either a non-stocking dealer or procurement manager?" The biggest increase, from 31.9 percent last year to 46.4 percent this year, occurred in the under \$100,000 category, reinforcing the feeling that smaller companies tend to adopt strategies in procurement to increase income.

In last year's survey, the average amount of furniture and furnishings specified by respondents was over \$3.5 million. This year's average was just over \$4 million, indicating one of the major services supplied by the design community. The number of square feet designed by respondents increased in the contract furnisher and office dealer category, mirroring the strong trend by dealers to establish their own design departments.

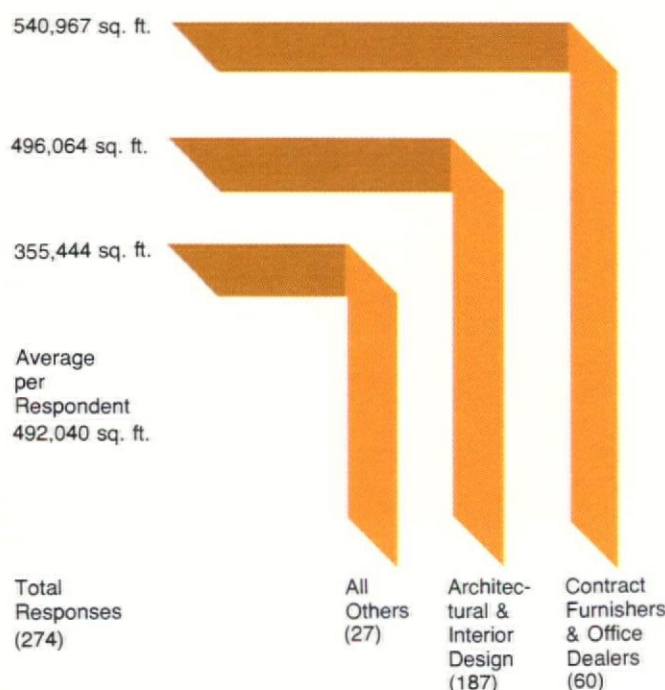
Architectural firms once again constituted the bulk of respondents, this year at 43.2 percent, with interior design firms registering 23.7 percent and contract furnishers/dealers comprising 21.6 percent.

Office design is the largest category of work done by firms, consuming 43.9 percent of responses, with healthcare and banks following at 12.5 and 9.3 respectively.

Total figures are shown in the charts illustrating this survey report and constitute a cross-section of design work in the Midwest. It should be remembered that regions vary by population and industrialization.

In 1984, CONTRACT will survey the design and specification community of the West. Readers located west of the Montana-to-Texas line will be sent questionnaires for potential inclusion in the survey. □

### How many square feet of space do you design plan annually?





## Type of firm

Architectural Firms  
43.2%

Interior Design Firms  
23.7%

Contract Furnisher/  
Office Furniture Dealers  
21.6%

In-House Facility Planners  
7.7%

Healthcare  
1.7%

Hospitality  
1.4%

School/College  
0.7%

Percent of Response  
100.0%

Total Responses  
(287)



## Designer services fees

"What is your current annual contract dollar volume for design services only?"  
(Excluding furniture/furnishings sales)

\$100,000-\$499,999  
36.1%

\$50,000-\$99,999  
17.4%

\$1 million-\$5 million  
16.5%

Under \$50,000  
14.8%

\$500,000-\$999,999  
12.2%

Over \$5 million  
3.0%

Percent of Response  
100.0%

Median  
\$297,199

Total Responses  
(230)





# CATEGORY I OVER ONE MILLION SQ. FT. DESIGNED/SPECIFIED

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
<b>Albitz Design Inc.</b> 1800 Girard Ave. S. Minneapolis, MN 55403 612/377-2165	C	C	1	13	13	Pres/prin des: Paul Albitz. VP/proj des: Kyle Johnson. Ofc Mgr/proj des: James Moeller. Prod mgr/proj des: Robert Kloster.	5	30	10	5	25	10	1		10	2		●	●	First Fed Svngs Loan, 95,000 Madden's Resort, 125,000 Kahler Hotel, 300,000 Stonewings Rest, 26,000 Intl Village Apts, 100,000	
<b>Architects Design Collaborative</b> 5205 NW Crooked Rd. Kansas City, MO 64152 816/587-9500	A	A		18	4	Des: Keith Meier; George Lucas. Dir des: Sue Corrigan.	5		5	5	5	30	50				●		NWMSU Library, 116,000 NWMSU Perf Arts Ctr, 66,000 Farley Bank, 3,500 USMTM, 600,000 Benningans, 150,000		
<b>Ballinger Design Associates</b> 4545 Broadway Indianapolis, IN 46205 317/283-8204	C	C		4	4	Prin: G. Joseph Ballinger, IBD. Assoc: Nancy Anderson Spencer.	10			2.5		65	20			2.5	●		Goshen Gen Hosp. Methodist Hosp. Stirling Gerber Fml Home, 5,000 Ind. State Univ, 35,000 Hemingway Exotic Birds, 1,150		
<b>CPMI Inc.</b> 2015 Grand Ave. Des Moines, IA 50312 515/244-1166	A	A	1	21	5	Dir/des: David Soliday, ASID. Dir/int des: Steve Hofer, IBD. Dir/fac plng: Mark Quick. Dir/arch: Larry Gleason, AIA. Arch: Joel Bleeker.	70			10				20			●		Kirke Van Orsdel, 58,000 Cntrl Life Assurance, 90,000 Cntrl Bank, 225,000 Mountain Bell, 1,000,000 Consolidation Coal, 25,000		



<b>Catallo Associates Inc.</b> 555 S. Woodward Ave. Birmingham, MI 48011 313/644-4890	C	17	12	Pres: Thomas D. Catallo. Sr proj des: John Bodag. Proj des: Gary Rossbach. Sr des: David Yankle; S. Craig Varady.	95	1	2	1	1	●	Borg Warner Corp. 120,000 Libby McNeill HQ, 60,000 J. Walter Thompson, 90,000 Ernst & Whinney, 50,000 First Ctr, 800,000		
<b>Color Art Inc., Office Interiors Div.</b> 11902 Lackland Rd. St. Louis, MO 63141 314/432-3000	F	250	7	Gen mgr/arch des: Tom Tyler. Des dir: Cindy Stoltz. Sr proj des: Gary Heaton. Proj des: Patty Weiner; Joel Brockman.	80	10		10		●	SW Bell Telephone, 60,000 American Car Foundry, 120,000 AT&T, 25,000 Maritz, 500,000		
<b>Contract Interiors For Business Inc.</b> 500 N. Orleans Chicago, IL 60610 312/467-0500	F	115	9	Exec vp: Herman Batko. Dir/des: R. Mark Ferguson. Sr des cnslt: Jack Hozian; Lynn Graves; Micki Rush.	75	10		15					
<b>Dalton Dalton Newport</b> 3605 Warrensville Center Rd. Cleveland, OH 44122 216/283-4000	A	290	12	Prin: William Laubscher; Richard A. Van Auken. Mgr/int mgmt grp: E.J. Heine, AIA. Spc plng coor: Marci Zimmerman. Des coor: Kenneth Kornell. CAD: Douglas Miller.	60	25		10	5		Eaton Corp. 200,000 Sohio, 1,000,000+ Cardinal Fed Svngs Loan, 70,000 McDonald Co, 12,000 Towers Perrin Forster Crosby, 20,000		
<b>Daly, Leo A.</b> 8600 Indian Hills Dr. Omaha, NB 68114 402/391-4383	A	8		VP/int des: Robert Owens. Dir/int des: Robert Holm. Dir/int des/LADCO: Robert Bell. Int des: Rebecca Wolf; Randy Edwards.	20	15	5	10	20	5	5	Khashm Al An Hsng, 1,476,000 Saudi Arabia Basic, 276,700 Citibank/HongKong, 200,190 United Air LA, 167,480 Saudi Credit Bank, 84,453	
<b>Designs Unlimited Inc.</b> 223 W. Erie Chicago, IL 60610 312/329-0244	F	11	5	Pres: Emerson Barth. Dir/des: Kathleen Peters. Proj dir: Suzanne Smallman; Mari Ciasiko.	70	10		10	10	●	American Red Cross, 10,000 UNR Lighting, 5,000 GTE Directories Corp, 3,500 Financial Automation, 5,000 Concordia Svngs Loan, 10,000		
<b>Goldsmith's Inc.</b> 116 S. Topeka Wichita, KS 67201 316/263-0131	F	4	97	11 Pres: Rodger Arnst. VP: James Hull; Charles Mathis. Mgr/Tulsa: Kimberly Peterson. Dir des/Dallas: Mary Jo Combs, Sr des/Wichita: Art Hills.	74	10		5	10	5	1	Insrnc Mgmt Assoc, 24,000 Tres Cos, 47,831 Univ Tulsa, 120,000 Liberty Natl Bank, 28,000 American Bell, 32,000	
<b>Hansen Lind Meyer, P.C.</b> Plaza Centre One Iowa City, IA 52244 319/354-4700	A	2	284	15 Prin: Richard F. Hansen. FAIA; Martin J. Meisel. Assoc/dir int dept: James Seeks. Sr. proj des: Julie Brand Grove; Stan Spellman.	10	4	3.5	2.5	70	5	5	Akron Gen Hosp, 205,000 Carswell AFB Hosp, 242,000 Univ Iowa Hosp, 190,000 St. Francis Med Ctr, 240,000 Dover Gen Hosp, 265,000	
<b>Hellmuth, Obata &amp; Kassabaum Inc.</b> 100 N. Broadway St. Louis, MO 63102 314/421-2000	C	5	700	130 Corp dir/sr vp: Frank Hammerstrom. Natl dir des: Michael D. Tatum. Mng dir/New York: Roslyn Brandt. Mng dir/Wash: Marcia Lacy. Mng dir/Dallas: Terryl Rodrian. Mng dir/Denver: Nick Balderi. Mng dir/San Francisco: Chuck Whidden.	42	3	15	5	2	7	5	1	15 Kellogg's Corp HQ, 250,000 Sohio Ala., 385,000 Citicorp/Citibank, 408,000 Aetna Life, 1,400,000 King Saud Univ, 6,000,000



# OVER ONE MILLION SQ. FT.

FIRM	CATEGORY KEY*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
<b>Hiline Inc.</b> 130 S. 10th St., Suite 207 Minneapolis, MN 55403 612/332-7002	F		7	4	Pres: Charles Stuck. VP: S. Harold Olson. Sls: Mark Peifer; Steve Hagen.	20	15	10	10	10	10	10		10	5					Sheraton Pk Pl, 99,000 Roadway Inn, 72,000 Sheraton NW, 108,000 Thunderbird Motel, 50,000 Kahler Hotel, 45,000
<b>Hills Gilbertson Architects Inc.</b> 104 W. Franklin Ave. Minneapolis, MN 55404 612/870-1000	A		14	4	Pres: Leslie Formell, VP: James Lammers. Des: Margaret Stewart.	5				2	75	10	10	3	5					Hazelden Renwl Ctr, 30,000 Paynesville Comm Hosp, 42,000
<b>Hoffman Partnership Inc., The</b> 710 N. Second St., Suite 500 S. St. Louis, MO 63102 314/621-6600	A	3	85	9	Pres: David Sanders, AIA. Int grp dir: Thomas A. Rogers, AIA. Des dir: Anthony Garrett. Int des: Elizabeth Trueblood. Proj mgr: Charles Barton. Int arch: Ronald Reim.	40	10	10	5	40	5									IBM, 120,000 St. Louis Chldrn Hosp, 300,000 SW Bell Telephone, 750,000 Mercantile Trust NA, 45,000 Arabian Horse Trust, 50,000
<b>ISD Incorporated</b> 400 N. State St. Chicago, IL 60610 312/467-1515	C	3	155		Pres: Kenneth Johnson. VP/chf Chicago: Mel Hamilton. VP: Angie Mills. Prin des mgr: C. Jackson Boren; David Welliver.	85	15													Farm Credit Banks, 250,000 Bally Mfg Corp HQ, 60,000 Am Bell Reg HQ, 182,000 Jovan Inc. HQ, 65,000 Associates Cmcl Grp, 95,000
<b>Imperial Carpet &amp; Textile Co. Inc.</b> 5958 Lincoln Ave. Chicago, IL 60659 312/784-1340	M		9	2	Pres: Seymour Grossman. Chf stf des: George Masa. Stf des: Carol Caz.	1	94			4	1									Ramada Inn, 650,000 Hilton Inn, 8,500 Hotel Governor, 25,000 Ridge Motor Inn, 5,000 Indiana Motor, 5,000

## CATEGORY KEY\*

- C Contract Designer
- A Architect Specifying Interiors
- F Contract Furnisher/Office Furniture Dealer

P Facility Planner (in-house)

- G Government Agency
- M Hotel/Motel/Restaurant
- H Health Care
- E Educational



**Innerspace Corporation**  
2925 E. Douglas  
Wichita, KS 67211  
316/683-5121

**Kalbac & Associates**  
121 Hennepin Ave.  
Minneapolis, MN 55401  
612/333-3303

**Metro-Systems Inc.**  
2810 Anthony Ln. S.  
Minneapolis, MN 55418  
612/781-3191

**Moss Corporation**  
3100 Commercial Dr.  
Northbrook, IL 60062  
312/564-3000

**Odle/Burke Architects Inc.**  
6765 N. State Rd. 37  
Bloomington, IN 47401  
812/876-2020

**Pazzi Inc.**  
201 Park Ave.  
Birmingham, MI 48009  
313/642-6535

**Perkins & Will Group Inc.**  
2 N. LaSalle  
Chicago, IL 60602  
312/977-1100

**Planning and Design Group Inc.**  
444 N. Orleans  
Chicago, IL 60610  
312/828-1150

**RMM Inc.**  
303 Wacker Dr.  
Chicago, IL 60601  
312/644-5080

**Rambo Logan Sloat Associates**  
5100 Thimble Ave.  
Minnetonka, MN 55343  
612/474-4109

Pres: Rich Roberts, ASID.  
Sr des: Anne Rounds, Int arch:  
Robin Siefkin, Proj des:  
Joni Porter.

Prin: Robert Kalbac.  
Proj des: Juliana Dahlin.  
Des: Sarah Shilliday;  
Wayne Susag.

Des mgr: Sharyn Kastner.  
Int des: Sandra Day Benz;  
Claudia Schulte; Gwen Weiler.

Mgr: Lee Lauten. Coord: Bob  
Bunzol. Des: Terry Calabrese;  
Holly Berkowski; Suzanne DeMaria.

Ptnr/proj arch: Larry Phelps.  
Arch: Geoffrey Walters.  
Grad arch: Dennis Burch.

Pres: Dennis Pazzi, Dir/des:  
Robert Schaefer, Des: Chris  
Olson; Michael Ostrowski.  
Drftsmn: Don Elliott;  
Jim Rundquist.

Sr vp: John Dziuba. VP: Emily  
Malino. Sr assoc: Lynn Schmitt;  
Ann Allwein. Dir int arch/  
fac mgmt: Robert Engel.

Pres: George DePalma.  
VP: Elsa DePalma. Sr des:  
Enza Parrella; Renee  
Ruffolo-Amopol. Tech dir:  
William Daymo.

Pres: Peter Cohen, Sr vp:  
Peter Schull. VP/dir des:  
Gary E. Peterson, Des coord:  
Judi Lederman. Sr des:  
David Arms; Mary Beth Kennedy.

Arch/ptnr: L.D. Sloat, AIA.  
Des/ptnr: Logan W. Johnson

Rolling Hills Cnty Clb, 25,000  
Pere Marquette Htl, 270,000  
The Center, 30,000  
Clifton Med Ctr, 50,000

Pet Inc. 289,000  
Am Capital Grp/Nevens, 9,000  
Olds Pendleton Shop, 2,400

First Comp Corp, 90,000  
Land-O-Lakes, 250,000  
Corp Travel, 11,000  
MCT, 80,000

Bank/Tinley Pk, 32,000  
Myco Medical, 46,000  
Chicago Time Shrng, 12,500  
Dr. L. Barbosa, 3,200  
Dr. H. Mains, 9,000

Ind. Univ/Law Add, 68,000  
S Ctrl Comm Med Ctr, 50,000  
Monroe Cnty St Bank, 18,000  
Cotner Mann Chapman  
Law Ofc, 1,000

CMI Intl HQ, 80,000  
Natl Gypsum Co, 18,000  
Republic Steel, 18,000

Delta Air Termnl, 250,000  
Price Waterhouse, 30,000  
Coopers & Lybrand, 20,000  
IBM, 250,000  
Western Union, 58,000

Candn. Imperial Bank, 40,000  
179 W. Washington, 100,000  
Lord Bissell Brook, 30,000  
Bannockburn Lk Ofc Plz, 100,000  
Baskins, 30,000

Midcon/Peoples Gas, 200,000  
Morton Thiokol, 250,000  
Tishman Real Estate, 10,000  
American Bell, 25,000  
Getty Oil, 60,000  
Natl Blvd Bank, 30,000

Mr. L's Rest, 12,000  
Chowen's Cntr Pl, 18,000  
Owatonna Tool Co, 1,500  
Motel Pool/Add, 2,500  
Private residence, 25,000



# OVER ONE MILLION SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
<b>Ramsey Associates</b> 311 W. Hubbard Chicago, IL 60611 412/644-1476		H		5	3	Int des: George Rome, ASID; Linda Ugel, IBD; Robert Bauman, IBD.					98									●	Edward Hosp. 25,000 Dimondale Ctr, 98,000
<b>Regal Shoe Shops</b> 8400 Maryland Ave. St. Louis, MO 63105 314/854-2205		P		585	5	Dir/str des: Michael Duncan. Assoc str des: Laurie Brown.			100												(Retail space plng/in-house)
<b>Schmidt, Garden &amp; Erikson</b> 104 S. Michigan Ave. Chicago, IL 60603 312/332-5070		A	2	125	10	VP/int: Beverly Jablonski. Asst dir/int: Ann Vrla. Des: Joseph Talamantez; R. Chip DeGrace; Carol Blackburn.	15	5			70		10						●		LaPort Hosp. 92,000 Univ Pitts, 128,000 Reid Mem Hosp, 165,000 Saudi Hosp, 35,000 Lions Eye Rsch Chlc, 45,000
<b>Scott Rice of Kansas City Inc.</b> 1020 E. 8th St. Kansas City, MO 64106 816/221-6025		F	1	40	6	Exec vp: Joe Steiner. Dir/des: Jim Yeager. Int des: David Smith; Jim Neal; Linda Zimmer.	90	8			2							●			NW Miss. Med Grp, 12,600 Johnson Cnty Natl Bank, 18,500
<b>Smiley Glotter Associates</b> 1021 LaSalle Ave. Minneapolis, MN 55403 612/332-1401		A		38	4	VP: Garold R. Nyberg. Int des: Holly Puth; Nancy Shelp; Joan Clark.	10	30	10		30		20					●			1st Bank St Paul, 82,000 Red Wing City Hall, 22,250 St Louis Pk Med Ctr, 20,000 Smith Hall/Univ Minn., 220,000 St Francis Med Ctr, 180,000

## CATEGORY KEY\*

- Contract Designer C
- Architect Specifying Interiors A
- Contract Furnisher/
- Office Furniture Dealer F
- Facility Planner (in-house) P
- Government Agency M
- Hotel/Motel/Restaurant
- Health Care H
- Educational E



<b>Smith &amp; Schaefer Inc.</b> 3035 Reading Rd. Cincinnati, OH 45206 513/221-8182	C	1	45	5	Dir/proj mgmt: Terry Selby. Int des: Julie Gallant; Paula Kemme; Anne Plummer.	90	10	Jewish Hosp/Cinn, 32,000 Dearborn Cnty Hosp, 4,000 Chldrn Hosp Med Ctr, 1,500 Comm Hosp N, 60,000 Methodist Nrsng Home, 40,000
<b>Standard Oil Company of Indiana</b> 200 E. Randolph Dr. Chicago, IL 60601 312/856-4272	P	2	55 M	19	Mgr/arch svc: James E. Spencer. Spvsr/arch svc: George Carlisle. Proj arch: Heather McTammany; James Jaisa; Bertil Danielson; Michael Hall.	1	1	Amoco Rsch Corp, 20,000 Stdnd Oil Rlty, 250,000 Amoco Oil, 43,000 Amoco Chem Corp, 15,000 Amoco Prod Co, 50,000
<b>Stoetzel, Ralph, &amp; Sons A/E</b> P.O. Box 45 Barrington, IL 60010 312/381-2881	A	2	10	2	Pres: Ralph Stoetzel.	30	70	Nabisco, 200,000 Varco, 50,000 Motorola, 100,000
<b>Sverdrup Corporation</b> 801 N. 11th St. St. Louis, MO 63101 314/436-7600	A	3M			Mgr/int: James P. Vykopal. Int Des: Anne Simonetti. Arch/int des: David Thayer.	100	100	Mercy Reg Med Ctr, 200,000 Barnes Hosp, 500,000 Cambert Airport, 300,000 Escambia Cnty Cvc Ctr, 500,000
<b>Time-Life Inc.</b> 541 N. Fairbanks Ct. Chicago, IL 60611 312/329-6982	P	5M	3		Fac coor: Frank Gentile, Jr. Des: Darlene Randak.	100		Time Telephone Mktg
<b>Tomblinson, Harburn, York &amp; Associates</b> 705 Kelso St. Flint, MI 48506 313/767-5600	A	12			Des coor: Gerald E. Harburn, AIA. Proj arch: Danny Parks, AIA.	10	40	
<b>Weese, Harry, &amp; Associates Ltd.</b> 10 W. Hubbard St. Chicago, IL 60610 312/467-7030	A	125	5		CEO: Harry Weese. VP: Ekkehard Freese. Treas: George Vrechek. Sr arch: Uriel Schlaier; Tom Meredith.	50	20	IBM Bankers Trust Newsberry Library Northwest Industries
<b>Western Electric Co.</b> Hawthorne Station Chicago, IL 60623 312/494-2100	P	300 M			Plnt engr/des: Milan Borsuk. Dept chf: Bob Salberg. Sr engr: Al Zakarka. Plnt des: Larry Swiston. Sr ee des: John Kolpak.		100	



# CATEGORY II

# 500,000 TO 999,999 SQ. FT. DESIGNED/SPECIFIED

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
<b>AFC Interiors</b> 1357 Home Ave. Akron, OH 44310 216/633-9400	Contract Designer C Architect Specifying Interiors A Contract Furnisher/ Office Furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	C		50	15	Mgr: Robert Messer. Des Dvlpmnt Mgr: John Hagerman. Des Dir: Robin Meier.	50		8		5	30	5		2					●	Mid Continent Telephone, 30,000 Firestone Tire & Rubber, 20,000 Aultman Hospital, 21,000 Goodyear-Southfield, 10,000 Physics Intl, 7,000
<b>Abbot Lab. D-541</b> 1400 Sheridan Rd. North Chicago, IL 60084 312/937-2468		P	55	32 M	50	Corp Arch: R. George Brunjes. Arch: Ralph Miner. Spec Plnr: William Robie. Int Des: Pamela Benjamin. Furn Plnr: Josephine Schwankl.	25				25						50	●		Admin Svc Div, 300,000 Diagnostics Div, 240,000 Pharmaceutical Div, 200,000 Hospital Products Div, 200,000 Chemical Div, 100,000	
<b>American Hotel Register Co.</b> 2775 Shermer Rd. Northbrook, IL 60062 312/564-4000		F		125	3	Sls Mgr: R.A. Marsh. Sls & Int Cnslt: Martha Schmale; Karen Huguenin.	5	70		10	10			5					●	Ill. Dept of Revenue, 575,000 Collins, Tuttle & Co, 450,000 IZOD, 150,000 Exchange Natl Bank, Chicago, 150,000 NY College of Osteopathic Medicine, 70,000	
<b>Architectural Interiors Inc.</b> Div. A. Epstein & Sons Intl. Inc. 600 W. Fulton St. Chicago, IL 60606 312/454-9100		C				Pres: Ronald Baughman. Proj Mgr: Robert Fenton. Sr Int Des: Patricia Seninger; Renee Stuedemann. Proj Arch: James Landaker.	35		20		10		10	5			20				



109



# 500,000 TO 999,999 SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
<b>First Bank System Inc.</b> 1400 First Bank Pl. E. Minneapolis, MN 55402 612/370-5178		P	153	11 M	5	VP Corp Prop: Bernard Hames. Asst Corp Prop: D. Glen Whitesell. Sr Int Des: Teena Hatch. Int Des: Colleen Nelson. Proj Coord: Donna Goulet.	2		98											1st Data Processing, 80,000 1st Bank Duluth, 75,000 1st Bank Lacrosse, 40,000 1st Bank Willmar, 30,000	
<b>Ford &amp; Earl Design Assoc.</b> 28820 Mound Rd. Warren, MI 48090 313/539-2280		C		44	20	V Chrmn: Gerald Peters. Pres/Treas: Thomas Ernst. Assoc: Kerry Forbes; Bruce Glaser. Sr Assoc: Lillian Pierce.	40		25		30	5								AAA, Detroit, 320,000 ARCO Oil & Gas, Dallas, 100,000 Mich. Bell Telephone, 65,000 Sandy Corp. Troy, 65,000 Mercantile Bank, St. Louis, 30,000	
<b>French, Roy G., Assoc.</b> 2001 Eleventh Ave. Port Huron, MI 48060 313/987-4848		A		7	2	Pres: Roy French, AIA. Des Dir: Douglas La Ferle. Des: E.J. Harrington.	20		10	5	5	5	15	15	10	10	5			St. Clair Cnty Bldg, 140,000 Med Ofc Fac, 40,000 (combined)	
<b>General Motors</b> Truck & Bus Group Div. 660 S. Blvd. Pontiac, MI 48053 313/456-4424		P		10 M	10	Fac Mgr: Bob Lawson. Fac Rep: Bill Sizenger. Des Engr: Jack Aaron; Tom O'Rourke.	90				10									Home Ofc: 500,000 Ottawa Twr: 215,000 GM Ofc Ctr, 200,000	
<b>General Office Products Co.</b> Div. Josephson Intl. 4521 Hwy #7 Minneapolis, MN 55416 612/925-7557		F		140	12	Exec Des Cnslt: Vaikie Radamus, ASID. Des Dir: Doug Schmeling. Sr Des: Diane Westad; Sue Meyer; Beverly Lewis.	70		20	.5	6				3.5					Twin City Federal, 150,000 Graco, 58,000 Economics Labs, 50,000 St. Louis Park Med, 30,000 Smead Mfg, 20,000	

## CATEGORY KEY\*

- C Contract Designer
- A Architect Specifying Interiors
- F Contract Furnisher/
- P Office Furniture Dealer
- G Facility Planner (in-house)
- M Government Agency
- H Hotel/Motel/Restaurant
- E Health Care
- E Educational



**Hank Gluckman Designs Inc.**  
24500 Northwestern Hwy.  
Southfield, MI 48075  
313/353-3880

**Hoefel Torno Nester P.C.**  
2705 Fourth Ave. NW  
Minot, ND 58701  
701/852-4178

**Inter Design Group**  
4546 Longfellow  
Sylvania, OH 43560  
419/885-1820

**Kirkham, Michael, & Assoc.**  
P.O. Box 14129  
9110 W. Dodge Rd.  
Omaha, NB 68114  
402/393-5630

**Lincoln National Corp.**  
1300 S. Clinton St.  
Fort Wayne, IN 46801  
219/427-2343

**Lorenz & Williams Inc.**  
120 W. Third  
Dayton, OH 45402  
513/223-6500

**M.M.I. (Mayer-Melnick Int.)**  
10521 Baur  
St. Louis, MO 63132  
314/993-5020

**Marshall Field & Co.**  
Div. Batus Inc.  
201 Merchandise Mart  
Chicago, IL 60654  
312/329-6001

**McDonald's Corp.**  
McDonald's Plaza  
Oak Brook, IL 60521  
312/887-6430

**Norvin Noteboom Assoc.**  
Arizona Ave. NW  
Orange City, IA 51041  
712-737-3806

Pres: Hank Gluckman. Int Des  
Dir: Kerry Gluckman.

Sec/Treas: Delton Torno.  
VP: Richard Nester. Drftmn:  
Warren Fried; Donald Davison;  
Delwyn Hennessy.

Pres/Proj Mgr: Maurice Smith.  
Proj Mgr: Charles Smith.

Prin: Donald Prochaska, AIA.  
Dir Hlth Fac Des: Janis Vilums,  
Ir., AIA. Int Des: Mary Jo  
Peterson; Jo Mary Smith. Arch:  
James B. Hohenstein, AIA.

Dir Ofc Fac Plng: Jon Geist.  
Fac Plnr: Carl Mundell; Beth  
Garber; Iomare Bowers-Mizzell.

Prin: O.E. Likens. Des Dir:  
Steve Carter. Int Coor: R.L.  
Nichol. Des: R. Keller; K.  
Pointer.

Pres: Rudy Mayer; Sandy Melnick.  
VP: Ronald Olshwanger. Int  
Des: Beth Florsek; Brad Penturf;  
Sue Herrman; Barbara Shapiro.

Des Dir: Roy Granberg. Sr  
Des: Judy Horlock; K. Forseth.  
Des: Gary Parish.

Asst VP: Bonnie Kos. Fac Spvsr:  
Bernadette Kiley; Dorine Marshall;  
Harold Carlson.

Prin: Norvin Noteboom. Des:  
Janet Henrich; Jeff Visser;  
Bob Top.

Co Stores Devel. Corp. 160,000  
US Shoe Corp. 7,000  
Fred Sanders Co. 5,000  
Branded Cargo, 5,000

Mich. Gas Utilities, 30,000  
Spartan Chemical, 25,000  
Medicare Equip Supply, 15,000

Harney W Ofc Bldg. Omaha, 91,600  
Jackson Co Memorial Hospital,  
Altus, Okla. 87,000  
W Neb. Gen Hospital, 60,000  
LeDoyt Ofc Bldg. Omaha, 25,500  
Emerson State Bank, Iowa, 4,500

Client Svc Dpt, 60,000  
Lincoln Natl Pension, 45,000  
Dallas Grp Claims Ofc, 13,000  
Winston-Salem Grp Claims Ofc, 10,000  
Governmental Relations, 2,500

E.F. MacDonald Corp, 200,000  
Kettering Med Ctr, 200,000  
R.J. Reynolds, 100,000  
Sycamor Hospital, 95,000  
WPAFB-Bio Tech, 25,000

Consolidated Grain & Barge,  
100,000  
Microterm Inc, 14,000  
United Methodist Children's Home,  
14,000  
Bound Roger O'Donnell, 12,000

Miller Brewing Co. 160,000  
Urban Investment & Dvlpmnt, 160,000  
Chicago Urban League, 50,000

McDonald's:  
Atlanta, 20,000  
Pittsburgh, 16,000  
Cleveland, 6,000

K-Products, 160,000  
Sioux Cnty Cthouse, 110,000  
O.C. Hospital, 75,000  
Summit Pk Ofc Condos, 15,800  
Fern Smith Hall, Northwestern  
College, 8,000



# 500,000 TO 999,999 SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
<b>PBNA Architects Inc.</b> 825 Wyandotte Kansas City, MO 64105 816/474-6910	Contract Designer C Architect Specifying Interiors A Contract Furnisher/ Office Furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	A	1	42	9	Prin: David Immenschuh, IBD; Robert Berkebile, AIA, Assoc; Gary Bell, IBD. Int Des: Janice Okerstrom; Bruce Obermueller.	40	10	15	5	10	5	15				●			Truman State Ofc Bldg, 800,000 12 Wyandotte Plaza, 330,000 ARCO Oil & Gas, 320,000 Panhandle Eastern Pipeline Co., 200,000	
<b>Pigott Incorporated</b> 3815 Ingersoll Ave. Des Moines, IA 50312 515/279-8879		F		26	5	Plng & Des Dir: Kay M. Mulder; Sr Des: Pennie Lusk; Lori Covell. Des: Ali Norquist.	65				20	5	10				●		Amer Bell Comm Ctr, 75,000 Univ Iowa Labs, 40,000 Interstate Assurance, 35,000 Pioneer Hi-Bred Intl Corp, 30,000 Northwestern Bell, 25,000		
<b>Planned Interiors for Business Inc.</b> 1 S. 376 Summit Ct. Oak Brook Terrace, IL 60521 312/932-1232		F		8	8	Pres: Dean Hittle. Des Dir: Cheryl Strab. Des: Laurel McLaughlin; Jacques Zeller.	73		5		5	5	10				●		Shell Chemical, 50,000 Tandem Computer, 40,000 Best Foods, 40,000 Rockwell Intl, 30,000 Owens Ill., 20,000		
<b>Radius Design Inc.</b> 252 Grain Exchange Bldg. Minneapolis, MN 55415 612/332-4367		C		4	3	Pres: Glendel Huneycutt Olson. Proj Des: Susan Farr. Arch: Marliga Gilbert.	70		15				15				●		Natl Car Rental, 180,000 Henkel Corp, 67,000 Minneapolis City Hall, 20,000 Felhaber, Larson, Fenlon & Vogt, 8,000 Cross Dental Care, 2,000		



**Ralston Purina Co.**  
Checkerboard Square  
St. Louis, MO 63164  
314/982-3975

**Rockind/De Bard Architects**  
954 N. Hunter  
Birmingham, MI 48011  
313/642-9838

**Rowland Assoc. Inc., The**  
330 N. College Ave.  
Indianapolis, IN 46202  
317/636-3980

**Space Design Intl. Inc.**  
309 Vine St. - Ste 445  
Cincinnati, OH 45202  
513/241-3000

**Stern Fixture Co.**  
1910 Locust St.  
St. Louis, MO 63103  
314/436-5400

**Sutphen Studio Inc.**  
516 Grace St.  
Excelsior, MN 55331  
612/474-2255

**Swanke Hayden-Connell Architects**  
233 N. Michigan Ave.  
Chicago, IL 60601  
312/856-1090

**Widmer Inc./Office Interiors Div.**  
3425 N. University  
Peoria, IL 61614  
309/688-4455

VP Op: William Hogan, Dir Op:  
Dave Driver, Furn Coord: George  
Mueller, Ofc Plng & Des Spvr:  
Vicki Noll, Fac Plnr: Pam McHardy;  
Sharrol Toenjes.

Pres: Larry Rockind.  
Sec/Treas: James De Bard.

VP Des & Op: Ronald R. Strantz,  
ASID. VP Des & Ed: Claire M.  
Thompson, ASID, IBD. VP Des  
& Mktg: Robert H. Frist, ASID  
Assoc. Sr Des: Mary Beth Hanke,  
ASID Assoc.; Bradley Bowden, ASID  
Assoc.; Brian Pimlott, ASID  
Assoc.; R. Kathy Ward, ASID  
Assoc.

Pres: James Fitzgerald, AIA.  
Exec VP: Kevin Roche, ASID.  
Proj Mgr: Michael Pagano;  
Laurent Myers, AIA. Des:  
Randy Smith; Deborah Deering.

Gen Mgr: Paul Landsbaum.  
Sr Des: Mal Dardick.  
Assoc Des: Dick Gordon; John  
Maier.

Pres: Robert Sutphen  
VP: Ilah Sutphen.

Ptnr: Roland Lieber, Assoc Ptnr:  
Neil Frankel, Int Des: Janet  
Hahn; Gary Brunner; Vicki Loevy.

Pres: Merle Widmer, Gen Sls  
Mgr: Tom Walsh, Des Dir:  
Mark D. Demmin. Int Des:  
Sue Adams.

100

25

30

35

1

50

85

20

5

10

5

10

5

20

15

10

5

10

5

10

5

10

5

10

5

10

5

Eli Lilly & Co, 300,000  
Realty Invstm, 70,000  
Purdue Univ, 45,000  
MacFarlane Ferguson,  
42,000  
Lykes Corp, 20,000

College of Mt. St. Joseph,  
350,000  
Prudential Ins, Real Estate  
Div, 185,000  
US Ind Chemical Corp, 150,000  
Shillito/Rike's 150,000  
Cincinnati Microwave, 75,000

Pasta House Co, 50,000  
Lake Ozark Inn, 20,000  
Ramada Inn, Ill., 15,000  
First Natl Drink, 5,000

United Hospitals, St. Paul,  
120,000  
Ramsey Med Ctr, 3,500

Rollins Burdick Hunter,  
81,000  
Guarantee Trust Life Ins,  
40,000  
Eschem, 30,000  
Goldberg Sec, 25,000

Bloomington Fed Svgs &  
Loan, 100,000  
Dynamic Graphics, 70,000  
Boss Mfg, 20,000  
St. Francis Med Ctr, 2,500  
Shirk Products, 2,500



# CATEGORY III 100,000 TO 499,999 SQ. FT. DESIGNED/SPECIFIED

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME	CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious		
<b>ACI Design/Architects &amp; Planners</b> 3600 Woodview Trace-Site 201 Indianapolis, IN 46268 317/875-8377		A		4	2	Pres: Raymond J. Schultz. Chf Des: Elaine Ruesing. Des: Linda Price.	79	10			3		5	1	2			C.L. Restaurant, 18,000 Ball State Univ Fraternity House, 7,000 Martin Book Store, 2,000
<b>American Business Interiors</b> 210 W. 5th St. Kansas City, MO 64105 816/471-6200		F	1	19	4	Shrm Mgr/Des: Anthony Meulmester, ASID. Des: Steve Faron, IBD.	100											American Family Inns: Home Ofc, 300,000 East Farm, 150,000 Wausau Branch, 10,000
<b>American Family Insurance</b> 3099 E. Washington Madison, WI 53783 608/249-2111		P			3	VP/Ofc Adm: Robert Amundson. Fac & Equip Mgr: Loren Buchanan. Des Coor: Debra Woodward. Syst Furn Analyst: Catherine Neumann.	50		25					25				
<b>Anderson's, Nels, Design Ctr.</b> 105 E. College Ave. Appleton, WI 54911 414/739-8864		C		4	2	Int Des: Nels Anderson, ASID. Int Des Assoc: Erin Higgins.												
<b>Andra, Cannon &amp; Assoc. Inc.</b> 128 N. Oliver-Site 200 Wichita, KS 67208 316/685-4783		C		4	4	Prin: Jeanne Andra, IBD; Beverly Cannon Relph, AIA. Assoc: Kimberly Duke.	50	15	25						10			Pizza Hut Corp Ofc, 80,000 Southwestern Bell, 15,700



**Architects Plus**  
12 NE Third St.  
Fairbault, MN 55021  
507/334-2251

**Associates Design Group**  
6283 Walnut Lake Rd.  
W. Bloomfield, MI 48033  
313/661-2825

**Banka-Mango Design/Space Planning Grp.**  
274 Merchandise Mart  
Chicago, IL 60654  
312/467-0059

**Baxter Hodell Donnelly Preston**  
3500 Red Bank Rd.  
Cincinnati, OH 45227  
513/271-1634

**Beers, Jack, Architects**  
2335 Kessler Bv.  
Lincoln, NB 68502

**Berger, Paul B., & Assoc.**  
210 W. Illinois St.  
Chicago, IL 60610  
312/644-0305

**Blue Cross Blue Shield of Michigan**  
600 Lafayette E.  
Detroit, MI 48226  
312/754-4176

**Bohm-NBBJ, div NBBJ Group**  
55 Nationwide Blvd.  
Columbus, OH 43215  
614/224-7145

**Boson Co. Inc., The**  
Hwy N. 13  
Marshfield, WI 54449  
715/384-3184

**Brannenburgh & Switzer Architects**  
68 S. Main St.  
Middletown, OH 45042  
513/422-9502

Pres: David Medin, ASID.  
Proj Mgr: Jeremy Bork.  
Drftmn/Coor: Jerry Boyum.

Plnr/Des: Arnold Sabaroff.  
Decor: Pauline Nessel-Sabaroff.

Pres: Joseph Mango, FIDSA.  
VP: Arnold Labahn, FIBD.  
Arch & Int Des Svc Mgr: James Petrakos. Con Furn Spec: Bonnie Williams. Mech Syst Spec: Richard Dawson.

Des Coor: Darrell Wolff.  
Proj Mgr: Robert Habel.  
Spc Plnr: R. Stephen Sendelbeck.  
Arch/Des: Michael Habel;  
Barry Bayer.

Ownr: J.M. Beers; Dorothe Beers.

Pres: Paul Berger, AIA.  
VP/Sec: Judy Carter, Proj  
Mgr: Edmund Ayoub, Jr.

Fac Plnr: Jim Nicol, Sr Fac  
Des: Anne Wilkenson. Fac  
Des: Joan Kott; Bill Hammond.

Pres: Friedrich K.M. Bohm, AIA.  
Des Dir: Richard Leonard, IBD.  
Sr Int Des: Lisa Baker, ASID.  
Sr Int Prgrmr: Timothy Langley.

Arch: Dale Langfoss; Dan Helwig.  
Int Des: Lynda Grundstrom.

Prin: Richard Brannenburgh;  
Gene Switzer. Arch: Daniel Meeham.

20 10 60 5 3 2

15 85

70 5 5 10 10

80 5 5 10

25 25 25

70 10 10 10

100

55 5 20 20

7 6 87

15 15 15 10 10 35

Christian Life Ctr, 22,000  
Travel Host Motels, 15,800  
Freeborn Cnty Cthouse, 13,000  
Durkee Atwood, 7,000  
Citizens State Bank, 3,300

Redwood & Ross, 3,500  
Amer Intl Rent-A-Car, 2,500  
Jeans Galore, 2,500  
Horseman's Benev Prctv Assn,  
1,400  
Quick Quality Photo, 600

Peoples Gas, Light & Coke  
Co, 150,000  
Calumet Inds, 6,500  
Natural Gas Pipeline Co of  
America, 4,500

Cincinnati Conv Ctr, 500,000  
US Shoe Ofc, 200,000  
ADP, 80,000  
Midland Co, 60,000  
Proctor & Gamble, 40,000

PVT Info, 106,400 (combined)

Interest Sysys Inc, 30,000  
Burrell Adv, 30,000  
RMA Inc, 25,000  
Forrester Clinics, 15,000

Blue Cross Blue Shield of  
Michigan, 42,674

Columbia Gas Co, 275,000  
Huntington Natl Bank, 270,000  
Landmark Inc, 38,000  
Alexander Ebinger, 24,600  
Univ Kentucky, 20,000

HUD Elderly Housing, 90,000  
Phillips Elem Sch, 4,487  
Ronald McDonald House, 2,000  
Kay Dntl Ofc, 500



# 100,000 TO 499,999 SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS									ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.	
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999		\$100,000-499,999
<b>Bremer Assoc.</b> 755 W. Big Beaver #2200 Troy, MI 48084 313/362-2000	Contract Designer Architect Specifying Interiors Contract Furnisher/ Office Furniture Dealer Facility Planner (in-house) Government Agency Hotel/Motel/Restaurant Health Care Educational	A		3	3	Pres/Spc Plnr: James Bremer. Spc Plnr: Jane Prins; Dennis Jones.	91			1	1				4	3				●	VW of America, 60,000 Hazel Pk Race Crse, 40,000 Kolon Bittker Desmond Adv, 16,250 Doyle Dane Birmbach Adv, 11,000
<b>Brooks, Borg and Skiles Architects</b> 700 Hubbell Bldg. Des Moines, IA 50309 515/244-7167		A		31	3	Pnr: Robert J. Mathieu. Assoc: Kirk V. Blunck. Spc Plnr: Steve Low; Russ Parks.	70	15					15						●		Des Moines Conv Ctr, 100,000 Bankers Life Ins, 60,000 Cntrl Life Assur, 50,000 Deloitte, Haskins & Sells, 15,000
<b>Brown, Glynn, Design Inc.</b> 712 Broadway Kansas City, MO 64105 816/842-2114		C		17	15	Pres: Glynn Brown. VP/Assoc: James Clay. Arch: Tom Johnson; Tom Zahn. Int Arch: Grant Gay.	95		3						2			●			Boston Financial Data Svc, 250,000 DST Sys, 225,000 Latt Realty, 150,000 Amer Multi Cinema, 50,000 Global Intl Airways, 12,000
<b>Brugger, B.J., Interior Design</b> 300 Lake St. Tawas City, MI 48763 517/362-8284		C		2		Prin: B.J. Brugger.	33			15	2	40		10				●			Cntrl Mich. Univ, 65,000 Maybaugh Monnich Holohan & Malloy, 10,000 McDonald's, 6,000
<b>Brust-Heike/Design Assoc. Inc.</b> Lincoln Professional Ctr-Ste 210 10401 W. Lincoln Ave. Milwaukee, WI 53227 414/545-0060		A		15	3	Pres: Thomas Heike. VP: Mark Herr, Proj Des: Barbara Garris. Des: Karen Barthenheir; Gregory Baum.	30	5	10	20	20	5				10			●		Henry S. Reuss Fed Plaza, 350,000 Exper Aircrft Assoc, 136,000 Oilgear Corp, 30,000 Hopkins Svgs & Loan, 20,000

## CATEGORY KEY\*

- C Contract Designer
- A Architect Specifying Interiors
- F Contract Furnisher/
- P Office Furniture Dealer
- G Facility Planner (in-house)
- M Government Agency
- H Hotel/Motel/Restaurant
- E Health Care
- E Educational



**Building Services Inc.**  
620 N. 108th Pl.  
Milwaukee, WI 53226  
414/453-6786

**Business Furniture**  
300 W. Hubbard St.  
Chicago, IL 60610  
312/467-7100

**Business Interiors & Design Inc.**  
10855 W. Dodge Rd.  
Omaha, NB 68154  
402/334-8700

**Champlin/Haupt Inc.**  
424 E. 4th St.  
Cincinnati, OH 45202  
513/241-4474

**Chez-Del Interiors Inc.**  
1930 W. Market St.  
Akron, OH 44313  
216/867-6100

**Commonwealth Assoc. Inc.**  
Div. Gilbert Assoc. Inc.  
209 E. Washington Ave.  
Jackson, MI 49201  
517/788-3000

**Co-ordinated Industries Inc.**  
30625 W. Eighth Mile  
Livonia, MI 48152  
313/476-0396

**Corporate Business Interiors Inc.**  
345 N. Canal St.  
Chicago, IL 60606  
312/944-4500

**Corporate Innerspace Ltd.**  
311 S. Fifth Ave.  
Ann Arbor, MI 48104  
313/995-4015

VP: Ralph Keuh. Des Assoc:  
Kathy Rogers. Des: Barbara  
Seaman; Karen Geisel. Adm  
Asst: Carol Anthony.

VP: Joel Eisler. Sls Mgr:  
Jason Hartman. Des/Sls:  
Colleen Herzog; Mary Pavone;  
Rodney Coming.

Pres: John McGowan. VP:  
Bob Olsen. Des Mgr: Peg  
Mounts. Des: Nanci Stevenson.

Pres: Russell L. Champlin.  
VP: Robert K. Haupt.  
Chf Int Des: Joan Tepe.  
Proj Arch: Sam Berger; Michael  
Battoclette.

Mgr Des: Vincent Del Medico, Jr.;  
Timothy Del Medico.  
Chf Des: Charles Lebold.  
Des: Robert Housley; Bert Smith.

Arch Mgr: John L. Wacksmuth,  
AIA. Int Arch/Plnr: Carol  
Setaba, RA. Arch Plnr: James  
Rosing, RA. Prin Arch/Des Dir:  
Jack Friedman, AIA. Prin Arch/Prod  
Dir: Carl Morr, AIA.

Pres: David Palmer. Gen Mgr:  
Thomas Renner. Sr Des: Judy  
Kosar. Des/Sls: Kathy Grundnicki.  
Des: Marge Curran.

Pres: Edward Luczak.  
Proj Mgr: Mary Anesi. Int Des:  
Marsha Gaebbert.

Des Prin: Dana Bailey. Mktg  
Prin: Gary Church. Proj Des:  
Mary Pymmonen. Des Asst: Ellen  
Peletz.

Clearview, 40,000  
Family Hlth Plan, 34,600  
Time Ins, 8,000  
Roundy's Foods, 7,500  
Quarles & Brady, 3,500

Standard Oil, 50,000  
Waste Mgmt, 50,000  
Natl Can, 25,000  
SFN, 25,000  
All State Ins, 10,000

Woodmen of the World Ins,  
81,000  
Applied Comm, 78,000  
1st Data Resource, 50,000  
Omaha Natl Bank, 45,000  
St. Joseph's Hospital, 29,000

AT&T, 150,000  
Hilton Hotels, 35,000  
Salvation Army, 10,000  
Providence Hospital, 5,000  
Eagle Svgs Assn, 2,000

1st Natl Bank, 80,000  
General Tire, 15,000  
WKDD/W5LR, 8,000  
Foley's Restaurant, 6,500  
Immaculate Conception Church,  
5,500

Lee Cnty Elec Co-op, 100,000  
Gilbert Assoc, 100,000  
Penn. Power Co, 40,000  
Mich. State Univ, 40,000  
Commonwealth Assoc, 20,000

Randolph Surgical, 30,000  
Compuware Inc, 27,000  
Ford Motor Co, 10,000  
Simpson Inds, 8,000  
Anchor Motor Freight, 8,000

Protection Mutual, 90,000  
Pru Care Hlth Ctr, 45,000  
Triangle Pkng, 12,000  
Best Foods, 10,000  
Armour Pharmaceutical, 10,000

T & B Computing, 40,000  
Merillat Inds, 25,000  
Production Credit Assn, 16,000  
Natl Bank & Trust, 15,000



# 100,000 TO 499,999 SQ. FT.

FIRM	CATEGORY KEY*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.	
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999		Under \$100,000
<b>Cotey, J., Furniture Inc.</b> 3075 Commercial Ave. Northbrook, IL 60062 312/564-4606	F		30	9	Des Dir: Louise Ristow, Sr. Des: Christine Pochert, Des: June Sherman; Lynn Weber; Debbie Kuhn.	60	3	20				5		10	2					●	Bell & Howell/MIS Div, 26,000 Old Republic Ins, 18,000 Lane Inds, 15,000 Tandem Computer, 13,000
<b>Craig-Hamm Inc.</b> 4815 Fauna Ln. Indianapolis, IN 46234 317/293-3381	C		2	2	Pres: Joseph Hamm, ASID. Sec/Treas: Charles Baxter.	45		30	5					20					●	Indiana Farmers Mutual, 22,500 Nat'l Wine & Spirits, 14,000 Chicago Patrolmen's Fed Credit Union, 5,800	
<b>Curiosity Shop</b> 190 N. Main St. Hudson, OH 44236 216/650-4035	C		5	3	Ptnr: Robert Isabel, ASID. Buyer: Jean Isabel, Int Des: Diane Egan; Peggy Brown.	40		10	10	10				30						Heart Assn, 10,000 Marcellitas Restaurant, 8,000 Jack Schmollinger, 4,000 John Kaiser, 3,000	
<b>Curriculum Inc.</b> 1375 W. Jeffery St. Kankakee, IL 60901 815/937-3966 or 800/892-1862	F	1	14	3	Pres: Terrence Fleisher. Sec/Treas: Renee Fleisher. Exec VP: John Mills, Cntrct Estimg Mgr: Sharon Dewar. Sls Cnslt: Betty Akerman; Ann Offerman.	40	5	10			5	15	25					●		Ill. Capitol Devel Board, 895,000 St. Mary's Hospital, 25,000 Chicago SW Multi-Purpose Ctr, 10,000	
<b>Custer Office Environments</b> 5 Louis NW Grand Rapids, MI 49503 616/676-1992	F		70	4	VP Sls & Des: James Wood. Des Mgr: Dianne Zanstra. Des: Martha Tuthill; Deb Parker, Jr Des: Jo Dee Sherman.	59		30		1	10							●		Old Kent Bank, 120,000 Wolverine Wldwde, 100,000 St. Mary's Hospital, 40,000 H.B. Share & Co, 30,000 Aves Adv, 10,000	



**Cuyahoga Companies, The**  
13427 Madison Ave.  
Cleveland, OH 44107  
216/228-4700

**Dana Larson Roubal & Assoc.**  
400 Essex Ct.-Regency Park  
Omaha, NB 68114  
402/393-4100

**De Haan, Norman, Assoc. Inc.**  
355 N. Canal St.  
Chicago, IL 60606  
312/434-0004

**Design Collective Inc.**  
55 W. Long St.  
Columbus, OH 43215  
614/464-2880

**Design Group, The**  
Div. F.W. Roberts Co.  
32333 Aurora Rd.  
Solon, OH 44139  
216/248-2288

**Design Lines**  
318 W. 4th St.  
Cincinnati, OH 45202  
513/381-4097

**Design Organization Inc.**  
103 E. Indiania Ave.  
Valparaiso, IN 46383  
219/462-1102

**Doubleday Bros. & Co.**  
Div. Standex Intl. Corp.  
1919 E. Kilgore Rd.  
Kalamazoo, MI 49002  
616/381-1040

**Dow Corning**  
P.O. Box 1767  
Midland, MI 48640  
517/496-5439

Pres: Thomas Pons. VP:  
Jeffrey Hetzel. Des Dir:  
James Butkiewicz, ASID, IBD.  
Des: Barbara Krai, ASID Assoc.;  
Jeanne Snyder.

Pnrr/Des Dir: Gerold Klein, AIA.  
Mng Pnrr/Des: William Larson.  
Int Des: Suzanne Fry Connolly;  
Sally Classen; Doris Witte.

Pres: Norman De Haan.  
VP: Carl Kaufman. Int Des Dir:  
John Heidebreder. Int Des: Pat  
Bailey. Int Arch: Tack Tapiala.

Pres: Robert Valentine, FIBD.  
VP: David Cooke, FIBD.  
Proj Mgr: Laura Rolfe, IBD;  
Deborah Urton, IBD. Arch:  
William Andrews, AIA.

Mktg Dir: J.R. Williams.  
Des Dir: Pamela Young.  
Sr Des: Julia Frankhouser.  
Des: Mark Kofron; Miriam Robinson.

Ownr/Des: Terry Flaig. Des:  
Steve Hayes.

Pres: Douglas J. Pierce, AIA.  
Dpt Chf: Christine N. Probasco,  
IBD. Des: Victor Ritter.

VP/Brnch Mgr: Fred Hultren.  
Brnch Mgr: Virgil Kelpin.  
Sp. Pnrr: Cheryl Kloosterman.  
Int Des: Lee Grootendoorst;  
Nancy Lewis.

Sp. Pnrr/Des: Robert Keidel.  
Prop Adm: Susann Winslow.

Cuyahoga Public Library,  
30,000  
Roach Reid, 20,000  
Marsh & McLennan, 10,000  
Goodyear, 6,500

Cntrl States Hlth & Life  
57,000  
AAA Motor Clb, 52,000  
Majors Corp, 40,000  
Douglas Cnty Bank & Trust,  
26,500

Box Bldg, 170,000  
Henderson Prop, 140,000  
Rice Bldg, 80,000  
Silla Restaurant, 14,000  
Rose Johnson Ofc, 14,000

Bank One of Columbus, 50,000  
City of Southfield, Mich.,  
50,000  
Planned Parenthood, 41,000  
Cntrl Ohio Med Grp, 35,000  
Price Waterhouse, 17,500

TRW, 50,000

Real Seafood, 5,000  
La Rosa, 3,800  
Bacalls, 3,200  
Skyline, 2,700

Bell, New York, 50,000  
Bell, Chicago, 30,000  
Northern Ind. Bank, 30,000

Hlth Cntrl, 50,000  
Borgess Med Grp, 40,000  
Amer Natl Bank Corp, 30,000  
Strykar Corp, 25,000  
Prince Corp, 20,000



# 100,000 TO 499,999 SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS									ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	
<b>Dow Howell Gilmore Assoc. Inc.</b> 315 Post St. Midland, MI 48640 517/835-6761	Contract Designer C Architect Specifying Interiors A Contract Furnisher/ Office Furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	A		43	5	Exec VP/Des Dir: William Gilmore. Corp Assoc/Des: Charles Blacklock; Jack Lee, Des: David Clark; Carl Gilmore.	60	5					25	10						Hilton Hotel, 150,000 Albion College, 62,000 One Energy Pl, 54,000 Radner/Midland Corp, 36,000 Midland Hospital, 15,000
<b>Duncan Architectural Interiors Inc</b> 2500 Homes Kansas City, MO 64108 816/474-3630		C		11	2	Prin/Pres: Herbert Duncan, Jr. Des Dir: Jane Parks Aylward. Stf Des: Lynn Gretzinger.	70						20	5		5				Dodson Ins Grp, 175,000 Lakemary Ctr, 18,360 Rockhurst College, 7,000 Polisinelli White Schulte & Vardeman, 4,000 Frankona Reins Co, 3,600
<b>Engstrom/Martin Architects Ltd.</b> 116 S. Prospect Ave. Park Ridge, IL 60068 312/692-4442		A		9	2	Pres: Richard Engstrom. Exec VP: John Martin. Int Des: Donna Milne; Teryl Shewfelt.		100												State Bank of Burlington, 7,200 Avondale Fed Svgs & Loan, 7,100 Freedom Fed Svgs & Loan, 3,600
<b>Environ Inc.</b> 20 W. Hubbard Chicago, IL 60610 312/670-3735		A		12	4	Pres: John Nelson, VP: Andrew Jaworski, Des: Kitty Gardner; Maglet Myhrum.	50		10	10	20			10						Equitable Reloc, 30,000 ICI Ins, 15,000 Office Plus, 15,000 Proctor & Gardner, 9,000 Pomador, 5,000
<b>Environments Plus Inc.</b> 1630 Herald Ave. Cincinnati, OH 45212 513/731-9800		C		21	4	Pres: Charles K. Sawyer. VP: Laurie Wolliung, Sr Des: Cindy Lykins, Des Asst: Donna Hawkins.	20	35	30		10			5						Winegardner & Hammons, 90,000 Architects Unltd, 36,000 Home State Svgs, 10,000 Columbia Sussex, 10,000







# 100,000 TO 499,999 SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.		
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999		Under \$100,000	
<b>Hight/Jackson/Assoc./P.A.</b> 808 Willow - P.O. Box 756 Coffeeville, KS 67337 316/251-5103	C	A	1	12	3	Prin: Dennis Jacobs; Ronald Shelby, Arch: Loren Coad; John Heckman, Drftmn: Carol Knisley II.	20	5	25			5	10	10	5	20							State of Kansas, 80,000 Brock Directories, 15,000 Citizens Natl Bank, 15,000 Victory Natl Bank, 14,000 Roosevelt Auditorium, 7,000
<b>Holscher-Wernig Inc.</b> 1107 Olive St. Louis, MO 63101 314/231-4646	F	F		47	4	Chrmn: Dale Wernig, Pres: Craig Wernig, VP/Des Dir: Ed Isley, Asst Des Dir: Debbie La Fara, Des: Marguerite Chieppa.	94		2					2		2						Union Electric, 50,000 Anheuser Busch, 15,000	
<b>Iacopi, John A., &amp; Assoc. Ltd.</b> 3182 Doolittle Dr. Northbrook, IL 60062 312/498-3994	A	A	11	11	1	Arch: John A. Iacopi; Harold Higgins.	10				5	60	25					•				Grant Hospital of Chicago, 30,000 Glenbard H.S., 30,000 Evanston Hospital, 14,000 Oakbrook Sch Dist, 12,000	
<b>Innerspace</b> 8300 College Blvd.-Ste 120 Overland Park, KS 66210 913/648-8422	A	A	1	12	6	Pres: Herschel Tognascioli AIA, VP: Connie Church, ASID Assoc. Spc Plnr: Michael Kautz.	10	20				20	45		5			•				Cosada Nursing Ctr, 69,000 Belton Gym, 20,000 Blue Springs J.H.S., 7,000 Bank of Orrick, 7,000 Bank of Concordia, 5,000	
<b>Interior Consultants Inc.</b> 1608 Menard St. Louis, MO 63104 314/621-4343	C	C		12		Pres: Michael Fox, Grp Mgr: Patricia Baker, Proj Des: Cynthia Lueck; Christopher Roof.	100												•			Gen Amer Life Ins, 74,000 Southwestern Bell, 50,000 St. Joe Minerals, 24,000 Emerson Electric, 24,000 American Bell, 15,000	



**Interior Planners**  
Div. Surplice Assoc. Inc.  
2761 Allied St.  
Green Bay, WI 54304  
414/499-6010

**Interior Planning**  
636 42nd st.  
Des Moines, IA 50312  
515/277-1641

**Interior Spaces**  
112 W. Sixth St.-#101  
Topeka, KS 66603  
913/233-4275

**Interplan O.P.I. Corp.**  
210 W. Silver Spring Dr.  
Milwaukee, WI 53217  
414/964-7500

**Interplan Practice Ltd Architects**  
Rte 83 & Rte 171 S.  
Lemont Township, IL 60439  
312/257-7736

**Johnson Interiors**  
819 E. 64th St.  
Indianapolis, IN 46220  
317/251-1396

**K-W Designs**  
4454 Normandy Dr.  
Lisle, IL 60532  
312/420-0414

**Kegel Assoc.**  
1050 Lake Ave.-P.O. Box 599  
Detroit Lakes, MN 56501  
218/847-9876

**Kirk Gross Co.**  
4015 Alexandra Dr.  
Waterloo, IA 50704  
319/234-6641

**Koch Hazard Assoc. Ltd.  
Architects**  
630 W. Mn Ave  
Sioux Falls, SD 57104  
605/336-3718

**LVK Assoc. Inc.**  
4235 Lindell Blvd.  
St. Louis, MO 63108  
314/534-2104

Int Plng Cnslt: Nancy Widi.

Pres: Kathleen Wood, IBD.  
VP: Robert Wood, Jr.

Prin: Jo Heinz, FIBD.  
Proj Mgr: Robert Simmons;  
P. Johnson.

Pres: Doran Gendelman, VP;  
Dave Greenway, AIA, Des: Barbara  
Wall; Terry Halkowitz; Pat Fricke;  
Jan Watters.

Prin: Ray Chocholek, AIA;  
Louis Narcisi, AIA.

Ownr: Janet Johnson.

Ownr: Kathleen Williams.

Prin: Fred Kegel, Jr., AIA;  
Charles Franklin, AIA.

Des Dir: Charles Dattigaard.  
Des: Judy Oakland, ASID;  
Joan Birk, ASID Assoc.

Chrmn: R.R. Koch, VP; D.B.  
Baltzer, Des: J. Donahoe.  
Specfr: J.W. Schmidt. Asst:  
Kathy Duruega.

Prin: Lea W. Von Kaemel.  
Des Dir: Ronald Pedonti.  
Arch Dir: Daniel Enright.  
Proj Des: Jean Coyle.

Peshigo City Hall, 14,200  
Northwoods Guidance Ctr, 12,279  
Frankenthal Intl, 5,600  
Drs Ofc, 5,000  
Law Ofc, 3,238

Hawkeye Capitol Bank, 48,000  
Iowa Lutheran Hospital, 18,000  
Des Moines Register, 8,500  
Lincoln Liberty Life, 5,500

AT&SF Railway, 400,000  
Southwestern Bell, 50,000  
Merchants Natl Bank, 17,000  
Alvamar Cntry Clb, 15,000

Modine, 100,000  
Freeman Chemical, 25,000  
Amer Bowling Congress, 15,00  
Parker Pen, 10,000  
Methodist Hospital, 6,000

Amer Bell, 34,000  
Ind. Natl Bank, 12,000  
Ind. Bell, 6,000  
Kroger Cardis & Regas, 6,000

Midwest Mortgage Svc, 5,000  
Residence, 4,000  
1st Presbyterian Church, 4,000  
Meindl Graphics, 3,000

Red Lake Hospital, 40,000  
Telephone Co, 33,000  
Prairie View 400, 20,000

Ankney State Bank, 21,000  
John Deere Credit Union, 20,000  
1st Natl Bank, 25,000 (combined)  
Comm Credit Union, 11,000

Med Bldg, 20,000 (combined)  
Madison NW Bank, 15,000  
Centerville Bank, 7,000

Angelica Corp, 60,000  
Price Waterhouse, 60,000  
AG Edwards HQ, 20,000  
St. Louis Ofc, 16,000  
Maritz Corp, 3,000



# 100,000 TO 499,999 SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
LZT Assoc. Inc. 1100 Main St. Peoria, IL 61606 309/688-3686	C Contract Designer A Architect Specifying Interiors Contract Furnisher/ F Office Furniture Dealer P Facility Planner (in-house) G Government Agency M Hotel/Motel/Restaurant H Health Care E Educational	A		40	5	VP: Val Fuger; Herman Thun, Jr. Int Des: Joan Naffziger, Arch; Thomas Seymour; Adam Lontai.	15				25	35		25					●	Amer Red Cross, 67,000 Cottage Hospital, 51,000 McDonough Dist Hospital, 38,000 Buehler Memorial Home, 14,000 Armstrong Plumbing, 10,000	
Landahl Group Inc., The 213 W. Institute Pl. Chicago, IL 60610 312/943-3133		A		10	10		65	30						5				●	Barclays Bank, 45,000 Alliance of Amer Ins, 37,000 OEF, 35,000 The Hanley Pmrshp, 13,000 Miglin Devel, 10,000		
La Plante Assoc. 1101 Lucas St. Louis, MO 63101 314/421-1982		A		13	13	Ownr: Mitch La Plante. Arch: George Uhl. Des: Michael Considine; Charles Reifsteik.	60	20	5		5	5	5	5				●	Amer Bell, 172,000 (combined) United Technologies, 55,000 Fleishman Hilliard, 25,000 Fox & Co, 15,000		
Lewis & Christen 500 W. Main St. Fort Wayne, IN 46802 219/424-7555		F	1	31	7	Pres: Thomas Lewis. VP: William Gehl. Sr Des: Jan Goehringer. Proj Des: LeWayne Fisher; Sheryl Pinney.	50	15			15	10	10					●	Law Ofc, 17,000 Retirement Home, 15,000 Med Fac, 3,000 Med Ofc, 2,000		
MJK Architects Engineers Planners 520 Cherry St. Lansing, MI 48933 517/371-1311		A		12		Pres: William Kane, AIA. Exec VP: Edward Jackson, AIA. Arch/Des: Roger Stoppel. Arch/Des Cnslt: Ricardo Anselmo, AIA.	15						10		75			●	7th Day Adventist HQ, 30,000 Molly Grove Chapel, 20,000 Oldsmobile, 19,000 (combined)		



<b>Mackey &amp; Assoc.</b> 5585 Pershing St. Louis, MO 63102 314/361-1815	A	35	5	Int Dir: Rich Unterbrink. Des Dir: Seth Cangton. Des: Ed Heine; Bob Ducker. Pgrmr: Todd Jacobs.	75	5	10	10	●	Venture Corp Ofc, 110,000 Lewis, Rice, Tucker, Allen & Chubb, 36,000 May Dept Stores, 36,000 Barry Wehmiller, Co, 30,000 Masters & Johnson Inst, 12,000		
<b>Mansfield Typewriter Co.</b> 355 Park Ave. W. Mansfield, OH 44904 419/524-4391	F	52	6	Ofc Int Div VP: David Zirsrick. Des: Mindy Wargowsky. Sls Mgr: Pat Schafer; Jim Johnson.	75	10	5	10	●	SMI, 16,000 Ideal Electric, 4,500 PPC, 2,500		
<b>Matthew, Kahmann &amp; Assoc.</b> 2048 S. Stewart Springfield, MO 65804 417/883-7211	A	7	2	Ptnr: Ken Kahmann; Jim Matthews. Int Des: Dana Hackleman.	10	20	10	20	20	●		
<b>Medical Planning Assoc. Inc of Cleveland</b> 1468 W. Ninth St. Cleveland, OH 44113 216/781-9346	H	5	3	Pres: Richard Lefkowitz. Assoc: Arthur Yamane. Des Coor: Donald Hallum. Chf Drftmn: Dennis Dragomer.		100			●	St. Lukes Med Bldg, 35,000 Greensboro Med & Dntl, 10,000 Med Ofc, 13,800		
<b>Miami Business Interiors Inc.</b> 341 Breaded Dr. Monroe, OH 45050 513/539-8458	F	38	4	Chrmn: Irwin Kahn. Pres: Kenneth Schuermann. VP: John Schuermann. Des: Siglinde Casch; Maridonna Wamsley; Cynthia Thompson.	86	5	1	2	5	1	●	Wright Patterson AFB, 200,000 General Electric, 100,000 Eastway Corp, 60,000 Dayton Power & Light, 20,000 Mercantile Stores, 10,000
<b>Nelson, Richard D., Co.</b> 9910 N. 48th St. Omaha, NB 68152 402/457-4800	A	9	2	Pres: Richard Nelson, Jr., AIA. Assoc: Steven Andersen.	25	5	55	10	5	●	Immanuel Med Ctr, 115,000 InterNorth, 110,000 Field Clb Sch, 75,000 Neb. Svgs Bank, 7,500 Amer Charter Fed Svgs, 5,000	
<b>Office Interiors Inc.</b> 1314 S. Main st. Elkhart, IN 46516 219/522-8984	F	12		Pres: Maria Slager. Des: Kathleen Schutes.	90	10				●		
<b>Ohio University</b> 35 Park Pl. Athens, OH 45701 614/594-5013	E	4		Fac Plnr: Alan Geiger. Int Des: William Dombroski. Des: William Roberts; John Kotoivski.	25	5	20	40	10	10	●	Ohio University: Stocker Eng & Tech, 150,000 Natorium, 45,000 Carnegie Hall, 28,000 Ironton Campus, 27,000 Drs Hospital, 14,000
<b>Olson, Popa, Novak, Architects P.C.</b> 790 11th St. Marion, IA 52302 319/377-8268	A	12	3	Prin/Proj Arch: James Novak, AIA; Thomas Popa, AIA. Mktg Prin: Scott Olson, AIA.	20	5	40	10	5	5	●	Herolds Shoes, 54,000 Country Cobbler, 49,000 Marion Police Fac, 15,000 1st Trust & Svgs, 5,000 Massey Shoes, 5,000
<b>Otis Assoc. Inc.</b> 899 Skokie Blvd. Northbrook, IL 60062 312/272-4310	A	1	35	Pres: Robert Walker, Jr. Exec VP: Kenneth Behles. Int Des Dir: Gregory Goss. Proj Mgr: John Loritsch. Des: Judy Gordon; Debbie Hayes.	70	20			10	●	Travenol Lab, 80,000 T.A. Schultz & Co, 20,000 Wash. Natl Ins, 15,000 Prudential Bache, 12,000 Red Seal Devel, 10,000	



# 100,000 TO 499,999 SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
<b>Pfaller Herbst Assoc. Inc.</b> 210 E. Michigan St. - Ste 100 Milwaukee, WI 53202 414/271-5350	Contract Designer C Architect Specifying Interiors A Contract Furnisher/ Office Furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	A		30	4	Chrmn: Mark Pfaller, Exec VP; S.D. Eppstein, Des Dir: Charles Buscher, Int Des: Peggy Weiss, Cnslt: Robert Kroening.	40		10	2	5	35		7	1						Clement Manor Retirement Comm, 90,000 Fed Land Bank, 24,000 City of Milwaukee, 13,000 Ambrosia Chocolate, 12,000
<b>Planning and Design Inc.</b> 354 Grain Exchange Blvd. Minneapolis, MN 55415 612/339-4530		C		8	8	Pres: Loren Hoseck, Sr Des: Thomas Bolin, Des/Mktg: Jenny Anderson, Des: Gail Olney.	100														Honeywell (resid), 235,000 Honeywell (corp), 200,000 Medtronic/Cardiacare, 35,000 Vertimag Syst, 25,000 Oppenheimer Law Ofc, 15,000
<b>Prange's Business Interiors</b> 800 Klaus St. Green Bay, WI 54302 414/435-6611		F		16	3		45	10	10	10	5	15	5								
<b>Prinz Office Equipment/Prinz Contract Design</b> 294 S. Main St. Akron, OH 44308 216/762-0721		F		38	6	Sr Des: Timothy Prinz, Exec. Des: Anita Thorpe, Int Arch/Des; Thomas Mayer, Asst Des: Lisa Hopkins.	40	10	10	20	10	10	10								
<b>Productive Business Interiors</b> 202 W. Berry St. Ft. Wayne, IN 46802 219/423-3482		F	2	28	5	Mktg Dir: Rod Ovitt, Des Mktg Coor: Marc Yops, Des Mgr: Molly Smith, Natl Acct Mgr: Carol Waling.	85					5	10								Miller's Merry Manor Hlth Care, 70,000 Central Soya, 60,000 ITT, 10,000 Waterfield Mortgage, 7,500 Arby's, 3,600



**Ray, James Milton, & Assoc.**  
1650 N. Arlington Heights Rd.  
Arlington Heights, IL 60004  
312/392-2422

**Ritchhart, K., & Assoc.**  
227 W. 11th St.  
Anderson, IN 46016  
317/649-2258

**S & T Office Products Inc.**  
1743 E. Hwy. 36  
St. Paul, MN 55109  
612/777-0224

**Saxton Inc.**  
2857 Mt. Vernon Rd. SE  
Cedar Rapids, IA 52403  
319/365-6967

**Schirm, Janet, Interiors**  
919 N. Michigan Ave.  
Chicago, IL 60611  
312/943-0010

**Smith-Entzeroth Architects**  
7701 Forsyth  
St. Louis, MO 63105  
314/863-3767

**Smulekoff's Contract Dept.**  
97 Third Ave. SE  
Cedar Rapids, IA 52407  
319/362-2181

**Steelcase Inc.**  
1120 36th St.  
Grand Rapids, MI 49508  
616/247-2710

**Stevens, L.J., Architects**  
209 Huron Ave.  
Port Huron, MI 48060  
313/987-3755

**Striglos Office Equipment**  
124 E. Prairie  
Decatur, IL 62523  
217/429-2500

A	4	1	Pres: James M. Ray.	25	50	5	20	•
A	8	1	Pres: Kenneth Ritchhart. Spc & Int Des Arch: James Dauss.	25	35	10	15	10
F	4	4	Pres: Frank Tsehidia. Sls Mgr: Pete Peterson, Des Dpt Chf: Sharon Hedlund. Des: Marie Anderson. Sls Rep: Sandi Boehmer.	65	2	25	5	3
C	1	11	3 Des & Plng Dir: Kim Augspurger. Des Cnslt: Dyan Van Fossem; Barbara Rich.	75	10		15	•
C	7	7	Pres: Janet Schirm, FASID. Des: Michael Cuttie, ASID.	20		10	40	30
A	12	1	Prin: Eric Smith; Robert Entzeroth. VP: Paul Marti, Jr.	100				•
F	120	7	Des Mgr: James Kimber. Proj Des: Linda Boots. Des: Jan Glunn; Julie Weston.	18	4	12	5	32
P	6M	18	Spc Plng/Int Des Mgr: Ron Hatcher. Proj Coor: Ric Pulley; Rob Young; John Ziech. Sr Des: Joyce Bromberg; Bob Del'Ve	75				25
A	5	3	Ownr: Leroy Stevens. Mgr: Richard Davis.	50		10	15	20
F	16	2	Pres: Nick Striglos. Furn Mgr: Cathy Harner. Furn Sls: Becky Hamilton. Furn. Pschsng: Mary Little.	60	25		10	5

Endotronics, 10,000  
Bremer Svc, 6,000  
Press-On, 4,000  
Parsons Electric, 2,500  
ITT-Ind Credit, 2,000

Life Investors Ins, 80,000  
TLS Co, 16,000  
Banks of Iowa Comp Svc, 15,000  
Univ Iowa Alumni Ctr, 10,000  
Bjornson Ins, 5,000

Decorator's Walk, 12,000

Farm Credit Banks. St. Louis,  
169,400  
Burlington-Northern RR, 6,100  
Nooney Co, 5,000

St. Lukes Hospital, 10,000  
Peoples Bank, 9,000  
Shuttleworth & Ingersoll, 6,000  
Enzler's Luggage, 5,600

Steelcase Corp:  
HQ: 384,000  
Corp Svc Ctr, 112,000  
Washington, D.C. Showroom,  
6,000  
Minn. Showroom, 5,000  
Corp Hangar, 4,700

Harbor View, 90,000  
Diamondhead, 50,000  
Regal, 13,000  
L.C. Black, 4,000  
French's 2,000

Decatur Housing Auth, 25,000  
Milliken Natl Bank, 20,000  
Contemporary Prop, 10,000



# 100,000 TO 499,999 SQ. FT.

FIRM	CATEGORY KEY*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
<b>Studios of Potente Inc.</b> 914 60th St. Kenosha, WI 53140 414/654-3535	C	1	40	10	Pres: Eugene Potente, Jr., ASID, IBD, VP: Paul Norton, ASID. Arch/Brnch Mgr: Martin Sell, AIA. Int Des: Thomas Agazzi, ASID, IBD; Beverly Kloss, IBD.	10	10	10		5	5	5		10	60		●	●	Holiday Inn, Gurnee, Ill., 20,000 Wesley Methodist Church, Muscatine, Iowa, 10,000 Holy Name Catholic Church, Racine, WI 8,500	
<b>Svoboda, George, Architect</b> 2445 Riverwoods Rd. Riverwoods, IL 60015 312/945-9577	A		2	2	Prin: George Svoboda.	10				70	20						●		Creche Children's Skilled Nursing Home, 23,000 Mr. Submarine, 10,000 Tokoy Motel Restaurant, 8,000 Bolingbrook Restaurant, 5,000 Highland Pk Restaurant, 4,000	
<b>Texton Inc.</b> 6352 Lincoln Ave. Chicago, IL 60659 312/588-2121	A	11	4	4	Int Des Dir: Barbara Lirtzman. Arch/Eng: William Cohen. Fld Sprntdt: Frank Pantaleo. Acct Exec: Howard Alpert.	24	13							63			●	●	2828 Sheridan Rd, 35,000 River Grove Shopping Plaza & Med Ctr, 24,000 900 Cntrl, Highland Pk, 23,500	
<b>URS Co. - Kansas City</b> Div. URS Engineers of URS Corp. 9225 Ward Pkwy. Kansas City, MO 64114 816/333-1400	A	18	3	3	Mktg Coor: Carol McLerran. Int Proj Mgr: Beth Harmon Vaughan, ASID, IBD, Int Plnr: Marcie Miller, Int Mgr: Phil Hofstra, AIA.	30											●	●	Liberty Hospital, 123,000 John A. Blume Co, 29,000 Peacekeeper EIS, 20,000 Kroh Bros Devel, 12,000 Omni Family Care Ctr, 2,800	



**Voosen, John C. Architects**  
435 N. Michigan Ave.  
Chicago, IL 60611  
312/467-0889

**Weaver's Inc.**  
3515 S. 52nd St.  
Sheboygan, WI 53081-0130  
414/458-5711

**Wisconsin Office Interiors**  
Div. Wisconsin Office Supply Co.  
3120 Syene Rd.  
Madison, WI 53715  
608/273-3000

Pres: John C. Voosen.

Pres: Paul Weaver, VP; Kevin Nickodem. Sff Des: Pat Mahalek; Roger Meerdink; Janet Steffen.

Pres: Kenneth Gundersen.  
Pmt Co Pres: Rudy King.  
Des Dpt Mgr: Susan Hotmar, ASID.  
Crsprnt: Karen Haberly.  
Des: Jill Hoffman.

A

4

1

50

F

1

55

6

70

F

2

40

6

70

5

5

5

20

20

5

5

50

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5

20

20

5

5

5

5

5



# CATEGORY IV

# UNDER 100,000 SQ. FT. DESIGNED/SPECIFIED

FIRM	CATEGORY KEY*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
AA Store Fixture Co. Inc. 538 Milwaukee Ave. Chicago, IL 60622 312/733-4920	C		32	2	Chrmn: Irving Naiditch. Pres: Richard Amend. VP: Joe Lewis	2	10			85	3									
A5, Allers & Associates Architects 1913 N. 7th St., RFD 2 Fort Dodge, IA 50501 515/573-2377	A		1.5		Prin: Terry L. Allers	20			5	10	55	10								
Albertson Architects Planners 225 N. Market, Suite 200 Wichita, KS 67202 316/264-8315	A		12	3	Ownr: James R. Albertson, Jr. Des: Kile R. Morrison.	100														
Appier & Marolf & Associates, Architects 600 Safety Bldg. Rock Island, IL 61201 309/788-6331	A		5		Prin/pmr: Bill Appier; Leo Marolf.	30		30												



**Architectural Forum, The**  
500 S. Main St.  
Findlay, OH 45840  
419/422-5772

**Associated Office Supply**  
419 S. Monroe St.  
Monroe, MI 48161  
313/241-5055

**Babula/Stamm Inc.**  
750 N. Dearborn  
Chicago, IL 60610  
312/649-5669

**Bank Structures Inc.**  
5214 Main St.  
Skokie, IL 60077  
312/673-7763

**Beatrice Foods Co.**  
2 N. LaSalle  
Chicago, IL 60602  
312/782-3820

**Bibo, William A., Corporation**  
1224 W. Pioneer Pkwy.  
Peoria, IL 61614  
309/692-4980

**Bloodgood Architects**  
3001 Grand Ave.  
Des Moines, IA 50312  
515/283-0404

**Bruckner's Inc.**  
401 NW 4th St.  
Evansville, IN 47708  
812/423-4414

**Carver Interiors Ltd.**  
301 S. Bedford St.  
Madison, WI 53703  
608/255-9733

**Cast Design Group Inc.**  
2511 E. 46th St., Suite F 3  
Indianapolis, IN 46205  
317/545-3839



# UNDER 100,000 SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999		Under \$100,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
<b>Clute Office Equipment</b> 17 E. Central Ave. Minot, ND 58702 701/838-8624		F		12	2	Pres: Jim Clute. Des: Jim Bennett.	80	10	10																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																



<b>Custom Interiors of Odin</b> 307 2nd Ave. N. Odin, MN 56160 507/736-2363	C	2	2	Ownr: Sandra J. Monson, ASID; Lynn Monson.	7	10	60	23	Nelson Ford Motors, 8,000	
<b>DNR Ltd.</b> 722 N. Grove Ave. Oak Park, IL 60302 312/524-1976	F			Ownr: David Ristau; Nancy Ristau.	20	20	60	•		
<b>Damberg &amp; Peck Architects</b> 3200 Lincoln Bldg. Virginia, MN 55792 218/741-7962	A	2	11	Des: David Salmela. Sr arch: Glenn Manni. Int des/plnr: Patricia Engstrom.	10	15	25	50	City of Virginia Crths, 60,000 Virginia Public Lib, 18,000 Northland Med Ctr, 10,000 Cherry Town Hall, 4,000 Eneleth Municipal Airport, 2,000	
<b>Dana A/E Ltd.</b> 222 W. Adams St. Chicago, IL 60606 312/236-5529	A	4	1	Arch/des/plnr: Syed Hameed. Int Des: Syed Quadri.		70	30	•	M.S.A./US & Canada, 29,000 AMM Central Lib, 10,000	
<b>Deri, Mario P., &amp; Associates</b> 6718 N. Bosworth Ave. Chicago, IL 60626 312/465-3348	A	2	1	Arch: Mario P. Deri. Des: Kurt Hezner.	40	40	20	•	Jesuit Sem Assn Ofc, 2,700 Capitol Bank/Chicago, 9,500 Morris Svngs Loan, 22,000 First Federal/Berwyn, 2,600 Norwood Federal, 4,600	
<b>Design Concepts Inc.</b> 4323 E. Galbraith Rd. Cincinnati, OH 45236 513/891-1221	C	5	4	Pres: Paul M. Clayton. Assoc des/vp: Carol Ann Clayton. Assoc des: Jos VanGils.	80	5	15	•	Aerco/Stouffers, 10,000 Winegarner/Hammons, 17,000 Aerco/Sheraton, 8,000 Frisch's, 6,000 Brendamoures, 24,000	
<b>Design Tech Inc.</b> 6101 Oakmont Rd. Ft. Wayne, IN 46816 219/744-0616	C	6	2	VP/des svc: Cherie L. Piatt. VP/con furn: Nancy Schoenle.	90	10	10	•	Essex Group, United Tech, 232,000 Bonsib Advertising, 2,000 Central Mfg, 2,000	
<b>Designers, The</b> 101 N. 39th St. Omaha, NB 68131 402/551-2977	C	3	3	Ownr/des dir: Marilyn Schooley Hansen, ASID. Des asst: Kim Hansen.	50	10	10	•	Union Pacific RR, 1,000	
<b>Deutsch, Larry N., Interiors Ltd.</b> 706 N. Wells St. Chicago, IL 60610 312/649-1244	C	8	5	Pres/int des: Larry N. Deutsch. Arch: Allan J. Frant. Des asst: Jerry Sanfilippo.	35		65	•	John O. Butler Co, 26,000 Kotler Inds, 5,000 Lincoln Pk Nrsng Home, 200,000	
<b>Dimension's Inc.</b> 3136 S. Lafoontain Kokomo, IN 46902 317/453-4422	C	6	3	Arch: Gerald J. Cittadine. Des: Tim Miller; Kim Heflin.	5	60	10	5	•	Underhill Inds, 7,000 Holly Hill Hlthcare, 22,000 Church of Christ, 4,200
<b>Droppers, Carl H.</b> 345 Prospect Rd. Berea, OH 44017 216/243-0273	A	1		Arch: Carl H. Droppers.		30	10	60	•	First Reformed Ch, 6,000 First Presbyterian Ch, 6,000 Western Seminary Lib, 500 Resdntl, 3,000



# UNDER 100,000 SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS									ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	
<b>Dziurman, John, Associates Inc.</b> 324 East St. Rochester, MI 48063 313/652-8777	Contract Designer Architect Specifying Interiors Contract Furnisher/ Office Furniture Dealer Facility Planner (in-house) Government Agency Hotel/Motel/Restaurant Health Care Educational	A	1	180	2	Arch/pres: John Dziurman. Arch/vp: Rudolf A. Jensen.	25						25		50				●	St. Lukes United Mthd Ch, 5,000 Sts. John & Paul Parish, 10,000 Rochester Ch of Christ, 9,000 Navy & Marine Corps Ctr, 38,000
<b>Environmental Design Group Ltd. PC</b> 3000 30th St. Des Moines, IA 50310 515/274-4056		A		7	3	Pres/arch: William Ludwig. VP/arch: Alan Bowman. Arch des: Dennis Hansen.	90			10								●	Holmes Murphy Assoc, 30,000 Life Care Services Co.	
<b>Enza Amato &amp; Associates</b> 381 Hiawatha Dr. Lake In The Hills, IL 60102 312/658-6449		C		3	3	Pres: Enza MacDonald. Mgr/con div: Maria Muhl.	25		5	10					60			●	Long's Fashions, 1,800 Award Emblem Mfg, 6,500	
<b>Gaffaney's of Minot Inc.</b> Highway 2 & 52 P.O. Box 579 Minot, ND 58702-0579 701/852-3381		F		30	1	Pres: Ben Wald. Admin mgr: Rich Pardon. Des/spc plnr: Debra Ann Brodal.	50	22				10	10	2	5			●	Doctor's Ofc, 300 Ofc Extension, 150	
<b>Goldman, Mitchell, &amp; Associates PC</b> 640 N. LaSalle St. Chicago, IL 60610 312/440-0825		A		8	2	Pres: Mitchell Goldman. Assoc: Jim Gilroy.	20	60	10						10			●	North Shore Bank, 30,000 Drexel Natl Bank, 50,000 Rexx Rug Co, 8,000 Chicago Opera Theater, 5,000 US Committee/UNICEF, 2,000	

## CATEGORY KEY\*

- C Contract Designer
- A Architect Specifying Interiors
- A Contract Furnisher
- F Office Furniture Dealer
- P Facility Planner (in-house)
- G Government Agency
- M Hotel/Motel/Restaurant
- H Health Care
- E Educational



**Graham Anderson Probst & White**  
17 E. Erie  
Chicago, IL 60611  
312/951-6500

**Gregory, Mayer & Thom Co.**  
3511 W. Fort St.  
Detroit, MI 48216  
313/961-3028

**Hanna, June, Interior Design**  
222 N. Addison Rd.  
Wood Dale, IL 60191  
312/860-1745

**Hannev-Sanders & Associates Architects**  
1724 S. Hillside  
Wichita, KS 67218  
316/684-1441

**Holscher-Wernig Inc.**  
1107 Olive St.  
St. Louis, MO 63101  
314/231-4646

**Hormuth's**  
310 S. Kentucky Ave. P.O. Box 2185  
Evansville, IN 47714-0185  
812/425-1588

**Illinois Masonic Medical Center**  
836 N. Wellington  
Chicago, IL 60657  
312/975-1600

**Inn Room Supplies Inc.**  
693 Raymond Ave.  
St. Paul, MN 55114  
612/645-0000

**Interspec, div. McManus/Troup**  
P.O. Box 1025  
Toledo, OH 43697  
419/241-2733

**Interstate Office Products Inc.**  
220 S. Main St.  
Sioux Falls, SD 57102  
605/339-0300



# UNDER 100,000 SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
<b>Jiran Architects &amp; Planners PC</b> P.O. Box 5015 1431 Interstate Loop, Suite A Bismarck, NC 58501 701/258-7771	<b>CATEGORY KEY*</b>  Contract Designer C Architect Specifying Interiors A Contract Furnisher/ Contract Furniture Dealer F Office Planner (in-house) P Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	A		5		Prin/pres: Don D. Jiran, AIA. Proj des: Mike Addington, AIA.	5	40				5	30	20						Sun & Snow Motel, 37,000 Sun & Snow (2nd loc), 19,000 Monark Rec Ctr, 17,000 East Fairview Sch, 11,000	
<b>John Paul Associates</b> Box 551 Franklin, MI 48025 313/626-9558		C		1	1	Des conslt: John Gotberg.	97				2					1				Jackson Natl, 80,000 Garden City Hosp, 2,000	
<b>Johnson, Richard L., Associates Inc.</b> Suite 105, 110 S. Alpine Rd. Rockford, IL 61108 815/398-1231		A		5	2	Pres: Richard L. Johnson. Assoc: Roger D. Eckdahl.	10						80		10					Realty/Acct Ofc, 6,500 Ofc Bldg/cnvrt, 30,000 Ofc Bldg, 15,000 Store/cnvrt, 4,000 Sch/interior, 170,000	
<b>Jones &amp; Speer Architects</b> 323 E. 8th St. Cincinnati, OH 45202 513/241-2022		A		6		Ptnr: Ken Jones; Tom Speer. Des: Michael Schuster.	100													St. Paul's Ch Mart, 12,000	
<b>Katz, David J., &amp; Associates Inc.</b> 106 W. Clark St. Crown Point, IN 46307 219/663-0020		A		2		Pres: David J. Katz. Assoc: Larry Demian.	60			40										SaveMore Shp Ctr, 25,000 8500 Broadway Plz, 14,000 WiseWay Ctr, 10,000 NIPSCO, 55,000	



**Keys, James R., & Associates**

14 S. 3rd St.  
Sturgeon Bay, WI 54235  
414/743-7982

**Kimes, Robert, Designs**

9 N. Chicago Ave.  
Freeport, IL 61032  
815/235-9116

**Knoesel, Erwin, & Associates**

187 Baker Ave.  
Webster Groves, MO 63119  
314/961-8008

**Koglin, Norman A., Associates Architects**

111 W. Monroe  
Chicago, IL 60603  
312/782-6853

**Kuskowski, J.J., & Associates Inc.**

1540 Capital Dr.  
Green Bay WI 54304  
414/499-2999

**Kuzniar's, Joseph A.,  
Elegant Interiors**

711 N. Leavitt St.  
Chicago, IL 60612  
312/243-9870

**Landmark Company**

P.O. Box 1408  
Manhattan, KN 66502  
913/776-6010

**Levin & Urlick Architects**

960 Rand Rd.  
Des Plaines, IL 60016  
312/297-1121

**Linscott Haylett Wimmer & Wheat**

917 W. 43rd St.  
Kansas City, MO 64111  
816/531-8555

Ownr: James R. Keys.  
Des: David Valentine.

Prin: Robert H. Kimes, ASID;  
Fawn G. Kimes.

Pres: Erwin Knoesel.  
Chf int des: Celeste Knoesel.

Ownr/arch: Norman A. Koglin.  
Ptnr/arch: Richard Ewbank.  
Int spc des/arch: Robert Wilson.  
Int des: Nancy L. Attaway.

Arch: Jerry Kuskowski;  
Len Hess.

Int des: Joseph A. Kuzniar.

Assoc/arch: John Knowles;  
Kent Foster; Dan Hall.

Prin/des: Kerry Levin.  
Prin/prod: Raymond Urlick.  
Int spc des: Lawrence Farrenkopf;  
Sandy Abenstein.  
Int des: Roberta Morris.

Prin: Ward Haylett; Dick Wheat.  
Sr des: Randall L. Barta.  
Hd prchs: Lyndavo Thomas.  
Des: Stan Parks.

10 5

80

5

70 5 5

5

10 5

80 20 10

50 50

10 20 20 10 10 10 10

10 75 15

20 5 10 40 5 20

40 15 20 15 10

30 30 30 5 5

Olivet College Fine Arts Ctr,  
40,000  
Bank of Sturgeon Bay, 5,000  
Beowulf Lodge, 30,000

Snow Whiton Schroeder &  
Fishburn, 4,326  
Freeport Sch Dist, 50,000  
Perry Chiropractic, 2,412  
WFRL-WXXQ Radio, 2,448  
Robert Slattery Atty, 620

CPI Corp, 100,000  
Burger King, 7,800  
Resdntl, 7,500

A.G. Becker Corp Syst & Comm,  
16,000  
Swiss Bank Corp, 15,000  
Chapman & Cutler Law, 15,000

Scott-Marquette, 3,000  
St. Rosalia Church, 10,000  
Jefferson Court, 30,000

Nelson Bros Furn:  
Chicago/Lincoln, 8,400  
Milwaukee, 6,300  
Chicago/Grand, 30,000  
Darvin Furn, 3,000  
Resdntl, 1,900

Buchanan Cnty Crths, 125,000  
Riley Cnty Crths, 22,500  
Beautiful Savior Lutheran Ch,  
5,000  
United Methodist Ch, 14,000  
First Baptist Ch, 5,600

Kv. Fried Chicken, 5,200  
Bobby's, 6,000  
Jamaica Rest, 3,500  
Indian Summer Cider, 6,500  
Realty World, 2,000

Stinson Mag & Fizzel, 45,000  
Baird Kurtz & Dobson, 19,750  
Deloitte Haskins & Sells,  
10,250  
Kidder, Peabody, 7,000  
Hilton Plaza Inn, 11,000



# UNDER 100,000 SQ. FT.

FIRM	CATEGORY KEY*	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1982 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
							Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	\$1 million-Over	\$500,000-999,999	\$100,000-499,999	
<b>Madison Gas &amp; Electric Co.</b> 133 S. Blair St. Madison, WI 53703 608/252-7949	Contract Designer C Architect Specifying Interiors A Contract Furnisher/ Office Furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	P		700	1	Fac mgr: James F. Montgomery. Tech/stf asst: Jane A. Bauer.	100												(Utility corp ofc/in-house)		
<b>Michigan State University</b> 250 Akers Hall East Lansing, MI 48824 517/355-7467		P			7	Mgr/int des: Joy Adcock, ASID. Int des: Geraldine Laetz, ASID; Louise Hyde.	30	10	30	30									MSU Performing Arts Ctr, MSU Kellogg Conf Ctr MSU Dormitory Lounges MSU Food Facilities MSU Administrative Ofc		
<b>Midwest Stock Exchange</b> 120 S. LaSalle Chicago, IL 60603 312/368-2402		P		450	1	Spc Plnr: John Scott.	100												Ofc, 13,000 Cnslt/new location, 155,000		
<b>Monarch Machine Tool Co.</b> 615 N. Oak Sidney, OH 45365 513/492-4111		P	6	2M	1	Stf arch: Margaret L. Matthews.			15			5							Employee Ctr, 15,800 Computer Rm/ Satellite Areas, 1,600		
<b>OSP Architects</b> 105 Washington, Suite 116 Oshkosh, WI 54901 414/231-6868		A		1		Pres: Clifford A. Osen, AIA.	40		20	20					20				Blue Moon Cafe, 5,000 Classic Example, 5,000 Resdnc: 2,500 Hydrite, 5,000 Park Plz, 100,000		



**Parrott, Matt, & Sons Company**  
514 Bratnaber, P.O. Box 660  
Waterloo, IA 50704  
319/234-4621

**RDI Design**

2021 N. Dayton  
Chicago, IL 60614  
312/975-1377

**Riverside Methodist Hospital**

3535 Olentangy River Rd.  
Columbus, OH 43214  
614/261-5411

**Ross, Virginia Hawley, ASID**

127 Stone Ave.  
Lake Forest, IL 60045  
312/234-0027

**Saci Associates Ltd.**

200 E. Evergreen Ave.  
Mt. Prospect, IL 60056  
312/253-6185

**Savage & Ver Ploeg Inc.**

2929 Westown Pkwy., Suite 100  
West Des Moines, IA 50265  
515/223-1635

**Schlaeger & Associates Architects**

36 S. State St.  
Chicago, IL 60603  
312/726-8830

**Rowley Schlimgen & Jones**

702 E. Washington  
Madison, WI 53703  
608/257-0521

**Sorlien Design-Drawing Studio**

P.O. Box 333  
Detroit Lakes, MN 56501  
218/847-2294

**Spatz, Andrew J., Associates Ltd.**

5065 N. Lincoln Ave.  
Chicago, IL 60625  
312/878-8867

**Spectrum Services**

1311 Terminal Tower  
Cleveland, OH 44113  
216/241-6375

Norwest Mortgage, 5,000  
Waterloo Inds, 1,000

Tennis Ranch of Taos

Bowles Becker Levine, 4,000  
Hollywood Twrs, 2,500  
Abbott Labs, 60,000  
Abbott Labs-Austin, 100,000

Wrigley Gum, 14,850  
Hinsdale Hosp Ofc, 26,000  
Hinsdale Hosp, 19,000  
LaGrange Manor, 5,000  
Kraft Foods, 1,000

Norwest Bank/Des Moines,  
75,000  
Norwest Bank/Clive, 7,000  
Regency 2, 70,000

Current proj, 54,300

Rural Ins, 4,500  
Oh. Medical, 6,500  
Nicolet Instrmnt, 10,000

Shopping Mall, 223,000

Madonna HS, 5,000  
David Gartler, 2,000  
Fred Lane Co, 2,000

Hilton: Columbus, 21,000  
Marriott:  
Berkeley, 35,000  
Indianapolis, 21,500  
Beachwood, Oh., 32,000  
Buffalo, 6,000



# UNDER 100,000 SQ. FT.

FIRM	CATEGORY KEY*	PRINCIPALS & DESIGNER/SPECIFIERS	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	BREAKDOWN % OF 1982 PROJECTS	ANNUAL DOLLAR VOLUME	CURRENT PROJECTS NUMBER OF SQ. FT.
<b>Staudacher Designs</b> 284 Killarney Beach Bay City, MI 48706 517/686-7455	C	Ownr/int des: Kathy Staudacher, ASID.	C	1	1	1	Office Hotel/Motel Banks Stores/Shopping Ctrs. Restaurants Health Care Educational/Library Government Residential Religious Other	\$1 million-Over \$500,000-999,999 \$100,000-499,999 Under \$100,000	
<b>Steed Hammond Paul Architects Inc.</b> 10 Court St. Hamilton, OH 45011 513/863-5441	A	Prin/des & prod: J. Andrew Paul, AIA. Prin/des & proj mgmt: C. Bradford Dixon, AIA.	A	14	14	1	Office Hotel/Motel Banks Stores/Shopping Ctrs. Restaurants Health Care Educational/Library Government Residential Religious Other	\$1 million-Over \$500,000-999,999 \$100,000-499,999 Under \$100,000	Smith & Brooker PC, 10,000 Midland Hosp Ctr, 5,000 Ace of Clubs, 4,000 Campbell Kusterer Walraven, 2,500 Residence, 3,000 Ctr/Butler Cnty, 35,000 Marcum Mem Conf Ctr, 33,000
<b>Tamara Interiors</b> P.O. Box 592 Ashabula, OH 44004 216/997-1440	C	Ownr: A.H. Aronson. VP: Deborah Aronson.	C	14	14	1	Office Hotel/Motel Banks Stores/Shopping Ctrs. Restaurants Health Care Educational/Library Government Residential Religious Other	\$1 million-Over \$500,000-999,999 \$100,000-499,999 Under \$100,000	Ofc, 25,000 Lib Add, 15,000 Restaurant, 5,000 Computer Ctr, 7,500 Bank, 4,500
<b>Tkacz &amp; Associates Architects/Interior Designers</b> 322 S. Main St. Plymouth, MI 48170 313/453-8069	A	Arch/ownr: Stanley Tkacz. Des: Martha Meyering.	A	5	5	2	Office Hotel/Motel Banks Stores/Shopping Ctrs. Restaurants Health Care Educational/Library Government Residential Religious Other	\$1 million-Over \$500,000-999,999 \$100,000-499,999 Under \$100,000	Ofc, 25,000 Lib Add, 15,000 Restaurant, 5,000 Computer Ctr, 7,500 Bank, 4,500
<b>U.S. Court of Appeals 8th Circuit</b> 1114 Market St., Rm. 542 St. Louis, MO 63101 314/425-6219	P	Circuit exec: Lester Goodchild. Asst exec: Millie B. Adams. Asst deputy clk: Dane Maland.	P	1	1	1	Office Hotel/Motel Banks Stores/Shopping Ctrs. Restaurants Health Care Educational/Library Government Residential Religious Other	\$1 million-Over \$500,000-999,999 \$100,000-499,999 Under \$100,000	Lib, 7,000 Judges Chmbrs, 5,000



**Weber & Weber Architects**  
1516 Skokie Blvd.  
Northbrook, IL 60062  
312/564-1169

**Wendt Cedarholm and  
Tippens Inc.**  
560 Green Bay Rd.  
Winnetka, IL 60093  
312/446-7890

**Wolf, J., Associates/  
Architects Inc.**  
26300 Telegraph Rd.  
Southfield, MI 48034  
313/352-6363

Ptnr/arch: John B. Weber.  
Arch/int des: Ruth K. Smith.  
Arch/des: Donald J. Heinzen.  
Buyer: Marjorie Canzolino.

Arch: William C. Tippens;  
Charles T. Cedarholm.

Prin/des dir: Joseph G. Wolf, AIA.  
Des/arch: Gerald Wargo, RA;  
Chris Bosen.

40

3

45

7

5

30

30

20

10

10

10

5

70

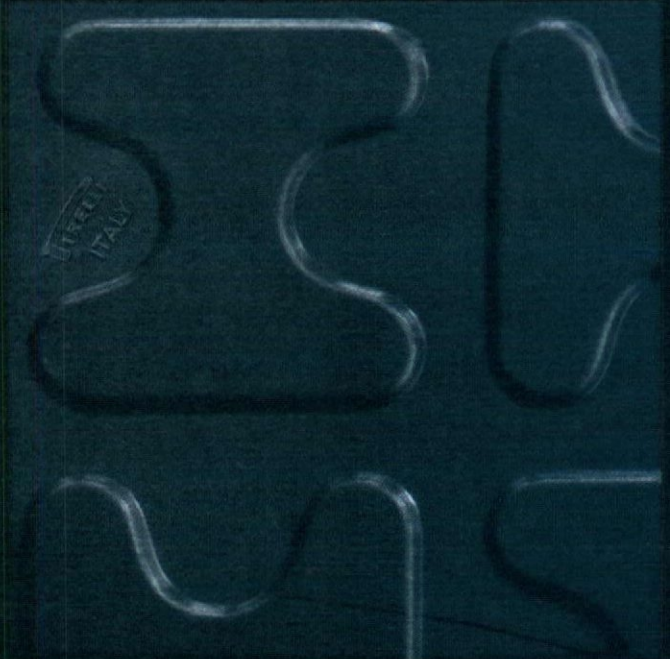
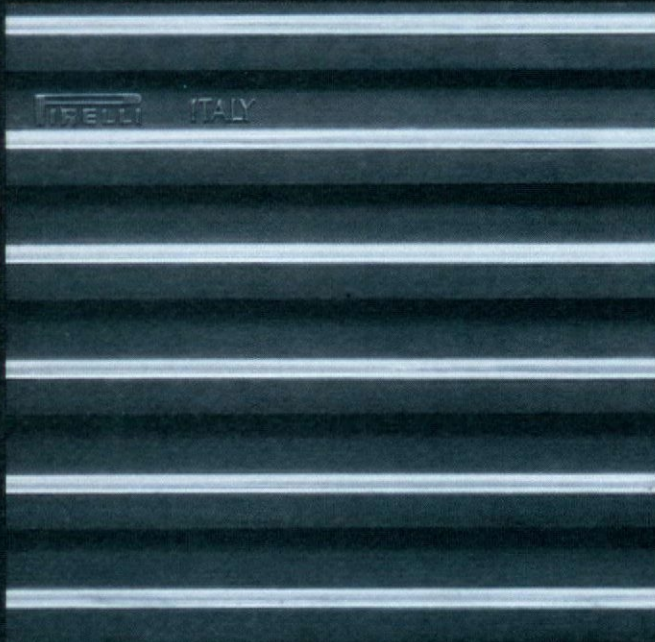
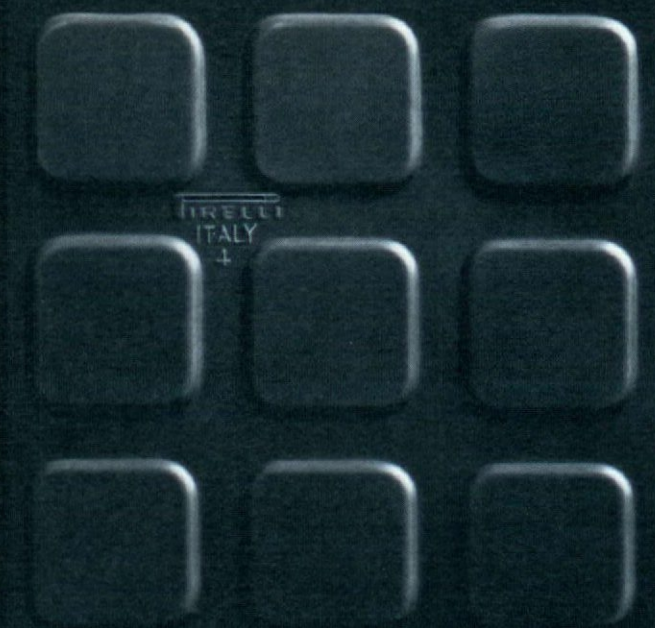
15

Ofc Proj, 38,000  
Resdntl, 15,000  
Church, 1,000

Village Hall, 16,000  
Music Ctr/N. Shore, 12,000  
Naperville Lib, 50,000  
Airport, 30,000  
Resdntl, 8,000

Jon B Pub, 3,500  
Ofc/Lakin Worsham Victor,  
8,400  
Livonia Mall, 62,000  
Harvard Row, 4,200  
Godiva Chocolatier, 730





**High Performance—Four on the Floor**

Beauty and durability in four original rubber flooring designs by Pirelli, the reference standard. From Jason Industrial, the industry standard for service and performance.



Jason Industrial, Inc.  
Rubber Flooring Division

340 Kaplan Drive, Box 507  
Fairfield, NJ 07006  
Telephone 201 227 4904



O C T O B E R 2 0 - 2 2 , 1 9 8 3

*An exposition produced  
by the **Atlanta Market  
Center** to serve the  
Southeastern commer-  
cial design community.*

## CONEXION 83

C O N T R A C T   D E S I G N   E X P O S I T I O N

**Atlanta Market Center**  
Suite 2200 • 240 Peachtree Street NW • Atlanta, Georgia 30043  
For more information call 404-688-8994



# YOUR OPTIONS!



OPTIMUM SPACE



OPTIMUM STRENGTH



OPTIMUM SALES



OPTIMUM VARIETY



OPTIMUM IMPACT



OPTIMUM FLEXIBILITY

When it comes to choosing your display system — options speak louder than words!

You need a system with all the options to adapt itself to your needs. A system with enough options to leave you in control when you want to change its shape, its positions or its merchandise.

A system which gives you options in custom designed applications in a large range of attractive colours to suit your decor or house style.

*The system more people are opting for! OPTO*

**OPTO PRODUCTS, INC.**

Suite 109, 65 E. Palatine Road, Prospect Heights, IL 60070 312-541-6786





# F O R U M

Design: Ray Zimmerman



**FORUM-344, 345.**

Good looking, space saving and practical. For waiting areas in banks, hospitals, offices, almost anywhere.

Hayes has a large selection of contemporary seating—for conference, office and lounge areas.

For more information, your area representative, a catalog, the Hayes Fabric Collection, contact:

Hayes, 1036 47th Avenue  
Oakland, California 94601  
Toll-free, 800 922-7876

In California, 415 534-4511

**Circle 42 on reader service card**

# H A Y E S



# 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.



3000 Flush

## DigiPulse™ Satellite Displays

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.

137 Wellington Drive  
Stamford, Connecticut 06903  
(203) 322-3856

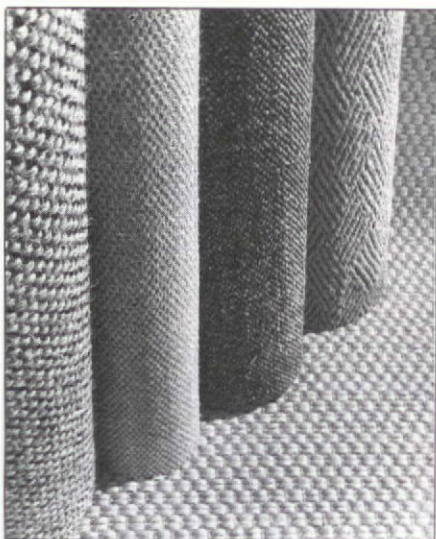
FOR MORE INFORMATION ON  
DigiPulse SYSTEMS AND YOUR AREA  
REPRESENTATIVE, CONTACT  
DISPLAY GRAPHICS, INC.



When it's time, specify;

**DigiPulse™**

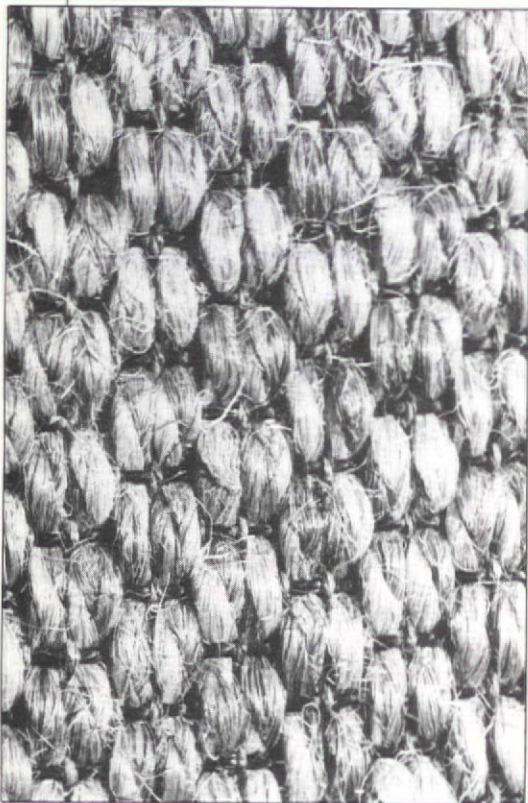




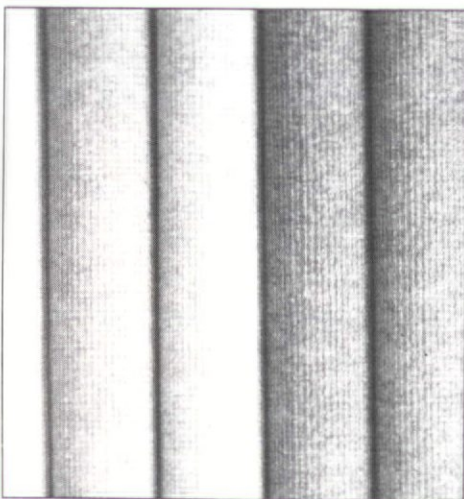
Bob Wally & Associates



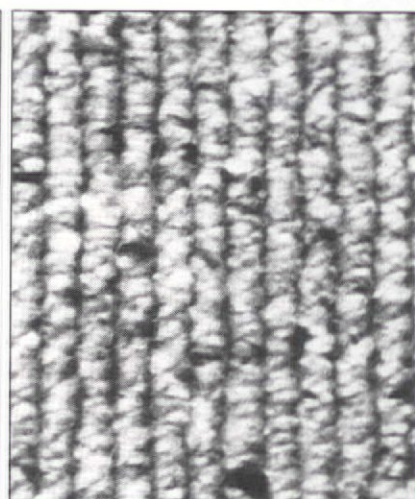
Navan Carpets Inc.



MDC Wallcoverings



Ozite Corp.



Couristan

## Berbers, sisal used more widely in contract projects

**Bob Wally & Associates**—As exclusive Merchandise Mart reps for Tasibel of Belgium, this firm offers sisal and coco floorcoverings. Products are static-free, insulating, and impervious to cigarette burns. **Circle No. 254.**

**MDC Wallcoverings**—Sisal, coco, and wool imports are available through this firm. "Madagascar" sisal pattern is shown. **Circle No. 255.**

**Ozite Corp.**—Textile wall covering line "Horizon" features acoustical and flammability ratings. Sharp rib effect is produced from low-lustre polypropylene. **Circle No. 252.**

**Navan Carpets Inc.**—Custom-designed carpeting adds visual impact underfoot at Miami's Pavillon Hotel. Border and ground designs play up the triangularity of the space. Pietro Belluschi and Asso-

cites Architects designed the space. **Circle No. 253.**

**Couristan**—"Berber-Knit," "Berber-Color," and "Berber-Cord" mark three collections loomed in Belgium of 100 percent wool. Berber-Cord carpet detailing is shown. All carpets are offered in white, ivory, beige, tan, gray, and rose colorations. **Circle No. 251.**



## October CONTRACT: Bank "Executive Buyer Edition"



**For Readers:** A full-color update on the latest in bank planning, design, furniture and furnishings

**For Advertisers:** Resultful impact on 34,000 leading contract specific/buyers and influentials, including 5,000 bank presidents and board chairmen.

The October CONTRACT Bank "Executive Buyer Edition" provides business-minded editorial and hard-to-find details on impressive bank installations/furniture/furnishings...offers advertisers access to more than 29,000 volume-buying contract specifier/buyers, plus an extra 5,000 decision-making end-users at banks and other financial institutions nationwide.

**October Ad Deadlines:** September 9, orders; September 14, film; September 19, inserts.

### Upcoming "Executive Buyer Editions"

**November: Offices**—Specialized editorial, plus extra circulation to 5,000 office managers/facility planners. **Space closes Oct. 10.**

**December: Store Planning**—Practical information, plus extra circulation to 5,000 planners, developers and managers of stores, chains and shopping centers. **Space closes Nov. 10.**

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

**April: Hospitality/Restaurants**—Specialized contents, plus extra circulation to 5,000 executives at hotels, restaurants, etc. **Space closes March 9.**

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

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

# Contract

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



ARCHITECTURAL, ENGINEERING & DESIGN FIRMS  
WE **DESIGNED** OUR SYSTEM FOR YOU!!



Our **TOTAL PROJECT MANAGEMENT SYSTEM (TPMS)**, a computerized system, is designed especially for Architectural, Engineering and Design firms.

Now your firm can enjoy the benefits of a comprehensive, in-house management system, running either on Hewlett-Packard or Texas Instrument Computer hardware, both of which have an excellent reputation for performance and reliability.

**\* APPLICATION FEATURES**

- \* Project/Job Cost
- \* Labor Distribution
- \* Automated Billing
- \* Cost Estimation
- \* Financial Statements
- \* General Ledger
- \* Payroll
- \* Accounts Payable
- \* Time Reporting
- \* Word Processing

**\* OPERATING FEATURES**

- \* Menu Driven
- \* Screen Formatting
- \* On-Line Data Entry
- \* On-Line File Maintenance
- \* Database Management System

**\* ONE SOURCE:** Hardware, software and support from the company you can depend on. "The Professional Company".

**\* EXPANDABILITY:** Since each system is upgradeable, you can expand at any time, while retaining your initial investment.

**\* EASE OF OPERATION:** Simple to learn applications.

**\* FULLY DOCUMENTED:** Complete "User's Manual" available for all applications.

We believe in providing **TOTAL** solutions for your business needs.

**TOTAL SOLUTIONS THAT  
ARE DESIGNED FOR YOU!**

☐ Please send me more information.

I am interested in the following application(s):  
\_\_\_\_\_

☐ Have one of your representatives contact me.

Return Coupon To:

**Professional Software Applications Inc.**

"The Professional Company"

599 South Barranca Avenue, Suite 555  
Covina, California 91722  
(213) 915-5771

Circle 45 on reader service card



NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

COMPANY: \_\_\_\_\_

TYPE OF BUSINESS: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_

STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE NUMBER: \_\_\_\_\_





GF Furniture Systems



Procaccino



Shelby Williams



VectaContract



Thomasville Furniture Industries

## Seating selections accommodate children & adults

**Procaccino**—"Piccolo Procaccino" accommodates pint-sized users in daycare centers and healthcare facilities. Seat heights are available to fit children aged seven months to seven years. Birch and six laminate colors are available. **Circle No. 256.**

**Shelby Williams**—Teleconferencing has inspired this seating line with contoured foam and folding desk tablets. Designed by Destro of Italy, line is manufactured

by Shelby Williams for U.S. Distribution. **Circle No. 259.**

**Thomasville Furniture Industries**—One of 11 new seating pieces, armchair comes in choice of COM, 76 Thomasville fabrics, Naugahyde, and Chatham nylon. Quick-ship service is offered. **Circle No. 258.**

**GF Furniture Systems**—"Quorum" lounge series is sculpturally defined in

tubular chrome. Scalloped back and deeply contoured seat may be custom-covered. Seating configurations adapt to a variety of spaces in single, double, or triple units. **Circle No. 260.**

**VectaContract**—Klaus Franck and Werner Sauer designed the Wilkhahn FS executive series chairs, as well as seating for other organizational levels. Lumbar support adjusts to user position. **Circle No. 257.**



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, multi-purpose 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, case-ment, 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, IDSA**  
National President IDSA (Industrial Design Society of America)  
Partner

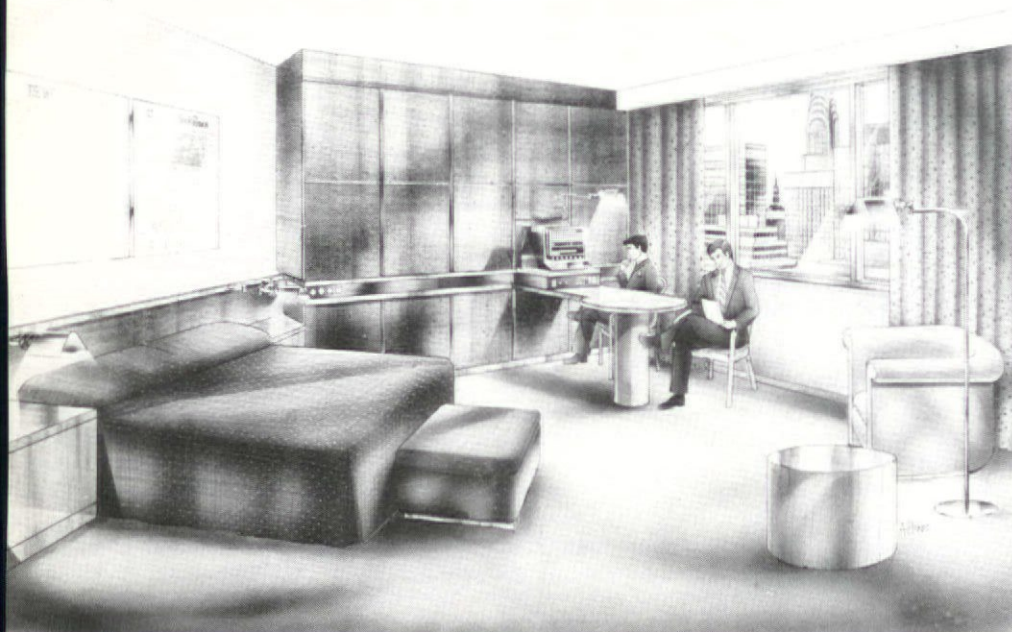
McCoy and McCoy  
Bloomfield, Michigan

**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 46 on reader service card

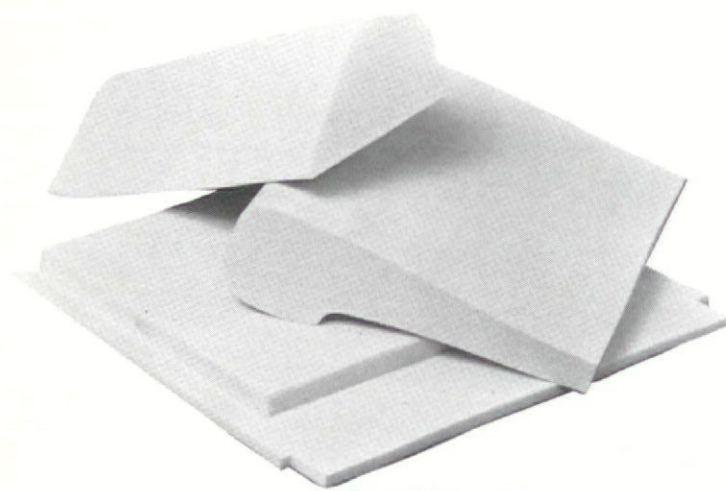




Owens-Corning



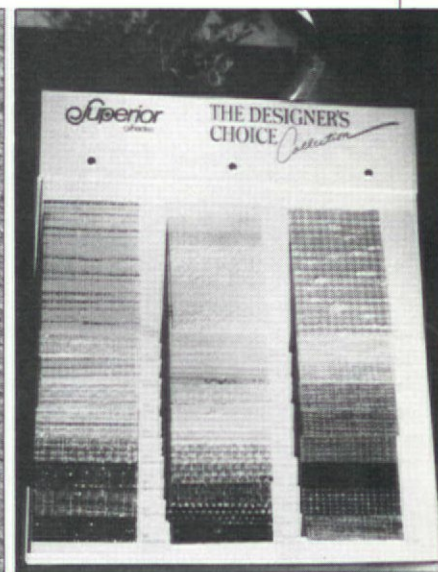
DesignTex



Recticel Foam Corp.



Anton Maix Fabrics



Superior Shades

## Fire-retardant materials increase safety

**Owens-Corning Fiberglas Corp.**—Fire-retardant products are key to this prototypical design by The Walker Group, New York, for Owens-Corning. Sandel® glass fiber bedding and draperies and upholstered chairs with fire-retardant foam enhance fire safety. The prototype is part of ongoing research and efforts on behalf of Owens-Corning to reduce guest room fires, death, and property loss in hotels. **Circle No. 262.**

**Recticel Foam Corp.**—Isothane™ CMHR polyurethane foams pass the

Boston Fire Department, Port Authority of New York and New Jersey, and other stringent flammability regulations for upholstered furniture. Molded product is offered in a range of firmness factors. **Circle No. 263.**

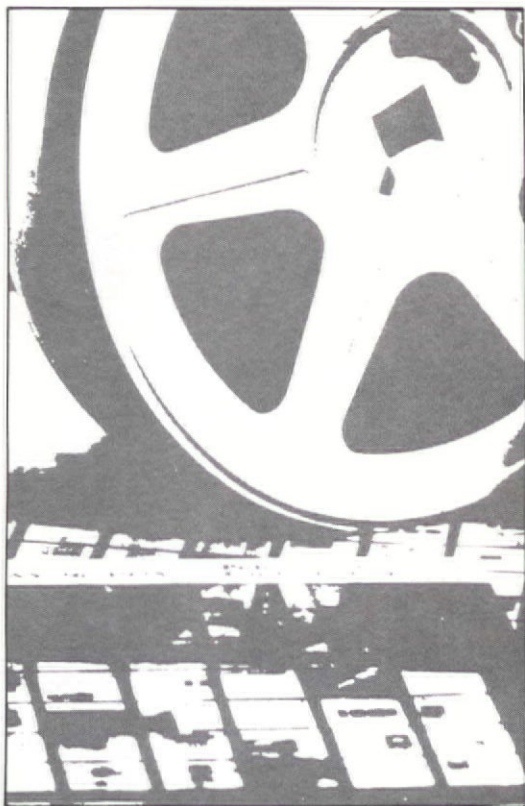
**Design Tex**—Deep-pile wallcoverings styled by Hazel Siegel have sound-absorbing and thermal properties, as well as Class A flamespread ratings. "AcoustaWall" and "Acousta Rib" are offered in a range of neutrals, heathers, and bolder standard colors. **Circle No. 261.**

**Anton Maix Fabrics Inc.**—Natural fibers are flameproofed at mill level and guaranteed for five years. "Shalimar" meets FAR 25.853 vertical testing standards. Product is constructed of 63 percent Mohair and 37 percent cotton with a 100 percent Mohair face. **Circle No. 264.**

**Superior Shades**—"Designer's Choice" represents a vertical blind collection of more than 50 designs and colors. All fabrics used are flame-retardant. Styles range from Lurex to linen. **Circle No. 265.**



# This Publication is available in Microform.



## University Microfilms International

Please send additional information

for \_\_\_\_\_

(name of publication)

Name \_\_\_\_\_

Institution \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

300 North Zeeb Road  
Dept. CONT.  
Ann Arbor, Mi. 48106

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

Contact Executive Offices for  
Permanent Exhibit Space.

Circle 68 on reader service card



**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  
Facility Management  
Institute  
Ann Arbor, MI

Franklin D. Becker  
Cornell University  
Ithaca, NY

Kreon L. Cyros  
Massachusetts  
Institute of  
Technology  
Cambridge, MA

Stephen Binder  
Citibank, N.A.  
New York, NY

Robert L. Engel  
Perkins & Will  
New York, NY

Morton Glatstein  
Interior Facilities  
Associates, Inc.  
New York, NY

Marshall A. Graham  
Environetics  
International, Inc.  
New York, NY

Robert L. Hamilton, Jr.  
Merck & Company, Inc.  
Rahway, NJ

Carl Machover  
Machover Associates  
White Plains, NY

Edward A. Toran  
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.  
SIGMA DESIGN, INC.  
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 Management 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

% Gralla Conferences, 1515 Broadway, New York, NY 10036

Please register me for the Conference on November 9-10, 1983 in New York City.

☐ Payment Enclosed    ☐ Bill company

Name \_\_\_\_\_ Title \_\_\_\_\_  
(Please type or print)

Name \_\_\_\_\_ Title \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone (\_\_\_\_) \_\_\_\_\_



## SOUND INVESTMENT FOR WALLS



**Acousticord** with its unique corduroy-like ribbing softens sounds, reduces disturbing noise levels. Also absorbs impact to protect walls, insulates to save energy, and provides ideal display surface. Available on cut-order basis with Eurotex stocking program. Contact: Eurotex, The Marketplace, 2400 Market St., Phila., PA 19103. 800-523-0731. In PA 215-568-4300.

**EUROTEx**



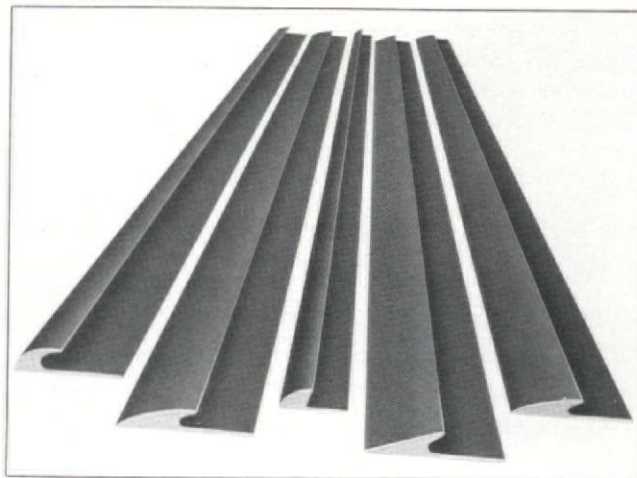
## THE DESIGN EXCHANGE

The Design Exchange is the dynamic revitalization of a turn-of-the-century building in Kansas City's Historic Garment District. Now developed exclusively for design-oriented professions. A center for architecture, interior design and contract furnishings, graphic design and commercial art. Space is available to qualified offices, studios and showrooms. Call or write for information.

712 Broadway, Kansas City, Missouri 64105, Telephone 816 842-2177

Circle 50 on reader service card

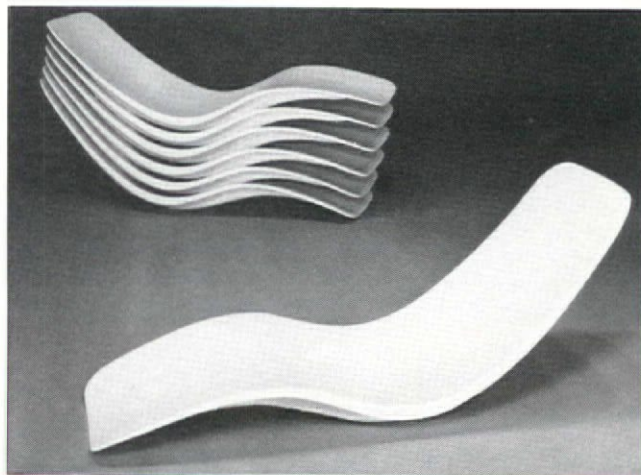
## PRODUCTS & SERVICES



### VINYL EDGE GUARD PROTECTS & TRIMS CARPETING

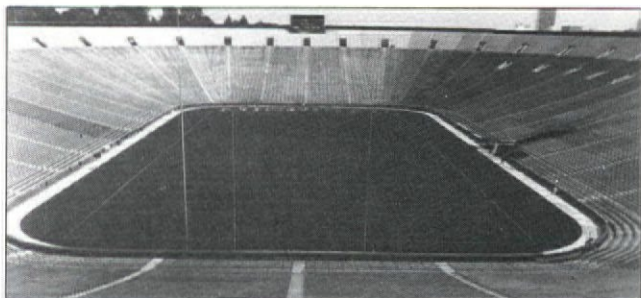
Offered in five styles, **Johnsonite** vinyl carpet edge guard suits a variety of trim finishing requirements. Widths range from 1¼- to 2⅝-in. sizes, in standard 12-ft. lengths.

Circle No. 279.



### CURVED STACKING LOUNGE STYLED FOR SAND

**Tradewinds Outdoor Furniture Corp.** designed the Calypso lounge for use in the sand. Stacking unit is manufactured of reinforced fiberglass. Circle No. 281.



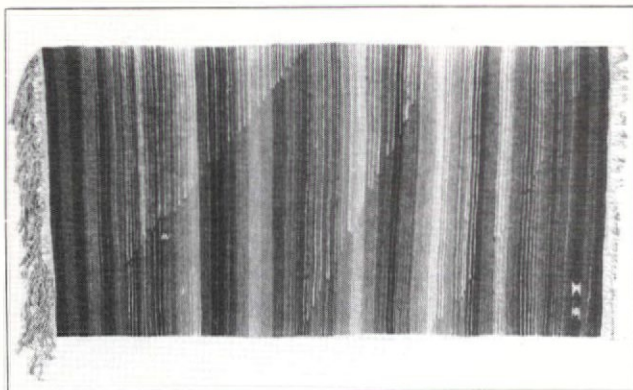
### SYNTHETIC ATHLETIC 'GRASS' FINDS NEW HOME

University of Michigan at Ann Arbor specified "Titantuf" synthetic grass athletic surfaces in stadium and practice fields. Covering is marketed by **Playfield Industries Inc.** Commercial applications include indoor and outdoor areas.

Circle No. 273.

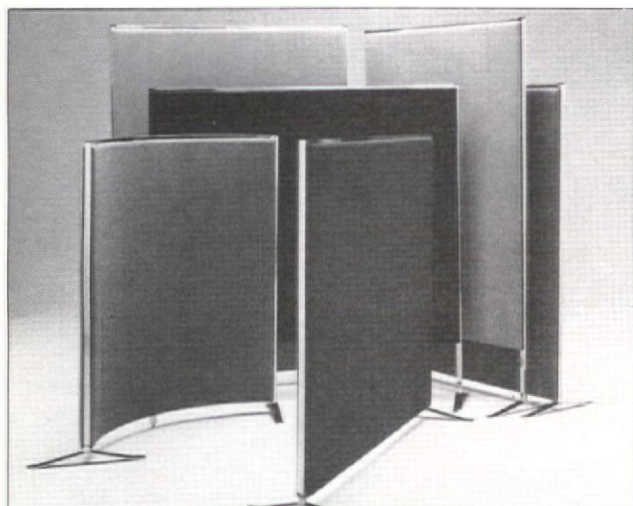


## PRODUCTS & SERVICES



### HANG CARPETS AS DECORATIVE TAPESTRIES

One-of-a-kind carpets are tapestry-woven by **Stanley Bulbach**, New York. Recommended for use as wall hangings, carpets are handspun and woven from long-staple wools. "Azaleas in Rain" pattern is shown. **Circle No. 269.**



### CHROME SIDE TRIM NOW OFFERED IN COLORS

**Jansko Inc.** carries a full line of freestanding screens with chrome side trim. Units are also offered with trim colorations of putty, espresso, and black. **Circle No. 267.**



### TYPHOON SCALES CLASSICS TO CHILDREN'S SIZES

Play table and two side chairs are sized for children in replica of **Typhoon International's** standard lines. The firm features a full collection of children's furniture. Each piece is hand-lacquered. **Circle No. 276.**

Circle 51 on reader service card

## FAST BRASS!

Order before 10 a.m. and we ship the same day!

We've got it all . . . 3", 2½", 2", 1½", 1" Rail & Fittings. Hundreds of different fittings. We do bends and fabrications. We have wine racks and glass racks and prewelded posts. We give advice and solve design problems for you by phone . . . for free!



### SOLID BRASS • ENDLESS DESIGN POSSIBILITIES

Dividers • Partitions • hand rail • bar rail • coat racks • accessories • stained glass

**We sell Brasswax™** The wonder coating that makes the shine on brass last 10 times longer!

Call or Write for Full Color Catalog.

1-800-431-8242

**Ship 'N Out™**

N.Y. Res Call 914-855-5947

8 Charles St.

Pawling, N.Y. 12564

## America's best looking window shade works like wall insulation!



### Window Comforter®

APPROPRIATE TECHNOLOGY CORPORATION  
Dept. C83, Technology Drive, P.O. Box 975, Brattleboro, Vt. 05301  
802/257-4501

Circle 62 on reader service card

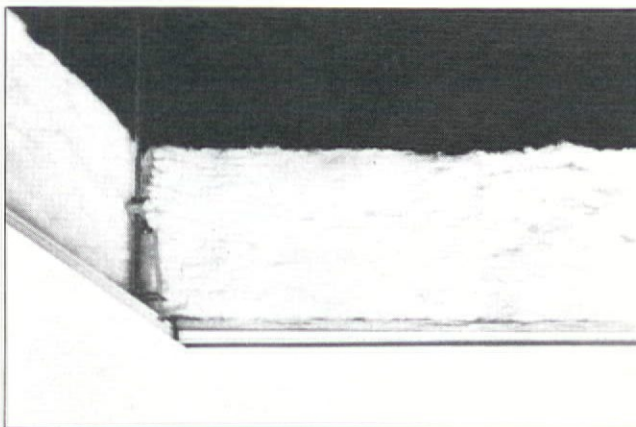


## PRODUCTS & SERVICES



### CERAMIC TILES AND GREENERY COMBINE FOR WARMTH

Natural sunlight accents and warms Italian ceramic tiles by **Sichenia**. Atrium spaces are among those suited to tile installations. **Circle No. 272.**



### CEILING INSULATION SUSPENDS FROM GRID

Suspend-R™ from **Manville Corporation** is designed for use in warehouses, factories, and other utilitarian work areas. Ceiling consists of proprietary grid systems, white laminate-faced fiberglass board, fiberglass batts, and adjustable hangers designed for rapid installation. **Circle No. 266.**



### FLAME-RESISTANT WALL SURFACE INSULATES AS WELL

Non-toxic, flame-resistant wall surface from **Millenium** by **Wall Coverings Inc.** adheres to any interior surface with little preparation. Three textures are offered. The product is hygienic, mildew-resistant, and thermally and acoustically insulating. **Circle No. 285.**



### BPC INDUSTRIES

Adams at Eleventh  
Hoboken, NJ 07030  
201 798-0100  
212 473-1630

Custom check desks,  
desk accessories, signs,  
and custom architectural  
metalwork. Write for  
complete catalog.

Inquire about our new  
Quick-Ship Program.

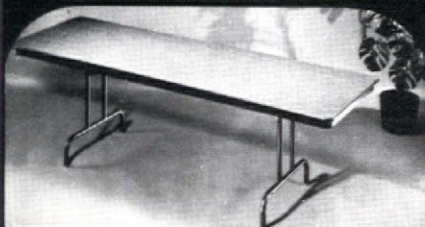
Circle 32 on reader service card



Circle 53 on reader service card

# AMTAB

FOLDING TABLES  
QUALITY • SERVICE • DESIGN



BEAUTY,  
DURABILITY,  
PROMPT  
DELIVERY

- Folding Tables in styles and sizes for every need
- Conference tables

AMTAB Tables are precision made of the finest quality materials, designed in a variety of finishes to complement any interior decor.

Also:  
CHAIR AND  
TABLE TRUCKS  
REQUEST NEW  
FULL COLOR  
CATALOG

**AMTAB** 1747 W. GRAND AVE. CHICAGO, ILL. 60622  
MANUFACTURING Some Sales Territories Open

## MUSSON

a new concept  
**TRAFFIC TILES**  
heavy duty floor covering



Traffic tiles are made of ribbed 100% continuous filament nylon fibers vulcanized to a cord reinforced rubber. This molded 1-piece construction provides sure footing in public buildings or wherever there is severe traffic or weather conditions. Tiles are installed in alternating parquet pattern with approved non-flammable or epoxy adhesive. Attractive earth-tone colors of Beige/Brown, Blue/Gray or Rust/Brown hide dirt but can be easily cleaned by vacuuming, shampooing, hosing or sweeping. Sizes - 12"x12"x3/16" or 3/8" thick.



For Free Brochure & Samples, write:

**THE R. C. MUSSON RUBBER CO.**  
1312 East Archwood Ave. • Akron, Ohio 44306

Circle 54 on reader service card

*International Terra Cotta, Inc.*



FOR COMMERCIAL & RESIDENTIAL USE.

We feature distinctive European natural terra cotta, white glazed urns, vases, pedestals, fountains and unusual figures carved in sandstone, terra cotta, travertine, marble and bronze.

690 N. ROBERTSON BLVD.  
LOS ANGELES, CALIFORNIA 90069  
(213) 657-3752 / (213) 657-1051

TURTLE CREEK BUSINESS CENTER/109 1931 NO. INDUSTRIAL BLVD. DALLAS, TEXAS 75207 (214) 744-1269  
ATLANTA DECORATIVE ART CENTER/320 351 PEACHTREE HILLS AVE., N.E. ATLANTA, GEORGIA 30305 (404) 261-4061

Circle 66 on reader service card





## Make **BIG PROFITS** from **BRASSWAX™**

- A critically needed product
- A repeat sales item • Satisfied customers

- **Easily Applied** after polishing
- **Makes luster last 10 times longer!**
- **Easily Removed** for repolishing

**NOT A LAQUER, NOT A POLISH, but an "AFTER POLISH" TREATMENT** that saves time, money and effort. Tested and used by restaurants, chains, commercial establishments.

Non-flammable Liquid      One 8 oz. Bottle covers over 200 ft. of Railing.

**CALL OR WRITE TODAY!**  
**DEALERSHIPS ARE LIMITED**

**J.P. PRODUCTS, INC.,** Dept. C, 10-3 BROWNS LANE  
OLD LYME, CT 06371 203-434-9694

## PERCEPTIVE CONCEPTS

**PERCEPTIVE CONCEPTS CAN  
CREATE WALLCOVERINGS AND FABRICS  
WITH:**



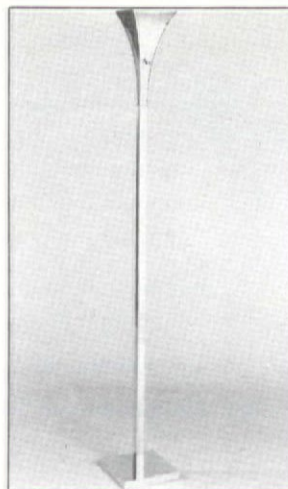
Custom and stock wallcovering as well as custom and stock wallcovering designs contract printed on our rotary screen print press. Competitive prices.

### **PERCEPTIVE CONCEPTS**

P.O. Box 1254  
Riverhead, NY 11901  
(516) 369-1600

Circle 57 on reader service card

## PRODUCTS & SERVICES



### **CAST-METAL FLOOR LAMP CASTS INDIRECT GLOW**

"Torchier" floor lamp disperses light upwards and horizontally for indirect illumination. Cast metal shade is offered in brass or bronze finish. Unit is available through **Brite Metal Industries Corporation's** Crestwood division. **Circle No. 268.**



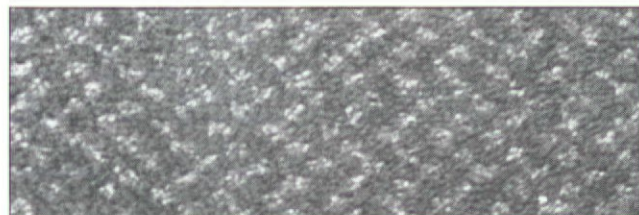
### **GLASS SCULPTURE USED FOR EXQUISITE DISPLAY**

An unusual approach to jewelry display is the result of custom-designed glass sculpture by John Garafalo of **Creative Carved Glass studios.** **Circle No. 283.**



### **THICK ALUMINUM TUBING MEANS DURABILITY**

"Aries" high-backstacking pool chair and table set from **Aviante by Jean Ellen Manufacturing** is constructed of thick aluminum tubing for durability. Table tops are tempered glass; strapping is colorful vinyl. All furniture comes with nylon glides. **Circle No. 280.**



### **SPEC DENSE CUT-PILE CARPET FOR HEAVY TRAFFIC**

"Forum," a dense cut-pile carpet from **Porter Carpet Mills** is Class II rated for heavy commercial traffic. Made of 100 percent DuPont Antron III nylon, pin-dot patterned carpet is offered in 12 stock colors, plus custom colorations. **Circle No. 274.**



## PRODUCTS & SERVICES



### DRAWING TABLE ALLOWS 360-DEGREE TOP ROTATION

Drawing table for designers and architects has top which rotates 360 degrees and tilts to a 90-degree angle. Working height is adjustable. Available from **Stacor Corporation**, unit is styled with Victorian-like iron base. **Circle No. 275.**



### SOLID OAK TABLES ARE VARIED FOR USEFULNESS

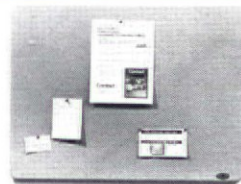
**ModuForm Inc.** has designed a table line to meet specifications for dining, study, recreation, conferences, and other contract applications. Tables are available in standard and wheelchair heights. Laminates and two wood finishes are offered. **Circle No. 271.**

CONTRACT/August 1983

Circle 58 on reader service card

## INTRODUCING THE ULTIMATE TACKABLE...

- LATEST DESIGNER SOLID COLORS
- RICH WOVEN TEXTURE — A DECORATOR PIECE
- 1 INCH THICK HARDWOOD FRAME
- STAIN RESISTANT
- SOUND ABSORBENT
- VERSATILE — SQUARE OR RADIUS CORNERS



- STANDARD SIZES 23" x 32" 32" x 32"
- CUSTOM SIZES TO 48"
- T 2000 SERIES

## AND UNTACKABLE PANELS.

- HANDCRAFTED SOFT SCULPTURE
- SMOOTH WOOL FABRICS
- NEWEST PASTEL HUES
- IDEAL FOCAL POINT
- CORPORATE IDENTITY LOGOS
- INDIVIDUALLY WRAPPED AND SHIPPED



DECOY #1083

SISS

### SILENT SOUND SYSTEMS, INC.

678 FRONT ST., N.W., GRAND RAPIDS, MI 49504 616-459-4753  
MORE INFORMATION AND COLOR SWATCHES AVAILABLE

## the new Space Age® DELCODESK



**\$155.**

FOB Shipping Pt.

**MATCHING  
PRINTER  
TABLE  
WITH FORMS SLOT  
AND SHELF**

30"W x 24"D  
x 26"H

**\$190**

FOB Shipping Pt.

QUANTITY PRICES ON REQUEST

- An attractive work station for today's modern office
- Provides ample work surface and ease of leg movement
- Made of durable vinyl laminated wood core with edges of brown vinyl T molding
- Available in light oak, walnut, neutral putty or oak top with putty panels
- 37" wide x 24" deep x 26" high
- Ships knocked-down and assembles quickly and easily

CALL 800-243-8528

Conn. 203-661-5101 N.Y. City 212-697-5978

**Delco Associates, Inc.**

55 Old Field Pt. Rd. • P.O. Box 423 • Greenwich, Ct. 06836  
DEALERS THROUGHOUT THE UNITED STATES

Circle 59 on reader service card



# CONTRACT SALES REPS WANTED

## MANUFACTURERS

As a service to the commercial/institutional furnishings industry, CONTRACT offers space on this page FREE to manufacturers of contract furnishings that sell through independent representatives and that have display advertisements in this issue.

**B.P.C.**, 1040 Grant St., Hoboken, NJ 07030. **Contact:** Lew Jacobs. **Product:** Quality desk accessories and architectural signage. Please see ad on page 160.

**MERIDA MERIDIAN INC.**, 360 W. Genesee St., Syracuse, NY 13201-1071; 315/422-4921. **Contact:** H.M. Samel. **Product:** Imported woven and tufted broadloom and area rugs. **Territories:** Selected territories open.

**SILENT SOUND SYSTEMS INC.**, 678 Front St. N.W., Grand Rapids, MI 49504; 616/459-4753. **Contact:** Ruth E. De Mart. **Product:** Decorative wall panels.

**INWOOD OFFICE FURNITURE**, P.O. Box 646, Jasper, IN 47546; 812/482-6121. **Contact:** Glen M. Sturn. **Product:** Mid-priced quality wood office furniture. **Territories:** Pacific Northwest and other various territories.

**LAKE COUNTRY BRASS**, P.O. Box 45, Farmington, NH 03835; 603/755-2217. **Contact:** David Raynor. **Product:** Brass railings and hardware.

**EXECUTIVE FURNITURE, INC.**, P.O. Box 167, Huntingburg, IN 47542; 812/683-3334. **Contact:** J.A. Sundling. **Product:** Middle-to high-end, wood, traditional and contemporary furniture. **Territories:** Several territories are available.

**NEO-RAY PRODUCTS, INC.**, 537 Johnson Ave., Brooklyn, NY 11237; 212/456-7400. **Contact:** Mitch Conn. **Product:** Illuminated ceilings/decorative lighting/contract floor.

**SOUND-AB-SORB BY REGENCY FABRICS**, 66-26 Metropolitan Avenue, Middle Village, NY 11379; 800/221-3510 or 212/821-2510. **Contact:** Val Agnello. **Product:** Acoustical noise reduction system. **Territories:** Selected territories available.

**POLYPLASTIC FORMS, INC.**, 49 Gazza Blvd., Farmingdale, NY 11735; 516/249-5011. **Contact:** Joan Keville. **Product:** Letters, signs and graphics for interiors and exteriors.

**BRADLEY MANUFACTURING**, 412 N. Orleans St., Chicago, IL 60610; 312/337-4665. **Contact:** Jim Cooney. **Product:** Contract portable lamps and custom lighting. **Territories:** Selected territories open.

**EAGLE COMPUTER FURNITURE SYSTEMS**, P.O. Box 586, Easton, PA 18042; 215/252-2220 or 800/223-3962. **Contact:** Anthony J. Rotondo. **Product:** Comprehensive line of quality computer furniture systems. **Territories:** Southern, Rocky Mountain and Northwest regions.

**REDCO**, 419 Hall S.W., Grand Rapids, MI 49501; 616/245-1116. **Contact:** Bill Wilburn. **Product:** Contract furniture (Wood veneer tables, bases). **Territories:** a few choice territories.

## REPRESENTATIVES

The contract furnishings manufacturers listed here need you, in the territories they specify. If you are interested, write or call them direct. Manufacturers listed below have display advertisements in this issue. See these ads for additional product background.

**AMTAB**, 1747 W. Grand Ave., Chicago IL 60622; 312/421-3444. **Contact:** Ted Janusiak. **Product:** Folding tables, conference tables.

**INNER CONCEPTS, INC.**, The Design Exchange, 712 Broadway, 2nd Fl., Kansas City, MO 64105. 816/842-0717. **Contact:** Rick Gross. **Product:** Wood, laminated contemporary contract office furniture. **Territories:** Selected territories available.

**WESTIN-NIELSEN**, 3752 N. Dunlap St., St. Paul, MN 55112; 612/484-3329. **Contact:** Thomas E. Nielsen. **Product:** Wood office seating. **Territories:** Several choice territories open.

**APPROPRIATE TECHNOLOGY**, P.O. Box 975, Brattleboro, VT 05301; 802/257-4501. **Contact:** Patrick Gribbon. **Product:** Decorative, insulating window treatments (Window Quilt®, Window Comforter®, Window Showcase™). **Territories:** Selected territories available.

**ATLANTA ARCHITECTURAL TEXTILES, INC.**, P.O. Drawer I 349-D Peachtree Hills Ave., Atlanta, Georgia 30305; 1-404/231-9318. **Contact:** Bill Curran. **Product:** Upholstered furniture seating. **Territories:** Selected territories available.

**MOLLA**, 110 State Street, Westbury, New York 11590; 516/334-2885. **Contact:** Art Tobias. **Product:** Aluminum casual furniture (indoor, outdoor). **Territories:** Selected territories available.

**DISPLAY GRAPHICS INC.**, 137 Wellington Drive, Stamford, Connecticut 06903; 203/322-3856. **Contact:** Michael E. Piekarz. **Product:** Digital clocks, time systems, digital displays. **Territories:** Several choice territories available.

**ATLANTA ARCHITECTURAL TEXTILES, INC.**, P.O. Drawer I 349-D Peachtree Hills Ave., Atlanta, GA 30305; 1-404/231-9318. **Contact:** Bill Curran. **Product:** Contract textile line. **Territories:** Selected territories available.

**DECOGARD PRODUCTS**, P.O. Box 400, Muncy, PA 17756; 717-546-2255. **Contact:** Carl G. Reich. **Product:** Wall protection treatments, including cornerguards and wall-covering. Also unique carpeted entrance mats. **Territories:** Selected territories available.

**PAWLING RUBBER CORP.**, 157 Charles Colman Blvd., Pawling, New York 12564; 914/855-1005. **Contact:** Dan Dumas. **Product:** Corner guards, wall guards, gym tiles, strip doors. **Territories:** Illinois, Maine, New Hampshire, New Jersey, New York, Vermont, Kansas.

### FREE INFORMATION FAST

Use Handy Reader Service Card for quick and convenient response to products displayed in this issue.



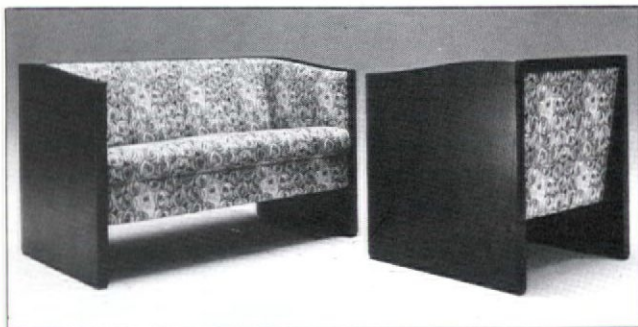
## PRODUCTS & SERVICES



### WALLCOVERINGS INSPIRED BY DOULTON DINNERWARE

Royal Doulton® dinnerware patterns have inspired a range of lines for **James Seeman Studios**. "Canton" pattern shown here is offered with companion fabric in a choice of five colorways. James Seeman Studios is a division of Masonite.

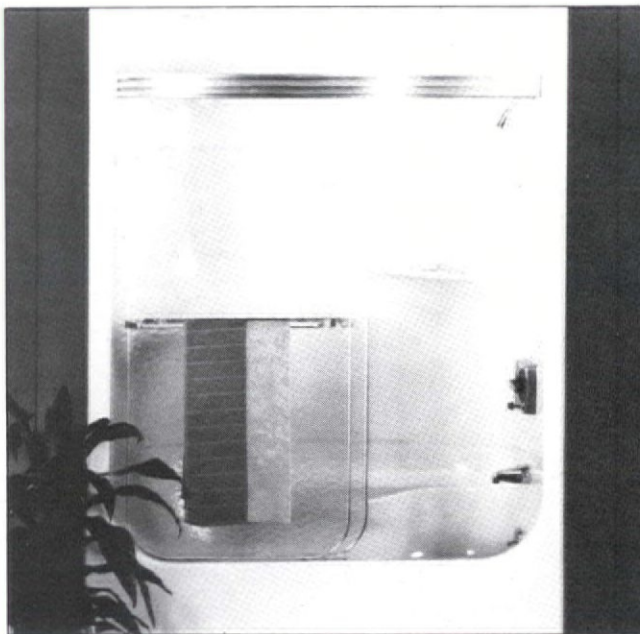
Circle No. 278.



### MACKINTOSH MARKETING BY ATELIER INTERNATIONAL

**Atelier International** has gained exclusive rights to market Cassina of Italy reproductions manufactured under license from the estate of Charles Rennie Mackintosh. "Argyle Set" is upholstered in fabric originally designed by Mackintosh.

Circle No. 284.



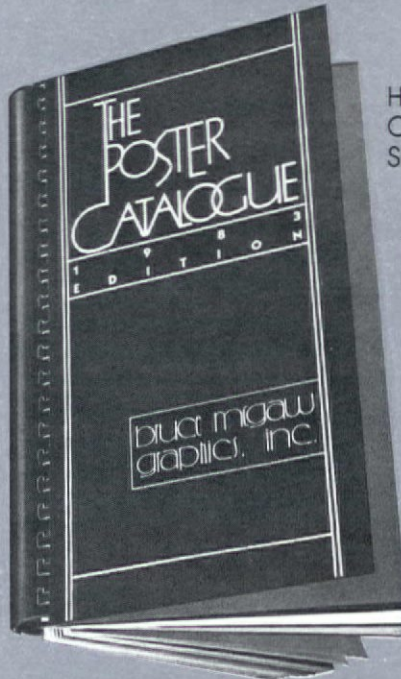
### BATHING MODULE IS HIGH-LUSTRE ACRYLIC

Sectional, three-piece bathing unit is offered by **Aster Products** in 13 colors. Easy assembly allows fitting for one-unit appearance. Colorfast acrylic is high-lustre. Circle No. 277.

CONTRACT/August 1983

Circle 52 on reader service card

## 1000 FRAMED IMAGES



HOTEL • HOSPITAL  
CORPORATE  
SPECIALISTS

TROUBLE FREE  
DROP SHIPPING

SECURITY  
HANGING  
SYSTEMS

CUSTOM  
FRAMING  
AND MATTING



FRAMED GRAPHICS, INC.

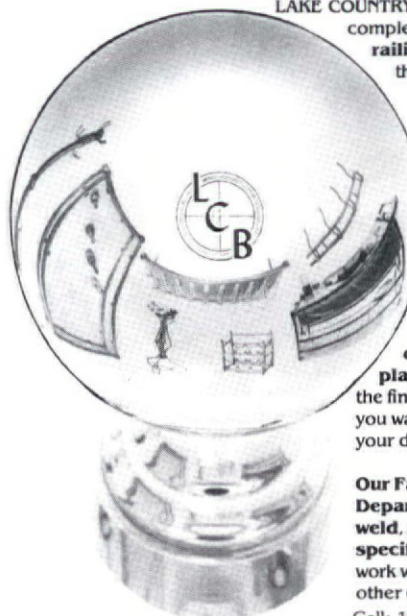
WRITE US TODAY TO  
REQUEST YOUR COPY OF  
OUR 200 PAGE CATALOGUE  
AND DESIGNER KIT.

35 WEST CENTRAL AVE. • PEARL RIVER, N.Y. 10965

## Think you need a crystal ball to solve your design problems? Look into ours.

We offer fast, dependable service, high quality hardware, competitive prices and free design assistance.

**LAKE COUNTRY BRASS** has a complete line of **brass railing** in all sizes, plus the **fittings to match**. **Prefabricated posts**, easy-to-install **modular units**, **stemware systems**, **coat-racks**, **wine-racks**, **plant stands**, **catering carts**, **salad bars**, **sign stands**, **easels**, **spitoons**, **door pulls**, **wall plaques**, and all the finishing touches you want to complement your designs.



**Our Fabrication Department** can **bend**, **weld**, and **miter** to your specifications. We also work with **acrylic** and other designer plastics.

Call: 1-800-535-5002

Call us collect for free advice, design assistance and our informative catalog.

PO Box 45/Farmington, N.H. 03835/(603) 755-2217  
Showroom & Factory: corner of Glen & Grant Streets



NRA booth 3067 HOSTEX booth S-42

Circle 61 on reader service card



## CATALOGS & BROCHURES



Lawrence

**Task-related office seating is the topic** of new brochure/catalog addition from Metalstand. Called, SYNCROS I, chairs move with the user, providing fatigue-relieving support in a variety of postures. **Circle No. 294.**



Metalstand

**Cloud 9 chair series from Claud Bunyard Design Inc.** is covered, illustrated and described in four-page catalog addition. Chairs for computer terminal operators are included. **Circle No. 297.**

**Posts and ropes, railings, turnstiles, receptacles, planters, and booth equipment** is illustrated in a four-color catalog from Lawrence Metal Products Inc. Products are shown both in application and detail. **Circle No. 299.**

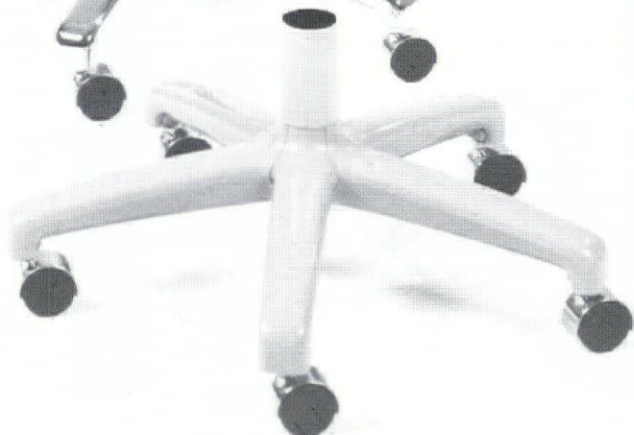
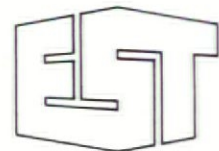
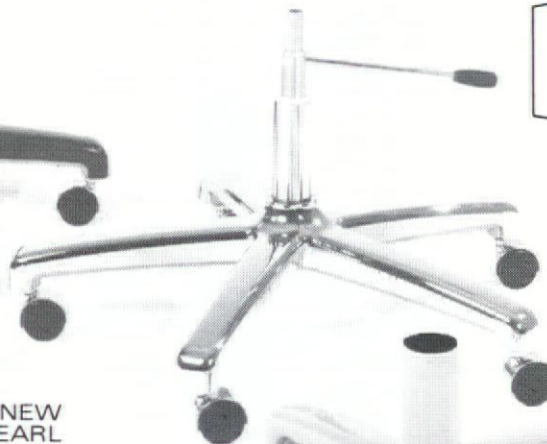


**Handbook from American Olean Tile** serves as a guide for designers who specify ceramic tile for passive solar projects. Recommended methods for installation are illustrated and described. **Circle No. 296.**

**Witt Products Inc. adds a four-color catalog** page describing new executive office wastebaskets. Contemporary looks are styled of rugged, fireproof steel. **Circle No. 298.**

**Four-color booklet details Pittcon Industries Inc.** and its variety of architectural products, extrusion, and finishes. Metalwork, wood technology, and column series are highlighted. Also included is the IBD/CONTRACT award-winning Softforms® alternative to standard drywall. **Circle No. 295.**

**Brass, copper, and aluminum mouldings** for furniture, cabinets, fixtures, and frames are the subject of a new catalog from The October Co. Called Mettle™ Mouldings, collection is available in standard 10-ft lengths. Cut-to-size lengths are also available. **Circle No. 300.**



THE 8900 SERIES IS ANOTHER NEW BASE FROM EST DESIGNED BY EARL KOEPKE. IT IS MANUFACTURED IN TWO SIZES—24" SPAN AND 21" SPAN. CONSTRUCTION IS DIE CAST ALUMINUM UNDER-STRUCTURE WITH INJECTION MOLDED ABS PLASTIC CAPS. THE CAPS ARE AVAILABLE IN SEVERAL STANDARD COLORS AND ELECTROPLATED CHROME. FOR MORE INFORMATION, CONTACT EST.

EST COMPANY, INC. BOX 25B, GRAFTON, WISCONSIN 53024, (414) 377-3270. A DIVISION OF LEGGETT AND PLATT, INC.

Circle 63 on reader service card



## CLASSIFIED ADVERTISEMENTS

**RATES:** A standard classified ad costs \$57.00 per column inch. Estimate a column inch as 37 characters per line, 7 lines per inch, including headline and address. Please specify whether it is a signed ad or a blind box number. Add \$5.00 to the cost if a box number is used. Payment with order is required for insertion of classified. Send ad and check to: CONTRACT, Classified Ad Dept., 1515 Broadway, 24th Floor, New York, NY 10036. **DEADLINE:** 1st of the preceding month. **REGULATIONS:** Classified ads may be used for help or situations wanted; salesmen, reps, or lines wanted; business for sale; and any used or odd-lot products or close-outs for sale on a one-time basis. Classified ads may not be used for extensive product descriptions; customer solicitation; or for the offer of merchandise or services continuously available to our readers, which is the function of display advertising. Publication reserves the right to reject, delete, or re-word copy that is contrary to regulations.

### REPRESENTATIVES WANTED

#### CONTRACT REPS WANTED

A successful growth oriented furniture manufacturer of handcrafted upholstered and case good furniture is seeking representatives to call on architects, dealers, condo projects and corporate accounts. Most territories open. Interested parties should submit in confidence a resume outlining current territory and lines being carried. Hancraft Furniture, 8829 Six Forks Station, Raleigh, NC 27609. Attention: Mark Shaner. (919) 848-8727.

#### MANUFACTURERS REPRESENTATIVE WANTED FABRIC AND CARPET

Manufacturer of high quality contract and residential textiles seeks professional rep for Chicago Area. Must have successful sales track record to architects, designers, specifiers, dealers and corporate end users. Send information and list of current lines to: Box 301, CONTRACT, 1515 Broadway, New York, NY 10036. Replies held in strictest confidence.

#### REPRESENTATIVE WANTED

National manufacturer of office furniture case goods is seeking experienced representative in the Denver, Colorado area to call on dealer trade, architects, specifiers, and corporate accounts for the Colorado, Utah, Wyoming, Montana and New Mexico Territory. Please send resume to: Laminates Unlimited Inc., 2720 Sisson Street, Baltimore, MD 21211; or call Norman Yaffe, 1-800-638-4111.

Aggressive independent representatives wanted for select territories. PHD Industries is a leading manufacturer of contemporary interior metal architectural surfacing products of exceptional quality. Our line includes color-coordinated metal ceilings, mouldings, facias, wall panels and tambour. Finishes include chromes, brasses, copper and more. Applicants please send resume, including lines carried and territories now covered, to PHD Industries, 3120 Clybourn Ave., Burbank CA 91505.

### REPRESENTATIVES WANTED

**MANUFACTURERS' REPRESENTATIVES WANTED** for choice territories to sell fabric covered acoustical partitions-work-stations, carrels, hanging cabinets-demountable steel partitions, etc. Contact: Michael O'Leary-800-645-2214, Rockaway Metal Products Corp., Inwood, L.I., NY 11696.

#### CONTRACT MANUFACTURERS REPS

Experienced with established clientele can apply. Must have successful sales record with sales to architectural and design specifiers, dealers and corporate end users. Several choice territories available. Send information and list of lines to: Cardinal Corporation of Stanley, WI, P.O. Box 113, Stanley, WI 54768. Attn: Marketing Manager.

#### CONTRACT FABRIC SALES REPS NEEDED

Several territories available. Upholstery, drapery and wall covering fabrics. Broad line with wide acceptance. Contact: John Wilkinson, Van Waters and Rogers, 16300 Shoemaker Avenue, Cerritos, CA 90701.

**HAG USA**, International Manufacturer of Commercial Office Seating, is seeking a manufacturer's representative with 10 years experience to call on office furniture dealers, corporate facility specifiers and designers. Qualified personnel should apply for openings in Georgia, Alabama, North and South Carolina. Reply to: Sales Manager, HAG USA, Suite 1052, Merchandise Mart, Chicago, IL 60654.

Representatives needed for leading contract fabric line in the New England Area. Call 1-800-327-3716 and ask for Patricia.

#### SALES REPRESENTATIVES

Manufacturer of distinctive lounge furniture for institutions and universities requires experienced professionals. Primarily direct distribution. Various term contracts in place. Major territories available. Please submit resume to: Box 313, CONTRACT, 1515 Broadway, New York, NY 10036.

#### REPRESENTATIVES WANTED

National manufacturer of seating systems for the institutional market is seeking experienced representatives with compatible lines to call on end users. Several territories open. Send a resume to Box 311, CONTRACT, 1515 Broadway, New York, NY 10036.

#### HOTEL/MOTEL CONTRACT REPS NEEDED

Marketing development firm has need of reps for hotel/motel contract industry to develop selected national territories. Reps should have experience with designers, dealers, management groups and specifiers. Established contract factories available include casegoods, chairs, upholstered items, carpet and drapery fabrics. This is not a package offer, as each factory will individually evaluate all territories.

Reply with complete information, including present lines and territory covered to: CCM, P.O. Box 47100, Atlanta, GA 30362.

**CONTRACT REPS WANTED**—Many important and new manufacturers ask CONTRACT Magazine for the names of qualified independent representatives who currently sell commercial/institutional furnishings and might be interested in an additional line. If you want us to include your name in a confidential list of reps, which we supply to manufacturers who have become new advertisers, write to the publishers of CONTRACT Magazine. State your name, address, type of lines you carry, number of associates or salesmen if you have any, and indicate product categories in which you have a particular interest. Also include area covered. This is a free service. CONTRACT advertisers who are interested in expanding sales coverage and finding additional reps are invited to inquire about this advertiser service. Write: Sales Manager, CONTRACT, 1515 Broadway, New York, NY 10036.

Western Pennsylvania Rep calling on Architects, Designers and Contract Specifiers needed to sell quality interior surface line. Reply to Box 308, CONTRACT, 1515 Broadway, New York, NY 10036.

#### CONTRACT REPS WANTED

Expanding mfr. of highend casual outdoor aluminum furniture seeks established commissioned contract reps for the following territories: No. Ca, OR, WA, MO, KS, MN, IA, WI, IL IN, AR, OK. Call (714) 891-0195. Ask for Nick.

Representatives Wanted & the remainder of the classified ad section continues on the following pages . . .



## CLASSIFIED ADVERTISEMENTS

### REPRESENTATIVES WANTED

#### GRAPHIC TEXTILE WALL HANGINGS

Representatives to call on architects, designers, space planners and corporate end users with contemporary silk-screened wall hangings. Commission program. Excellent growth potential. Non-conflicting lines acceptable. Send resume to: Contract Graphics, Box 2002, Southbury, CT 06488.

#### WELL ESTABLISHED NATIONAL COMPANY

Supplying Wallcovering-Textiles, Vinyls and Other Wall Fabrics to Contract Specifiers and Installers Has Several Openings for Sales Reps in Various Territories. Representatives With Contacts Preferred.

Please Furnish Resume and Territory Covered. Opportunity Offered for National Sales Management Position.

Box 312, CONTRACT, 1515 Broadway, New York, NY 10036.

#### SALES REPRESENTATIVES

Established Wallcovering Importer seeking highly motivated representatives to cover a few remaining exclusive territories. Sell proven line of first class products to Designer/Dealers at above average commission rates. Box 310, CONTRACT, 1515 Broadway, New York, NY 10036.

September Fifth  
is the last day  
to place your  
October classified  
ad

Send Your Copy  
In TODAY!

### HELP WANTED

#### DESIGN ENGINEER

San Francisco manufacturer of high quality commercial seating, desks, and tables, needs Manufacturing and Design Engineer. This position entails making new designs production-ready, developing manufacturing techniques and fixtures, and researching new materials. Exposure to state of the art foam and solid plastics desirable, as is a degree in engineering and/or industrial design. Experience is mandatory.

METROPOLITAN FURNITURE  
CORPORATION  
950 Linden Avenue  
So. San Francisco, CA 94080

#### SENIOR DESIGNER/ PROJECT MANAGER

Architectural/interior design firm in Cincinnati seeking experienced professional for direction/development of interiors business, client contact, design and space planning. Experience in retirement housing and health care interiors and commercial interiors, with strong office system design required. Forward resume and salary history to Box 315, CONTRACT, 1515 Broadway, New York, NY 10036.

#### MANAGEMENT/SALES OPPORTUNITY

Rapidly growing aggressive, innovative contract furniture dealership is seeking to fill two positions: Branch Manager/Sales Manager - Phoenix office and Salesperson - L.A. office. We are looking for dynamic, self-starting, highly motivated, hard driving people who have proven successful track records in our industry. Generous commission plan and room for growth, affiliated with one of the country's top 50 design firms. Send resume with earnings history to: Attention: General Manager, P.O. Box 1418, South Pasadena, CA 91030.

#### SPACE PLANNER

Expanding Architect-Engineer firm has an outstanding opportunity for individual with extensive corporate commercial and industrial experience. Degreed and CADD background preferred. Send resume to Personnel Director:

BRIEL RHAME POYNTER & HOUSER  
ARCHITECTS - ENGINEERS INC.  
3275 Pineda Avenue  
Melbourne, FL 32935

Affirmative Action Employer

### HELP WANTED

## COMMERCIAL BUSINESS DEVELOPMENT EXECUTIVE

#### Southeast Location

Leading national carpet manufacturer distinguished in the contract carpet market has a key position for a Commercial Marketing executive.

Primary responsibilities will include conducting research and developing marketing plans for assigned contract end markets. Responsible for implementing and monitoring plans with the objective of achieving optimum market penetration. Additionally, will act as liaison with major end users, sales force, headquarter departments, and staff to ensure the timely and effective execution of all marketing programs.

The selected individual will have a demonstrated record of success in new business development and marketing to major corporations, from analyzing market structures to demographic research and competitive pricing. Strong written and verbal communication skills are essential. The seasoned pro we seek will possess that special combination of "bottom-line" awareness and innovative marketing ideas. Travel is required as necessary for conducting research and supporting our sales staff in the implementation, evaluation, and maintenance of existing markets. This key position commands an excellent salary, augmented by a comprehensive benefits package. Qualified professionals may apply by forwarding resume, indicating salary history, in confidence to:

Box 316  
CONTRACT  
1515 Broadway  
New York, NY 10036

An Equal Opportunity  
Employer M/F



## HELP WANTED

# Sales Manager

## CONTRACT CARPETING

Our client is part of a multi-million dollar international group of companies with significant operations in North America. They are a UK manufacturer of a revolutionary contract carpet for use in heavy duty applications such as institutions, offices, stores, showrooms, restaurants, etc. The carpet has a substantial market share in Great Britain and is now to be launched in the U.S.

The sales manager, following product familiarization in England, will be responsible for spearheading the U.S. sales drive. In particular, responsibilities will be to:

- Investigate and select distributors and insure their effective operation
- Identify marketing opportunities
- Visit key potential customers
- Plan and supervise advertising and sales promotion campaigns

Candidates must be self-motivated and experienced in marketing floor coverings or related finishings to decision makers in government, commercial and private sectors. Experience in selling to the hospital and public health areas would be a plus.

An attractive salary will be paid to the successful candidate who must have the potential to rise to General Manager in 3-5 years. Please send resume including current compensation to Box 4006, 315 West 57 Street, Suite 2E, New York, NY 10019.

**MANAGEMENT OPPORTUNITIES (\$30-\$100,000)**—20 yrs. exp. in the Search and Placement of mid to upper level executives on a national basis. Our nationwide clients seek Sales and Marketing Managers, Manufacturing and Engineering Executives, V.P.'s and Presidents with Contract Furniture experience. Client co's assume all costs. Contact in strictest confidence: YVONNE CRAWFORD, Contract Dept., COOK ASSOCIATES, INC., 35 E. Wacker Dr., Chicago, IL 60601. 312/263-1119.

### SYSTEM SPECIALIST

Growing office furniture dealer needs experienced salesperson to develop corporate accounts. Corporate selling experience and established clientele needed. Reply to: Farkas Business Interiors Inc., P.O. Box 1254 R, Morristown, NJ 07960. (201) 267-1055.

### THE FURNITURE AGENCY INC.

We have job opportunities for all levels of management, supervision and sales in Contract Furniture and related industries. All costs paid by client company. Applicant and client company inquiries invited. P.O. Box 53, High Point, NC 27261 (919) 885-2095.

### NATIONAL SALES MANAGER

Manufacturer of contract office and computer furniture, located in Mid-Atlantic Area, seeks dynamic individual to oversee growing national sales. Responsibilities include; territory management, dealer development, marketing and rep management. Not for the faint hearted! Some travel required, salary and bonus. Send resume to: Jim Crystal, Executive Vice President, Laminates Unlimited Inc., 2720 Sisson Street, Baltimore, MD 21211.

## MISCELLANEOUS

**ATTENTION:** Contract furnishers, architects, designers, and dealers send us your brochures. CONTRACT Magazine is often asked by corporate representatives to provide them with qualified names. Mail to Sales Manager, CONTRACT Reader Brochures, 24th Floor, 1515 Broadway, New York, NY 10036.

For more information  
on placing your  
classified ad  
call:

Margaret O'Connor  
800 223-6767  
In NYS  
212 869-1300

## LINES WANTED

'Aggressive Manufacturers' Rep. Organization 18 years Experience with WAREHOUSE AND SHOWROOM in the Metro New York City area, and servicing the NOPA 2 District, looking for Office and Computer Furniture Lines. Reply Box 307, CONTRACT, 1515 Broadway, New York, NY 10036.

Manufacturers Rep Group-Strong contacts with "A & D" community, dealers, purchasing agents for the office, healthcare, education fields. Seating lines wanted for North and Central Texas, Oklahoma, Arkansas, Louisiana, all or portions of. Box 314, CONTRACT, 1515 Broadway, New York, NY 10036.

## WANTED TO BUY

### WANTED FOR ACQUISITION OFFICE FURNITURE DEALERSHIP/DISTRIBUTORSHIP

Rapidly growing, innovative public company wishes to acquire a major office furniture dealership or distributor.

Attractive cash and stock offers will be made to the select company with broad regional or national capabilities, a wide range of first quality branded product lines and a proven record of substantial revenue and earnings growth.

This opportunity is tailored to the company and/or businessman interested in realizing capital gain, maintaining management control and infusing working capital into his company for continued and accelerated growth.

All replies will be held in strictest confidence and should be sent to Box 317, CONTRACT, 1515 Broadway, New York, NY 10036.



ADVERTISER	PAGE
Alliance Wall (Circle No. 27) .....	38
Allied Corp. (Circle No. 5) .....	5
Amtab Mfg. Co. (Circle No. 53) .....	161
Appropriate Tech. Corp. (Circle No. 62) .....	159
Atelier Int'l. Ltd. (Circle No. 39) .....	56
Atlanta Merchandise Mart (Circle No. 55) .....	43
B.M.G. Framed Graphics (Circle No. 52) .....	165
BPC Industries (Circle No. 32) .....	160
Beaver Furniture (Circle No. 22) .....	30
Bigelow Sanford Co. (Circle No. 19) .....	25
C.E.O. (Circle No. 24) .....	32
Carnegie Fabrics (Circle No. 23) .....	31
L.E. Carpenter & Co. (Circle No. 26) .....	35
Charlotte Chair (Circle No. 28) .....	39
Chrysler Corp. (Sandusky Vinyls Div.) (Circle No. 13) .....	17
Columbus Coated Fabrics (Circle No. 20) .....	26-27
CompuAge Computer Furniture Corp. (Circle No. 37) .....	54
Computer-Aided Space Design & Management Conference (Circle No. 48) .....	156-157
Contract/IBD (Circle No. 46) .....	151, 152-153
Delco Associates, Inc. (Circle No. 59) .....	163
Design Exchange (Circle No. 50) .....	158
Display Graphics (Circle No. 43) .....	146
Du Pont/Antron Carpet (Circle No. 10) .....	12-13
Eagle Plywood & Door Manufacturers, Inc. (Circle No. 35) .....	52
Est Co., Inc. (Circle No. 63) .....	166
Eurotex (Circle No. 49) .....	158
Fixtures Furniture .....	21
B.F. Goodrich Co. (Circle No. 31) .....	47
Gulistan Carpet/Div. of J.P. Stevens (Circle No. 34) .....	50-51
Haworth Inc. (Circle No. 1) .....	Cov. II
Hayes Mfg. Co. (Circle No. 42) .....	145
Hiebert, Inc. (Circle No. 18) .....	24
i.i.l. ....	10
Integrated Ceilings (Circle No. 14) .....	19
International Terra Cotta (Circle No. 66) .....	161

ADVERTISER	PAGE
Inwood Office Furniture (Circle No. 33) .....	49
Jack Ireland, Ltd. (Circle No. 6) .....	6
J.P. Products (Circle No. 56) .....	167
Jason Industrial Inc. (Circle No. 60) .....	142
Lake Country Brass (Circle No. 61) .....	165
Lees Carpet (Circle No. 3) .....	2
Lehigh-Leopold/LBF (Circle No. 65) .....	Cov. IV
Liken Home Furnishings/Del Mar (Circle No. 15) .....	20
Louverdrape Inc. (Circle No. 7) .....	7
Molla, Inc. (Circle No. 38) .....	55
R.C. Musson Rubber Co. (Circle No. 54) .....	161
Nanik (Circle No. 2) .....	1
Navan Carpets (Circle No. 29) .....	41
OPTO Products, Inc. (Circle No. 41) .....	144
Panel Concepts Inc. (Circle No. 17) .....	23
Paoli Inc. (Circle No. 8) .....	8
Pawling Rubber (Circle No. 67) .....	48
Perceptive Concepts (Circle No. 57) .....	162
Polyplastic Forms Inc. (Circle No. 16) .....	22
Professional Software Applications, Inc. (Circle No. 45) .....	149
Redco (Circle No. 4) .....	4
Regency Fabrics (Circle No. 11) .....	15
Seiko (Circle No. 9) .....	9
Shelby Williams Inds., Inc. (Circle No. 30) .....	43
Ship 'N Out (Circle No. 51) .....	159
Silent Sound Systems (Circle No. 58) .....	163
Steelcase Inc. (Circle No. 21) .....	28-29
STO Industries Inc. (Circle No. 123) .....	44-45
Tri-Guards Inc. (Circle No. 12) .....	16
Tropitone Furniture Co. Inc. (Circle No. 25) .....	34
Westin-Nielsen (Circle No. 36) .....	53
Wright Line (Circle No. 64) .....	Cov. III

This index to advertiser page location is published for reader convenience. Every effort is made to list page numbers correctly. This listing is not part of the advertising contract, and the publisher is not liable for errors or omissions.



Please print.

Name \_\_\_\_\_ Position \_\_\_\_\_  
Firm \_\_\_\_\_ Tel. & (AC) \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

**SPEED SUBSCRIPTION**

5 Please send me subscription information:  
1 ☐ YES 2 ☐ NO

Signature \_\_\_\_\_

Date \_\_\_\_\_

Boxes below MUST be checked for processing.

**1 TYPE OF FIRM**

- A ☐ Contract Furnisher G ☐ Educational Institution M ☐ Commercial Building  
B ☐ Interior Design Firm H ☐ Government Management  
C ☐ Arch. Firm Spec. Int. I ☐ Hotel/Motel N ☐ Independent  
D ☐ Office Furniture Dealer J ☐ Hospital/Nursing Home Manufacturer's Rep.  
E ☐ Corporate Headquarters K ☐ Restaurant O ☐ Manufacturer  
F ☐ Banking or Insurance L ☐ Shopping Center P ☐ Other \_\_\_\_\_

**2 SQ. FT. DESIGNED ANNUALLY**

- 1 ☐ Under 25,000  
2 ☐ 25,000-99,999  
3 ☐ 100,000-199,999  
4 ☐ 200,000-500,000  
5 ☐ Over 500,000

**3 ANNUAL CONTRACT DOLLAR VOLUME**

- A ☐ Under \$99,999  
B ☐ \$100,000-\$499,999  
C ☐ \$500,000-\$999,999  
D ☐ \$1-\$5 Million  
E ☐ Over \$5 Million

**4 REASON FOR INQUIRY**

- 1 ☐ Current Contract Job  
2 ☐ Future Contract Job  
3 ☐ General Interest

For information on the next Computer Aided Space Design and Mgt. Conference, Circle No. 999

**RUSH DETAILS ON ITEMS CIRCLED**

Do not circle more than 40 numbers

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52
53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78
79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	101	102	103	104
105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130
131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156
157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182
183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200	201	202	203	204	205	206	207	208
209	210	211	212	213	214	215	216	217	218	219	220	221	222	223	224	225	226	227	228	229	230	231	232	233	234
235	236	237	238	239	240	241	242	243	244	245	246	247	248	249	250	251	252	253	254	255	256	257	258	259	260
261	262	263	264	265	266	267	268	269	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286
287	288	289	290	291	292	293	294	295	296	297	298	299	300	301	302	303	304	305	306	307	308	309	310	311	312
313	314	315	316	317	318	319	320	321	322	323	324	325	326	327	328	329	330	331	332	333	334	335	336	337	338
339	340	341	342	343	344	345	346	347	348	349	350	351	352	353	354	355	356	357	358	359	360	361	362	363	364
365	366	367	368	369	370	371	372	373	374	375	376	377	378	379	380	381	382	383	384	385	386	387	388	389	390
391	392	393	394	395	396	397	398	399	400	401	402	403	404	405	406	407	408	409	410	411	412	413	414	415	416
417	418	419	420	421	422	423	424	425	426	427	428	429	430	431	432	433	434	435	436	437	438	439	440	441	442
443	444	445	446	447	448	449	450	451	452	453	454	455	456	457	458	459	460	461	462	463	464	465	466	467	468
469	470	471	472	473	474	475	476	477	478	479	480	481	482	483	484	485	486	487	488	489	490	491	492	493	494
495	496	497	498	499	500	501	502	503	504	505	506	507	508	509	510	511	512	513	514	515	516	517	518	519	520
521	522	523	524	525	526	527	528	529	530	531	532	533	534	535	536	537	538	539	540	541	542	543	544	545	546
547	548	549	550	551	552	553	554	555	556	557	558	559	560	561	562	563	564	565	566	567	568	569	570	571	572
573	574	575	576	577	578	579	580	581	582	583	584	585	586	587	588	589	590	591	592	593	594	595	596	597	598
599	600	601	602	603	604	605	606	607	608	609	610	611	612	613	614	615	616	617	618	619	620	621	622	623	699

**CONSTRUCTION ACTIVITY & INFORMATION SERVICES**

CONTRACT can help you specify furnishings for your current and future jobs. Fill-out the optional questions below and manufacturer's brochures will be sent to you promptly.

Type of project: \_\_\_\_\_

Name of job: \_\_\_\_\_

Location: \_\_\_\_\_

Street Address: \_\_\_\_\_

City/State: \_\_\_\_\_

Will specify furniture/furnishings within:

☐ 3 months ☐ 6 months ☐ 1 year

Projected budget for furnishings/furniture: \$ \_\_\_\_\_

Type of furnishings/furniture: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Please print.

Name \_\_\_\_\_ Position \_\_\_\_\_  
Firm \_\_\_\_\_ Tel. & (AC) \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

**SPEED SUBSCRIPTION**

5 Please send me subscription information:  
1 ☐ YES 2 ☐ NO

Signature \_\_\_\_\_

Date \_\_\_\_\_

Boxes below MUST be checked for processing.

**1 TYPE OF FIRM**

- A ☐ Contract Furnisher G ☐ Educational Institution M ☐ Commercial Building  
B ☐ Interior Design Firm H ☐ Government Management  
C ☐ Arch. Firm Spec. Int. I ☐ Hotel/Motel N ☐ Independent  
D ☐ Office Furniture Dealer J ☐ Hospital/Nursing Home Manufacturer's Rep.  
E ☐ Corporate Headquarters K ☐ Restaurant O ☐ Manufacturer  
F ☐ Banking or Insurance L ☐ Shopping Center P ☐ Other \_\_\_\_\_

**2 SQ. FT. DESIGNED ANNUALLY**

- 1 ☐ Under 25,000  
2 ☐ 25,000-99,999  
3 ☐ 100,000-199,999  
4 ☐ 200,000-500,000  
5 ☐ Over 500,000

**3 ANNUAL CONTRACT DOLLAR VOLUME**

- A ☐ Under \$99,999  
B ☐ \$100,000-\$499,999  
C ☐ \$500,000-\$999,999  
D ☐ \$1-\$5 Million  
E ☐ Over \$5 Million

**4 REASON FOR INQUIRY**

- 1 ☐ Current Contract Job  
2 ☐ Future Contract Job  
3 ☐ General Interest

For information on the next Computer Aided Space Design and Mgt. Conference, Circle No. 999

**RUSH DETAILS ON ITEMS CIRCLED**

Do not circle more than 40 numbers

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52
53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78
79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	101	102	103	104
105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130
131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156
157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182
183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200	201	202	203	204	205	206	207	208
209	210	211	212	213	214	215	216	217	218	219	220	221	222	223	224	225	226	227	228	229	230	231	232	233	234
235	236	237	238	239	240	241	242	243	244	245	246	247	248	249	250	251	252	253	254	255	256	257	258	259	260
261	262	263	264	265	266	267	268	269	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286
287	288	289	290	291	292	293	294	295	296	297	298	299	300	301	302	303	304	305	306	307	308	309	310	311	312
313	314	315	316	317	318	319	320	321	322	323	324	325	326	327	328	329	330	331	332	333	334	335	336	337	338
339	340	341	342	343	344	345	346	347	348	349	350	351	352	353	354	355	356	357	358	359	360	361	362	363	364
365	366	367	368	369	370	371	372	373	374	375	376	377	378	379	380	381	382	383	384	385	386	387	388	389	390
391	392	393	394	395	396	397	398	399	400	401	402	403	404	405	406	407	408	409	410	411	412	413	414	415	416
417	418	419	420	421	422	423	424	425	426	427	428	429	430	431	432	433	434	435	436	437	438	439	440	441	442
443	444	445	446	447	448	449	450	451	452	453	454	455	456	457	458	459	460	461	462	463	464	465	466	467	468
469	470	471	472	473	474	475	476	477	478	479	480	481	482	483	484	485	486	487	488	489	490	491	492	493	494
495	496	497	498	499	500	501	502	503	504	505	506	507	508	509	510	511	512	513	514	515	516	517	518	519	520
521	522	523	524	525	526	527	528	529	530	531	532	533	534	535	536	537	538	539	540	541	542	543	544	545	546
547	548	549	550	551	552	553	554	555	556	557	558	559	560	561	562	563	564	565	566	567	568	569	570	571	572
573	574	575	576	577	578	579	580	581	582	583	584	585	586	587	588	589	590	591	592	593	594	595	596	597	598
599	600	601	602	603	604	605	606	607	608	609	610	611	612	613	614	615	616	617	618	619	620	621	622	623	624



**PLACE  
POSTAGE  
HERE**

# **Contract**

**P.O. BOX 2775  
CLINTON, IOWA 52735**

**PLACE  
POSTAGE  
HERE**

# **Contract**

**P.O. BOX 2775  
CLINTON, IOWA 52735**



24



KAY/MONAHAN  
INTERIOR ARCHITECTURE



*Who's responsible  
for this?! A.J.*

# What's good for your portfolio may be terrible for your career.

Your portfolio of work. Your pride and joy.  
Your most valued tool in getting new jobs.

Each time you finish a project. Hurry up.  
Rush in and get some photos before the new inhabitants start, well, inhabiting.

And that's smart, because, let's face it, some people can be real slob, what with Star Zappers pencils, pink flamingo paperholders, even legit things like clocks and calendars. And there's no way you can plan around it.

But, today, there's an even bigger slob in the office. The computer. And lucky for you, there is a way to plan around this slob's clutter. All that information media, as it's called. The oversized paper and odd sized magnetic media that just can't be handled by conventional 8½" x 11" filing cabinets and components.

We're Wright Line and we know how to clean up after the computer. We've been doing just that in the computer room for years. And now that automation has found its way into the office, we're there too.

Wright Line offers an integrated system of filing devices, cabinets and work surfaces specially designed for managing this information media.

They're designed to be compatible with all of today's office and systems furniture lines. So now you can anticipate the filing needs of today's automated office without sacrificing quality or aesthetics.

And you can keep your client, as well as your portfolio, happy.

For more facts about Wright Line, or on how we can consult with you early in your planning stages, contact Wright Line, 160 Gold Star Blvd., Worcester, MA 01606.

**Wright Line**  
A UNIT OF BARRY WRIGHT



Circle 64 on reader service card



Lehigh-Leopold

Adapt System



Presenting the wood system designed to handle the most sophisticated electronic equipment. See it at your nearest Lehigh-Leopold dealer or call us toll free for information.



Litton

LEHIGH-LEOPOLD

2825 Mt. Pleasant Street In Iowa:  
Burlington, Iowa 52601 800 582-1004  
800 553-2371

Circle 65 on reader service card