A Gralla Publication

August 1984

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

The Library
NEW YORK SCHOOL OF INTERIOR DESIGN
155 East 56th Street, New York City 10022
AUG 24 1984

ALIBRA155E5618 08 CN APR85
LIBRARY
NY SCHOOF OF INTR DES
155 E 56TH ST
NEW YORK NY 10022

REMODELING PROJECTS TEST DESIGN INGENUITY

- Post Office adaptation wins ASID Competition
- Directories: Computer Support Furn. & Components
- Plus: Renovation designs & remodel tax benefits

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

Circle 1 on reader service card

THE NEW PC ERGONIZER™. EVERYTHING AT YOUR FINGERTIPS, AT A PRICE WELL WITHIN YOUR REACH

NY SCHOOL OF INTERIOR DESIGN
002667

PC ERGONIZER with Side Printer Drawer

Optional "Pull-Up Printer Shelf" mechanically raises the printer to the proper working height for ease of operation

PC ERGONIZER with Front Printer Shelf

From the moment you take your seat at the PC Ergonizer™ you'll understand why we say "It's the ultimate workcenter for the personal computer user."

The first thing you'll notice is the sense of ease and freedom it gives you. That's the ergonomic design. It puts all the systems components and workspace within immediate reach thus minimizing excessive body movement. Features such as the pullout keyboard and workshelves have been engineered to relieve the physical strain that so often comes after prolonged use of a computer.

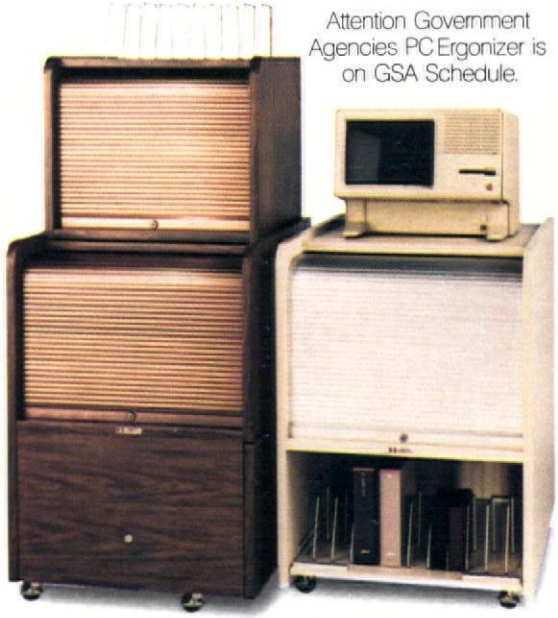
You'll appreciate the security features of the PC Ergonizer, both the keyboard and optional VDT compartments come with lockable aluminum tambour doors. Locks are also provided on the printer compartment that slides out for easy access.

You'll also like the mobility of the PC Ergonizer. Just unplug it and the unit can be easily rolled on its heavy duty carpet casters to any location.

Best of all, the PC Ergonizer is designed to accommodate most personal computers, monitors, printers and peripherals. All in one attractive, superbly constructed workcenter that complements any office environment.

If there's a place for the PC Ergonizer at your place, call Hamilton Sorter Co., Inc. at 1-800-543-1605 or complete the coupon below.

THE NEW PC ERGONIZER. EVERYTHING AT YOUR FINGERTIPS, AT A PRICE WELL WITHIN YOUR REACH



Attention Government Agencies PC Ergonizer is on GSA Schedule.

Lockable aluminum tambour door provides security to protect your keyboard, main disk-drive and software. Both styles come in choice of walnut woodgrain and putty finish.

☐ Send me complete color literature.
☐ My requirement is immediate, please have a representative contact me today!

Name _____

Title _____

Company _____

Address _____

City _____ State _____

Zip _____ Phone _____

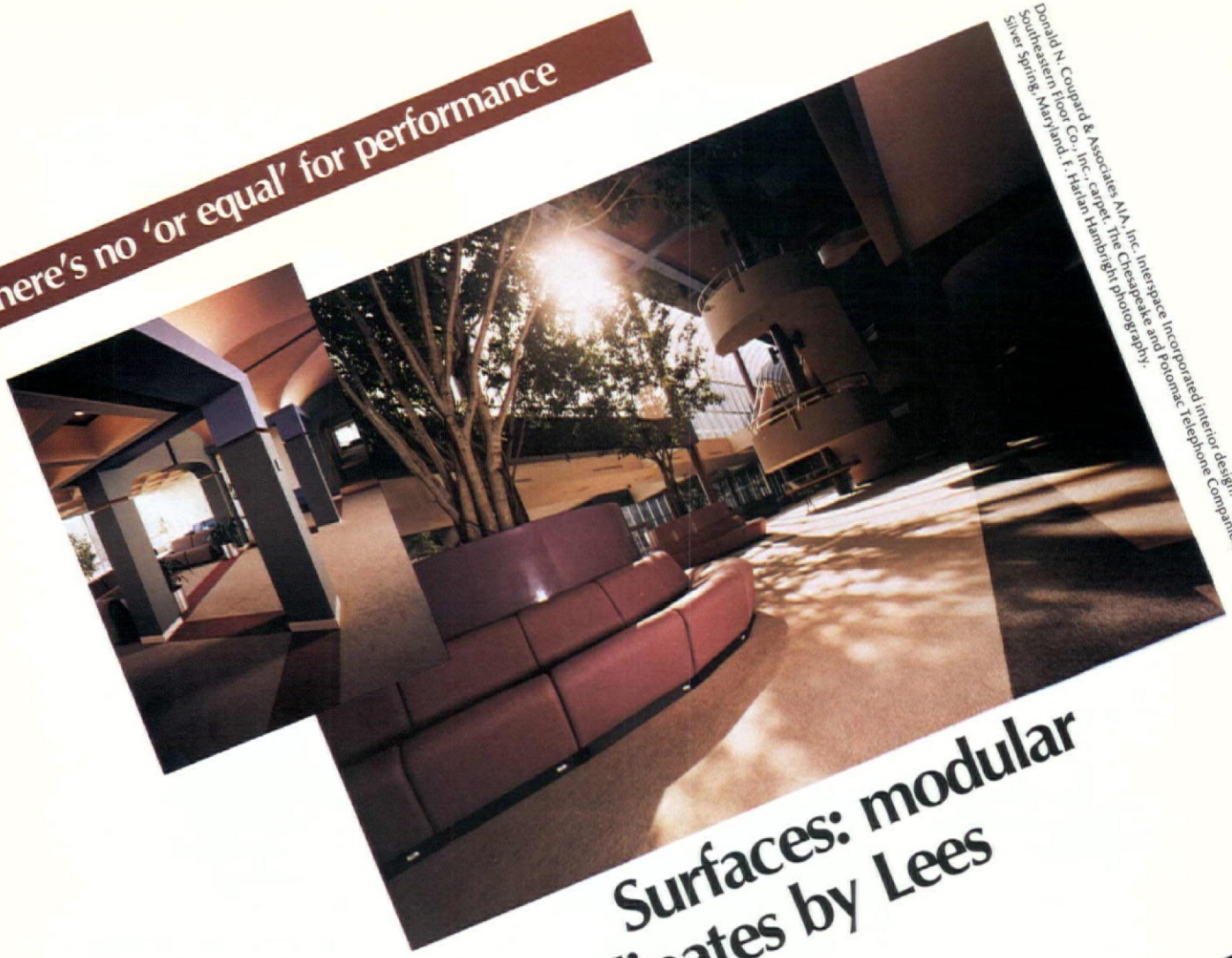
HAMILTON SORTER CO., INC. C-884

3158 Production Drive, P.O. Box 8,
Fairfield, Ohio 45014
Tel. 513-874-9498 or 1-800-543-1605

INNOVATORS IN ERGONOMIC SYSTEMS FURNITURE & ACCESSORIES FOR INFORMATION PROCESSING

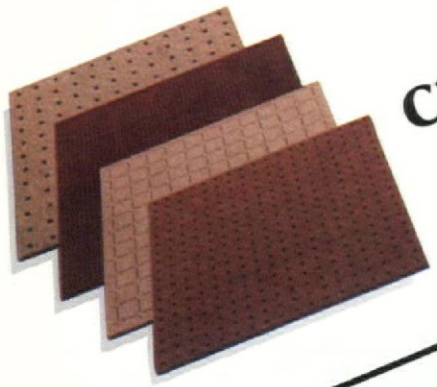
Circle 2 on reader service card

There's no 'or equal' for performance



Donald N. Coupard & Associates AIA, Inc. Interspace Incorporated interior design, Southeastern Floor Co., Inc., carpet. The Chesapeake and Potomac Telephone Companies, Silver Spring, Maryland. F. Hatan Hambright photography.

Surfaces: modular carpet coordinates by Lees



The Chesapeake and Potomac Telephone Companies applied interior architecture to create striking visuals in a new kind of office interior. A state-of-the-art modular carpet system by Lees covers all floors.

Coordinates. Surfaces is a carpet tile system that offers uncommon design flexibility. A fashionable color palette, a limitless array of patterns, and broadloom coordinates are among the options.

Flexibility. Tiles laid over raised floor lift free for quick, easy access to power, telephone, and computer cable. Lees modular carpets are also compatible with all flat wire distribution systems.

Appearance. Dense construction and tailored frieze texture make a durable wear surface. Antron® nylon yarn by DuPont is dirt-resistant and static-protected. Superior appearance retention reduces maintenance costs.

Guaranteed. Lees backs the system with a comprehensive warranty. No manufacturer of carpet tile goes so far to guarantee performance satisfaction.

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.

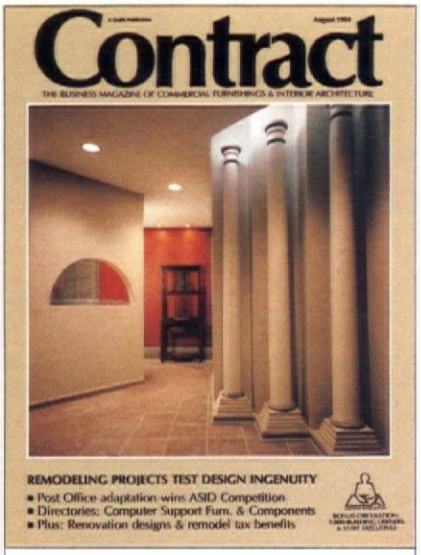
Live the life of Lees at work and at home.

LEES carpets

Made better by Burlington
King of Prussia, PA 19406

©1984 Burlington Industries, Inc.

Circle 3 on reader service card



Cover: *Preserving a site's older architectural features often makes for a unique workspace. To illustrate this concept for this August remodeling issue, cover artist George Koizumi selected Ballinger Design Associates' renovated offices. Feature section begins on p. 102.*

Co-Publisher & Editor
Len Corlin

Co-Publisher & Adv. Sales Dir.
Frank A. Rizzo

Associate Publisher & Adv. Sales Mgr.
Gary S. Puro

Managing Editor
Roberta S. Walton

Senior Associate Editor
Katherine A. Forman

Associate Editor
Dana F. Dubbs

Art Director
Richard Zoehrer

Graphic Design Consultant
Phil Miller

Business Manager
Morton L. Silverman

Eastern Manager
William Dahdah

Western Manager
Neil Silverstein

Promotion Director
Peggy I. Scholtz

Assoc. Promotion Manager
Chris Murphy

Market Research Director
Robert A. Leibson

Market Research Manager
Richard Sulzman

Assistant Research Manager
Renee Weil

Production Director
Barry Miller

Production Manager
Victoria Lauro Brewster

Assistant Production Manager
Lynn M. Saphire

Classified Advertising Manager
Nancy Leffler Berman

Circulation Manager
Barbara Iavaroni

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

Vol. 26 No. 8 August 1984

102 RESTORATION PROJECTS TEST DESIGN INGENUITY

110 Major Tax Benefits Can Result From Building Renovations
Older facilities can enjoy up to 25% tax credit through rehabilitation

112 Adaptive Use Of Old Post Office Wins ASID Award
Saved from destruction, building lives as new home for design firm

116 Design Office Remodel Features Historic Detail
Planning operations for design firm are improved in half the space

120 COMPUTER SUPPORT LINES STRESS WORKER FUNCTIONS

134 Hard Rock Is Hard Work
Planner gives up creative role to make famed cafe a success

138 EARLY FURNITURE COMPONENT SPECS REDUCE ERRORS

DEPARTMENTS

7 Contract Commentary
10 Letters
17 Contract News
21 Designed for Laughter by Michael Saphier
26 Contract Update
42 Report From Frankfurt
50 Contract Quotes
53 Color Line
61 Lighting Line
68 Contract Technology
72 Product Showcase: Howe
76 Product Showcase: Rose Johnson
80 Product Showcase: Brueton
84 Product Showroom: Conwed
88 Product Showroom: Pace
90 People/News
98 Coming Events
149 Tools of the Architectural/Interior Design Trade
155 Products & Services
182 Contract Sales Reps Wanted
184 Catalogs & Brochures
185 Classified Advertisements
188 Advertising Index

Bonus Circulation
5,000 Commercial Building
Owners & Executives

Specify Da-Lite

Leading specifiers choose the leading projection screen

Designers of the Harvard University Science Center, the Gulf Oil Building in Pittsburgh, the National Bank of Detroit's Renaissance Center and the Hyatt Regency Knoxville all have one thing in common. They all specified Da-Lite projection screens.

For visual impact...from convention centers to the most elaborate computer age audio visual facility... Da-Lite produces screens in all formats and sizes.

Da-Lite's automatic electric Electrol® screens, recessed in the ceiling and operated by remote control, lower and raise unobtrusively to set the stage for a professional presentation. Built-in rear projection and manual wall and ceiling screens offer additional versatility in perfecting the design concept.

Da-Lite, as the nation's leading projection screen manufacturer, provides complete specifications plus size and viewing angle guidelines, picture surface information, wiring diagrams and vital installation basics. To learn more, start with Sweet's catalog (USA: 16.8a/Da, Canada: 16com/DAL). Then write us for the name of your nearest Da-Lite Audio-Visual Specialist Dealer.

DA-LITE®

Da-Lite Screen Company, Inc.
P.O. Box 137, Warsaw, IN 46580
219-267-8101 Telex 23-2649

Circle 4 on reader service card

Contract

Vol. 26 No. 8

September: World of Contract Seating updates readers on latest developments in seating design and manufacture. Covered are ergonomic and avant-garde seating, as well as new chair and seating introductions. Designer's Saturday preview is another issue highlight, previewing showroom introductions and incorporating a map and guide to this New York furniture showroom event, October 11-13, 15. NOPA Show Preview provides advance coverage of exhibitors, programs, and products to be displayed at the National Office Products Assn. Show, October 17-24, McCormick Place, Chicago.

October: Executive Buyer Edition/Banks circulates to 5,000 bank chairmen, and presidents, and other financial community leaders. Covered are outstanding bank design projects as well as contemporary, traditional, and reproduction furnishings designed for that market. CONTRACT's 9th annual census of contract designers, architects, and specifiers called Who's Who In Contract Design/West and the new Lighting Specification Guide also appear. Previewed is the International Hotel/Motel & Restaurant Show, November 11-14, 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., Suite 328
Encino, Calif. 91436. Phone: (818) 788-0271.

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; Kitchen & Bath Business; Meeting News; Merchandising; Multi-Housing News; National Jeweler; Premium/Incentive Business; Sew 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 conbributions 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.

VBPA

INTRODUCING OPTIMA SHEET VINYL

Never before in the history of commercial sheet vinyl flooring has there been such a harmonious blend of style and performance.

Worthy of its name, Optima offers unlimited design possibilities with a tantalizing palette of warm earth tones, subdued neutrals, and fashionable accent colors. Each is a subtle blend of shades that convey a rich granite look. And you can mix and match the nine colors of Optima to create imaginative inlaid floor designs.

But beauty is only part of the picture—Optima is a star performer in the toughest areas. The color and pattern go throughout the full thickness (.080") of the homogeneous PVC for a durable, long-wearing, great looking floor. Its smooth, non-porous surface is easy to maintain. And, Optima is asbestos-free.

For information on Optima and other commercial flooring, call toll-free 1-800-225-6500 or contact your Tarkett contract specialist.

New ideas in commercial flooring are emerging at Tarkett.

Tarkett®

The world's most experienced flooring company.

PARSIPPANY, NJ 07054

Circle 5 on reader service card

© 1984, Tarkett Inc.

1984 ASID PRODUCT DESIGN AWARD WINNER

ASID
American Society of Interior Designers
1984 Product Design Award Winner

In winning the 1984 Product Design Award, rio was cited for its "ease of stackability, its vitality and versatility, and its quality as an all around exciting and unique piece of furniture."

FIXTURES FURNITURE 1642 Crystal, P.O. Box 6346, Kansas City, MO 64126-2825
800/821-3500 • 816/241-4500, Telex: 434218 Fixtures KSC

Write for your copy of our new rio collection presentation portfolio.

CLEAR THE DATE, BUT WITH WHOM?

Most convention and meeting planners maintain a date log which is cross-checked automatically during early stages of event planning to eliminate the risk of conflict. For the contract industry, no single clearing-house exists to serve the vast number of industry professionals planning and running seminars, conferences, and furnishings markets.

In addition to events exclusively serving the contract field, there are related activities which are sponsored by the residential design industry, as well as those scheduled by "vertical" industries—lighting, carpeting, and wallcoverings, for example.

We think that the time has come to have one centralized resource library for event dates. When the idea for an event strikes, the first step to take would be to "clear the date" with this single source. But, since our industry presently lacks a central source of information on program dates, clearing a date currently entails a lot of work.

If you think that the idea of establishing an event bureau has merit, please write CONTRACT with your suggestions on how to proceed. If there is sufficient interest expressed by readers, perhaps CONTRACT can function as that central, all-knowing source. We may eliminate another thorny problem on the part of event planners. Let's try.

Lew Conlin

Co-publisher/Editor

100 Years of the Finest Architectural and Custom Veneered Products

Over the past 100 years, we've seen dramatic changes in our country. Eggers has kept pace by utilizing the most modern manufacturing techniques and equipment in the industry.

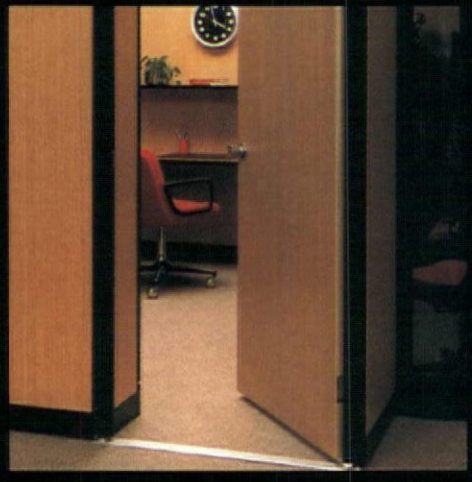
Two things that haven't changed are the warmth and beauty of real wood and the dedication of Eggers people in crafting the finest wood panels and doors. Be it blueprint matched panels and doors, or fully machined and finished furniture panels and conference table tops, we're your best source.

Call or write today.

Eggers Industries

Custom Plywood Division
Two Rivers, Wisconsin 54241
(414) 793-1351

Architectural Door Division
Neenah, Wisconsin 54956
(414) 722-6444



Circle 6 on reader service card

THE MERCHANDISE MART

CHICAGO

Design Center to the World

Some come to furnish new offices. Others to adapt existing facilities to today's electronic technology. ■ Whatever the reason, busy executives are no strangers to The Merchandise Mart in Chicago. After all, The Mart does house the world's largest selection of contract furnishings and accessories. Which makes it a very efficient source of design solutions. ■ On any business day, for any kind of project, The Mart can help furnish your best ideas. ■ For more information on The Mart and its showrooms, please call (312) 527-4141 and ask for Buyer's Service.

Circle 7 on reader service card

LETTERS

Kudos to CONTRACT

Dear Editor: Congratulations on your ASID Industry Foundation Award. CONTRACT is unsurpassed in its commitment to the design field.

PATRICIA HARVEY, FASID
Patricia Harvey Interiors
New York

CONTRACT merits award

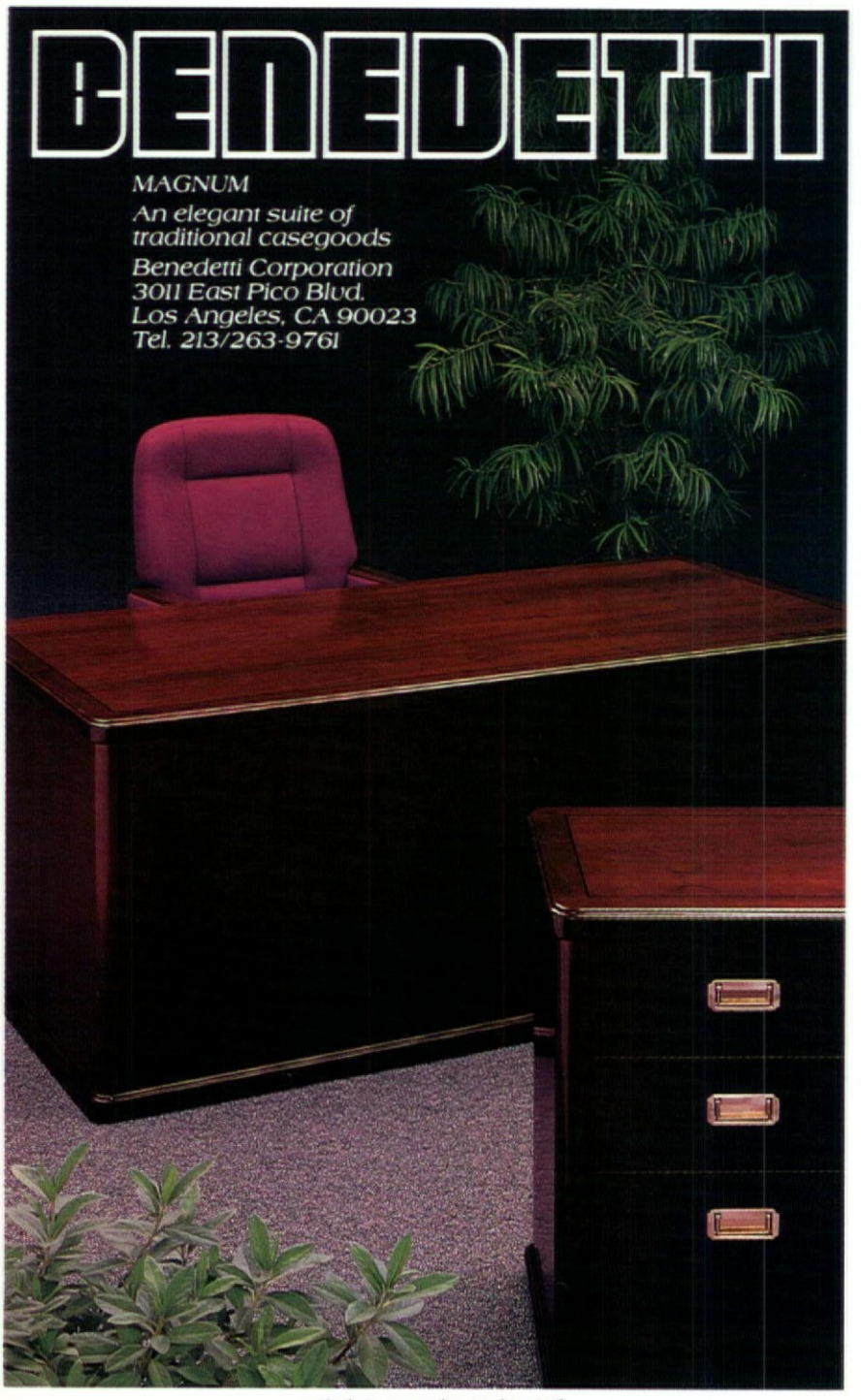
Dear Editor: Congratulations to CONTRACT for receiving the Second Annual Meritorious Award from ASID Industry Foundation. The support given to ASID and the design community as a whole by CONTRACT Magazine is something to be proud of. In many ways this industry is still in its infancy. The standards your publication are starting today will be the foundation for many years to follow.

PETE BARILE
Senior Vice President
Shelby Williams Industries Inc.
Morristown, Tenn.

Sudden enlightenment

Dear Editor: Harter Corporation has offered a Sudden Shipment program for many years, providing 10-day delivery on several select series of Harter seating with a vast upholstery selection. This information complements CONTRACT's June 1984 Quick-Ship Directory.

ELIZABETH HALVORSON
Advertising/PR Coordinator
Harter Corporation
Sturgis, Mich.



Circle 8 on reader service card

The following list of carpet tile manufacturers supplements CONTRACT's July 1984 Open Plan Directory:

Carpet Tiles

American Floor Products Co.
Amertex
Bigelow
Collins & Aikman
Desso (USA) Inc.
Eurotex
Heuga USA
Interface Flooring Systems
J & J Industries
Kenmore Carpet Corp.
Lane's Floor Coverings Inc.
Lees Carpets
Merida Meridian Inc. Canada
Milliken Carpet
Patrick Carpet Mills
Philadelphia Carpets
Stratton Inds. Inc.

Errata

ip20 of America was incorrectly identified as Ipzo, a typographical error, in the June 1984 Quick-Ship Directory issue.

Compu-Chair is manufactured by United Technical Products, not Tower Inc. as was reported in May 1984 CONTRACT.

Spacesaver Corp. manufactures a full line of manual, mechanical-assist, and power mobile filing/storage systems which were not included in CONTRACT's mobile filing directory, March 1984.

Spacesaver offers a full range of high-density manual, mechanical-assist, and power mobile filing/storage systems.

Carnegie

Atlanta • Chicago • Cincinnati • Dallas • Denver • Detroit • Houston • Kansas City • Los Angeles • Miami
Minneapolis • New York • Philadelphia • Phoenix • San Francisco • Seattle • St. Louis • Washington D.C.

Circle 9 on reader service card

A new vision is taking shape at All-Steel

Sleek new ergonomic shapes are smooth, beautiful to work with.

A whole new palette of fabric colors gives you an opportunity to weave your design statement through an entire facility.

Rich new finishes with darker accents imbue any management level with elegance.

These new products maintain functional and aesthetic integrity with the total All-Steel system as they preserve our essential quality.

The following pages reveal more about our new vision. You'll see the dramatically innovative Syntrax System as well as new task and ambient lighting. These are products you can specify to help people be more comfortable and productive.

Circle 10 on reader service card

ALL·STEEL

All-Steel's
Syntrax™ System

All-Steel's new Syntrax System lets you create near-perfect harmony between workers and their electronic tools.

The Syntrax System integrates the electronic and physical support these tools require in a way that encourages users to get the most out of them.

New heights of ergonomic design are achieved with a unique integral track with movable carriage, enabling the user to position the CRT where it can be used most comfortably.

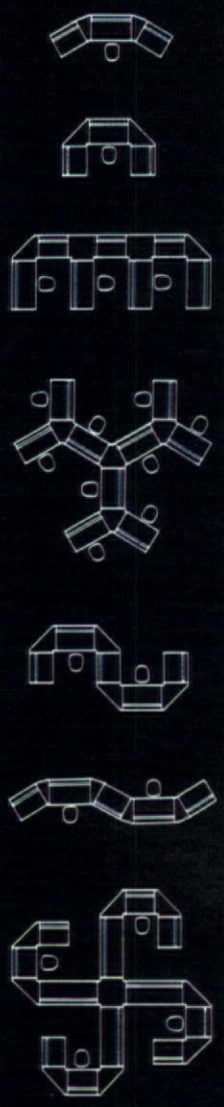
An Articulating Arm allows individuals to position the keyboard to match their needs.

The Syntrax System gives users a strong sense they are in full command of their electronic tools. Comfortable beveled edges invite the touch as they give you a distinct new design element.

All-Steel's new Performance Lighting, described on the following page, is designed to increase user comfort and productivity.

Circle 11 on reader service card

Syntrax System components accommodate the need for growth.



ALL·STEEL

All-Steel's Performance Lighting

Look closely at All-Steel's new Performance Lighting, a combination of task and indirect ambient lighting that reflects a concern for people and their work environment.

Our Control Task Lighting features five-level dimming capability so people can match the light to their comfort and task needs.

ALL·STEEL

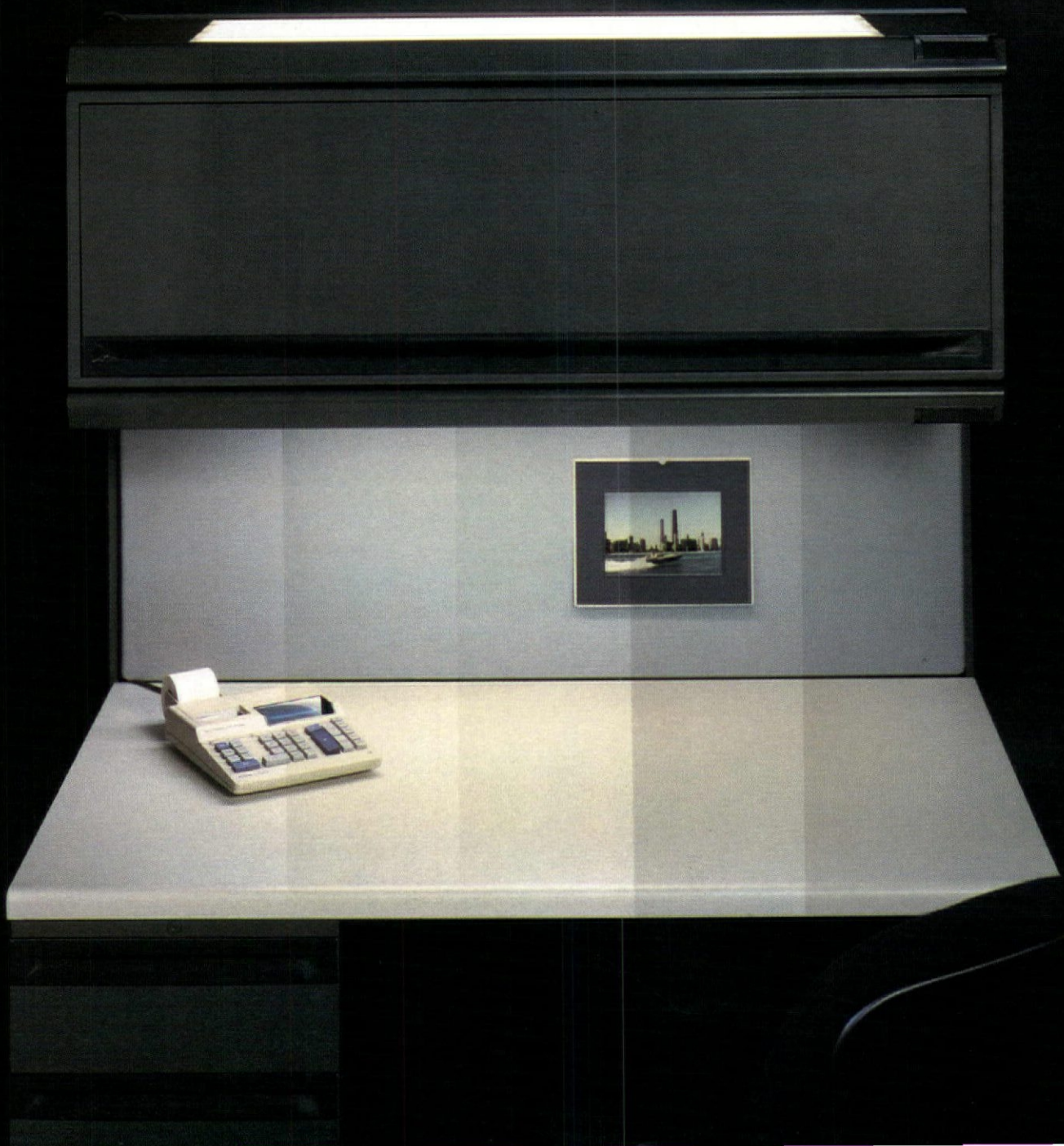
Fluorescent Ambient Lighting includes a provision for balancing the indirect ambient light according to personal need and the presence of other light sources.

Ergonomically designed switches are conveniently located on the front beveled edges. These unique bevels also add an important element of design to the total All-Steel system.

For a more detailed look at Performance Lighting and other products which express our new vision, contact All-Steel Inc., Aurora, IL 60507. Phone 312/859-2600.

We'd like you to share our vision.

Circle 12 on reader service card



Contract projects awarded $20,000 in Formica Colorcore II design competition

New York—Two contract designers are recent recipients of individual $10,000 prizes in Formica Corp.'s Colorcore II design competition. The contest recognizes completed installations that use Colorcore, Formica's through-color surfacing material.

Joe C. Nicholson, San Diego, Calif., was awarded for his space-age design of the San Diego Hall of Champions' Hall of Fame. This 11,000-sq.-ft. exhibit hall honors local and national sports heroes using electronic video technology and is further distinguished by its purity of form and color.

Wade Daniel Brewer, The Brewer Firm, Memphis, Tenn., was awarded for Geronimo, an elevator cab which reflects the unique character and history of the Badgerow Building, Sioux City, Ia. Brewer used an Art Deco interpretation in his design as well as a sandblasted Indian head motif.

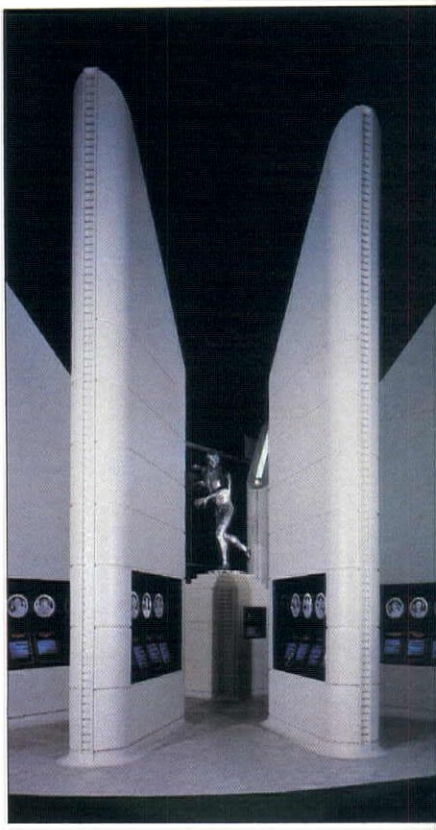
Product designs awarded

In the competition's product category, a $6,666 prize was awarded to individual designers for a signage system and a table.

SuperSigns, designed by John Bailey, Bailey & Co., Sun City, Calif., incorporates colorful juxtaposed Colorcore surfaces as well as brass and stainless steel inlay.

Animation I, a table designed by John Riley and Thomas Peniston, Modernline, San Francisco, features a high-gloss finish and intersecting planes which appear to pass through the table.

Winning entries were selected by a jury panel comprised of distinguished design professionals including Alan Buchsbaum, Jack Lenor Larsen, James Stewart Polshek, Andree Putnam, John Saladino, and Robert A. M. Stern.



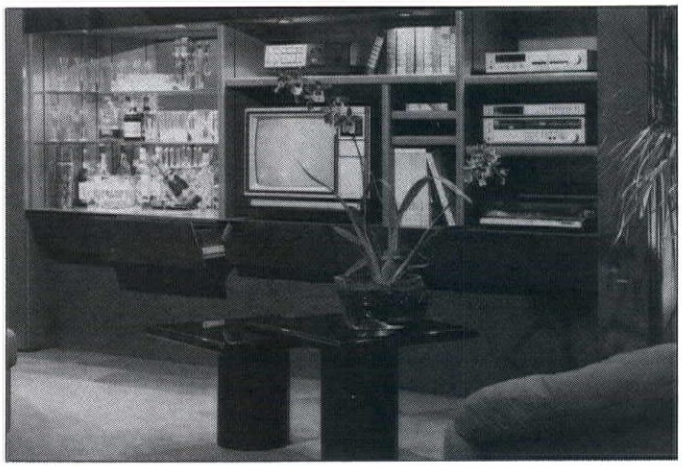
Joe C. Nicholson, San Diego, used Colorcore in his 11,000-sq.-ft. design for San Diego Hall of Champions' Hall of Fame which celebrates local and national sports heroes with video displays.

11 manufacturers earn SPEC awards

Chicago—Eleven residential furnishings manufacturers displaying products deemed appropriate for contract use were presented with Chicago Design Source SPEC II awards during this year's NEOCON.

Chicago Design Sources, a group of residential furniture showrooms, instituted the award program last year. The SPEC (Specialty Product Exhibition for Contract) concept is designed to bring significant attention to Chicago Design Source showroom products which create less institutionalized, more personal contract environments. Getting noticed during NEOCON is key to these manufacturers as the Mart attracts more specifiers in this single week than at any other time of year.

Winners of the SPEC II competition include manufacturers of a wide range of furnishings such as seating, lighting, desks, tables, and fabrics. Among them are NPM Inc. for Catalina chair, shown at Karl Mann, Space 1611; Capellini Italy for Newport chaise, shown at Interna Designs, Space 6-168; Boyd Lighting for Pfister pendant, shown at R.J. Randolph, Space 1728; Molli SPA for Cristallo conference table, shown at Charles L. Orr, Space 1771; Sligh Furniture Co., Space 1776, for Desk Top executive furniture; London Marquis for Highland Wool "Herringbone" fabric, also at R.J. Randolph.

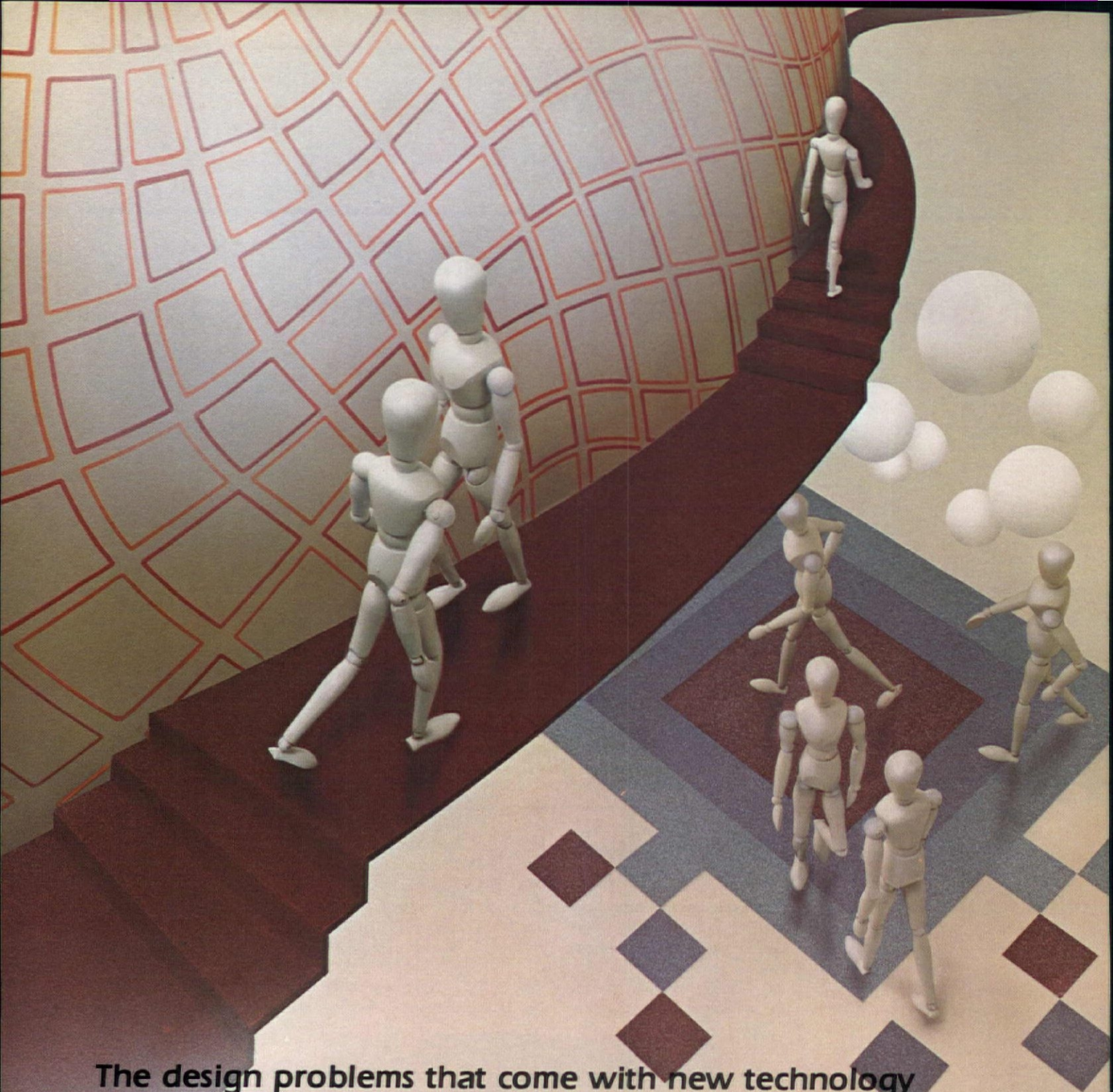


Cy Mann's Horizon wall system was among prize-winning designs in the SPEC II competition at NEOCON. Sponsored by Chicago Design Sources, the awards honor products in residential showrooms which are applicable to contract installation specification.

Ribbons awarded

Other winning categories encompass wall units, window treatments, art, art glass, and flooring. Prizes in these areas went to Cy Mann for Horizon and GEO wall systems, shown at R.J. Randolph; Webb Designs for Woodweave shades, shown at Betty M., Space 1684; Farallon Studios for carved glass room divider, shown at Charles L. Orr; Harris G. Strong for a canvas painting, also at Betty M.; AB Gustaf Kahrs for prefinished hardwood flooring, shown at Barbara Pearlman, Space 1771.

(Continued on p. 21)



The design problems that come with new technology cannot be left to the future.

Today, new technology demands new designs for clean business environments. But to design beyond today, to develop new interior design techniques for the future takes vision... Vision to turn imagination and concepts into workable solutions.

Creativity transformed into workability.

Philadelphia Carpets has created a full collection of quality contract carpets with vision. Future textures, future colors and patterns that will become the standard for tomorrow. See this exciting view into the future at ASID, Spaces 716 & 815.

Philadelphia Carpets

A DIVISION OF SHAW INDUSTRIES, INC.

DUPONT ANTRON NYLON

CONTRACT WATTS: 800 241-2073. SHOWROOMS: ATLANTA MERCHANDISE MART, SPACE 4-A-7, 1800 CHICAGO MERCHANDISE MART, 3402 DALLAS TRADE MART, 400 WESTERN MERCHANDISE MART, MIDWESTERN MERCHANDISE MART, SPACE 312 R, NORTHWEST FURNITURE MART, SPACE 656

Circle 13 on reader service card

EXECUTIVE FURNITURE, INC. USES PERFORMANCE ENGINEERED DRAWER SLIDES BY WATERLOO.

The combination is logical. Executive Furniture, Inc. manufactures wood office furniture. Furniture with file drawers, work shelves, pencil drawers and hinged cabinet doors. Furniture that's functional.

And, this function is enhanced by the finest performance engineered drawer slides by Waterloo Metal Stampings, Ltd. Durable drawer slides that offer smooth and effortless operation.

You want high quality, functional wood office furniture. Insist on Executive Furniture with Waterloo slides.

EF EXECUTIVE FURNITURE

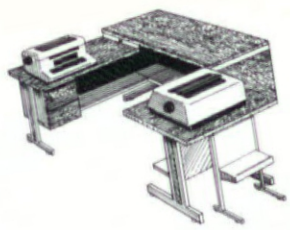
WMS | Waterloo Metal Stampings Ltd.

Desk Shown Model #N2510

Executive Furniture, Inc. P.O. Box 167, Huntingburg, IN 47542-0167 (812) 683-3334
Waterloo Metal Stampings, Ltd. 501 Manitou Drive, Kitchener, Ontario, Canada N2C 1L2 (519) 893-7440

Circle 14 on reader service card

The desk that grows with your office.



Communication Station®

From personal computer stations to complete data processing networks, the modularity of Communication Station® furniture lets you select what you need and grows from there. It's a family of desks; with printer stands, connectors, storage modules, drawer pedestals and accessories that can be joined in almost any configuration demanded by today's high technology office. This furniture is made for those who recognize that their high investment in electronic equipment is far better served by the special quality that goes into each and every product Tiffany Stand and Furniture has to offer. They're guaranteed for life—a commitment to excellence that has continued for nearly half-a-century!

TSF Tiffany

TIFFANY STAND AND FURNITURE COMPANY

A hallmark of excellence and guaranteed for life.

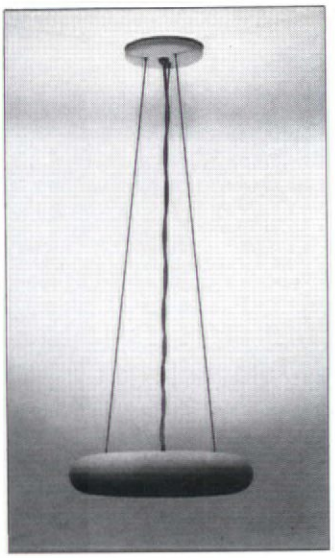
Communication Station® is a registered trademark of the Tiffany Stand and Furniture Company

Circle 15 on reader service card

Wearability key

(Continued from p. 17)

Winning products as well as those with honorable mentions were announced during NEOCON. Judges based decisions on a wide range of criteria including color, texture, material, finish, wearability, and availability. Products awarded first prizes received a special SPEC ribbon which they displayed throughout the furniture market.



Boyd Lighting's Pfister pendant was among SPEC showroom products to be awarded at NEOCON.

CONTRACT wins ASID award

New York—CONTRACT magazine is the recipient of ASID's second annual industry Foundation Meritorious Service Award, given in recognition of its contributions to the interior design profession.

The award is designed each year to recognize an individual, company, and trade publication—each having demonstrated significant interest in, and concern for, the practice of interior design.

The award will be presented at the ASID National Conference in Chicago during ASID's industry reception.

Research studies architectural issues

Stamford, Conn. — Architect Viewpoint, a national research project, is currently being conducted among architects, specification writers, and building owners to provide a tool for creating successful marketing strategies that are designed to reach architectural specifiers cost-effectively.

Yankelovich, Skelly, and White Inc. is conducting the study in response to the increasing complexity of building design, increasing government regulations, advancing office technology, changing construction economics, and intensified competition for support of specifiers, among other considerations.

A key issue addressed by the study is the nature of today's decision-making process in specifying architectural products for building construction.

Regularly specified product categories, types of professionals considered influential in the specification process, types of specifications usually made, and why different types of specifications are used are among questions asked.

Cost-effectiveness sought

A second issue addressed by the study is cost-effective communications strategies and tactics which can be used by building products manufacturers to reach architectural specifiers.

Sources of information relied on during the specification process, regularly read publications and their cost-effectiveness, and the kind of information sought from media advertising are examined.

The third key issue addressed by the study is how building products manufacturers can assess their success in reaching and influencing specifiers.

This portion of the study will determine how well architects, specification writers, and building owners know each participating sponsor; attitudes toward each company, its sales effort, and its advertising program strategy.

designed for laughter®

by Michael Saphier

FOR CONTRACT MAGAZINE

"I am sorry, sir, but we designed our hospital to look cheerful at all times, so I don't think we could accept a patient who looks so sad."

Tuohy

ETS Centers:
Executive Task Solutions

The poised elegance of a fine piece of furniture is transformed into a dynamic task center. By just opening the doors.

ETS Centers are a response to the growing sophistication of corporate task requirements, and a recognition of the active executive involvement in these tasks. They are dedicated to the accommodation of these tasks, with a sensitivity for design and its place in the executive environment.

ETS Centers are available for dynamic use in data processing, design/engineering, and executive reference functions. ETS Centers are also available for passive support functions: flat shelving, lateral and overhead filing, and cloak storage.

All ETS Centers are available individually or in modular sequence. They are produced from the finest hardwoods and hardwood veneers. Their detailing is attentive to the specific requirements of the end-user. Their construction is Tuohy.

Circle 16 on reader service card

ETS Centers offer design compatibility with other executive furnishings from Tuohy, including desks, credenzas, shelving, tables and seating. ETS and Tuohy: the executive solution.

Tuohy Furniture Corporation
42 St. Albans Place
Chatfield, Minnesota 55923

Representation in all major markets. For information, telephone 1-800-533-1696.

2,000 attend Houston gala

Houston—Nearly 2,000 invited guests attended a preview of the Houston Design Center for Facility Integration, a 10-story, 500,000-sq.-ft. project located at Greenway Plaza.

The center is seven minutes from downtown Houston, situated on 127 acres of the plaza, which is a $1 billion mixed-use development. A project of two of Houston's biggest developers, Century Development Corporation and Mischer Development, the center is already 40 percent leased.

Tenants include leading manufacturers of furniture and furnishings. Opening is scheduled for November, by which time nearly 80 percent of the building tenant capacity will be filled, according to reports.

Addressing the gala preview was Texas Governor Mark White, along with Roger Hayes, executive director, Houston Design Center; and Kenneth Schnitzer, Century Development Corp.

Designed by Cambridge Seven Associates/Lloyd Jones Brewer Associates in 500,000 sq. ft. of contract and residential showrooms, the facility spans 10 floors. It is clad in polished black granite and has a series of crystalline double-eight windows which reveal the building's interior circulation system. The center is organized around a series of escalator-linked circulation wells which form a canyon within the building.

Landmark NYPD HQ sells for $4.4 million; restoration planned

***New York**—This city's landmark former police headquarters building has been sold to the Jeffersonian Corp. for $4.4 million, announced Mayor Edward I. Koch, General Services Commissioner Robert M. Litke, and Steven Spinola, president, New York City Public Development Corp. The five-story 1909 Baroque structure, 240 Centre St., will be restored for use as a residential, non-profit cultural, and restaurant space, among other uses.*

NEOCON tops visitor records, is called most technical market yet

Chicago—Hailed as the best-attended in the show's history, NEOCON 16 lured so many attendees to Chicago that, according to Merchandise Mart management, latecomers were confronted with a long waiting list for downtown Chicago hotel rooms. In fact, attendance was so high that typically uncrowded carpet floors were filled throughout the recent four-day event.

However, quantity of visitors was not the only outstanding feature of exhibitor floors. Quality was also on the rise, and as one key executive remarked, "We are seeing more people in 'blue suits' who are making final specification decisions and placing orders."

Packed schedules evident

Market days were fuller this year than ever before with breakfast, luncheon, and cocktail receptions luring designers to showrooms to view product displays. As a result, workday schedules were literally packed, making it "virtually impossible to see everything," exclaimed one designer during the week-long event.

Nonetheless, showrooms were full of noteworthy introductions at which specifiers clamored for a peek. Many of these items were designed to increase worker productivity—a major topic of conversation at the many events which took place at this year's show.

Focus on technology

New developments in wire management, computer-support equipment, and ergonomic seating abounded during the market. In the latter category, designers introduced contract versions of the rocking chair. Shown at Westnofa and Herman Miller, these products exemplify the far-reaching nature of ergonomic technology.

Other interesting new seating ideas included Niels Diffrient's design for SunarHauserman which brings the comfort of a dentist chair to non-medical environments. Comfort is also the key to Peter Opsvik's saddle chair for HAG, another unique twist in seating for the office and other commercial environments.

In the systems furniture category, innovation appeared in some exciting forms as well as in Scandiline's new system, Domain. Here, unusual degrees of design flexibility are provided with modular horizontal panels which permit workstations to grow and change without major overhaul. Another interesting aspect of this system's design is that it is made of wood, an apparent trend for furniture at this NEOCON.

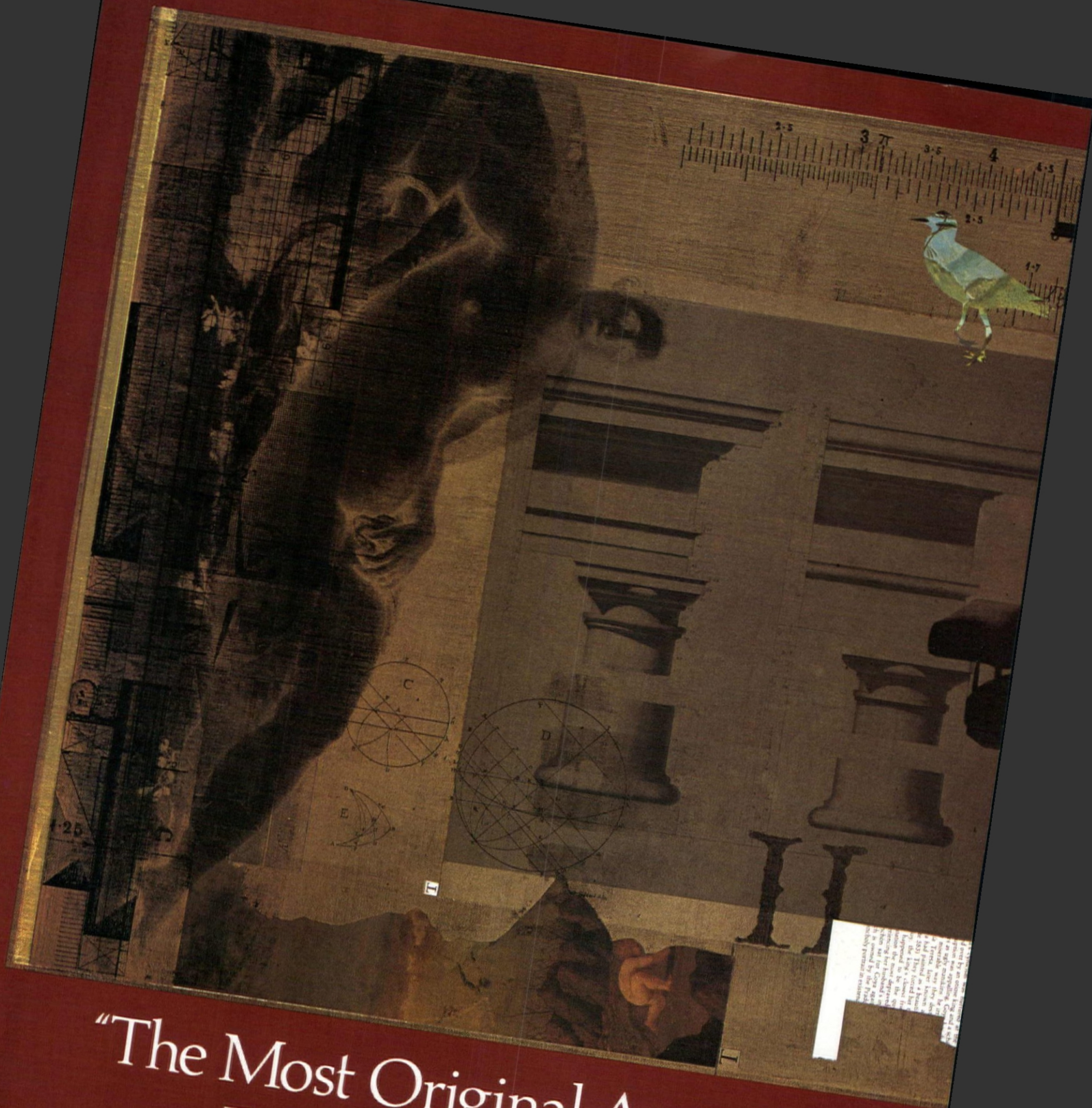
More price points met

For many manufacturers, entry into wood brought new upscale collections to product lines. By contrast, firms such as iil and Artec used high-gloss polyester-coated furnishings to signal upper-end design. Many firms, however, concentrated on lower-price introductions, which bring more comfort to every level of office worker.

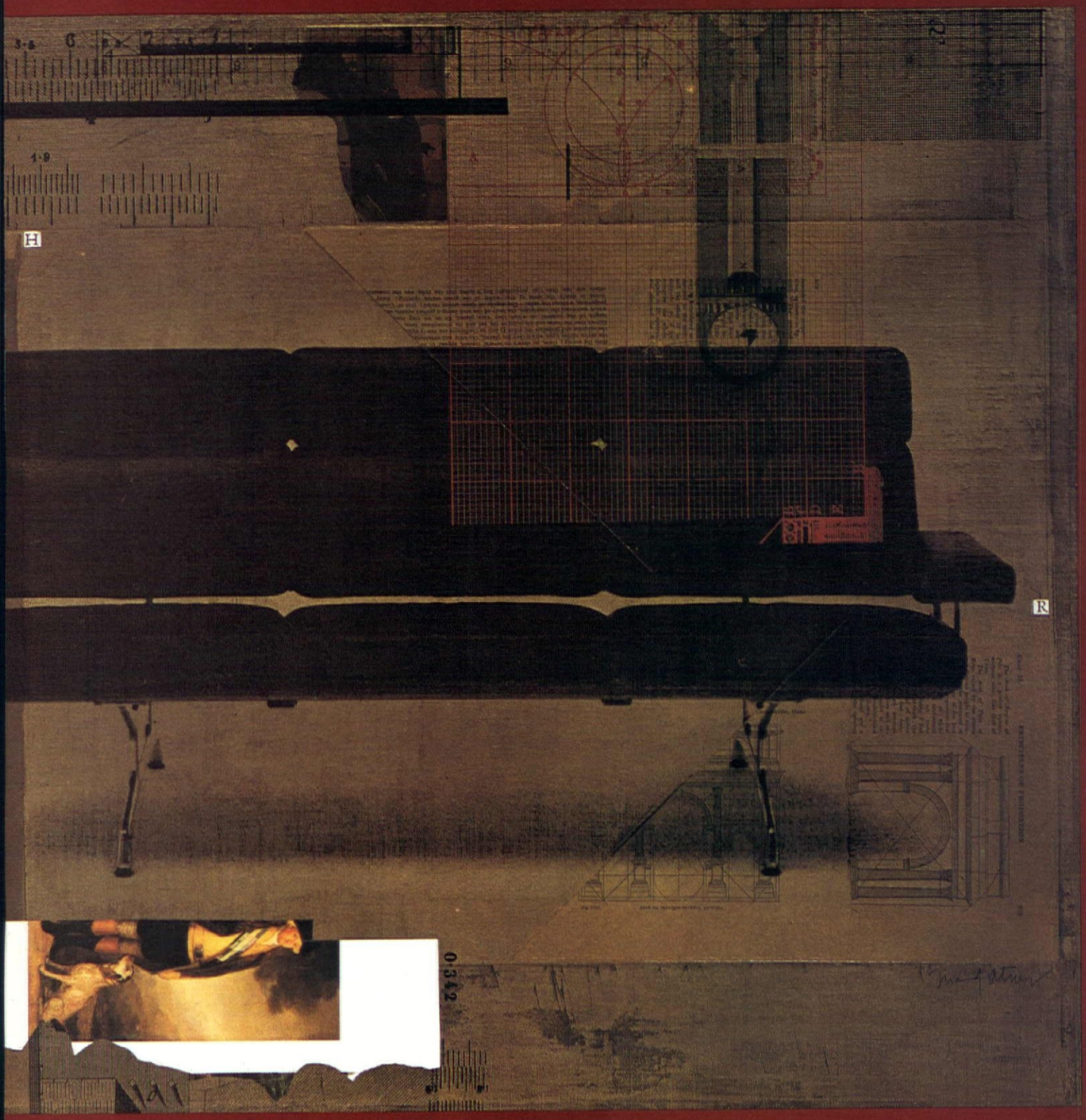
Regardless of whether introductions were for the top executive or secretary, firms this year stressed the need for servicing both ends of the corporate ladder. Emphasis was on becoming a more full-service organization which can better meet dealer needs in installations.

Adding visual stimuli

Considering the jammed corridor traffic and crowded showrooms facing specifiers this year, the bold, bright displays proliferating at NEOCON were just what the doctor ordered. Primary colors employed by Rudd and Kinetics, for example, were visible from far away and were effective lures to passers-by. However, subtlety of hue was still very much a factor as seen by the number of tinted gray and pointillist pastel patterns shown in everything from textiles to laminates.



"The Most Original American Furniture Designer Since Duncan Phyfe"



That's what the late Charles Eames was called in a Museum of Modern Art catalog. This sofa, produced now for the first time, is the last product to be designed by Eames and his wife and design partner Ray. The frame is oiled teak or walnut, and cast aluminum with polished or espresso finish. The cushions are covered in black, brown, or espresso leather.

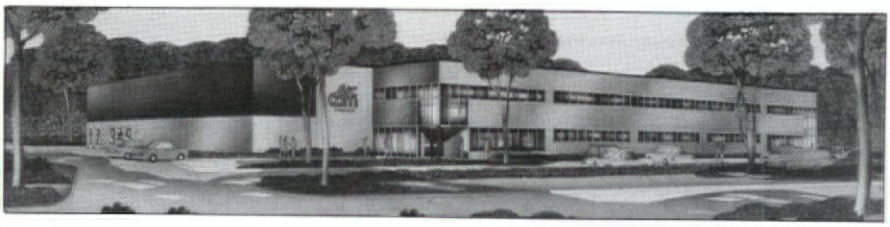
Fred Otnes's drawing of the sofa is from *Reference Points,* a book of furniture portraits by nine artists. Other pieces in the volume have been designed by Eames, George Nelson, and Isamu Noguchi, with colors and fabrics by Clino Castelli.

For a limited time, a copy of *Reference Points* will be included with an order for any of the pieces portrayed. For information about the furniture, or *Reference Points,* call 1 800 851 1196. Within Michigan call collect (616) 772 3442. Or, write Kathy Keating, *Reference Points,* Herman Miller, Inc., Zeeland, Michigan 49464.

Circle 17 on reader service card

herman miller

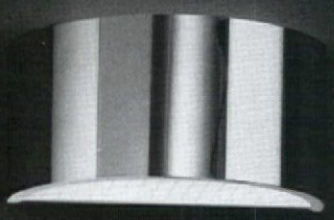
Arc-Com builds N.Y. corporate headquarters



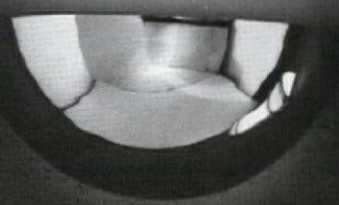
New York—*Arc-Com Fabrics Inc. has purchased seven acres of land, Orangeburg, to build new corporate headquarters. The 60,000-sq.-ft. building will house the company's finance, marketing, design, administration, and distribution facilities, and occupation is planned for 1985.*

The Look Is Classic. The Lamping Is Energy Efficient.

These are only a sampling of the hundreds of premium quality, competitively priced lighting fixtures made by Visa. For more information write to Visa on your letterhead.



CB491



CB433

CB433 — Polished chrome quarter sphere with back lighting. 14" dia., 9" extension, 6" height. Lamped with one PL13. Also available in brass.

CB491 — Polished chrome half drum with acrylic bottom louver. 12" dia., 7" extension, 6" height. Lamped with two PL13s. Also available in brass.

CB504 — Brushed aluminum framing, with a white acrylic half cylinder. 7" dia., 4½" extension, 16" height. Lamped with two PL13s.

CB504

Custom Design Service

Whether you request modifications to existing fixtures in Visa's line or wish to have an "original" produced from your design sketch, Visa's staff is ready to specifically tailor a product to meet your design needs.

Visa Lighting

"More Than A Light Source . . . A Form Of Decorative Art."

8600 WEST BRADLEY ROAD, MILWAUKEE, WI 53224, (414) 354-6600

Circle 18 on reader service card

Acquisitions: U.S. Gypsum merges with Masonite

The boards of directors of **United States Gypsum Company** and **Masonite Corporation** have approved a cash tender offer by U.S. Gypsum Co. for all outstanding common shares of Masonite Corp. at $38 per share . . . **High Point Furniture Industries Inc.,** a producer of office furniture, recently acquired the factory formerly operated by **Silvercraft Furniture,** High Point, N.C. The 200,000-sq.-ft. facility will be used to increase the production capability of High Point's chair division . . . **Human Factor Technologies Inc.,** Londonderry, N.H., has purchased the furniture division of Facit Inc. The company will continue to market, under long-term contracts, all of the products which are made exclusively for Facit by Fjello-Jensen Sales APS, Denmark, and by the furniture division of Ericsson Information Systems AB, Sweden . . . **Mueller Furniture Corp.** has agreed in principle to acquire **West Michigan Furniture Co.** The combined size of the two operations will exceed 360,000 sq. ft. . . . **Lithonia Lighting** has signed a letter of intent for the acquisition of assets of **Acme Dunbar Inds. Inc.** The Acme Dunbar product line will be phased into Lithonia's Hi-Tek division.

Tile Council names three officers

Princeton, N.J.—The Tile Council of America, a trade association representing the U.S. ceramic tile industry, has named a new slate of officers for 1984.

Rudy Thornberry, senior vice president, Florida Tile Division, Sikes Corp., was named to a second term as president, while Edward M. Adams, executive vice president/operations, American Olean Tile Co., was named vice president.

Nisbet P. Rodgers, executive vice president, Mid-State Tile Co., was appointed treasurer of the association.

Thornberry previously served the council as vice president. He also serves as chairman of a new council committee which has developed a tile-setting curriculum guide and textbook for use by vocational and trade schools. Adams is chairman of the licensing committee.

HARTER

I/F™: Freestanding Design for the Integrated Office

The human factor is the primary consideration in Harter I/F's accommodation of automated equipment. Each component is designed for comfort, easy access, and productivity.

Since individual isolation within maze-like configurations can hinder the interaction essential to efficient teamwork, Harter I/F emphasizes open lines of communication among work groups. In fact, the system is specifically designed to generate the type of human exchange that produces synergism.

Using freestanding furniture with overhead storage, Harter I/F does away with the need for walls or panels and saves valuable floor space.

Harter I/F adapts perfectly to any of the functional spaces in today's office. Whether the work station space calls for a clerical, managerial, or professional layout for one or more people, I/F will accommodate any task requirement desired. Harter I/F can also accommodate any power and communication needs with the use of an exclusive new electrical system.

Overall, Harter I/F answers the need of today's business to integrate people, information, technology and facilities.

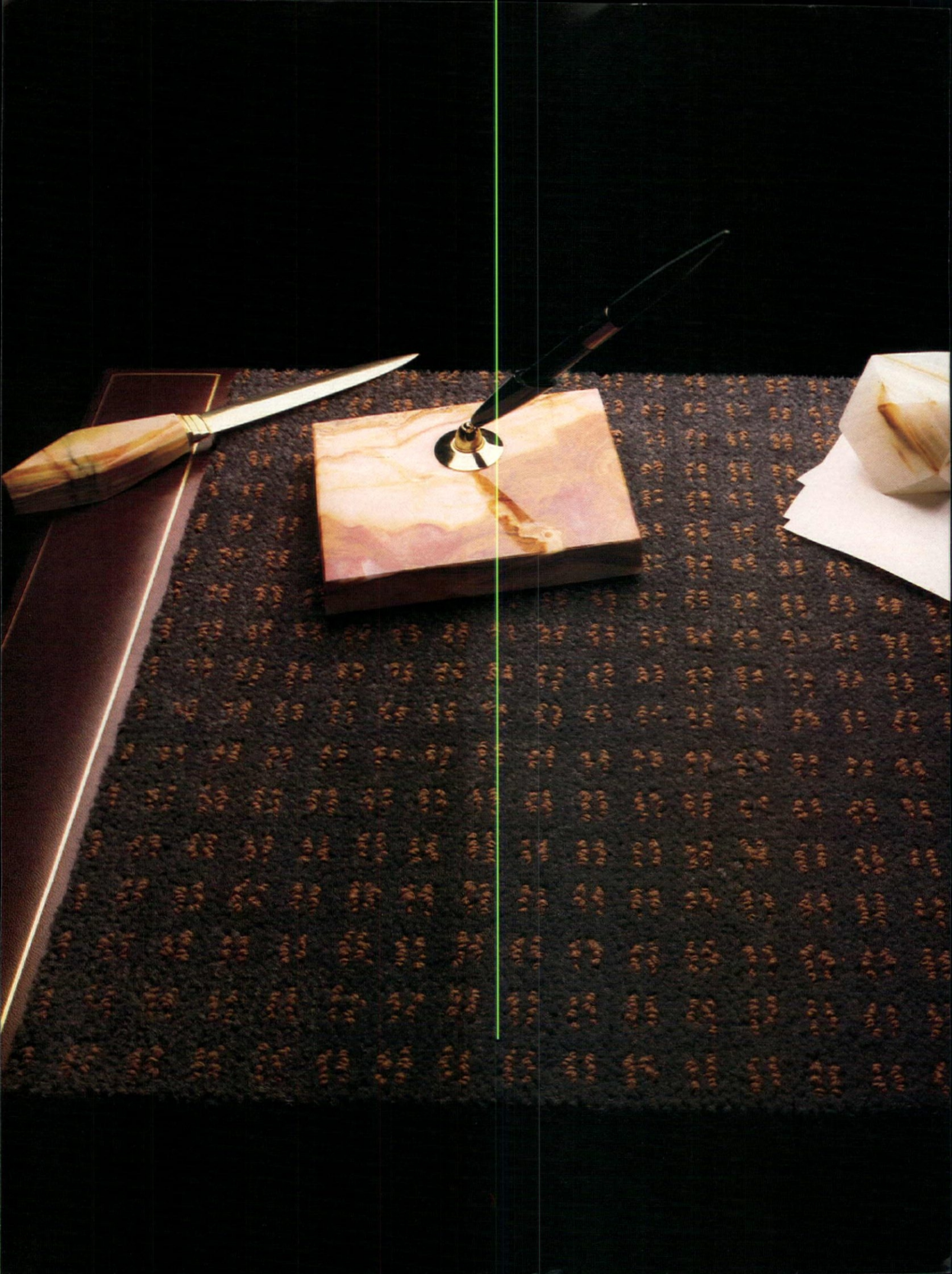
Harter helps transform the quality of worklife.

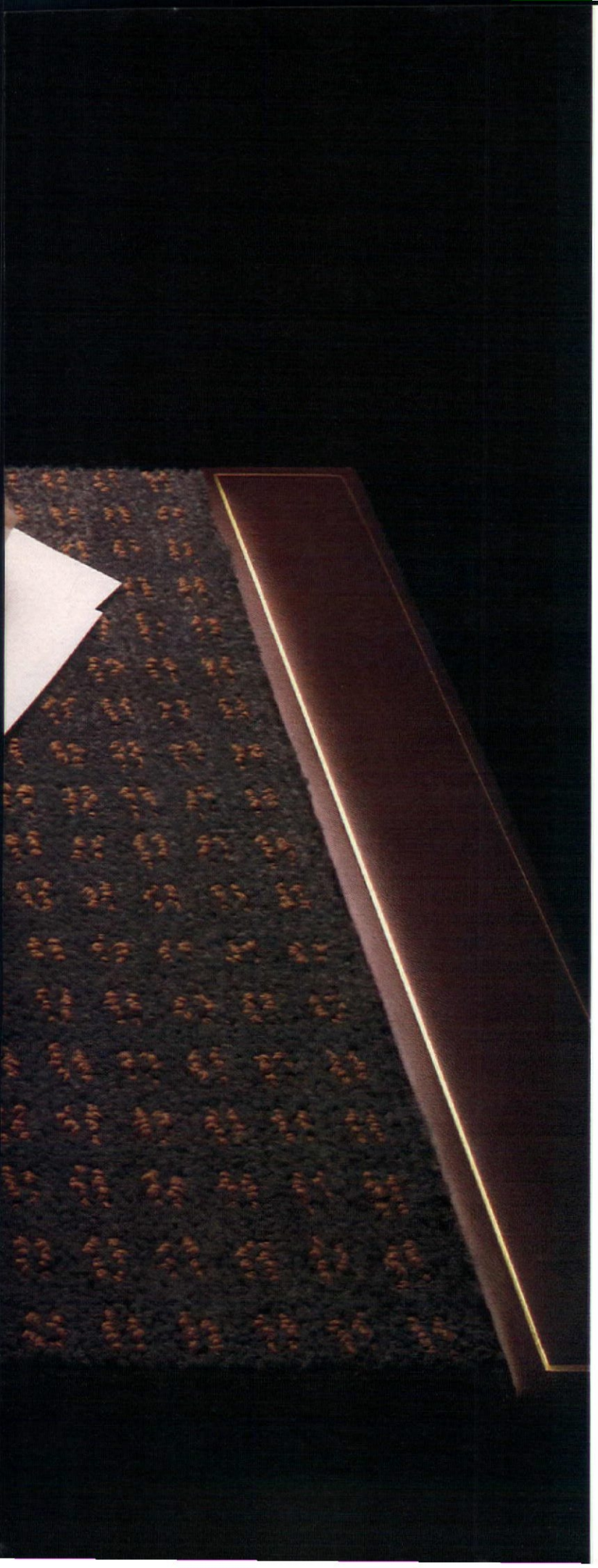
For brochures and more information contact:
Harter Corporation, Sturgis, Michigan
49091/616 651-3201
Harter Furniture Limited, Guelph, Ontario
N1H6L5/519 824-2851

Circle 19 on reader service card

I/F design by: Nick Balderi
1983 ROSCOE Award

Harter Task Systems™





In offices: Carpets of Antron® perform with style.

Outstanding performance. Tremendous selection of styles. No wonder carpet of Du Pont ANTRON* nylon is specified more than any other commercial carpet.

Du Pont works to satisfy your design needs with fiber styling innovations that help mills produce a wide variety of colors, styles and textures. In fact, the largest variety in any one carpet fiber.

For instance, the carpet shown is constructed of a new ANTRON continuous filament fiber specifically engineered for cut pile carpets that can withstand the traffic of a commercial environment. With a clean, smooth texture that won't fuzz or shed.

And all carpets of Du Pont ANTRON provide the outstanding performance you would expect. Soil-resistance and wear-resistance that mean lasting beauty and easy maintenance.

So whether you're designing space to impress the heads of industry or just to take the pressures of daily traffic, there's no better choice than carpet of Du Pont ANTRON.

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

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

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

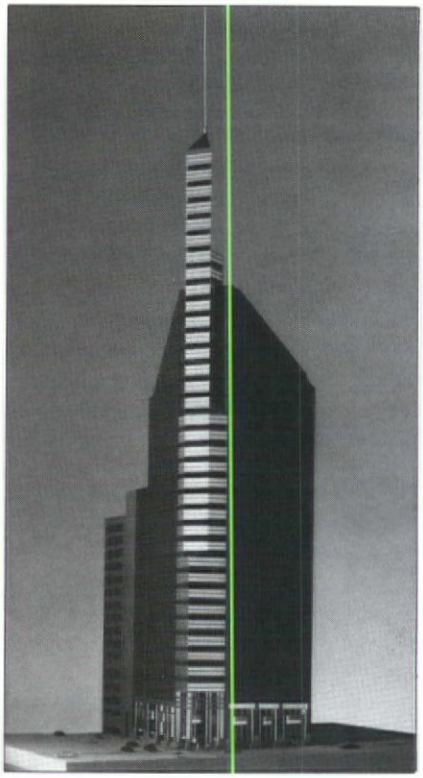
DU PONT

REG. U.S. PAT. & TM. OFF.

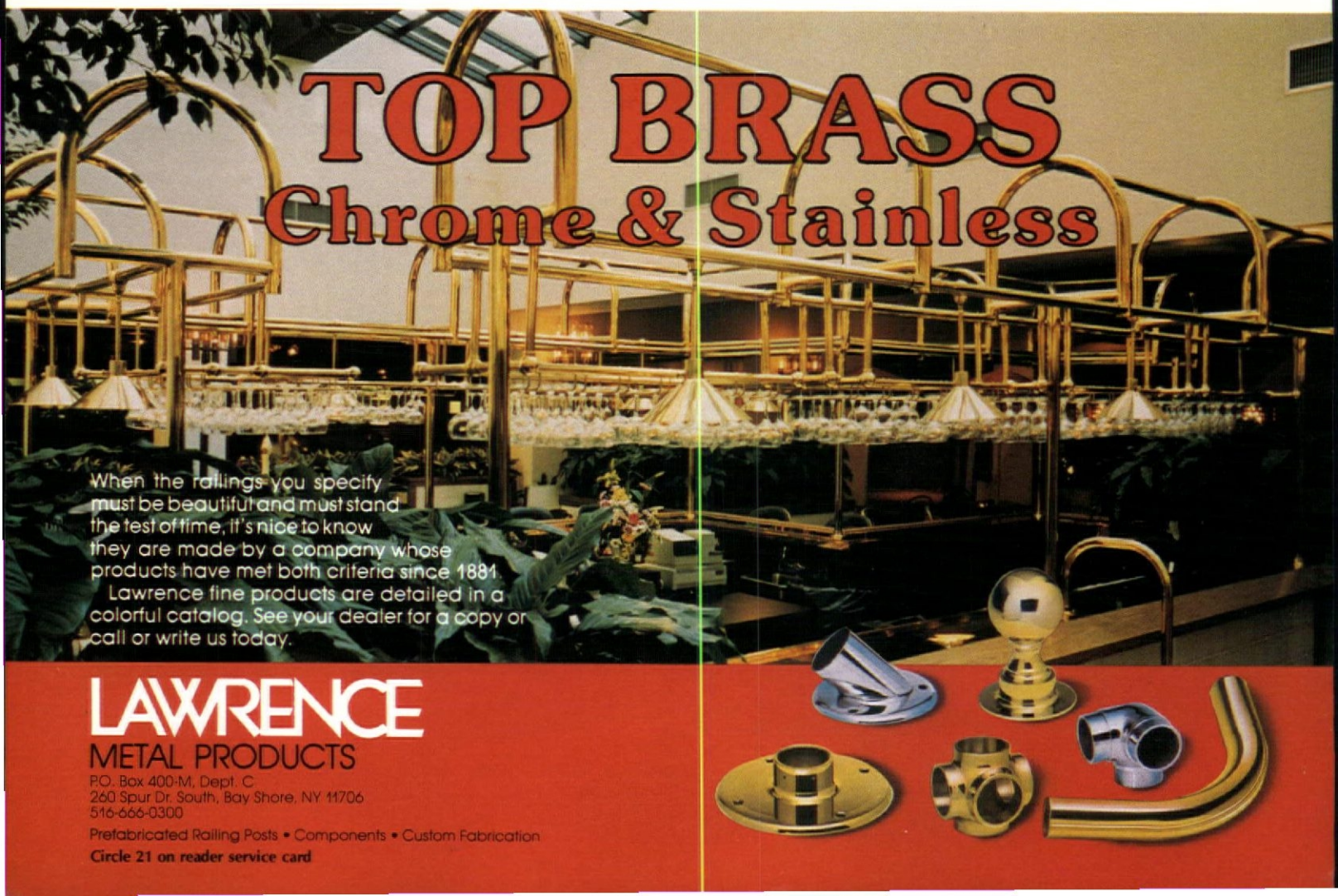
Circle 20 on reader service card

New assignments: Baltimore skyline sees tower on horizon

The Hillier Group is adding a silhouette to Baltimore's skyline with design of **The Merritt Tower,** a 29-story office building. The building's lighted spire will be the city's highest point . . . **Environetics International Inc.** has been appointed interior design consultant to **Montefiore Hospital Medical Center,** New York. The firm will develop and apply new design standards to more than 500,000 sq. ft. of space at the facility's various locations . . . **The Ritchie Organization,** Chestnut Hill, Mass., has been selected by the **Hebrew Rehabilitation Center for the Aged** to renovate the **Berenson Building.** The architectural and planning firm was also retained by **Brigham & Women's Hospital,** Boston, as architects for the proposed expansion of the hospital's ambulatory surgery program . . . **Skidmore, Owings, & Merrill** has been chosen to create **Harbor Bay Business Park,** a 425-acre business park, Alameda, Calif. . . . **Interspace/Florida** was retained by the **Wilbur Boyd Corporation** as space planners for a $14 million, 12-story **Bradenton Financial Center** . . . **Ralph Mancini Associates** has been retained by the **Commercial Bank of Kuwait, S.A.K.** to design the bank's New York offices . . . **The H. Chambers Co.** has contracted to provide interior design services for **The Bermudiana** and **The Belmont** hotels, Bermuda . . . **Purolator Courier Corp.** has selected **Walter Dorwin Teague Assoc. Inc.,** an industrial design counseling firm, to devise a new corporate identity system . . . First-phase development of a $300 million **Naval Hospital,** San Diego, includes two 150,000-sq.-ft. outpatient clinics, 560-bed ancillary facility, parking structure, light-care facility, chapel, and library/education building. The hospital is being designed by Welton Becket Associates . . . The **San Diego Port District** has awarded the design of the city's planned $95 million convention center to the associated architectural team of **Deems/Lewis & Partners; Arthur Erickson Architects;** and **Loschky, Marquart, & Nesholm.** The center will occupy a 10-acre site.



When completed, The Merritt Tower, a 29-story office tower, Baltimore, Md., will feature a lighted spire.



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 22 on reader service card

Leave a lasting impression. Golden Oak.

Golden Oak Furniture, Inc. 2392 East 48th Street, Los Angeles, California 90058 (800) 572-1530

Circle 23 on reader service card

The new Steelcase Corporate Headquarters uses Reese Perfec Clean to stop dirt in its tracks.

Many of America's most outstanding buildings use Reese Perfec Clean Dirt Control Foot Mats and Gratings to solve the problem of tracked-in mud, dirt and water.

No wonder. Reese Perfec Clean is the attractive way to provide a comfortable, surefooted surface that eliminates wet, slippery floors which can be hazardous to visitors and workers.

Reese Perfec Clean Foot Gratings feature a system of self-cleaning recessed treads that are closely spaced to prevent the smallest heel from catching, yet allow dirt and sand to collect below the surface. The rails and cross supports remove easily for cleaning.

Perfec Clean roll-up Foot Mats combine the protection of recessed treads with the additional flexibility of surface mounted application. They roll back easily for fast cleanup.

Both are available in a wide range of colors and materials, including DuPont Antron XL® nylon carpet or non-slip vinyl inserts, and are custom fabricated to any size or shape.

Write or call today for complete information.

Reese Enterprises, Inc.

P.O. BOX 1A • ROSEMOUNT, MN 55068
(612) 423-1126 • TOLL FREE (800) 328-0953
16791 BURKE LANE • HUNTINGTON BEACH, CA 92647
(714) 841-5525 • TOLL FREE (800) 334-8823

Circle 24 on reader service card

Panel Concepts Inc. is opening its second manufacturing facility to speed product delivery to a growing customer base in the East. Located in Greensboro, N.C., the new facility has the capacity for more than 100,000 sq. ft. of manufacturing space plus general offices.

Data-MATE® will introduce you to computer furniture adjustability . . . and greater productivity!

Computer furniture adjustability and flexibility is the key to greater efficiency and productivity in the 80's, particularly in shared workstation situations. Data-MATE® provides that, with a full line of high quality, ergonomically designed computer furniture, including a complete range of electrically and manually adjustable workstations.

All Data-MATE® computer furniture is designed with both aesthetics and value in mind, offering you a complete line of computer furniture that will compliment the traditional and modern office of today and tomorrow, while providing a furniture system that utilizes rugged steel construction for lasting value.

Please write, or call toll free for a copy of the latest Data-MATE® computer furniture catalog.

Data-MATE®

EXCELLENCE IN COMPUTER FURNITURE TECHNOLOGY

A PRODUCT OF THE MAINE MANUFACTURING COMPANY
46 Bridge St., P.O. Box 408, Nashua, NH 03061 Call toll free 800-258-1768
DEALER INQUIRIES INVITED

Circle 25 on reader service card

Expansions: Panel Concepts opens second mfg. facility

Panel Concepts Inc., manufacturer of panel systems and furniture for the open plan office, has begun construction of a manufacturing plant, Greensboro, N.C. All manufacturing operations are currently housed at the company's headquarters, Santa Ana, Calif. . . . **Greeff Fabrics Inc.** has opened a showroom in Design Center South, Suite 135, 23811 Aliso Creek Road, Laguna Niguel, CA; 714/643-0322 (0323). The new showroom presents Greeff's collection of printed fabrics, woven textiles and wallpapers, as well as curtains by the company's subsidiary, E. C. Carter & Son Inc. . . . **Grant Hardware Company,** a division of Grant Industries Inc., has added 100,000 sq. ft. of production and warehouse space to its facilities in West Nyack and Tappan, N.Y. The additional space will help Grant keep pace with its growing business in the kitchen cabinet and furniture fields . . . **GF Corporation** has made plans to relocate its corporate headquarters to a modern building in Youngstown, Ohio. The move is a key step in the recentralization of GF activities in Youngstown.

New showrooms: GF Furniture opens Atlanta showroom

GF Furniture Systems Inc. is opening an Atlanta showroom for its complete line of open plan systems and other office furniture. The showroom is located in Suite 105, Nine Piedmont Center, 3565 Piedmont Road, N.E., and is under the supervision of Michael Hinson . . . **Aladdin Mills Inc.** will introduce its full line of carpeting at the company's newly acquired Dallas Trade Center showroom, 3840, during the Dallas Summer Market. . . . **S. Harris and Company Inc.,** a Los Angeles-based decorative fabric company, has opened its first East Coast showroom in Washington, D.C.'s Design Center . . . **Cohama Riverdale Decorative Fabrics** has leased two new showrooms. They are located in M1301/1302, Exposition Building, High Point, N. Car., and 13033A, World Trade Center, Dallas.

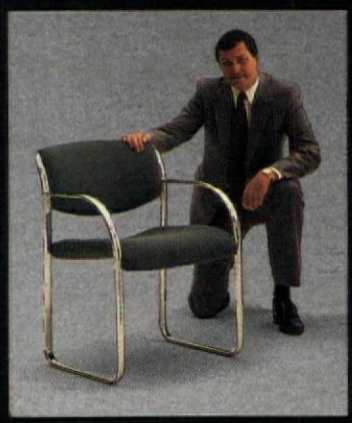
This is Nevamar

♪The Vogue Collection. ♫ A trio of cool blues and four noteworthy warm tones join fifteen current favorites in a fusion of the latest in laminates. ♪ All selected by designers for their immediate impact on today's environments. ♩ Stocked in Glossies or standard Textured finish. ♪ More Vogue colors to come... as the mood swings. ♪ For samples, call 1-800-638-4380. ♫ Nevamar Corporation, Odenton, Maryland 21113.

NEVAMAR
DECORATIVE LAMINATES

Circle 26 on reader service card

"My goal was classic simplicity. This new seating achieves it in both wood and steel."



"It's rare for a design to lend itself to two different media. The key in this case is the unique design of the frame—the way it flows to take advantage of either the reflective quality of steel, or the natural beauty of wood. Seat and back are suspended within the framework to provide maximum comfort.

"Because of its fluid design and simple elegance, I see these chairs as being appropriate not only throughout offices, but in many other settings as well.

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

See these new Snodgrass chairs at your Steelcase Regional Office or contact your Steelcase Representative.

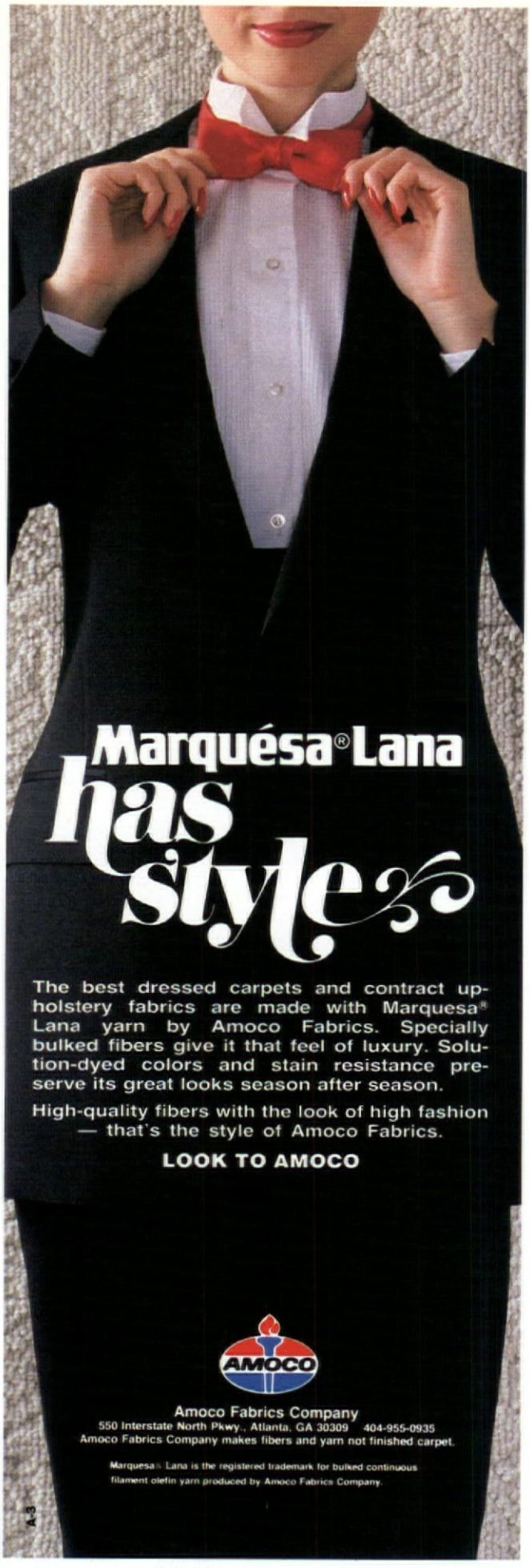
For worldwide product, service or sales information, write Steelcase Inc., Grand Rapids, Michigan 49501. Or call toll-free 1-800-447-4700.

Circle 27 on reader service card

Warren H. Snodgrass

Steelcase

The Office Environment Company



Circle 28 on reader service card

CONTRACT UPDATE

Speakers selected for CAD conference

New York—Twenty-six confirmed speakers will offer up-to-date information on available computer systems during the sixth annual Computer-Aided Space Design & Management Conference, November 12-13, Omni Park Central.

Co-sponsored by CONTRACT and *Facilities Design & Management* magazines, the event will also feature an expanded exhibit area reflecting the wide variety of computer hardware and software systems now on the market.

Participating speakers include John R. Adams, Facility Management Institute; Stephen Binder, Citibank N.A.; Patrick K. Brown, Interactive Graphics Services Co. Inc.; Basil T. Callimanis, Facilities Management Consultants; Len Corlin, co-publisher and editor, CONTRACT; Les J. Cranmer, Interspace Inc.; Kreon L. Cyros, Massachusettes Institute of Technology; Paul J. Druckman, CAD/CAM Technologies Inc.

Anne Fallucchi, associate publisher and editor, *Facilities Design & Management*, will also take part in the conference as will Morton Glatstein, Interior Facilities Associates Inc.; H. Lee Hales, management consultant; George E. Hemming, Eastman Kodak Co.; Peter S. Kimmel, U.S. General Services Administration; Anthony Mirante, Gensler & Associates/Architects; John Morganti, GOA Corp.; Richard Raysman, Brown, Raysman, & Millstein; Rose M. Erickson, Basicomp Inc.

Also Jean Hardginski, The Pillsbury Co.; Dan Raker, Design & Systems Research Inc.; Ched Reeder, The Computer-Aided Design Group; Jack Robinson, Intergraph Corp.; Ronald T. Ryan, The Ryan Group; Gary H. Silver, Hellmuth, Obata, & Kassabaum; Ross L. Trenholm, Resource Dynamics Inc.; Simon Volinsky, CBS Inc.; David Wolfberg, Wolfberg, Alverez, Taracido.

Participating exhibitors include Calcomp Inc., Core/Herman Miller Inc., Design Futures Inc., Insite, Intergraph Corp., Micro-Installations Inc., NPS Automation Services Inc., Resource Dynamics Inc., The Ryan Group, Sigma Design, and Steelcase Inc.

For registration information, contact Barbara Dales at 800/223-6767; in New York, call collect at 212/869-1300. For hotel reservations call the Omni Park Central at 212/247-8000 no later than October 21.

Crescent . . . . . Conference Tables

Continue the excitement and excellence.

Multiple sizes, finishes and materials...

Mueller Furniture Corp.
Grand Rapids, MI 49501

mueller
the designer's resource

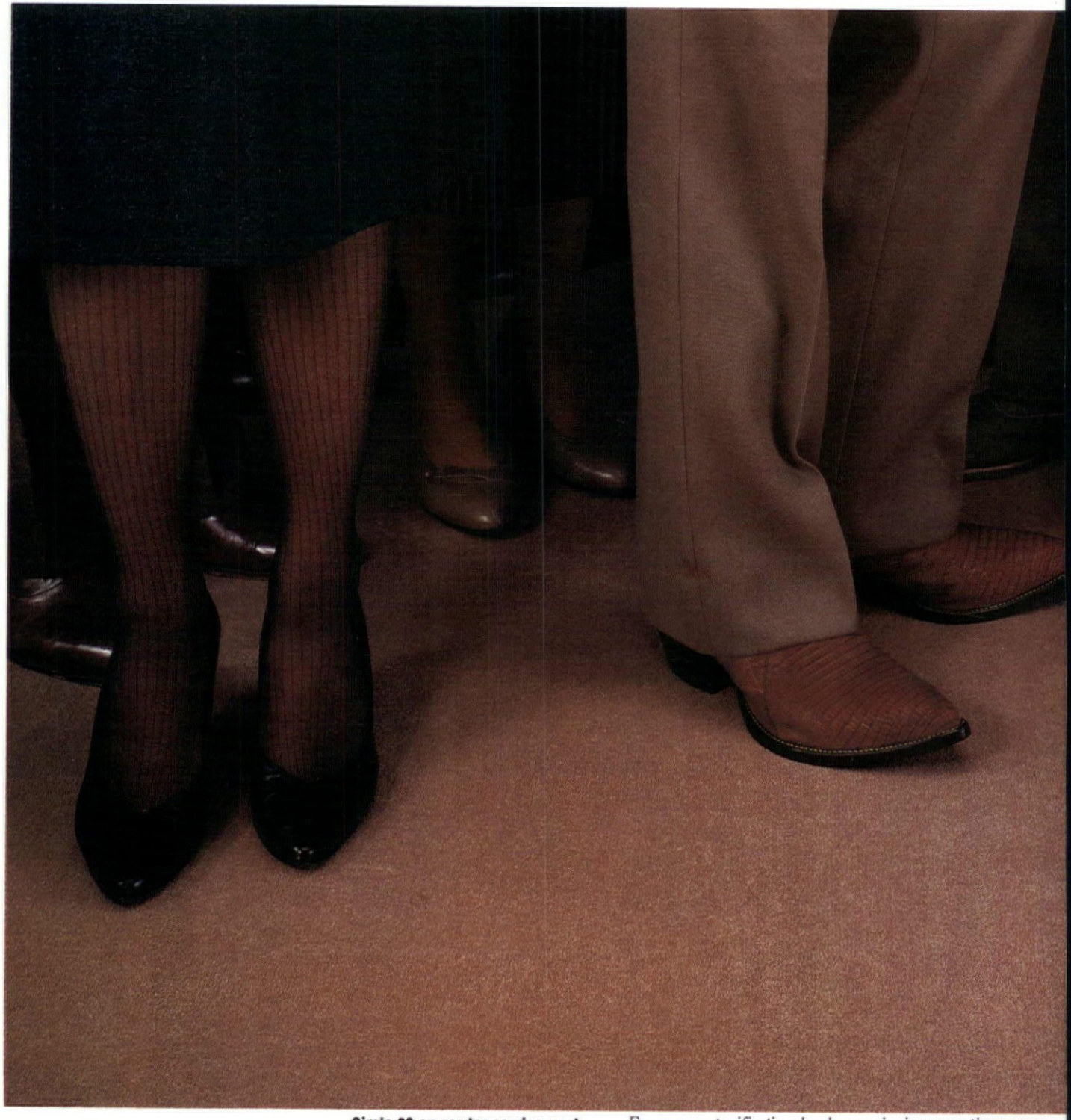
Circle 29 on reader service card

Thousands Of Feet Per

A commercial carpet has to stand up to thousands of feet. Day in. Day out. Year after year.

That's why Gulistan carpets are made out of state-of-the-art fibers. Fibers like tough, soil-hiding DuPont Antron® III nylon.

It's a fiber that cleans easily. Resists tracking and wear. Offers permanent control of static.



Circle 30 on reader service card

For our new specifications brochure reviewing our entire commer

Square Yard.

We've tufted this fine, durable fiber into some of the most densely constructed carpets ever made.

Carpets made with great care and devoted attention to quality.

This mix of construction and fiber can take just about anything thousands of feet can dish out.

So you can be certain you can depend on every single square yard.

STEVENS
Gulistan® Carpet

cial line write to: Stevens Carpet Division, P.O. Box 34534, Charlotte, NC 28234. Gulistan Carpet: Platinum-40. Color: Conch. Fiber: **DU PONT ANTRON®** 000

In West Germany: VDU Standards, Orgatechnik Previewed

By **MARITA THOMAS**

West German office safety standards, among the strictest in the world, have had an impact on office furniture design in that country as well as in Europe and the United States.

Germany's tradition of having to create contract furnishings under regulatory standards has led to the engineering of office product lines that operate as efficiently as machines. Indeed, an expanding body of regulations that apply to office workers in West Germany puts that country at the forefront of applying ergonomic technology to job function.

On January 1, 1985, a set of comprehensive standards for workplaces that use video display units (VDUs) as the predominant tool will supplement existing DIN (Deutsches Institut fur Normung) standards now covering more than 30 categories of office safety in that country.

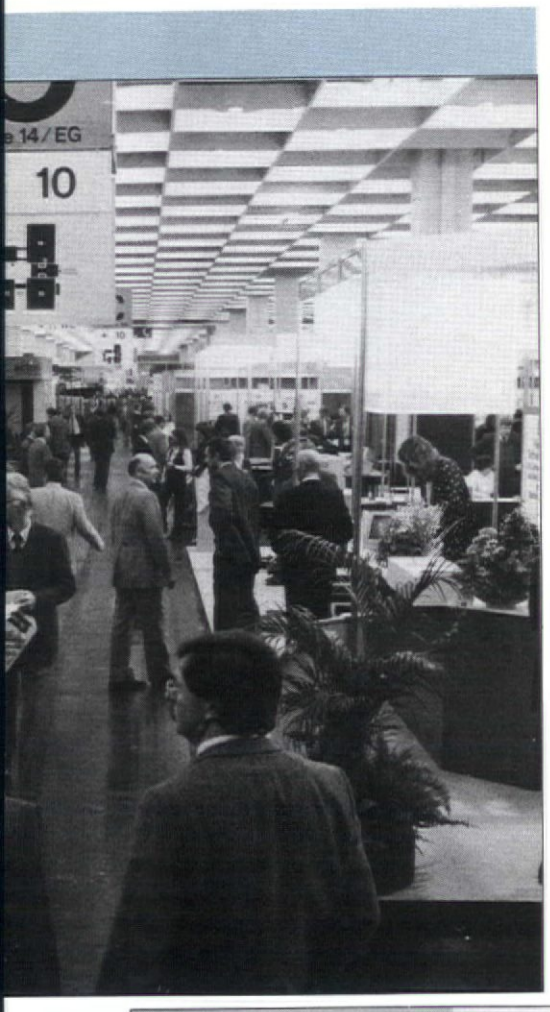
The new standards, called "Safety Regulations for Display Workplaces in the Office Sector" and designated ZH1/618, go beyond the mere configuration of furnishings. They cover aspects of design of VDU display devices and peripheral equipment. In addition, they require worker participation, making provisions to insure that all the standards are understood by workers and maintained by employers. For example, mandatory physical exams for workers and follow-up medical exams are part of the new standards.

The accompanying story reviews key provisions of the new regulations that apply to office furnishings and VDU workstation layout.

A selection of office furnishings made in Germany which will be shown at Orgatechnik '84 (the international office furnishings trade fair, October 25-30, the Cologne Messe) displays the latest responses to both ergonomic and health needs of workers in office settings. A sampling of these furnishings is previewed on these pages.

Orgatechnik '82 drew attendees from the States, including U.S. manufacturers seeking to license foreign lines. German engineering and furniture standards recommend products for quality-conscious U.S. buyers.

Wilkhahn–O-Line seating, designed by Herbert Ohl, has a circular base and support tube that connects to an aluminum frame over which a knot-mesh polyester net is stretched to create a graphic feeling as well as comfort. **Circle No. 489.**



New computer workstation standards expand Germany's office regulations

To be adopted on January 1, 1985, a body of comprehensive standards for workplaces that use video display units (VDUs) will be adopted for implementation in West German offices. These guidelines, called "Safety Regulations for Display Workplaces in the Office Sector" or ZH1/618, supplement existing DIN standards which now cover 30 areas of office safety.

Described below are some of the far-reaching criteria which will guide the design of future automated equipment, workstations, and workplaces in this country.

"Safety Regulations
for Display Workplaces
in the Office Sector"
(To be adopted in W. Germany
January 1, 1985)

Keyboards

The keyboard is to be separate from the screen unit to permit separate positioning of each component for comfortable operation.

The height of the VDU keyboard measured at the middle key row, cannot be more than 1.2 in. and the inclination, or slant, of the "key field" is to be as low as possible (lower than 15 degrees).

When existing equipment has a keyboard design that is higher than 1.5 in. above the worksurface, a palm rest must be provided. It is to be as wide as the keyboard, and to be from 2- to 4-in. deep. The incline, or slant, is to be adjustable.

Document Holders

Workspaces are to be equipped with document holders that are designed to meet four basic requirements:

- They must be flexible to permit workers to adapt them to see the document and to handle it (if writing is required).
- They must have adjustability and an angling feature that prevents forced physical postures.
- They must be the proper size to correspond with the size of the work document.
- They must be non-reflective.

Worksurface

The table or worksurface must permit a flexible arrangement of the display device, keyboard, and work documents, while maintaining a required distance between the eyes and the screen. That distance must fall between a minimum of 17.7 in. and a maximum of 23.6 in. The preferred, and recommended distance, however, is 19.7 in.

The standards establish these distances based on findings of physicians who examined workers prior to using VDUs. Medical recommendations of the standards call for follow-up physical exams to take place every five years for VDU workers; such exams will be required every three years for those age 45 and older.

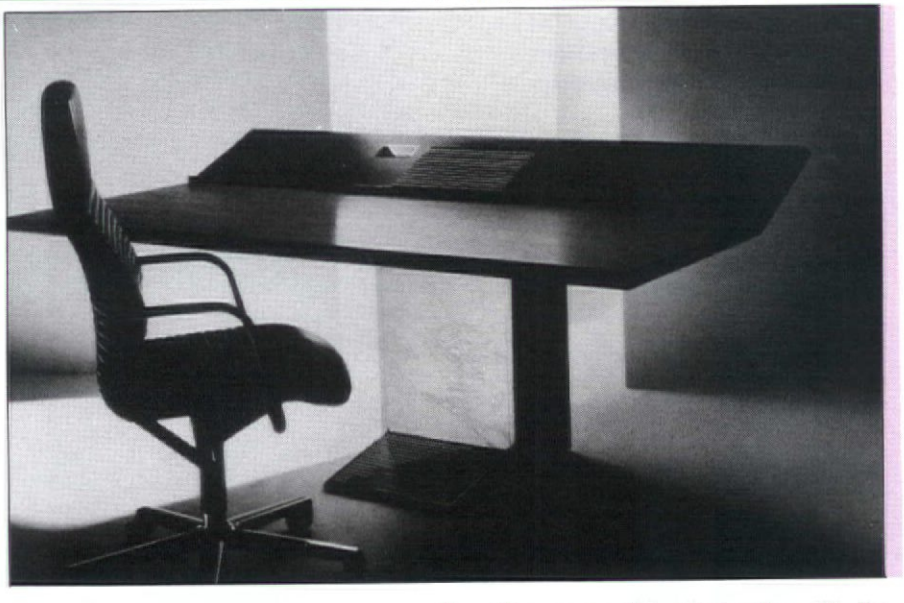
When documents are large-format or handwritten, the worksurface must be at least 4-ft wide. An area at least 2-ft wide must be available in addition to the space used by the VDU and keyboard.

A worksurface 5.25-ft. wide (in all) is recommended, and it can consist of two surfaces, positioned side-by-side.

Proximity

To prevent forced posture, all key areas must be within short range of reach, which is 12 in. The front row of keys must be at a distance of from 2- to 4-in. from the edge of the worksurface.

Workstations must provide sufficient leg-room, free from fixed, built-in structures. Specifically, leg-room must be 23-in. wide. The preferred height of the



Wilkhahn–Roller-top information compartment in FS desk can be used for a computer terminal or files. Designed by Klaus Franck and Werner Sauer, the desk has an expansive surface on a central pedestal. **Circle No. 488.**

Germany adopts VDU standards

worksurface, measured from the front edge to the floor, is 27.2 in. However, it must be at least 25.6-in. high at that point.

In accommodating the angle of the human leg, from a seated position, the underside of worksurfaces may also slant. Precise specifications, however, point out where interior angling may begin and how much unobstructed space must be allowed.

Adjustability

Adjustable support furniture is recommended when more than one worker will be using a station, and the range of adjustment is to be approximately 27- to 30-in. high at the upper edge of the surface. Surfaces that cannot be adjusted are to be 28.4-in. high.

Details of seating for VDU display workplaces, delineated in another regulation (ZH1/535) call for height-adjustability. Revolving chairs with footrests are to be specified when necessary to meet table-height seating specifications.

Field of vision

The height and angle of display screens must avoid reflections as well as afford comfortable use. According to regulations, the optimum angle for head relaxation is 35 degrees below horizontal.

When existing display devices do not permit this position, three options are illustrated and delineated in the regulations. They cover the optimum field of vision when the head is at a fixed position, the maximum field of vision when the head is at a fixed position, and the extended field of vision that permits comfortable head movement.

Light, glare

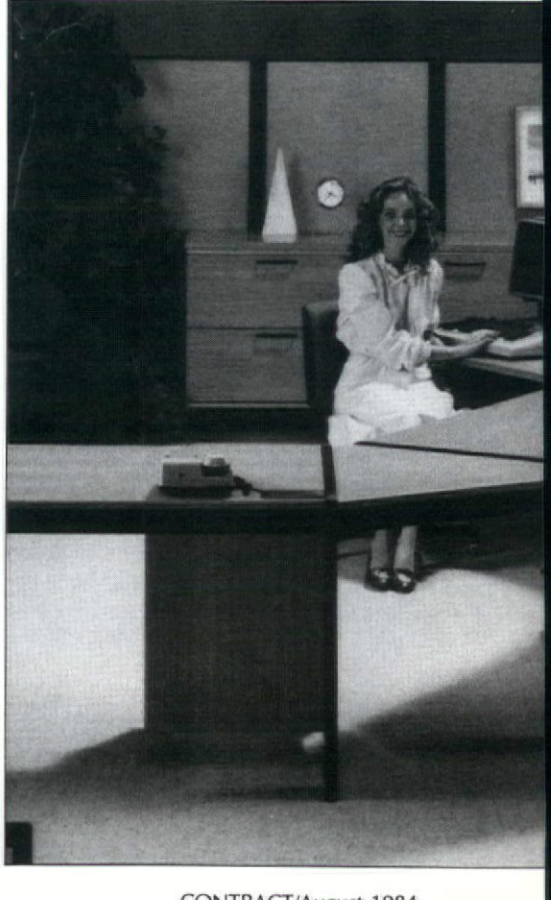
If workstations cannot be positioned to eliminate glare from windows or other sources of reflection and glare, the negative influence of these environmental factors must be reduced by partition walls, window treatments, or some other form of shielding.

Workstation surfaces, like document holders, must have a finish that ranges between half-matte and silky-matte in order to be non-reflective.

Portions of the DIN standards and an ordinance regarding artificial lighting in the workspace, dictate minimum office workstation illumination requirements in all offices. They are supplemented in these standards with the stipulation that individual task illumination be avoided.

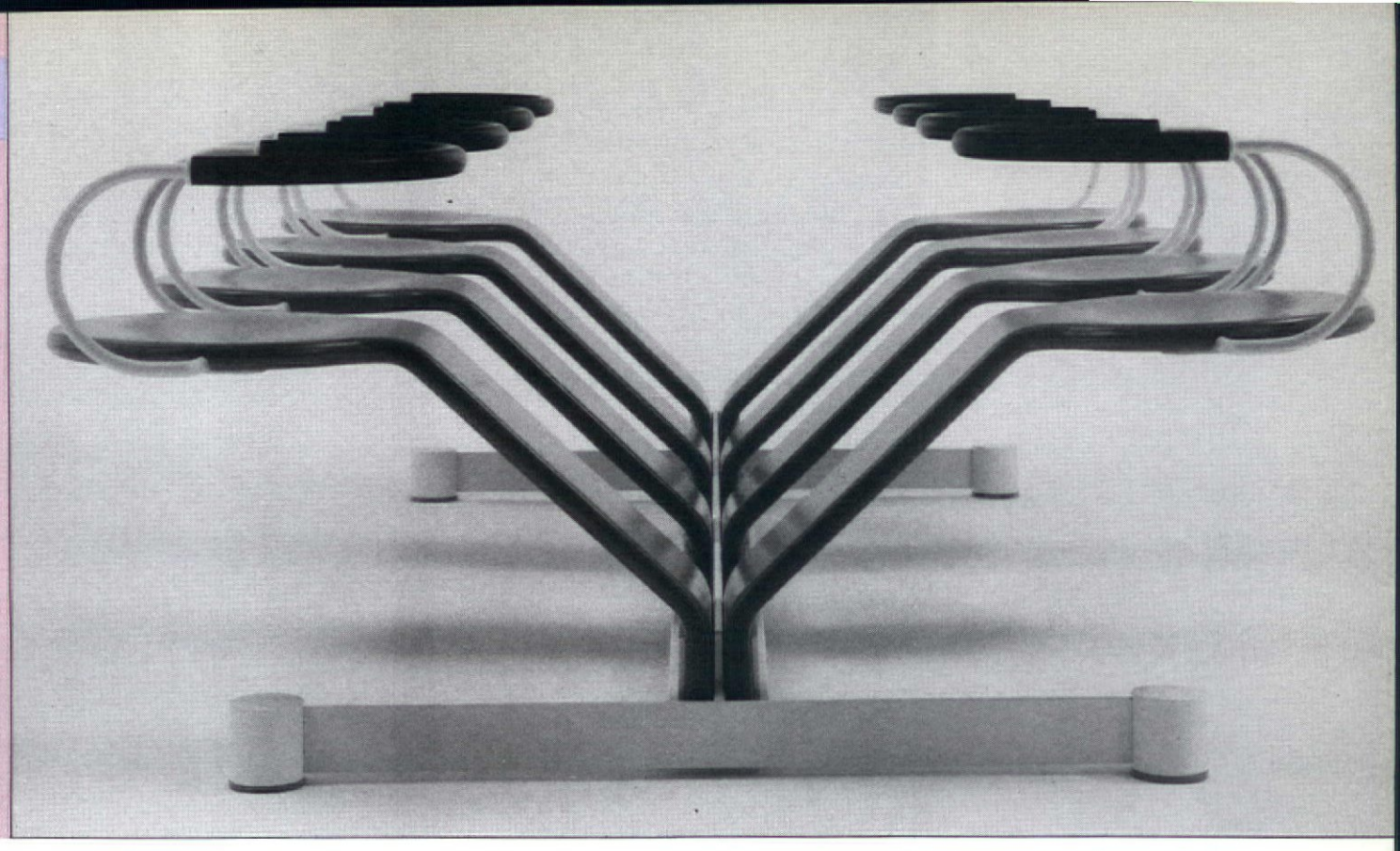
Task light, it is pointed out, creates unwanted heat as well as light. The higher heat load generated by VDUs is another matter that must be considered when such devices are included in the workspace. Standards already exist in Germany regarding heat loads for workspaces in general, and they must be followed when VDUs are present.

Mauser–Swivel chairs in series 670 are fitted with an automatic adjustment mechanism that adapts the angle of the back and seat to all sitting positions of occupants. Seating from Mauser is available in the United States through Corry Jamestown Corp., Corry, Pa. **Circle No. 483.**

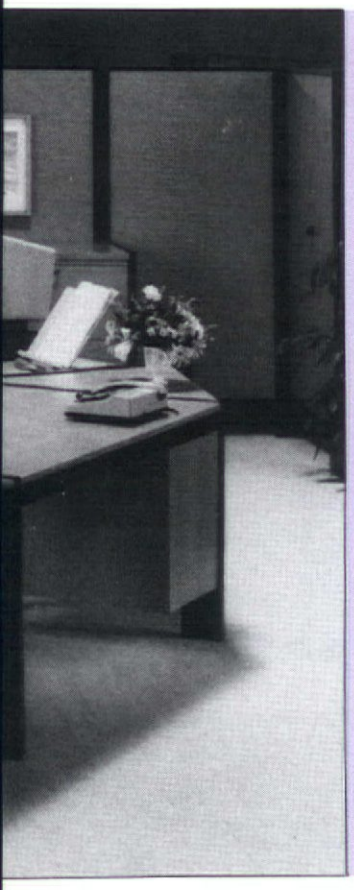


Konig & Neurath–King Alpha is an office furnishings system with a very wide range of interconnecting options. Available through Wright Line. **Circle No. 486.**

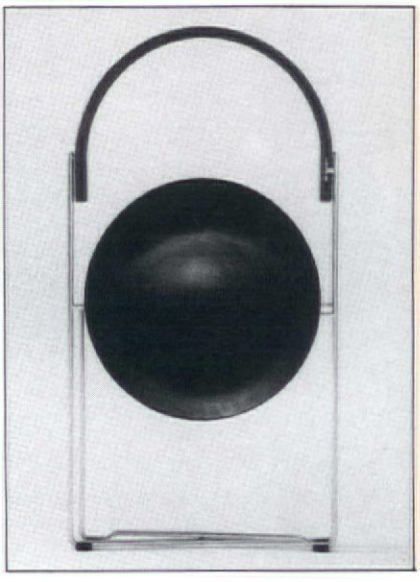
Vario–Vario Bit system utilizes a vertical cable channel through the leg frames of components along with removable covers for plugs and sockets. (Shown to right.) **Circle No. 487.**



Kusch & Co.–New bench system for public-area seating has been developed by professor H.U. Bitsch. It is of laminated wood and steel. Available through Harvey Probber, seating can be double-sided as shown or single-sided for use against a wall. **Circle No. 484.**



Kusch & Co.–Simple, elegant folding chair, designed for Kusch & Co. by Vladimar Hardarson, has a turn-and-fold mechanism that changes it from a flat, fold-up to stable seating. The steel base can be combined with stained or color-varnished plywood, or upholstered seating. Available in the United States through Harvey Probber Inc., New York. **Circle No. 485.**



E L L I P S E

ELLIPSE–315, 316.
Especially for executives and royalty. For people who like comfort while they work.

Hayes has a large selection of contemporary seating—for conference, office and lounge areas.

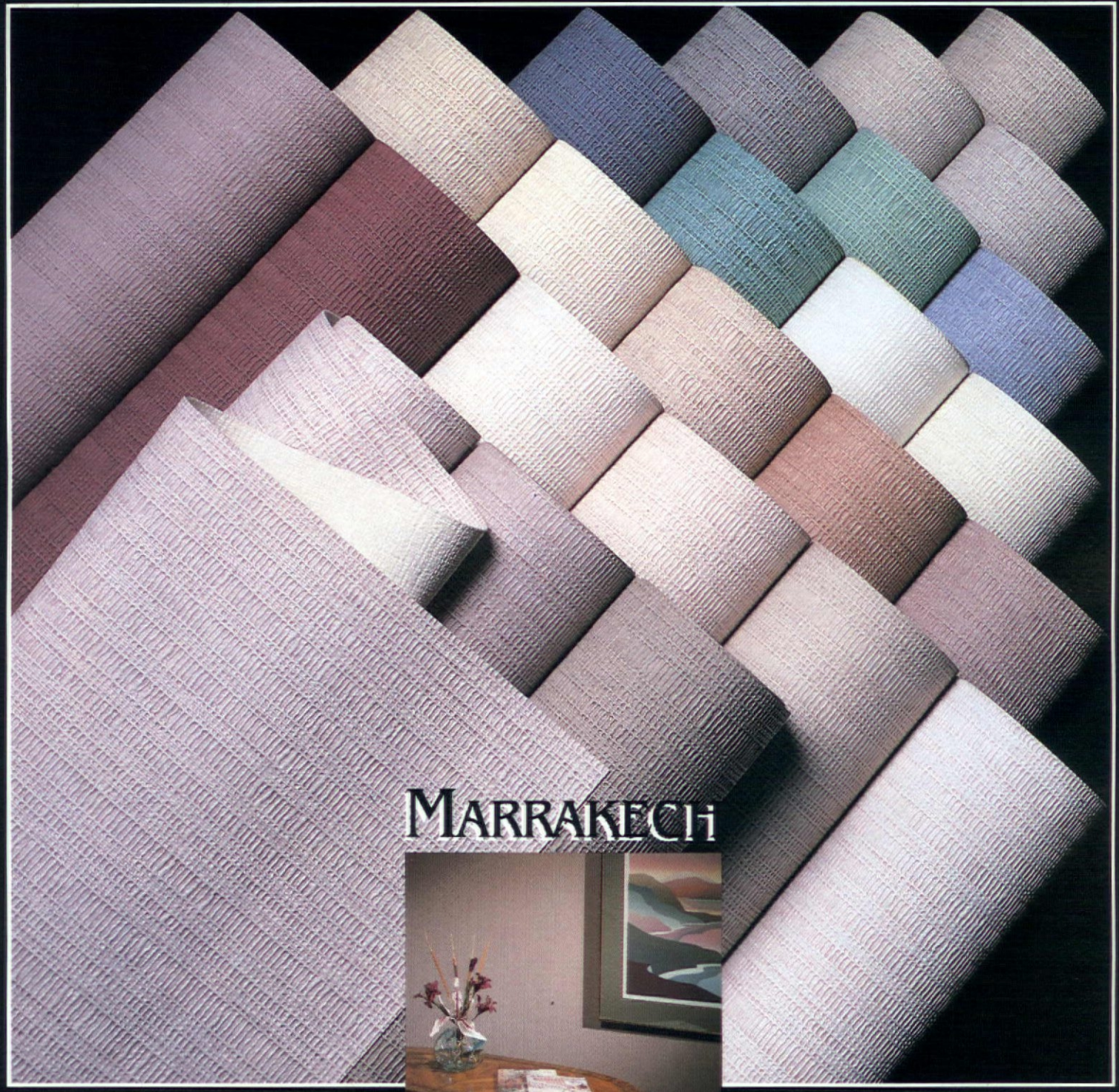
For more information, your area representative, a catalog, the Hayes Fabric Collection, contact:

Hayes, 1036 47th Avenue
Oakland, California 94601
Toll-free, 800 922-7876
In California, 415 534-4511

Circle 31 on reader service card

Design: Ray Zimmerman

H A Y E S



New in the Guard® vinyl wallcovering line.
New also to the industry. Marrakech was inspired by
a casement weave fabric used extensively
in contract furnishings. This look has now been interpreted
in wallcovering and offered in 26 different colorways.

Contact your nearest Guard® distributor for Marrakech.
You can be assured of quality and service because it's Guard.®

BORDEN® GUARD® VINYL WALLCOVERING

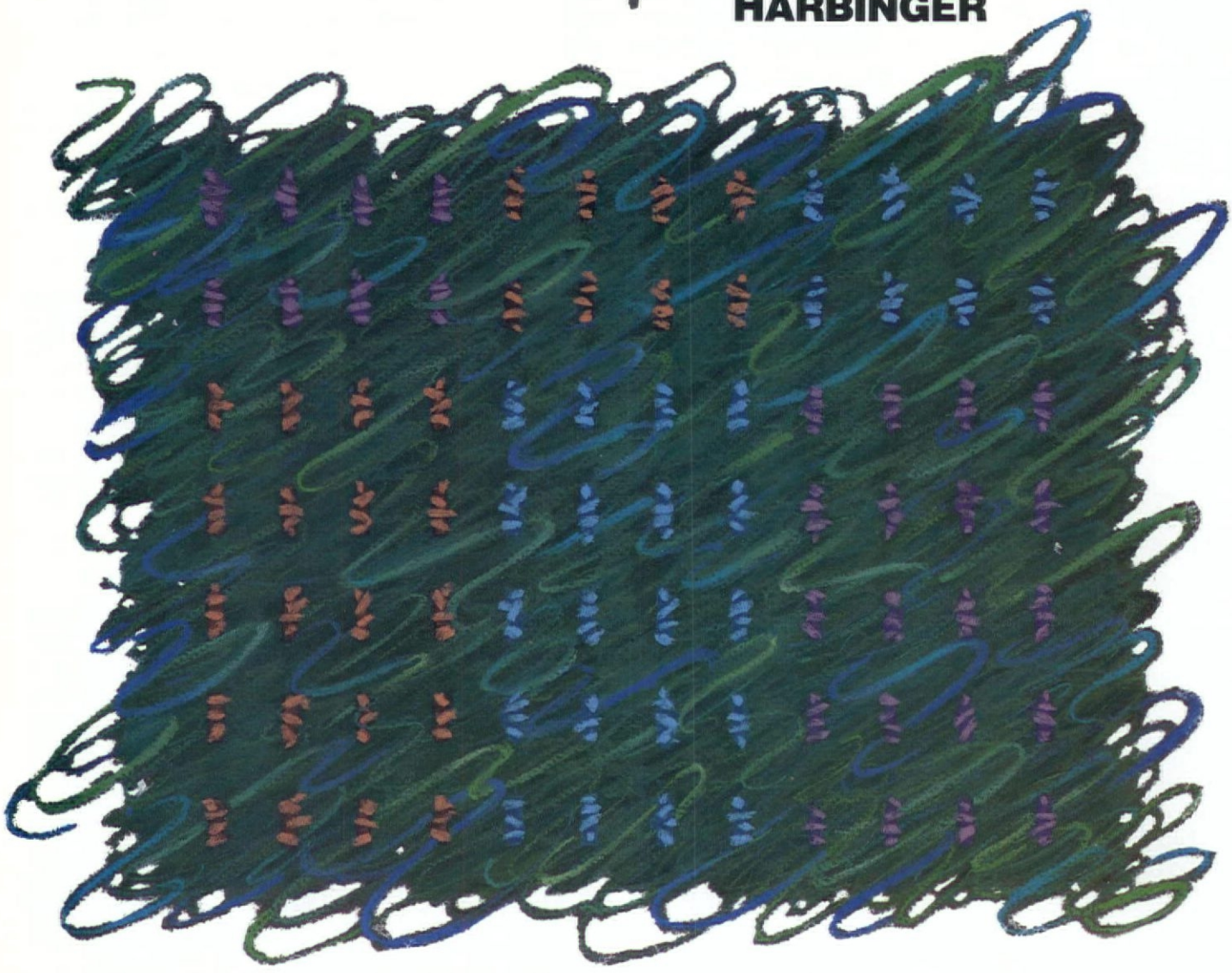
Circle 32 on reader service card

I M P R E S S I O N S

Harbinger

Unabashed Artistry
Uncompromising Quality

HARBINGER



The Next Step in Carpet History
Calhoun, Georgia
1-800-241-4216
Circle 33 on reader service card

DataBord 920

A Unique Response to the Workspace Challenge

The DataBord 920 System by Krueger offers maximum adaptability to multiple VDT users and to varied office functions. By adjusting to the specific comfort needs of each operator once he or she is properly seated, DataBord 920 reduces operator stress and fatigue and enhances performance and productivity.

The surfaces of DataBord's Dual Surface Terminal Table can be adjusted both up and down and forward and backward. The System includes a full line of adjustable work tables, machine tables, extensions, wedges and accessories.

Uniquely designed with features found only in high priced units, DataBord 920 is an exceptional value at its price.

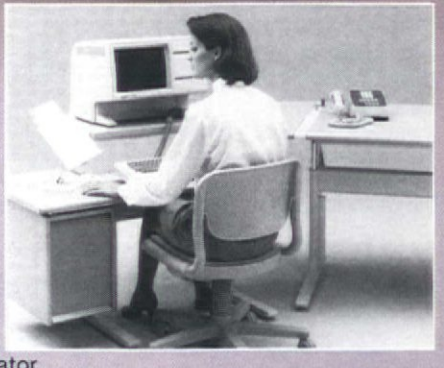
krueger

P.O. Box 8100
Green Bay, Wisconsin 54308
telephone (414) 468-8100

Circle 34 on reader service card

Adjusts forward, backward, up and down.

Adapts to comfort of properly seated operator.



CONTRACT QUOTES

SOFT MATERIALS COMBAT CLINICAL SYSTEM LOOKS

Steve Brickel
President
Brickel
New York—

"I have always believed that an executive who spends long hours each day in his office will want to be surrounded by a soft environment. I think designers are realizing this fact and are turning to softer materials in creating high-level office environments. However, systems furniture often makes the work environment clinical for the lower-level employee. And, I think designers are trying to find solutions to this problem as well. I see current popularity of leathers, woods, and dimensional textiles as an offshoot of this search for comfortable materials, and I believe we will continue to see these materials gain importance in the contract market."

CONSIDER PRODUCT USE AS WELL AS ESTHETICS

George Borsy
Principal
Monel Contract Furniture
New York—

"There is currently a trend in the contract market toward re-introducing designs from our past as well as bringing forth avant-garde, highly decorative furniture. And, while these products have their place in certain interiors, they are not practical for many applications. There are problems with sharp edges and joinery, for example, that make such furniture difficult to adapt to commercial use. Visually, many of these designs are beautiful and can enhance the look of a contract environment. However, clients need products that can stand up to wear and tear. Designers must caution clients regarding furniture's ability to withstand the uses it is put to. In commercial applications in particular, many users will not respect the quality of furniture designs specified. I think specifically about hotels, which are growing increasingly interested in high-end design. However, after the guest pays the high price of the room, he may not want to be careful with the furniture inside it. Specifying for wearability should not be overlooked."

BETTER PRODUCT PRICING BENEFITS INDUSTRY

Norman Heying
President
Cramer Inc.
Kansas City, KS—

"This year's NEOCON marks a considerable drop in price of the typical ergonomic chair. This development is in line with many manufacturers' efforts in creating all types of products suited to the many budget and occupational levels encountered in office planning. From the user's standpoint, this is a very healthy evolution of the marketplace as it brings better furnishings to all workers. It is also beneficial to the industry's dealer network as the latter can therefore service a wider base of users for every manufacturer it represents. The dealer needs more day-to-day bread-and-butter furniture products to maximize market share. Because a full-service dealer is more valuable to the manufacturer who is his client due to his greater ability to meet consumer needs, manufacturers must serve the dealer and, ultimately, the user by providing products geared toward the entire community of office workers."

QUALITY NOT QUANTITY OF ATTENDEES IS KEY

Anthony Vitale
President
Brueton Inds.
New York—

"A high level of traffic is not necessarily the most important factor to consider when measuring NEOCON attendance. What I am interested in is not the number, but the quality of attendees. Design firms sometimes send only their key people to cover markets, a factor which will cause a drop in attendance. This does not negatively impact the show in my view. On the other hand, the opportunity to attend NEOCON may be offered as a bonus to design firm staff members and, therefore, attendance will go up. However, this attendee is often not a decision-maker. Thus, his visit will not affect my business."

TEACH ARCHITECTS MORE INTERIOR DESIGN

Norma Burns
Principal
Burnstudio/ Workspace
Raleigh, NC—

"It is a sad commentary on the architecture profession to hear people say that architects are incapable of handling interior space planning. However, I believe that we will be hearing fewer discussions of this nature in coming years. My education as an architect required a thorough understanding of criteria needed to design the insides as well as the outsides of buildings. Most of today's schools are also teaching students how to design structures that respond to the needs of their inhabitants. I believe this evolution constitutes a positive step for the design profession."

JG Furniture Systems
A Division of
Burlington Industries

Quakertown,
Pennsylvania, 18951
215 536 7343

The Adjustable Terminal Table

48 Hour Express Shipment

This Adjustable Terminal Table, manufactured to meet the highest quality standards for office furniture, provides the necessary adjustability for the user's comfort. The following standard features make this table an outstanding value:

- Adjustments for comfort and ease of use include:
  - Screen-top tilt adjustment
  - Screen-top height adjustment
  - Keyboard-top height adjustment
  - Keyboard-top forward and backward adjustment
- Durable plastic laminate tops
- Black plastic edge molding on top to prevent marring of adjacent surfaces
- Locking casters to prevent unwanted movement
- Wire management clips
- Painted steel base with stainless steel leg caps
- Cartoned for shipping with instructions for easy assembly

JG will ship the table(s) within 48 hours of order acceptance.

To order, mail this form to JG or call **1-800-523-6710** (in Pennsylvania and New Jersey call 215-536-7343) during business hours. Your table will be shipped freight prepaid when full payment is included with the order.

Circle 125 on reader service card

MAIL TO: JG Furniture Systems
121 Park Avenue
Quakertown, PA 18951
Attn: Order Entry

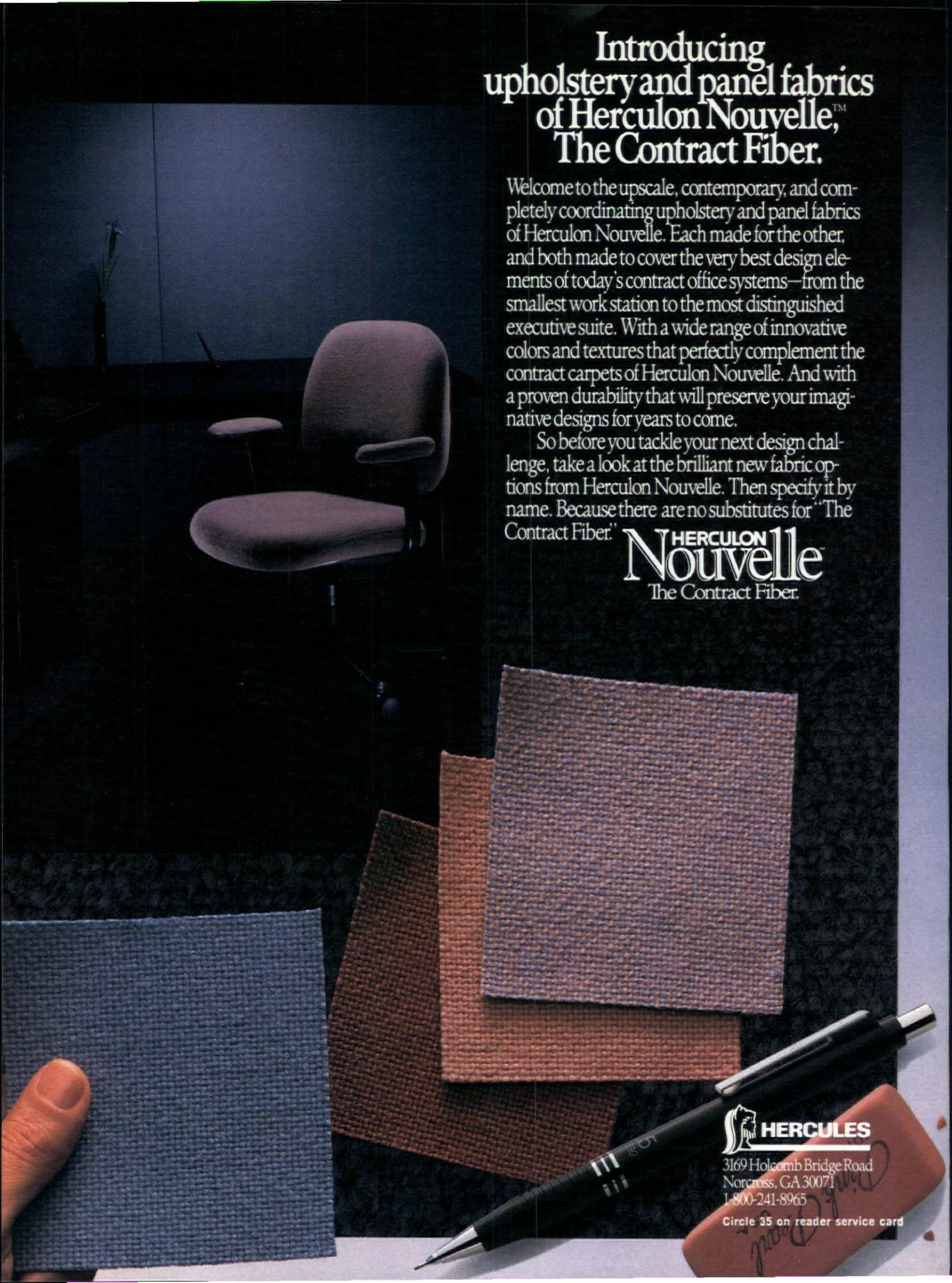
MATT 2230/1 Terminal Table at $264.00	$ _____
RB Retaining Bars at $7.00 ea.	$ _____
PS Adjustable Copy Stand at $50.00 ea.	$ _____
Add Applicable State Tax	$ _____
Order Total	$ _____

☐ Check enclosed (free freight)
☐ Bill me (freight not included in price)

Name _____
Address _____
City _____ State _____ Zip _____
Attention _____
Signed _____ Date _____

☐ Send me additional information on other JG terminal tables and the optional accessories which increase their flexibility

This offer expires December 31, 1984 CON



Introducing upholstery and panel fabrics of Herculon Nouvelle,™ The Contract Fiber.

Welcome to the upscale, contemporary, and completely coordinating upholstery and panel fabrics of Herculon Nouvelle. Each made for the other, and both made to cover the very best design elements of today's contract office systems—from the smallest work station to the most distinguished executive suite. With a wide range of innovative colors and textures that perfectly complement the contract carpets of Herculon Nouvelle. And with a proven durability that will preserve your imaginative designs for years to come.

So before you tackle your next design challenge, take a look at the brilliant new fabric options from Herculon Nouvelle. Then specify it by name. Because there are no substitutes for "The Contract Fiber."

HERCULON™ Nouvelle™
The Contract Fiber.

HERCULES

3169 Holcomb Bridge Road
Norcross, GA 30071
1-800-241-8965

Circle 35 on reader service card

CONTRACT

COLOR LINE

Brights, primaries, neon effects bring upbeat look to NEOCON

By Katherine Forman

Bold and upbeat showroom displays took on new significance at NEOCON 1984, a trend in which bright colors played a leading and unexpected role. According to JG Furniture product manager, Miriam Sursa, contract workshop captain, Color Marketing Group (CMG), bright colors in lustrous finishes were widely used in exhibits to give manufacturers a far less conservative image than ever before.

Clear brights and primaries were the most striking new display colors, says Sursa, particularly as viewed in showrooms of more staid system manufacturers. Of great interest was the widespread use of yellow, especially in eye-catching, traffic-light tones. Sursa also stressed showrooms' increased use of lighting to apply color, specifically in neon hues.

Neon electrifies spaces

Display color selected by a manufacturer usually signals a new finish option. However, this year, many exhibitors chose display colors that are not available for specification, but are effective at catching the visitor's eye. For example, Kinetics stack chairs were shown in a bright yellow finish that is not offered in its standard program. Similarly, Rudd introduced seating and workstations in eye-catching red, yellow, and blue combinations, even though the product is expected to be specified in pastel and mid-tone colorations.

Yellow is mellow

Vivid, eye-catching color was also provided by neon lighting, an unexpected medium employed by manufacturers. Neon applications include signage located at the showroom entrance and in simulations of electrified panel bases in workstation displays at Knoll. These concepts had their parallel in GF and Westinghouse showrooms, in which vivid, *neon-like* color treatments called attention to products. At GF, vivid pastel "squiggles" embellished walls, while a black carpet with similarly colored inserts directed traffic through the space. Westinghouse decorated its black entryway with brightly colored accents and continued the theme at panel displays highlighted by turquoise frames.

Yellow is also proliferated in NEOCON showrooms and turned up in some surprising places, according to Sursa. For example, the traditionally low-key Conwed showroom featured yellow signage and suspended light tubes which were highly visible to passers-by in corridors. At Modern Mode, promotional materials were decorated with bright yellow, black, red, and turquoise—an attention-getting combination.

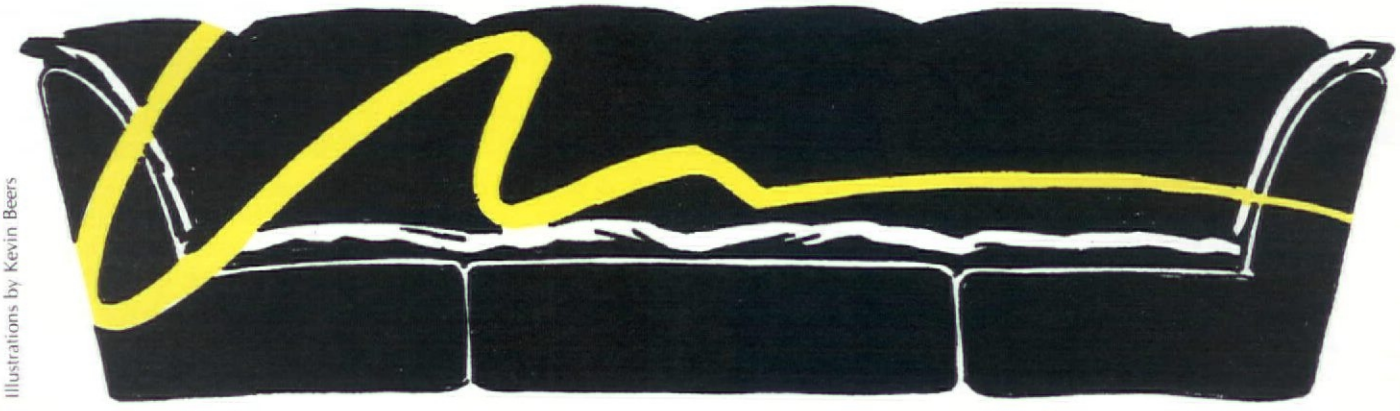
However, yellow found applications beyond displays, and appeared with less than a stoplight effect. This color family was also shown as a standard in many product lines, particularly in the finishing materials category. Soft, pale yellows showed up in JG fabrics, Vicrtex wallcoverings, and Formica surfacing products for example, as well as in many other furnishings collections. Yellow also appeared in the form of gold trim, which Sursa noted on executive level furnishings.

Black is back

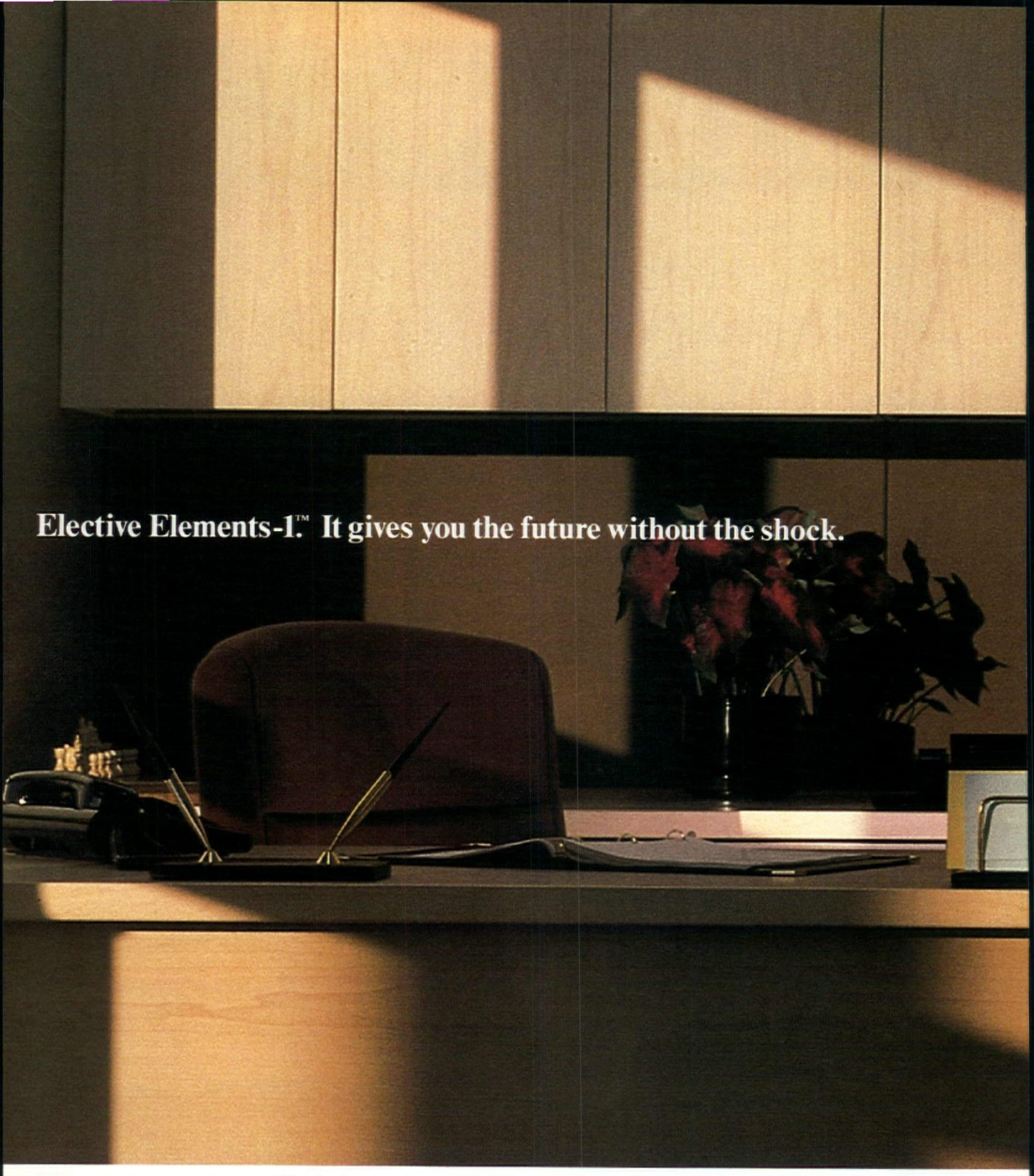
According to Sursa, black was another important NEOCON color as seen in product *and* space design. After culling reports from a wide range of attendees and comparing them with her own impressions, she concluded that black is now being used as an important overall color, not simply as an accent. Black was seen in shiny and matte finishes, applied to floors, and walls, and woven into fabrics. As with gray, which ran the gamut from pale tones to deep metallics, black was a useful foil for vivid pastels, clear brights, and primaries used in showrooms.

Sursa also attributes the emergence of pale woods to the need for effective foils for brights. Examples of this trend include Bruce Hannah's latest furniture designs for Knoll, which combine light-color woods with purple upholstery

(Continued on p. 56)



Illustrations by Kevin Beers



Elective Elements-1.™ It gives you the future without the shock.

Office technology is coming out of the shadows and into the light. As it does, it brings new concerns to the workplace. How can a company automate without sacrificing human comfort?

Introducing Elective Elements-1™ from Stow|Davis. EE-1 is an open-plan office furniture system that provides an unparalleled dual capability: it addresses both the electronic needs of tomorrow's office and the human needs of today's worker.

EE-1's design makes progressive automation possible. For example, the Power Distribution System allows for up to four twenty-amp circuits, which can be designated for appliances or dedicated for computer equipment. The patented Energy Core™ brings power to the work surface level while managing wires and cables effectively.

EE-1 is also designed to make people feel comfortable. Its matched veneers and fabric-covered panel surfaces bring color

and texture to the work area. The complementing and contrasting details of end caps, top caps, and panel surfaces can be specified to create many different looks with one system.

If you're interested in an open-plan office furniture system that gives you the future without the shock, then visit any of our showrooms, or write us at Stow|Davis, 25 Summer Avenue NW, Grand Rapids, MI 49504.

©1984 Stow|Davis.

SD

STOW|DAVIS

Creating America's Business Environments™

Chicago|Grand Rapids|Houston|Los Angeles|New York

Circle 36 on reader service card

(Continued from p. 53)

NEOCON 16

fabrics; white maple panels displayed at Stow/Davis; and Rudd's application of primary colors to light-colored wood furniture. Whether this trend will take hold is hard to predict. However, subdued tones such as rose and mauve were far less frequently seen this year and are the colors that tend to bring forth dark walnuts and mahoganies, she says.

Deeper tones seen

In contrast to the trend toward brights, this year's NEOCON also gave more emphasis to deep tones. In this category, Sursa places Herman Miller, where chairs were given arm caps in dark green, blue, and burgundy shades that were almost neutral in cast. Dark green pedestal files in Knoll's Hannah System also contributed to the growth of this trend, along with deep green, brown, and burgundy high-gloss finishes on Paolo Gucci's designs for Artec.

Another example was a series of deep-toned panel systems from iil, which sported the glossy elegant finishes deemed attractive to management level users. Also using luster to catch the eye was Gunlocke, where glossy black slate floors plus red soffits and window trim framed Ken Walker's new bentwood seating designs. Glossy coral paint on JG's showroom facade accomplished similar goals for its products which included a wide range of lustrous silk fabrics. In addition, shiny woods at Hardwood House and at Edward Axel Roffman were only a few examples of how a gloss finish made existing designs seem new.

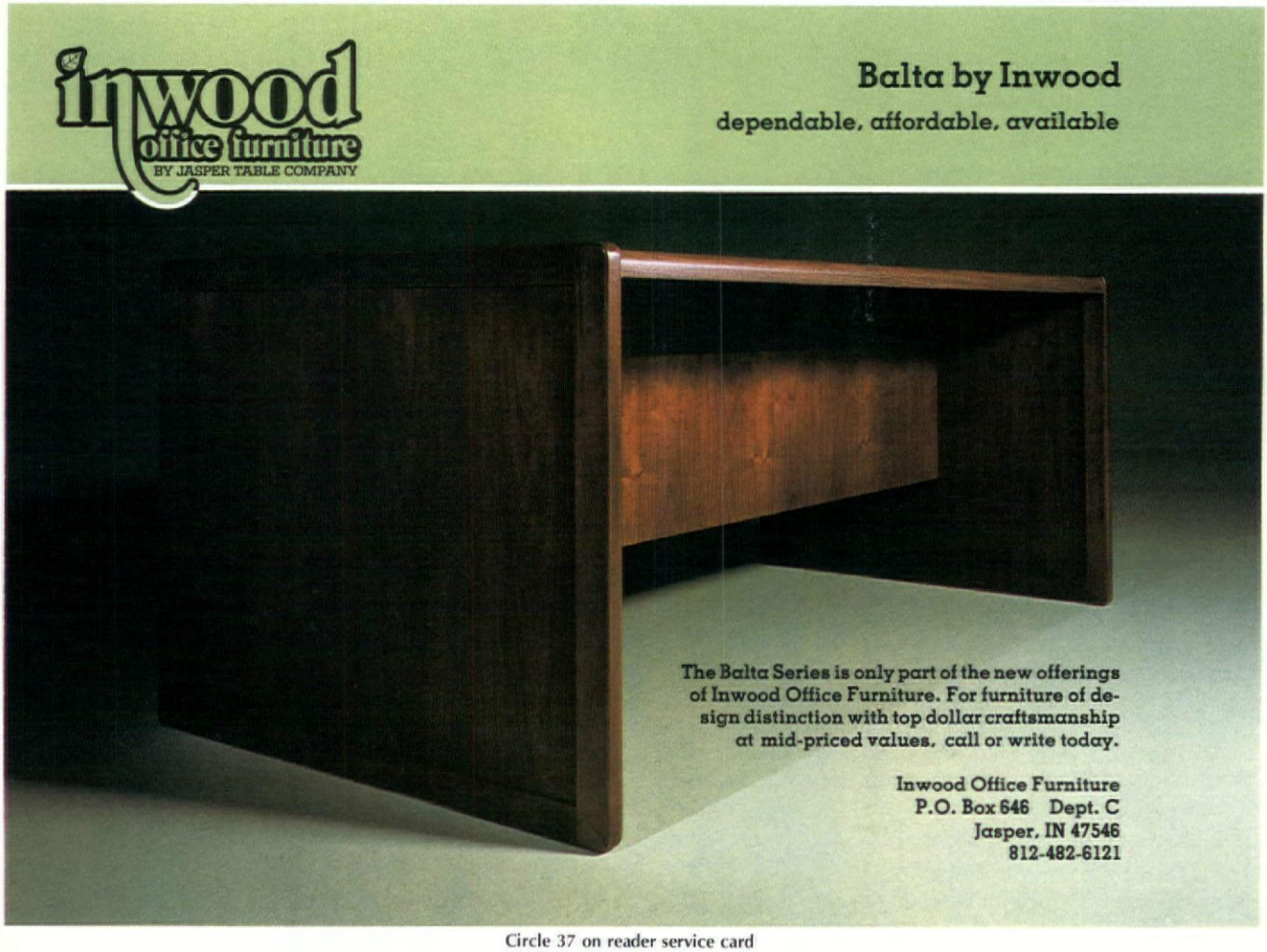
Profit with green

Sursa also comments on the increasing popularity of high- and low-level luster mixes which exploit popular pointillist effects. These combinations of tiny dots or flecks of color indicate the industry's growing interest and ability to mix many color families in exciting and innovative ways. In addition, these treatments permit creation of visually textural designs that add needed depth to textile patterns without sacrificing desired flat surfaces.

Possibly the most surprising direction found at NEOCON 16 was the sudden emergence of green, says Sursa. In fact, it appeared not only as a color direction, but as a family that had already arrived.

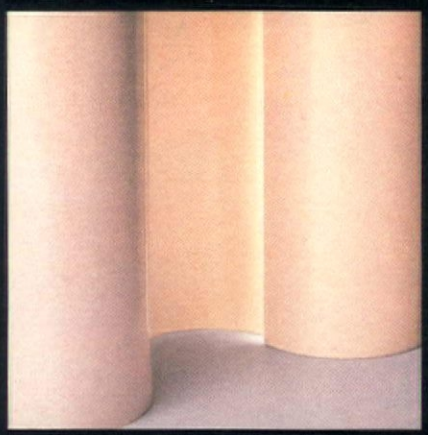
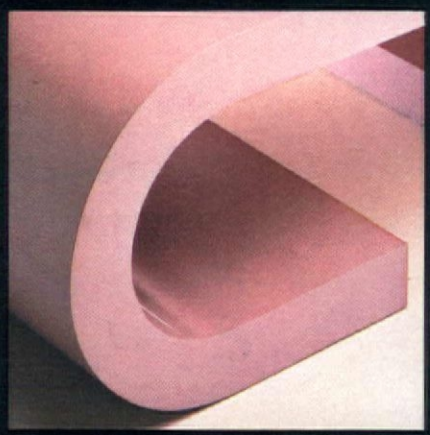
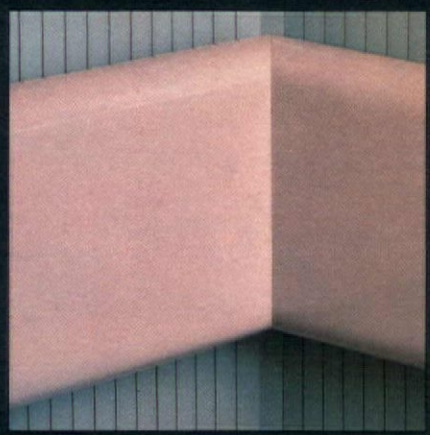
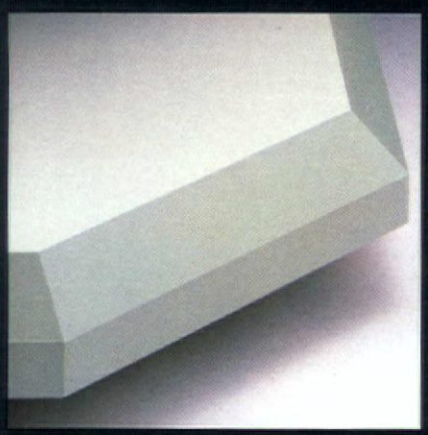
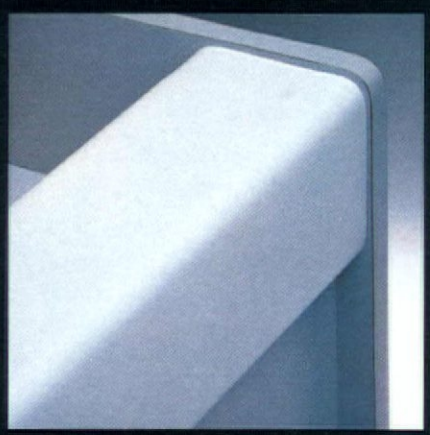
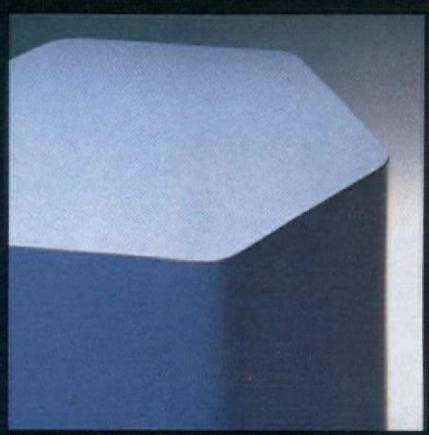
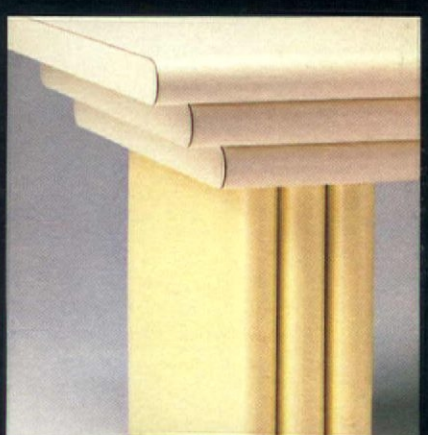
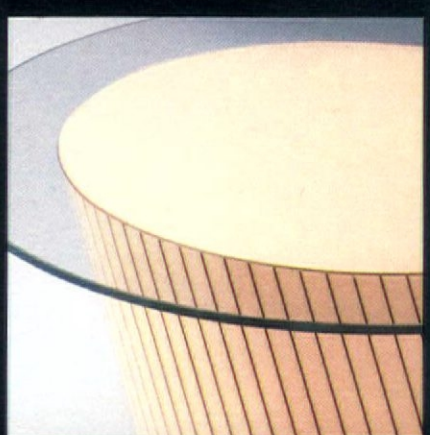
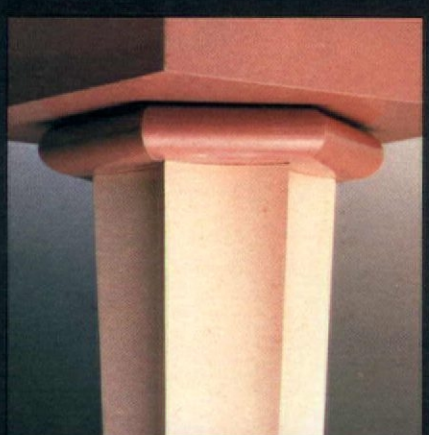
In addition to influencing the turquoise and teal trends, it showed up as an accent in deep forest shades and as a ground or field color in paler tones. "Green was shown in all kinds of products and spaces," asserts Sursa, "and its been a long time since anyone has said that."

Direct submissions to CONTRACT, 1515 Broadway, New York, NY 10036.



Circle 37 on reader service card

FORM DEMANDS GREAT COLOR.

Fabricated by H. C. Osvold Co., Minneapolis, MN, using Versaform forming process.

GREAT FORM DESERVES COLOR QUEST.

For its palette. Eighty colors, including 28 new choices. Soft, *quattrocento* creams, pinks, blues, violets. Purely Postmodern greys, blue-greys, grey-greens. Suavely updated reds. Chosen for precise color coordination, within Color Quest and with other fine design materials.

For its format. Bendable. Curvable. Shapable. To a sleek wrap, a fine radius. Textured in subtle matte, or embossed grid, or mirror gloss. In standard sheets, flexible grids and functional tambours.

For its function. Technological options to erase the performance barriers of a color plan. Enhanced resistance to abrasion, stain, impact. Antistatic properties. Chemical resistance. A Class 1(A) fire rating.

Color Quest. The one decorative laminate line pledged to the evolving world of the design professional. For samples, literature and technical data, call now toll-free:

1-800-433-3222
In Texas: 1-800-792-6000

WILSONART®
Color Quest™

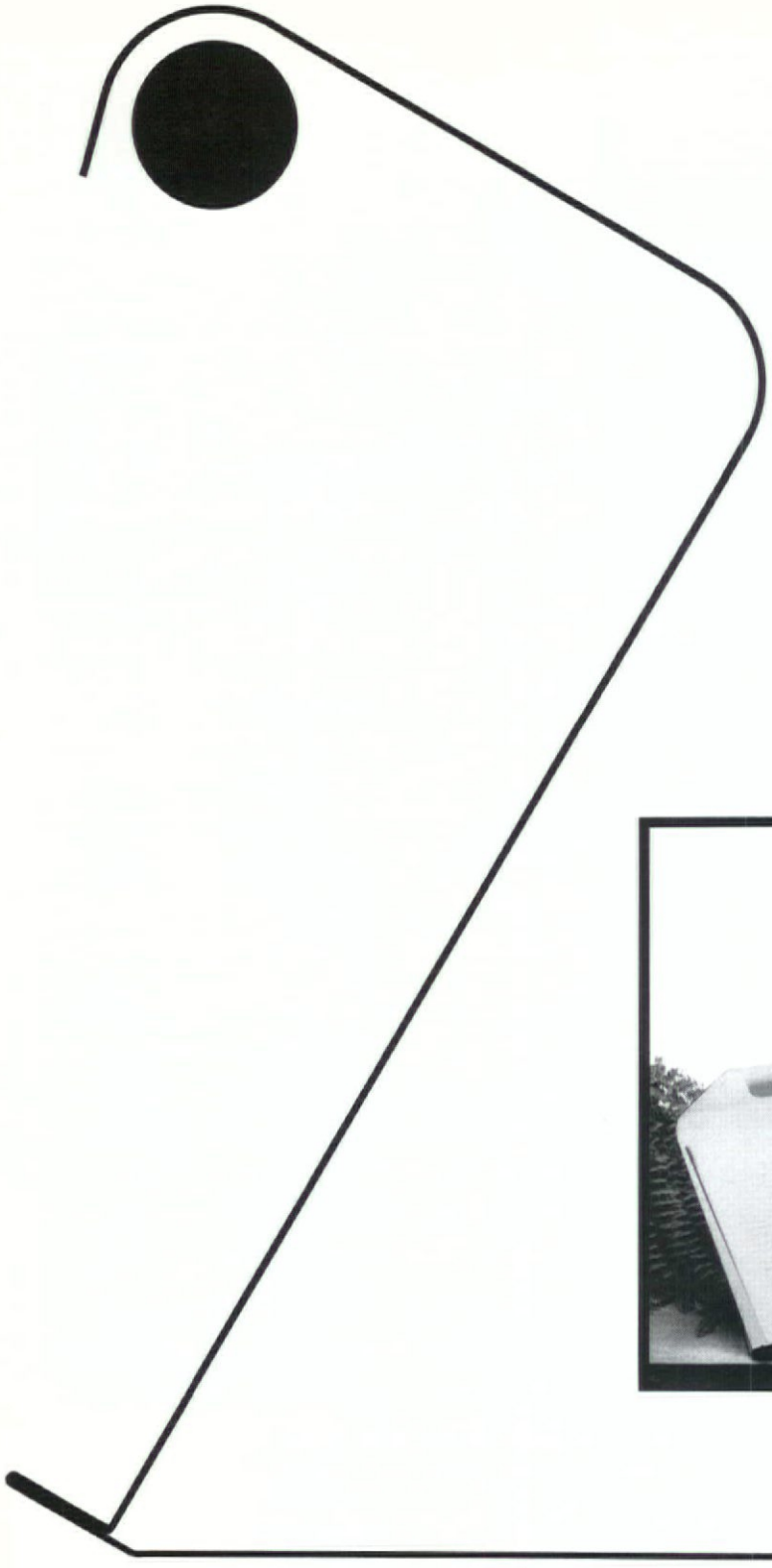
© 1984, Ralph Wilson Plastics Company

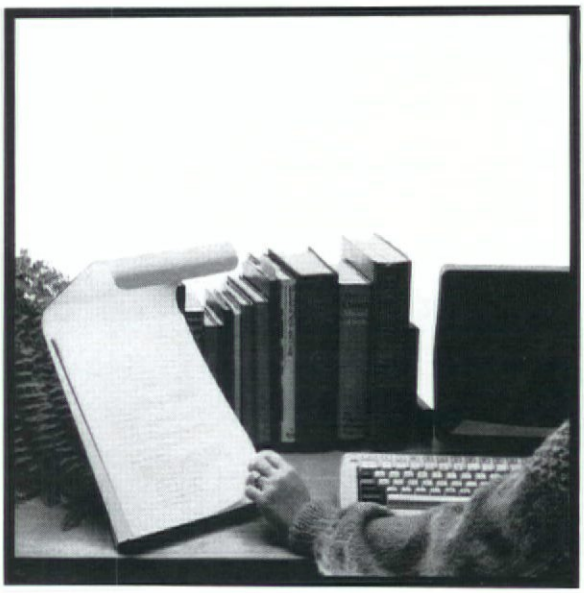
Circle 38 on reader service card

OUR STOCK IS SO ATTRACTIVE, EVEN PAINE WEBBER INVESTED IN IT.
Lee Jofa contract fabrics have decorated the offices of hundreds of other top corporations as well. See our entire stock of contract fabrics in Atlanta, Boston, Chicago, Dallas, Denver, Houston, High Point, Los Angeles, Miami, New York, Philadelphia, San Francisco, Seattle, Washington D.C., and London. Shown here is "Abigail" 100% wool pique.
Lee Jofa COM
Circle 39 on reader service card

Classic Series

©Copyright iil international inc.





patents pending

It's that simple.

1. People who have bright lights over their computer terminals can't read their screens.
2. People who don't have bright lights over their computer terminals can't read their source material.
3. People who use **theLight** next to their computer terminals, personal computers, or typewriters don't have these problems.

theLight is an illuminated copystand and an award winning design available from

Mary Street Studio, Box 711, Saugatuck, Michigan 49453 616 857-4722

1983 IBD Silver Award Winner

Circle 40 on reader service card

Eliminate wasted light, reduce energy costs with occupancy sensors

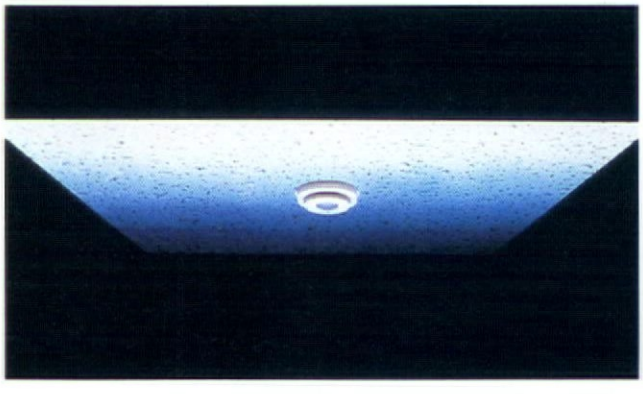
By Dana Dubbs

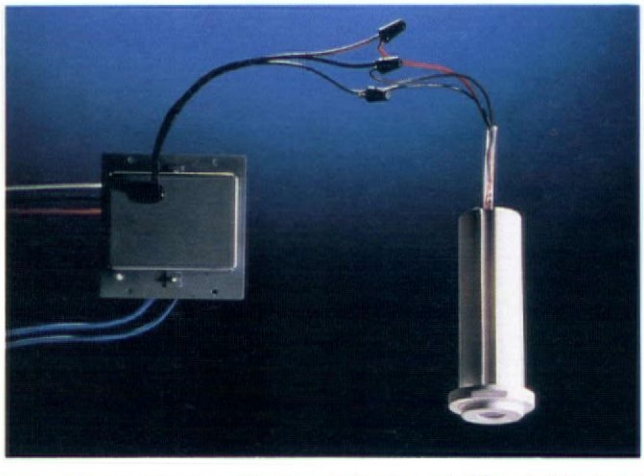
Forgetting to turn off lights when leaving a room is no longer a costly problem. Low-voltage occupancy sensors automatically turn them on and off in offices and other interior spaces by detecting and responding to the presence or absence of people via ultrasonic or infrared technology.

According to industry studies, lighting accounts for as much as 40 percent of an office building's total energy consumption. Of that amount, as much as 50 percent is wasted when workers neglect to turn off unused lights.

Currently, in typical office buildings during the week, maintenance crews turn lights on at 7 a.m. although workers may not arrive until two hours later. Similarly, workers depart at 5 p.m. while lights remain on throughout the structure until 10 or 11 p.m. at which time they are turned off by cleaning crews.

Employees with private offices further contribute to the problem by leaving lights on while they are out to lunch, attending meetings, or away from their offices for other reasons.





Infracon (above) automatically turns lights on and off as it detects and responds to changes in radiated heat caused by human presence and movement. After installation, the only visible portion of the system is the sensors' rim which has a diameter of less than 3 in. (top).

Movement distorts waves

Ultrasonic sensors detect occupancy via high-frequency sound waves which they transmit into the air. Sound waves bounced off inanimate objects are reflected back to the sensor in a pattern identical to the emitted pattern; movement distorts the waves and reflects an altered pattern, signalling the sensor to turn on the lights.

Infrared sensors also detect the presence of people by motion, but they employ infrared light beams which perceive changes in ambient room temperature.

For example, if a person with a body temperature of 98.6 degrees enters a room with an ambient temperature of 60 degrees, the sensor detects the moving, warmer object and knows to turn the lights on. Thus, it is the changing position of a dissimilar temperature which the device reacts to, not simply the presence of another temperature.

A time delay feature, available with both types of systems, turns lights off if no movement occurs after a particular length of time has elapsed.

Product sensitivity and the time delay feature prevent systems from turning lights off when a person is in a room but is inactive, say manufacturers.

"The delay allows for periods of inactivity," says Paul Farnsworth, president, Flec Systems Inc., Wayne, Pa. Flec manufactures Per-Sen, an ultrasonic device which offers a 0- to 12-minute time delay selection.

Sensitivity keeps lights on

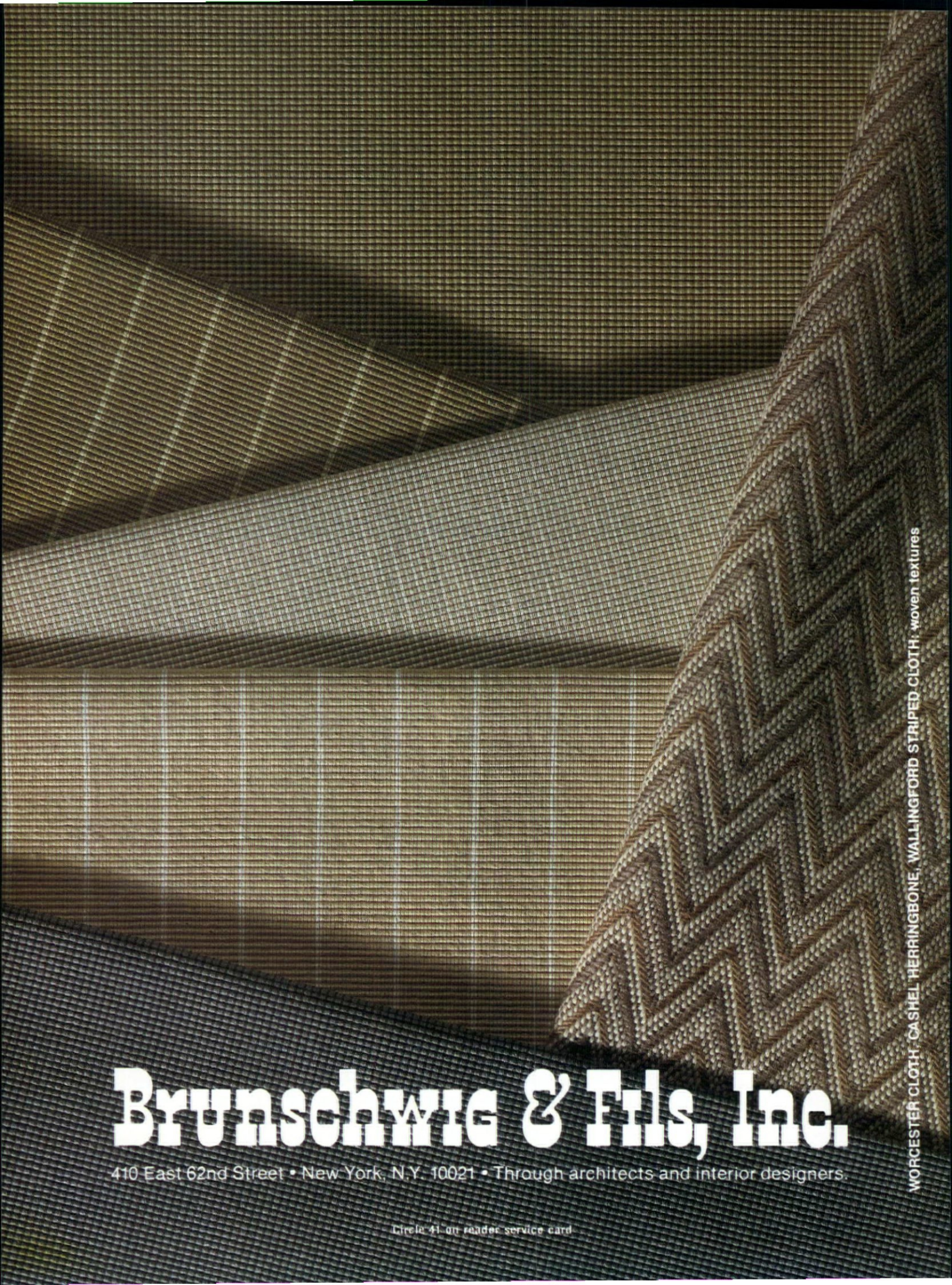
"A five minute delay setting is usually more than ample," he adds. "Even if a person is quietly reading, within five minutes that person is going to move whether it be to turn a page, turn the head, or flick an ash into an ashtray."

"Probably the only time the lights would go off, is if you were dozing at your desk," says Joseph Newman, president, Tishman Research, N.Y. "Even then, the motion of waking up would turn the lights back on." (Tishman Research and United Technologies jointly manufacture Infracon, an infrared occupancy sensor.)

In fact, detection systems are so sensitive, they can perceive air currents from heating and cooling systems and, in doing so, turn lights on in the absence of people. Manufacturers say, however, that this problem can be overcome by mounting sensory equipment as far away from ducts as possible or by turning off heating and cooling systems when no one is present.

In addition, Per-Sen incor-

(Continued on p. 64)



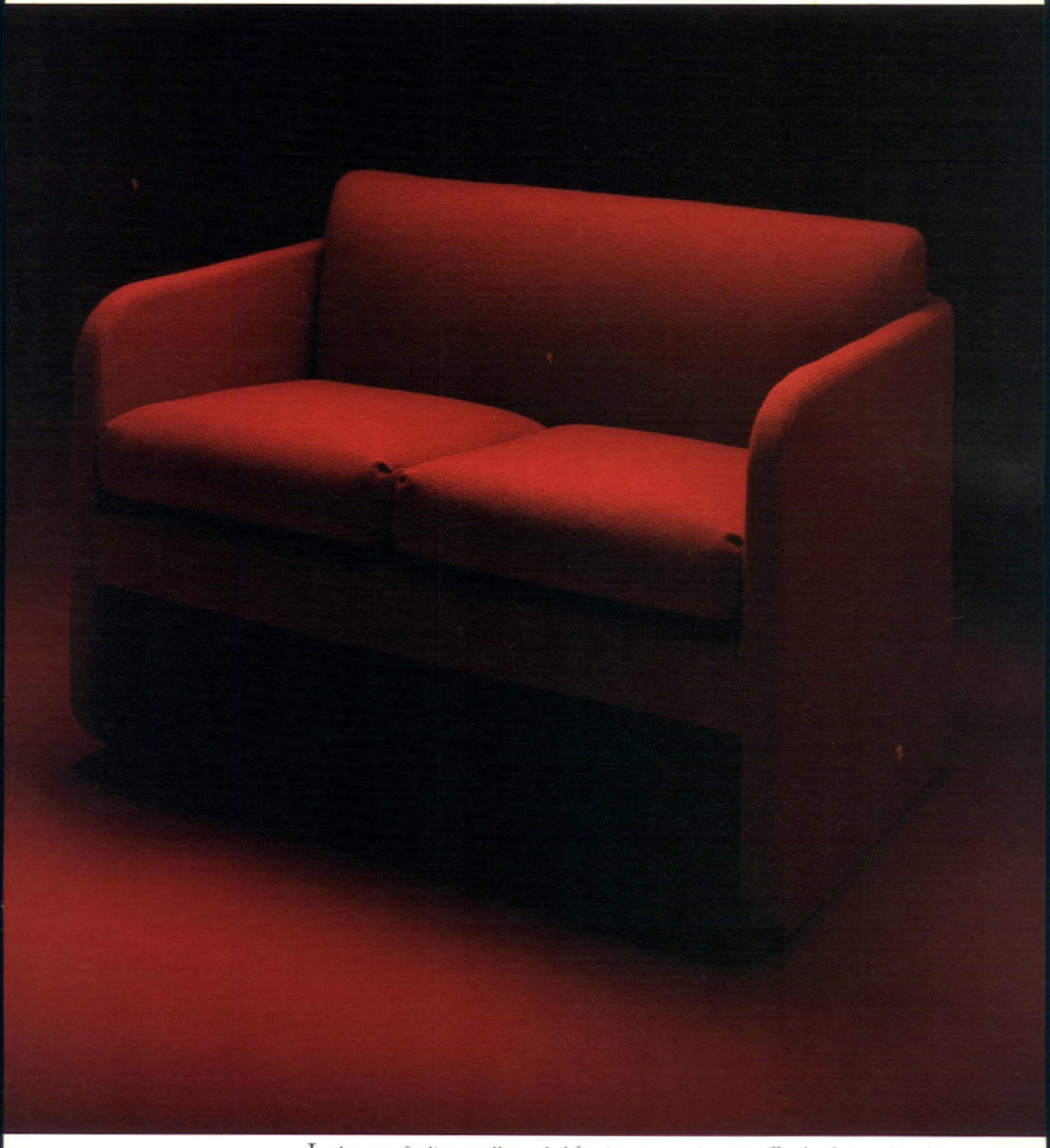
Brunschwig & Fils, Inc.

410 East 62nd Street • New York, N.Y. 10021 • Through architects and interior designers.

WORCESTER CLOTH, CASHEL HERRINGBONE, WALLINGFORD STRIPED CLOTH: woven textures

Circle 41 on reader service card

THIS LOVESEAT COULD GET YOU OUT OF A TIGHT SPOT.



In the past, finding smaller scaled furniture to use in open office landscape situations could put a designer in a real bind.

Now Dependable takes the pressure off with an exciting new sofa, chair and loveseat, designed to fit comfortably within most panel system dimensions. So count on Dependable the next time you find yourself in a tight spot. We're always ready to help you out.
DEPENDABLE FURNITURE, 45 Williams Avenue, San Francisco 94124 (415) 822-3232.

We're still
"All-Hair"

Ounce for ounce, dollar for dollar, **"All-Hair"** has always been the best carpet-cushion value. It's no accident that our **"All-Hair"** was selected for the Royal Reception Pavilion at the Jeddah Airport in Saudi Arabia; or that it's the specifiers' choice for important installations in hotels and executive suites on three continents.

We've been making quality felted fabrics for over 70 years...a lifetime of craftsmanship for today's quality-conscious specifier. Protect your client's carpet investment; specify **"All-Hair"** carpet cushion from DIXIE Manufacturing Company. The first name in felted floor covering.

DIXIE
MANUFACTURING
COMPANY

Executive Offices: 110 Colley Avenue, Norfolk, VA 23510
Telephone: (804) 625-8251 • Telex: 701 191 'DIXCO'
Brochure available upon request

Circle 42 on reader service card

LIGHTING LINE

(Continued from p. 61)

porates a special filter which allows it to distinguish between the frequencies of human and air movements, says Farnsworth.

Many infrared devices also have the drawback of producing a coverage pattern similar to that of a hand with outspread fingers. The sensor does not perceive motion in the gaps between the fingers.

"This problem does not exist with Infracon," says James Himonas, president, Novitas Inc., Santa Monica, Calif. Novitas manufactures a Light-O-Matic line of ultrasonic devices, but the firm has conducted a variety of tests with infrared products in the past. "Infracon produces a coverage pattern with very small gaps that do not create a noticeable difference," he adds.

Products not trouble-free

As with infrared products, ultrasonic products are not trouble-free. Many of their problems stem from emitted frequencies.

"Some products emit a too-high decibel level," says Himonas. "With others, sound waves may be too intense or of a frequency which may be picked up by the human ear. The human ear detects frequencies below 20 kilohertz (kHz)."

Light-O-Matic, however, operates at a frequency of 25 kHz or above, and Per-Sen operates at a frequency of 24 to 26 kHz.

Additionally, the area covered by ultrasonic systems can drift depending on humidity and temperature factors, says Newman.

Neither infrared nor ultrasonic systems are immune to failure, but manufacturers claim that failure instance is low. When the products do fail, they may do so by keeping the lights on; products which fail by turning lights off are usually equipped with a manual override switch.

The Light-O-Matic line of ultrasonic occupancy sensors from Novitas Inc. detects the presence of people through motion. Products are available with a variety of coverages and feature a manual override switch.

An added freebie to these systems is their role as a security system. "If an unauthorized person enters a space and the lights come on, that may scare him off," says Newman.

Ultrasonic devices can also be tuned to frequencies which disturb, and thus keep away, rodents and cockroaches.

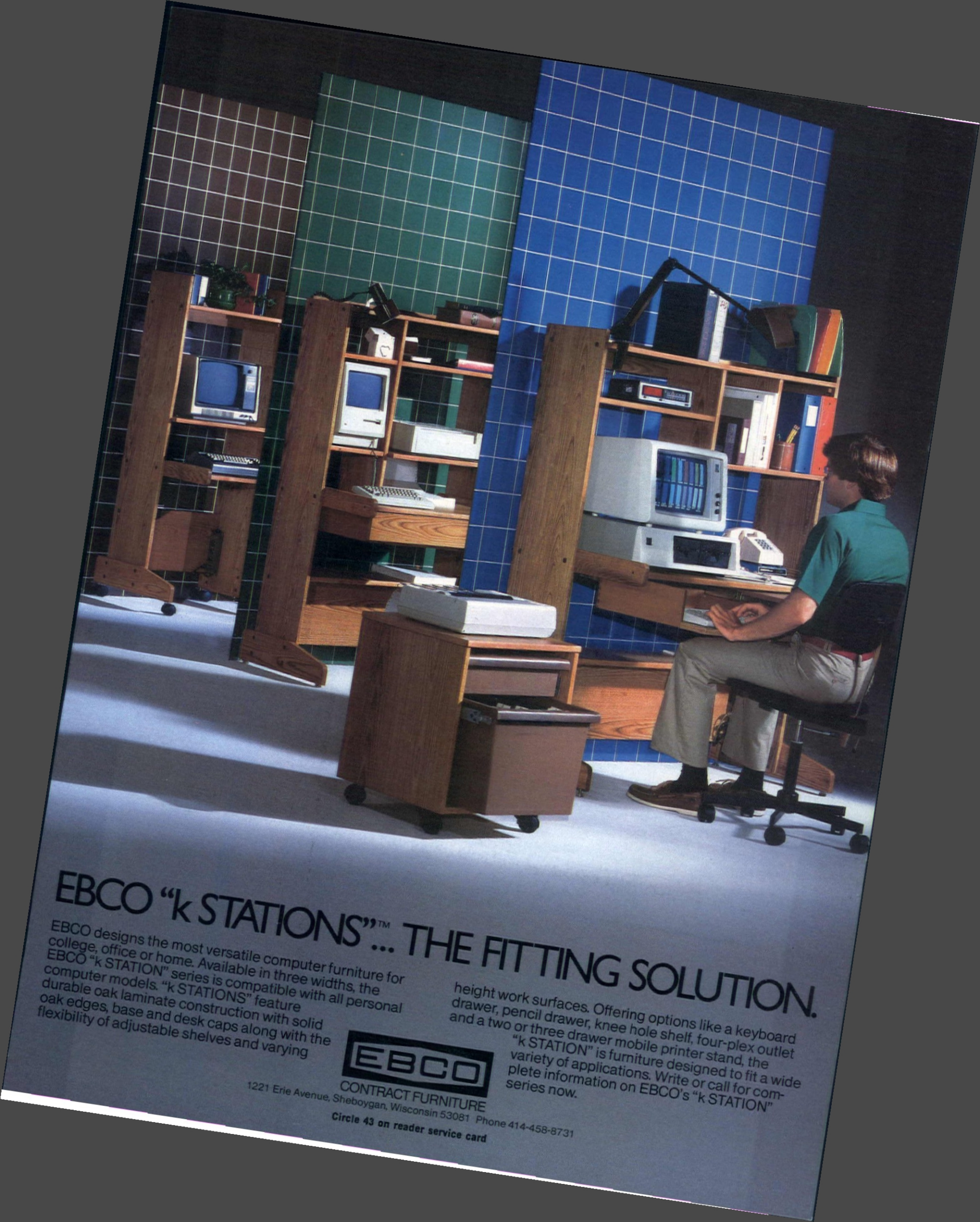
As to the future of the wall switch, manufacturers of occupancy sensors predict its disappearance.

"I'm rather amazed that we're still using a technology that was developed more than 100 years ago to turn our lights on and off," says Himonas. "I think that the wall switch will disappear within 10 years."

"This is probably the most dramatic way to save on energy consumption without sacrificing visual health, comfort, and productivity," adds Newman.

Direct submissions to Lighting Line, CONTRACT 1515 Broadway New York, NY 10036

For Designer's Saturday, circle 108 (regional edition only) ▶


EBCO "k STATIONS"™... THE FITTING SOLUTION.
EBCO designs the most versatile computer furniture for college, office or home. Available in three widths, the EBCO "k STATION" series is compatible with all personal computer models. "k STATIONS" feature durable oak laminate construction with solid oak edges, base and desk caps along with the flexibility of adjustable shelves and varying height work surfaces. Offering options like a keyboard drawer, pencil drawer, knee hole shelf, four-plex outlet and a two or three drawer mobile printer stand, the "k STATION" is furniture designed to fit a wide variety of applications. Write or call for complete information on EBCO's "k STATION" series now.
EBCO
CONTRACT FURNITURE
1221 Erie Avenue, Sheboygan, Wisconsin 53081 Phone 414-458-8731
Circle 43 on reader service card

CORNELLI & HAUNER

Somerset, NJ - Atrium No. 2: exterior cladding with polished ceramic granite

CERAMIC GRANITE

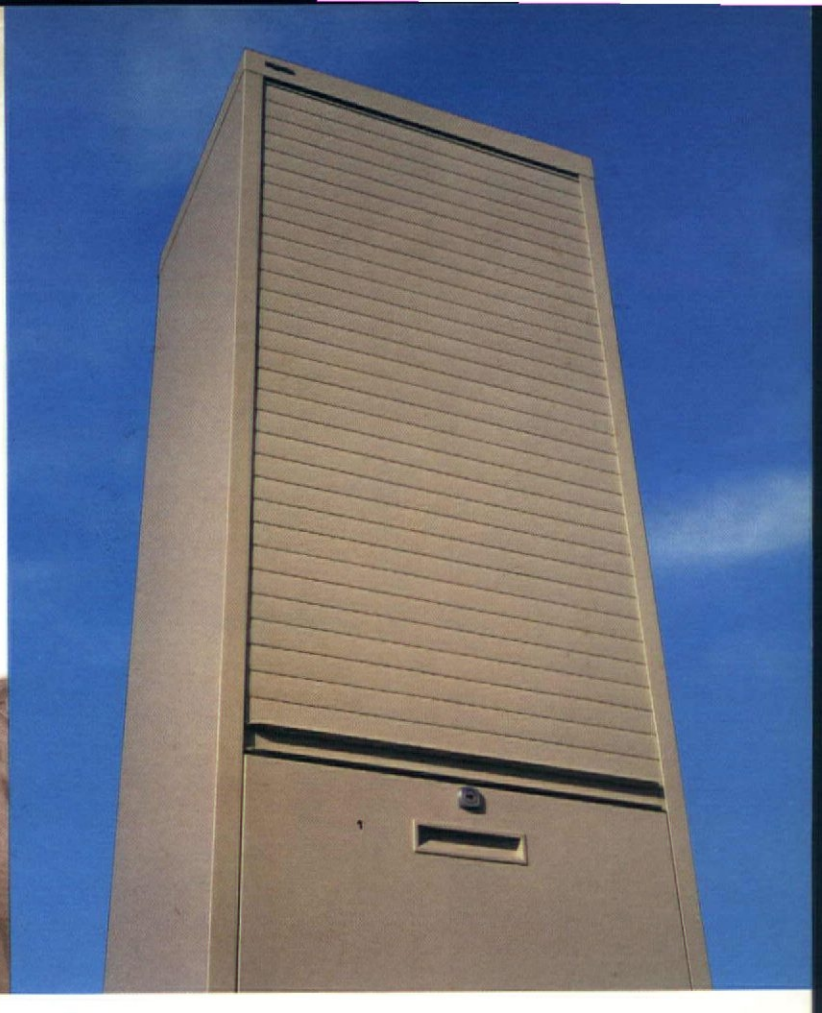
UNEQUALLED technical and aesthetic qualities make Fiandre Ceramic Granite™ an ideal solution for walls or floors. Outstanding for high visibility areas subject to continuous wear. Available polished or unpolished in a harmonious range of colors, this fine porcelain stoneware has extraordinary strength, durability, abrasion and acid resistance. Absolutely frost-proof. Look for Fiandre's VERSATILES in airports, banks, factories and other industrial facilities, hospitals, hotels, office buildings, restaurants, schools, shopping centers, sports complexes, stores, subways, and supermarkets.

TCL

TRANS CERAMICA LTD.
P.O. BOX 795 ELK GROVE
VILLAGE, ILLINOIS 60007
TEL: (312) 640-1107
TLX: 206041 MSGRLY

CASTELLARANO
FIANDRE
CERAMICHE SpA

Circle 44 on reader service card



1893. Architects discover up is better than out.

1984. IBM PC users discover up is better than out.

The proposition is easy enough to grasp. When space is at a premium, build skyward.

That's why Wright Line designed its PC Work Center™ to take up more vertical space and less horizontal. Let's face it, few offices embracing personal computers today were designed to accommodate an additional piece of substantial furniture.

Designed particularly for IBM Personal Computer Systems, our PC WorkCenter takes as little as 18″ × 24″ of floor space. Believe it or not, that's less space than the average office chair takes.

Our vertical ergonomic design provides for more efficient and convenient access to all computer components. The unit's storage capacity accommodates software manuals, diskettes and supplies, so everything needed is all in one place. There's virtually no disruption to normal work habitat.

As for security, just roll down the locking tambour door for overnight protection against theft and unauthorized use.

An internal cable management system protects against wire damage while leaving nothing underfoot. The master switch with circuit breaker allows the whole system to be activated with just the flick of a switch. And locking casters are ready to roll in seconds for shared use in other offices.

The PC WorkCenter is available in 50″ and 63″ heights, both well within acceptable height limits of contemporary office environments.

Wright Line has been supporting IBM for 50 years. First in the computer room, now throughout the office. And the way things are going, the sky's the limit.

For more information on our PC WorkCenter and how it can fit into your office planning projects contact Wright Line, 160 Gold Star Blvd., Worcester, MA 01606.

Wright Line
A UNIT OF BARRY WRIGHT

IBM® is a trademark of International Business Machines Corporation.

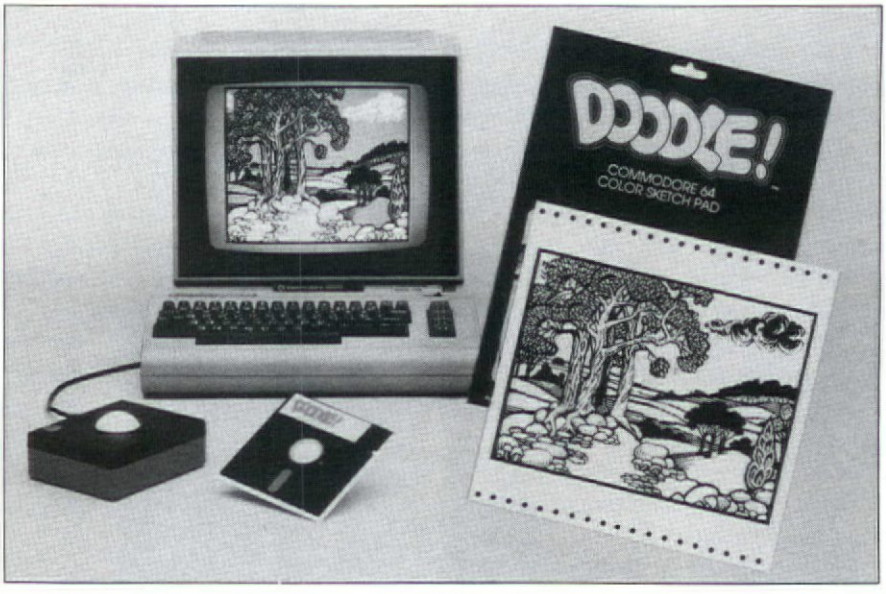
Circle 45 on reader service card

Steel frames add extra durability to terminal table

Decar Corp. adds a sturdy terminal table with tubular steel frames to its line of electronic office furniture. Built-in ergonomic features of the product include its adaptability to use from both seated and standing positions, streamlined wire management channels, and chrome-finished, welded-steel leg frames. Storage components include over-shelf, modular, and shelf-level units. Color choices are scrimshaw putty and black forest walnut, as well as sandy and royal oak.
Circle No. 393.

Workstations get new wood look

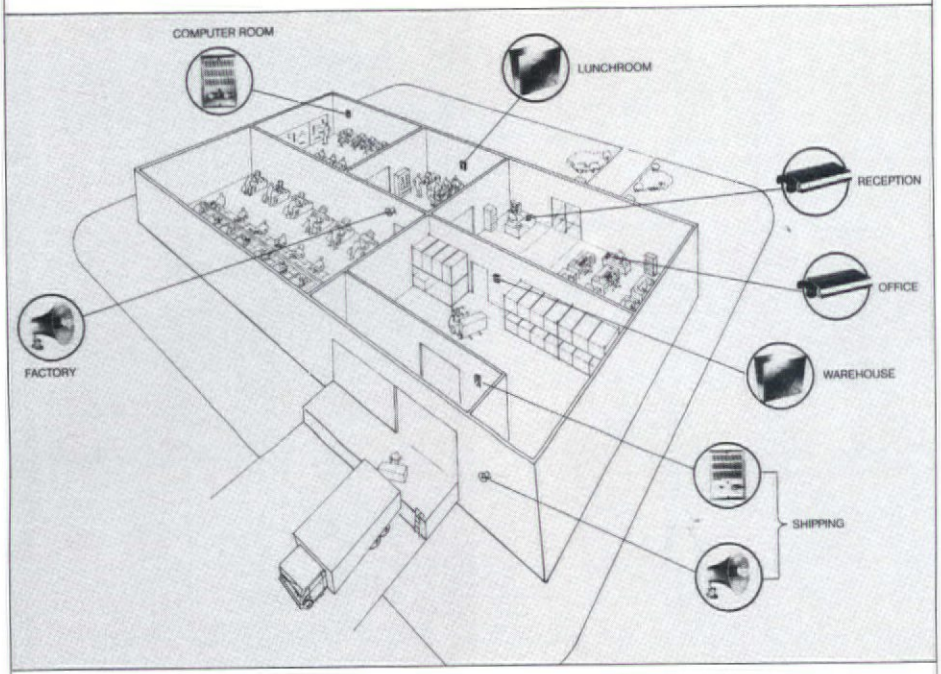
Samsonite's 3100 series of Information Support Systems furniture features a complete selection of interchangeable components including desks, tables, and printer stands. The latest addition to this comprehensive product line is a new woodgrain finish option that simulates English oak. **Circle No. 396.**



Software simplifies graphic design

City Software's "Doodle" system turns Commodore 64 computers into easy-to-use tools that enhance and simplify design creativity. According to the manufacturer, "Doodle" can be used to create virtually any imaginable graphic from layouts to charts and graphs, thanks to precise trackball or joystick operation and flexibility of program selections. These include letter programs in a variety of sizes and styles, sketch programs in nine pen sizes and brush speeds, line programs that ease diagram drawings, and a color program. **Circle No. 394.**

Transmission clarity boosted with 50-station intercom



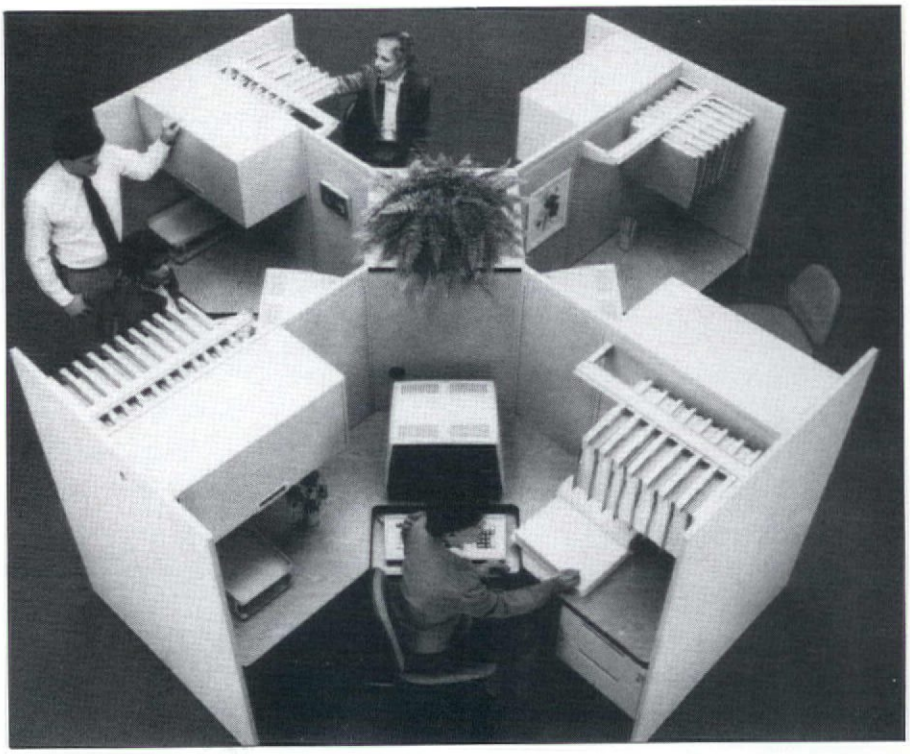
Independent intercoms from Talk-A-Phone Co. can eliminate distorted broadcasts sometimes associated with telephone speaker attachments. According to the manufacturer, Talk-A-Phone products make interoffice communication and conference calls far more intelligible than speakerphone attachments due to the former's greater ability to provide power and resonance. Products are manufactured with master units that connect up to 50 stations throughout and outside the central office facility. All master units are private lines; substations may be private as desired. High-power stations and magnifying horns are available to amplify sound where needed. **Circle No. 398.**

Adjustable cabinet handles range of storage needs

R.J. Collins International's latest cabinet introduction adapts to changing storage needs of electronic office workers. Called Data Centerfold, product features adjustable interior components that are capable of storing a wide range of computer-related media. Available in two widths and three heights, unit is equipped with tambour doors which free floor space in front of the cabinet. **Circle No. 397.**

Clustered stations boost comfort, increase access

New Humanetics group of clustered workcenters from TAB Products offers an ergonomic approach to space savings in the electronic office. Designed to increase worker comfort, workcenters are offered with acoustical panels in a choice of 30 fabric colors, worksurfaces in four finishes, built-in air-flow systems, ambient and task lighting, and efficient methods for wire management. Groupings are offered in sets of two, three, four, or six stations; panels are available in 48-, 62-, and 68-in. heights. Other system elements include storage components and dropped keyboards. **Circle No. 392.**



Imagine The Possibilities!

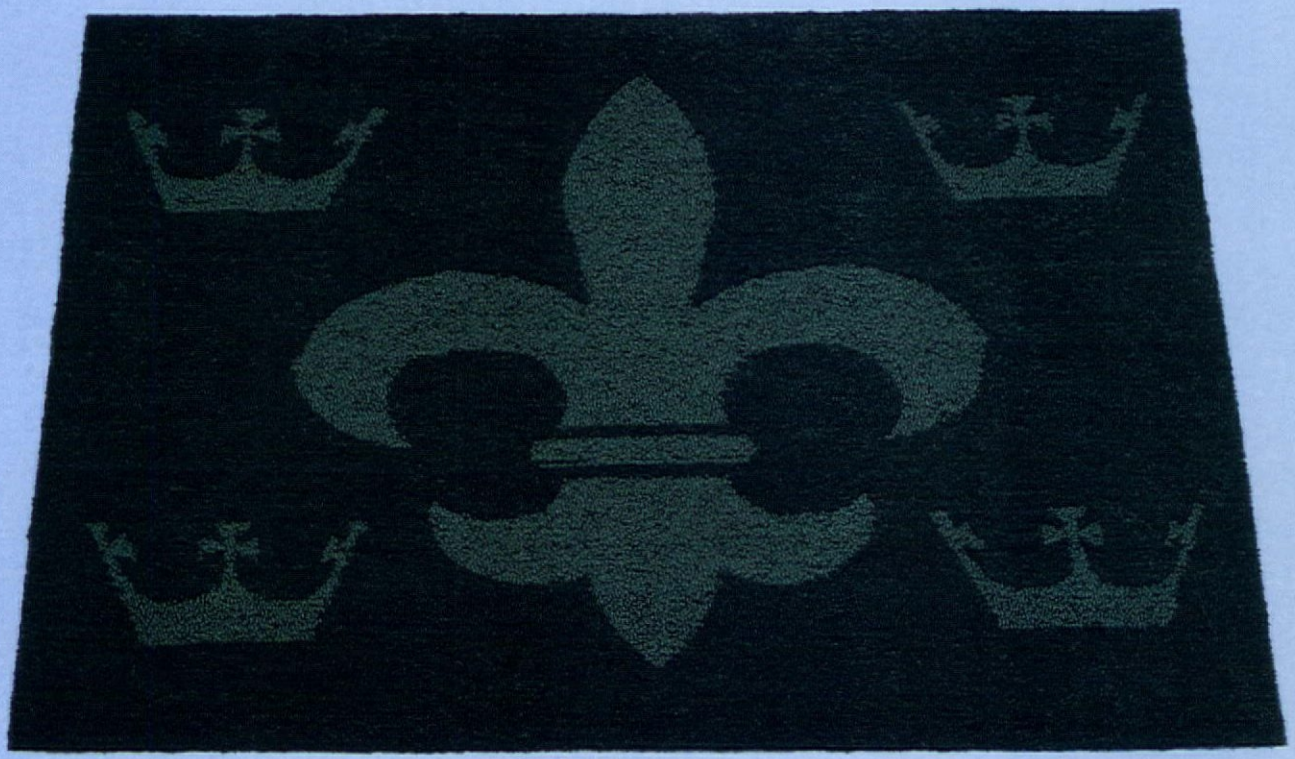
Now you can have custom designs beautifully crafted into a J&J carpet face.

CONCEPTS 5000 is J&J's exciting new level-cut-loop carpet that makes it possible for you to have custom designs manufactured into the carpet pile. A computer reads your design and translates it into cut and loop instructions to a tufting machine. The result is a refreshing new look in contract carpet. The cut and loop designs are distinct and handsome. Concepts 5000, an extension of J&J's Commercialon® line, is available in sixteen contemporary colors.

CUSTOM-DESIGNS. Shown at the left are two J&J custom-design carpets. The inset is a custom fleur-de-lis executed in CONCEPTS 5000. Surrounding the inset is a J&J Commercialon® Classic. The carpet that gives you unmatched flexibility for custom color, designs and patterns.

Whether you're looking for drama with stock patterns, or uniqueness with custom designs, you can't beat J&J. Write or call for details.

DUPONT Antron



We make the difference.

J&J Industries, Inc.

CONTRACT CARPET SPECIALISTS

J&J DRIVE, DALTON, GA. 30720, 800-241-4586, IN GA. 404-278-4454

Circle 46 on reader service card

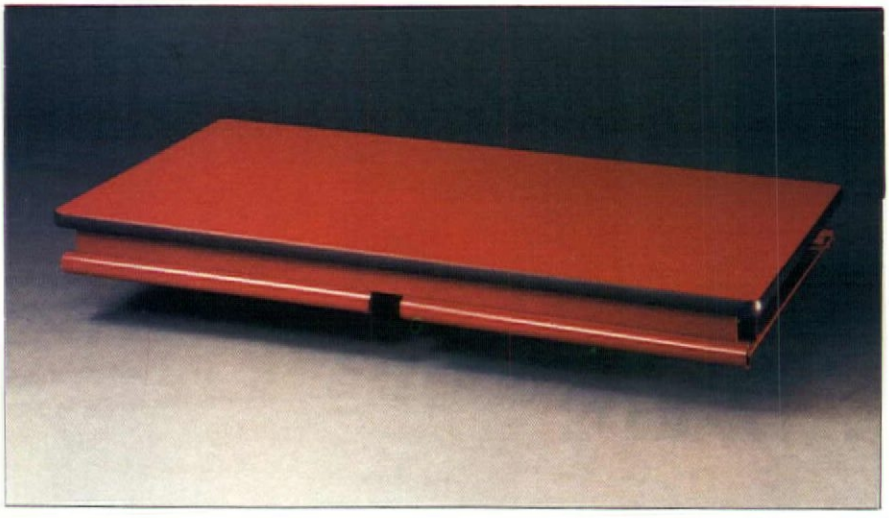
Maintain clean design, emphasize color with table line

Tables of clean, simple design, splashed with a wide range of rainbow shades, are now available from Howe Furniture Corporation.

Designed for executive dining, meeting, and cafeteria use, the Spectra line of fixed and folding tables was introduced at NEOCON 16 where it occupied one-half of Howe's Chicago showroom in the Merchandise Mart.

Spectrum Red, the brilliant color of the table top shown here, is just one of 20 laminate shades offered as a standard option with Spectra.

Other shades range from contemporary pastels such as Rose Ash and Dusty Jade, to contemporary brights such as Brick Orange. Also available are rich hues of Hunter Green and Dark Henna, as well as neutral shades of Ocean Gray and Almond.



Spectra's 10 base colors include Warm Brown, Mocha, Deep Wine, Seafoam, Almond, and Pearl White, as well as black, gray, blue, and mauve. Four, standard vinyl edge options include Birch, Folkstone, Warm Brown, and black.

This wide range of colors gives users of the line a great deal of versatility in matching or complementing many interior color schemes.

"The Spectra group responds to the renewed role color is playing in the design and fashion fields," says Laila Mohr, Howe's director of marketing. "We worked with a color consultant to develop a palette that answers the needs of contemporary interiors."

Spectra's simple design further emphasizes color. Straight, tubular legs support tops that are square, rectangular, or round. Two table heights are available including 29½ in. and 18 in. **Circle No. 466.**

"Our office carpet made with Zeftron 500® ZX nylon works overtime at keeping its color."

Ray Weddle, President, Wellco Carpet Corporation

"That's because the color of our Nevada carpet is solution dyed, which means the color is added to the fiber as it's being made, locking in the color. The result? The color lasts for years. The fiber is solution dyed Zeftron 500 ZX nylon by Badische. Specify our Nevada carpet with solution dyed Zeftron 500 ZX nylon. And you'll be in business."

Charleston Carpets®
A Division of Wellco Carpet Corporation

Badische
Member of the BASF Group
BASF

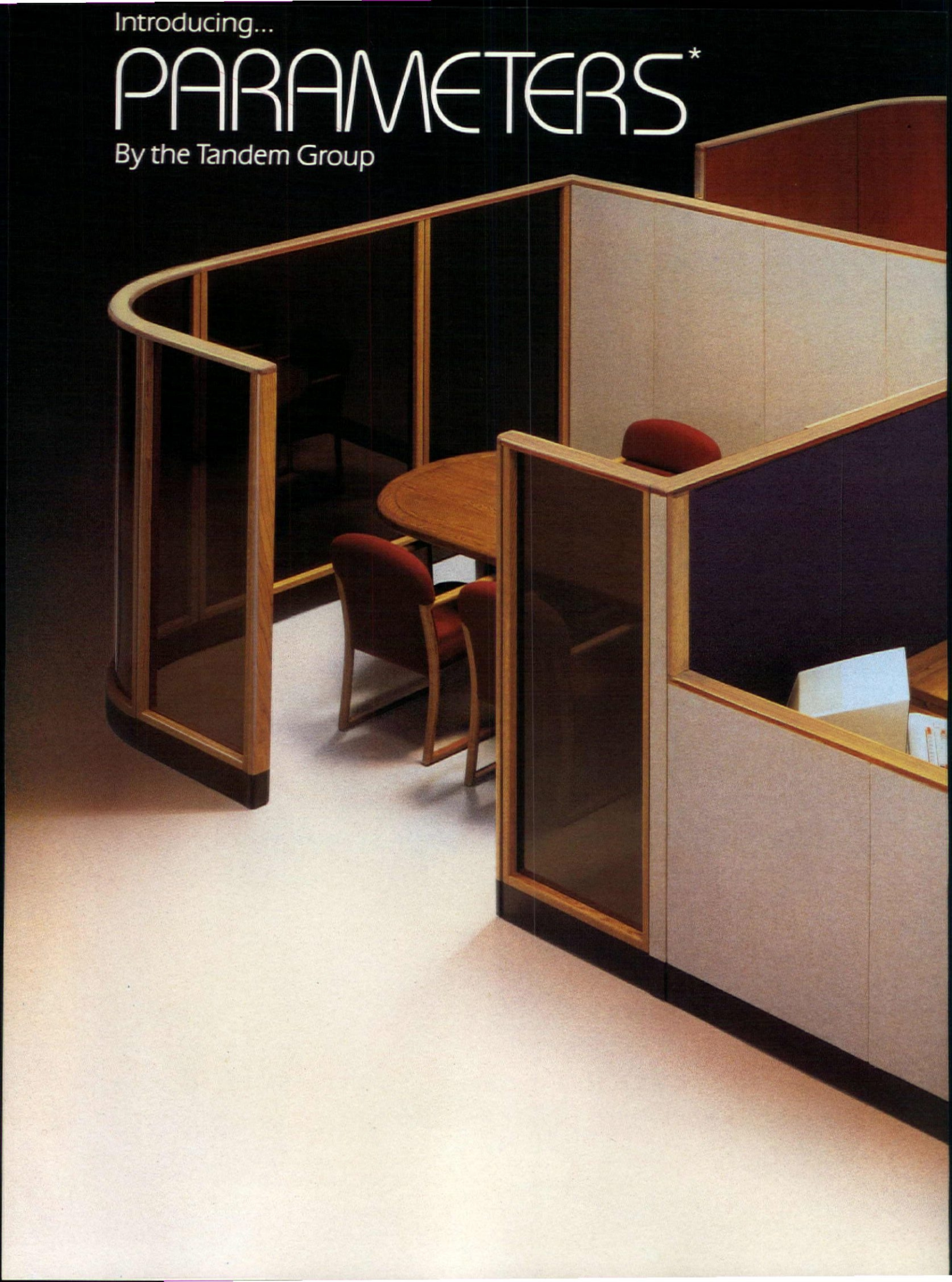
Zeftron 500® is a registered trademark owned by Badische Corporation.

Circle 47 on reader service card

Introducing...

PARAMETERS*

By the Tandem Group



TANDEM GROUP

Tandem Group's new office systems are an extension of the style, quality and reputation Tandem has earned in fine desks and seating—long the choice of discriminating designers and contract buyers. Designed for the functional use of vertical planes, Parameters provides optimum storage, utility of accessories and styling compatibility with Tandem desks and chairs. The solid, sturdy look of Parameters belies its ease of installation and adaptability to changing office needs. Tandem insures your return on investment in durable, handsome office furniture for years to come.

PARAMETERS by THE TANDEM GROUP, INC.

6905 Aragon Circle / Buena Park, California 90620 / (714) 994-1441 / (213) 946-2418

* Patent Pending

Circle 48 on reader service card

Executive-look furniture upgrades guest room appearance

With its Bentley line of executive-style hospitality furniture, Timber-Line, a unit of Rose Johnson Inc., provides an answer to the industry's demand for transitional furniture which upgrades hotel and motel guest room appearance.

The line also meets increased expectations of today's business traveler.

Bentley offers headboards, bureaus, credenzas, desks, nightstands, mirrors, and armoires featuring the deep, dark Eton finish, an exclusive, high-pressure laminate available only from Timber-Line.

Polished-brass inlays enhance the finish; receiving channels feature molded brass corners and detailing which give furniture pieces a classic design.

Panels are edged with hardwood and have been hand-finished with a five-step lacquered process. Additionally, all pieces within the line feature front edges reinforced with a hardwood support rail to ensure strength for holding televisions and luggage.

"Business people traveling five days per week make up the bulk of the clientele using hotels and motels," says Richard B. Oakley, Rose Johnson. "These people want more than just a place to stay. They're looking for nice furnishings, and they want furnishings with wood trim, brass, and detailing.

"If a business person is greeting a client in the hotel room, the room should have clout. The effect of a room's environment is important to conducting business," he adds.

"We in the hospitality furniture industry are very short-sighted. We like to think that our furniture is the reason guests come to a hotel, but it's really not. It is, however, the reason they may come back," says Oakley.

Circle No. 467.

INTRODUCING

ARMSTONE™

INTERIOR SURFACE FINISHINGS

Tones and textures that whisper greatness.

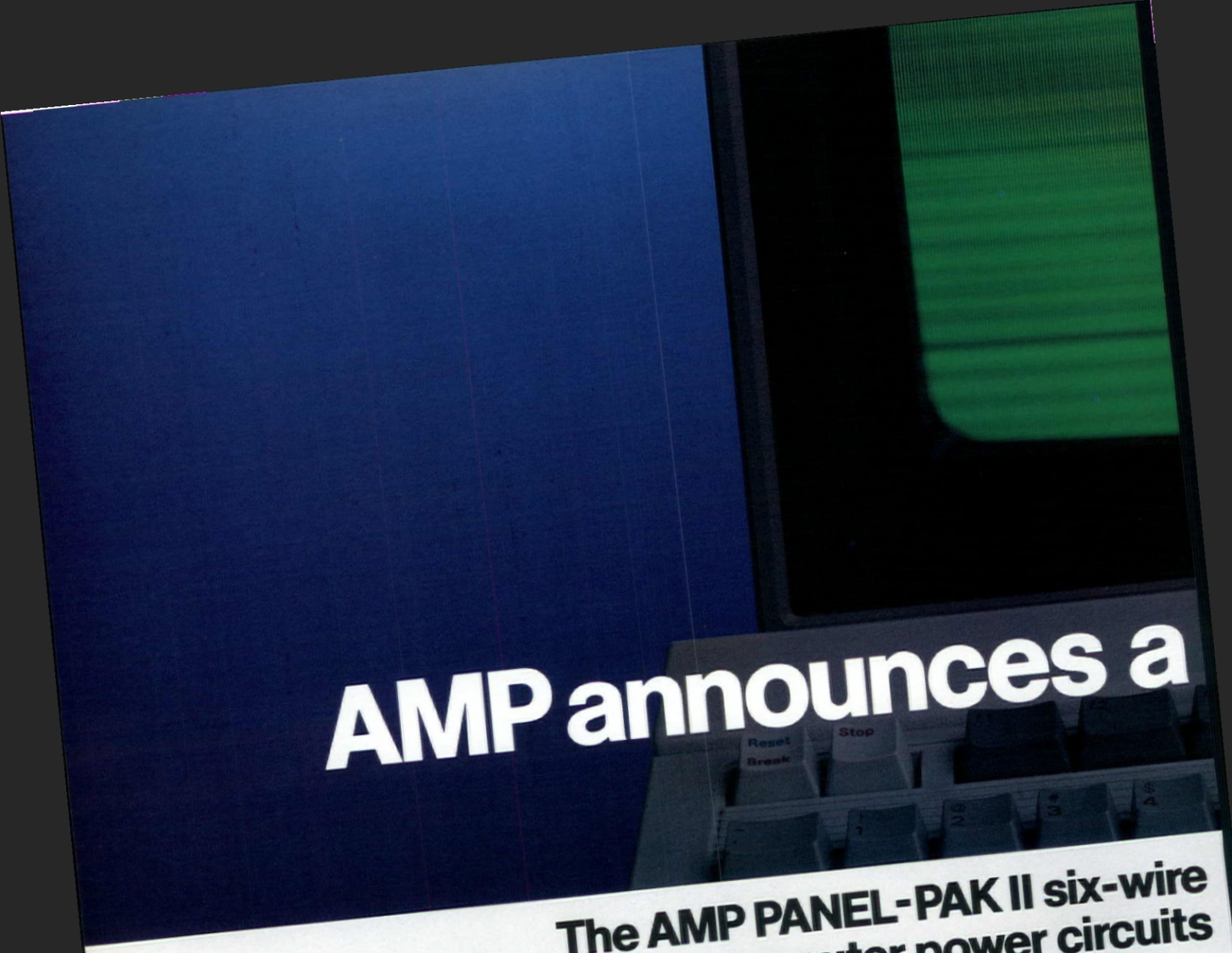
Floor tiles and wall panels of cast stone for contract interiors. Eighteen colors. Polished or honed. A classic understatement in affordable elegance.

ArmStar

An affiliate of Armstrong World Industries
• Lone Star Industries • Shell Oil Company

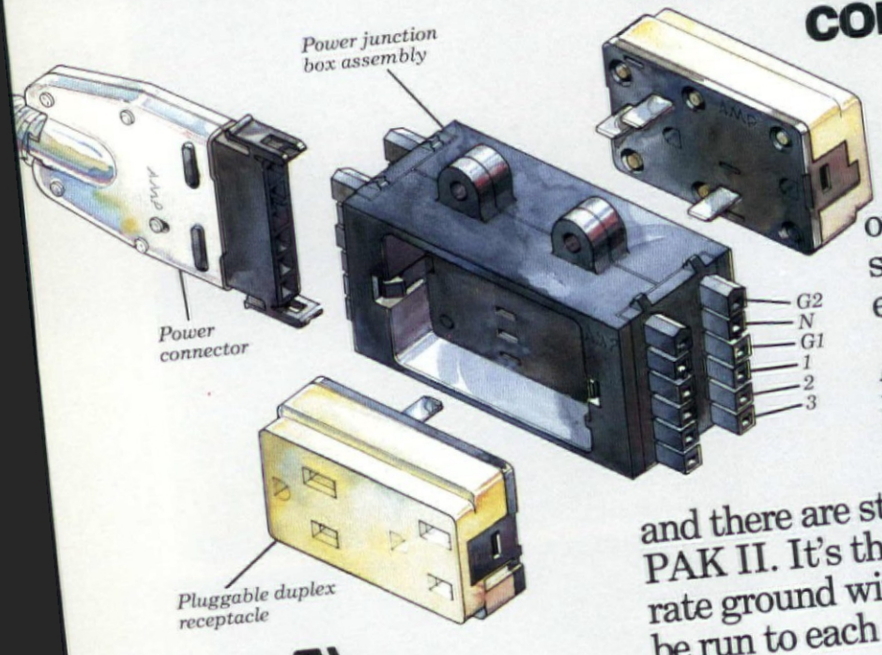
For details on Armstone,™ call or write Armstar • Dept. 103 • P.O. Box 820 • Lenoir City, TN 37771 • (615) 986-4040

Circle 49 on reader service card



AMP announces a

The AMP PANEL-PAK II six-wire computer power circuits



Recognized. File No. E28476

The more electrical and electronic equipment in an office, the more complex the problems of installing power, phone and data systems which won't interfere with each other.

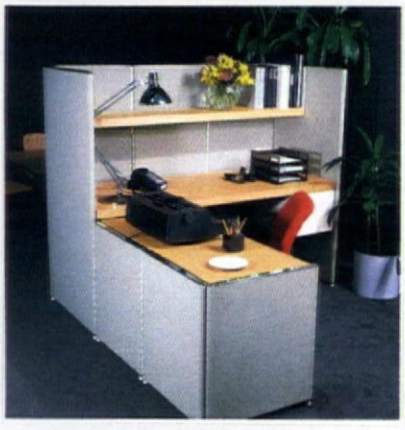
The solution to data circuit interference is specifying modular panels built with a six-wire system. But six-wire systems aren't created equally, and there are strong reasons to specify AMP PANEL-PAK II. It's the only one with two completely separate ground wires. This allows totally separate lines to be run to each terminal. And eliminates the possibility

Circle 50 on reader service card

system for modular office panels. It isolates so they can work without interference.

that radiated interference could cause a loss of data.

AMP PANEL-PAK II has other valuable features as well. Its pluggable receptacles are double-sided, so just one unit is needed to power two offices. And the panel connectors feature make-first, break-last safety on both ground circuits.

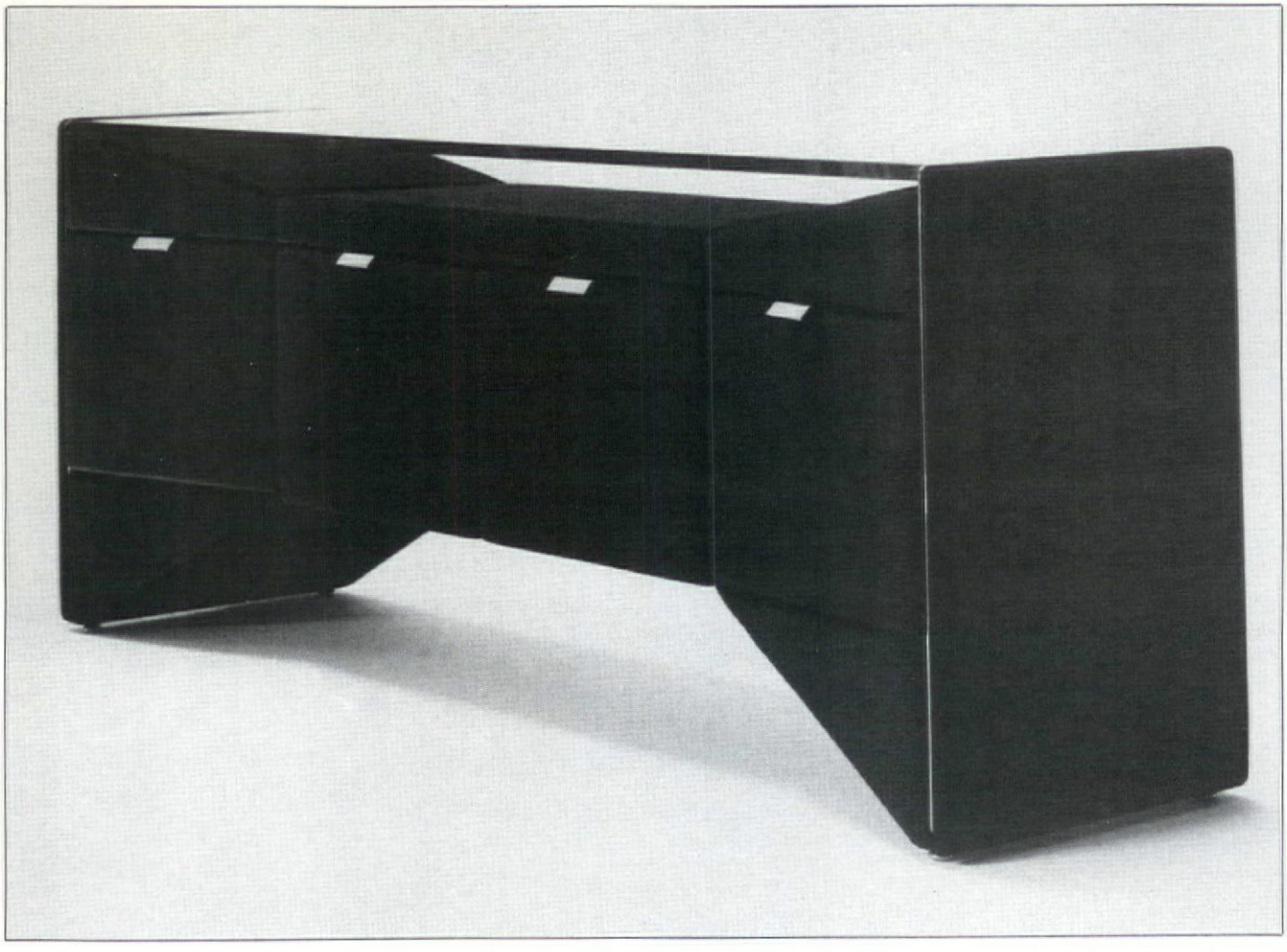


To find out more about AMP PANEL-PAK II, you can do one of two things. Write to Tom Spadaro for a free copy of "Power Requirements in the Modern Office," AMP Special Industries, Box 1776, Southeastern, PA 19399. Or call him at (215) 647-1000, Ext. 300.

AMP has a better way.

AMP SPECIAL INDUSTRIES

A division of AMP Products Corporation.
AMP and PANEL-PAK II are trademarks of AMP Incorporated.



Fabric-covered surfaces humanize automated offices

Plush, fabric-covered surfaces add a comfortable, humanizing look, plus acoustical control to automated offices. That is the concept behind Brueton Industries' introduction of its nine-piece Pelican series, the company's first coordinated group of office furnishings.

In addition to the credenza and high cabinet shown here, the group also includes desks, tables, chairs, and an upholstered, two-piece sofa. Furniture pieces are offered in a range of sizes. Some of the pieces, such as desks and cabinets, can be specified in a variety of shapes for greater design flexibility.

As designed by Charles W. Pelly, a California-based designer best known for his "performance seating" designs which have been used in aircraft, tractors, industrial equipment, and automobiles, the series provides softness and sound control through its extensive use of fabric.

Pelican also challenges interior designers to use a broader range of color and materials in new projects. Fifteen standard shades are available, and custom colors can be matched on quantity orders.

The line's easy-clean, easy-care fabric resists fading, staining, soiling, and abrasion, while padded contours afford protection from scratching, scuffing, and scraping.

All horizontal surfaces of desks, tables, and credenzas are glass-topped, and in the case of the credenza above, the glass top doubles as a worksurface. This credenza is also available in a range of sizes and offers the option of a knee hole without files.

The high cabinet pictured at left is available in nine shapes with multiple options for filing, shelf storage, and display. Glass shelves form a functional worksurface suited for computer components and other equipment.

Circle No. 468.

*LOUVERDRAPE VINYL MIST PATTERN 21 / INTERIOR: SUE WILSON DESIGN

One of the 700 choices of LouverDrape® colors & textures

Among those 700 choices, LouverDrape® perforated vinyl louvers are perhaps the most unique. Unique, because a transparent quality is achieved by actually perforating the solid vinyl. Thousands of tiny holes are stamped into the louver creating these delicate patterns. From across the room, Vinyl Mist® patterns give the illusion of lace, while retaining the practicality and energy efficiency of solid vinyl.

It's hard to believe the beauty of Vinyl Mist® until it's installed. Even though the louvers remain 87% to 93% solid, the view through the closed louvers is amazingly clear. And you can enjoy that view while the room is protected from glare, sun and solar heat. In fact, Oyster Beige Vinyl Mist® louvers reflect as much as 65% of the solar radiation striking the window.

LouverDrape® Vinyl Mist® — a strikingly beautiful, reasonably priced, low maintenance window treatment. Protect your furniture and carpet from the sun without giving up that beautiful view.

ALWAYS INSIST ON

100% LouverDrape® QUALITY

LouverDrape®

SEND FOR OUR FREE 36 PAGE FULL-COLOR BROCHURE

LOUVERDRAPE, INC.
1100 COLORADO AVE., DEPT. CMB
SANTA MONICA, CA 90401

Circle 51 on reader service card.

Designers' Choice...

falcon

Falcon now offers table bases in epylon colors and designer plated pewter to meet more of your contract requirements.

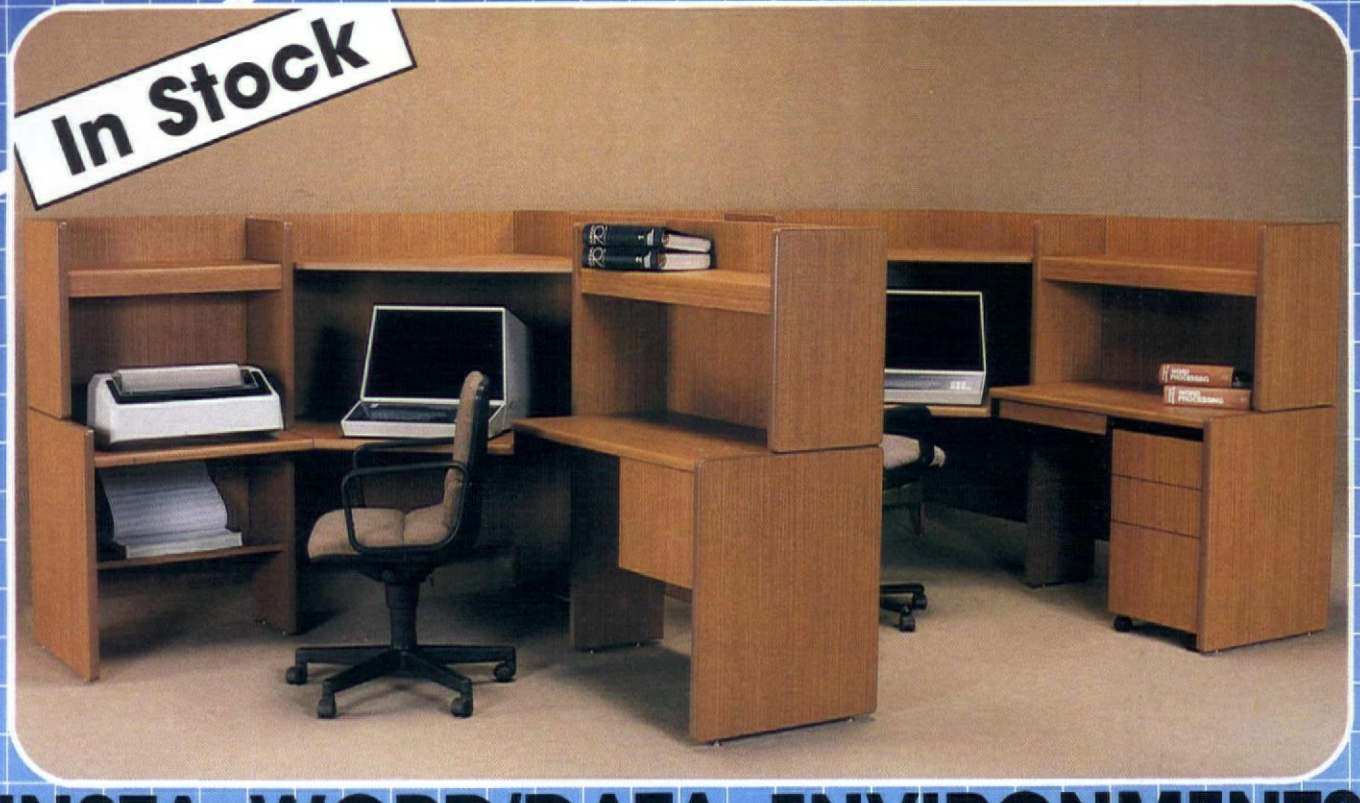
Falcon...for the finest in tables and seating.

Falcon Products, Inc.
9387 Dielman Industrial Dr.
St. Louis, Missouri 63132
314/991-9200

1191 Merchandise Mart
Chicago, Illinois 60654
312/321-9228

Circle 52 on reader service card

"EXPANSIBILITY" FOR GROWING FACILITIES



INSTA WORD/DATA ENVIRONMENTS™

TABLES ■ PRINTER STANDS ■ STORAGE ■ WORK STATIONS

Word/Data Environments™ computer furniture systems are only a part of the 2000 variations of desks, credenzas, pedestals, tables and work stations available from L.U.I. for the total office environment. All in your choice of 1000 different high pressure laminates. The Possibilities are Unlimited. Call or write for complete information:

Laminates Unlimited, Inc.
2720 Sisson Street
Baltimore, Maryland 21211
1-800-638-4111 (301) 889-5553

Circle 53 on reader service card

Available through stocking dealers.

Showrooms:
Dallas, TX (214) 747-8839 □ St. Louis, MO (314) 432-7817
Atlanta, GA (404) 261-7225 □ Los Angeles, CA (213) 657-7101
Walnut Creek, CA (415) 944-0378 □ New York, NY (212) 759-6335
Chicago Merchandise Mart (312) 670-6766
Denver, CO (303) 825-5093

Copyright© 1983 Laminates Unlimited, Inc.

Showroom design achieves marketing goals

Colors and symbols in Conwed's NEOCON 16 showroom serve as promotional tools which helped reinforce the firm's marketing statement at this major furniture exhibition.

Designed by Philadelphia planner John Nelson and his associate Oscar Villamil, the showroom is part of a complete promotional program aimed at defining Conwed's identity as a full-service office furnishings manufacturer. In fact, showroom design concepts are actually means used to highlight the firm's Intérics logo. Intérics is a descriptive term for the company's total environment concept through which a diverse array of Conwed products can be specified to form a highly responsive office plan. These items range from acoustical panels and ceiling systems to wood desks and workstations.

Showroom design elements were also featured in NEOCON publicity materials—a tactic the firm used to boost showroom attendance. For example, gray and yellow showroom colors were also specified for invitations and fliers. This concept assumes that preshow awareness of the showroom's "look" will draw passers-by to the space on the basis of subliminal recognition.

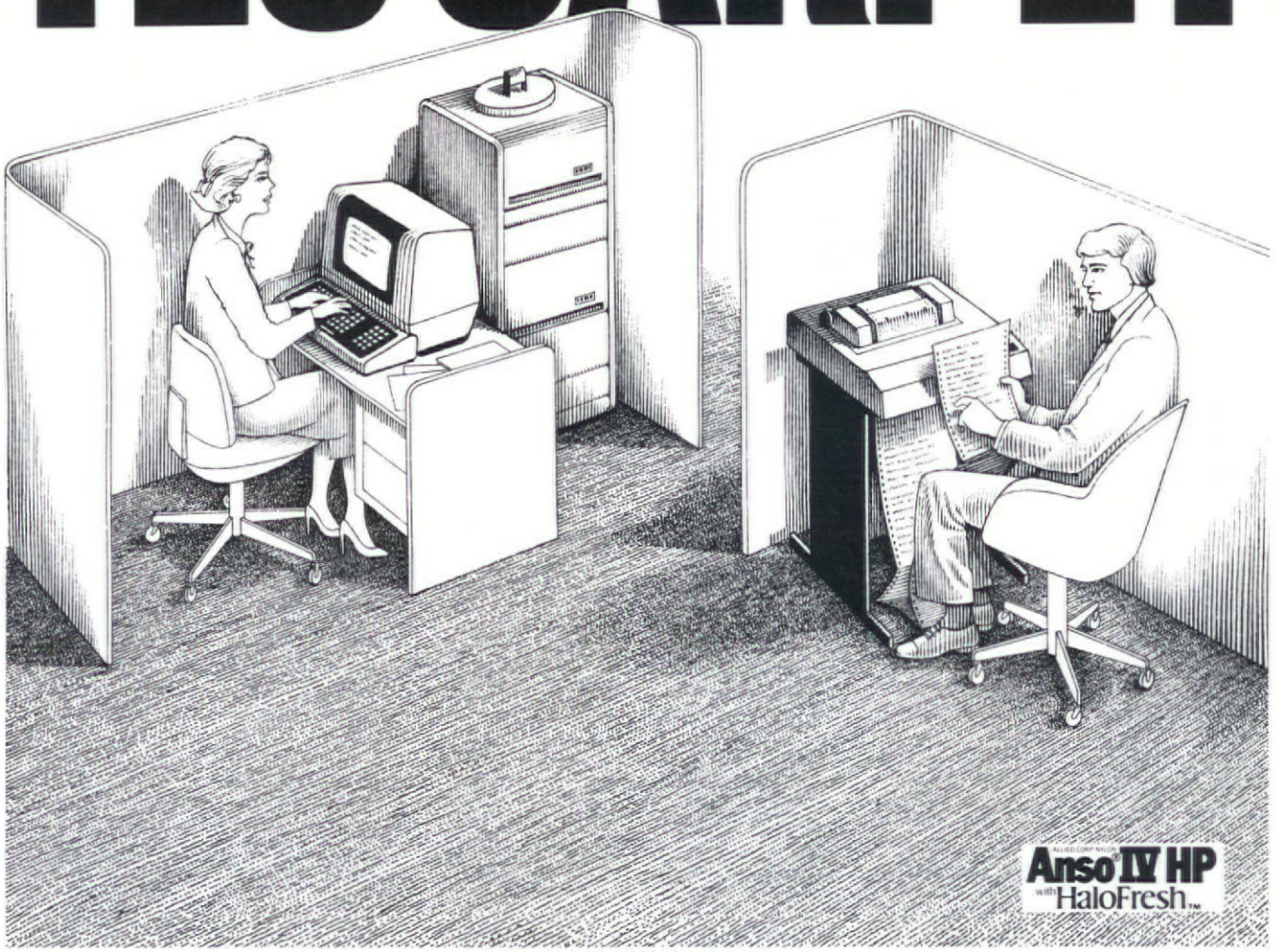
Within the showroom, Intérics logo elements pinpoint workstation displays while making the showroom more visible from corridors. In addition, the logo's accent mark appears as an arrow on the firm's NEOCON invitation and forms the flier's triangular cover. The invitation further emphasizes this important shape by reproducing the showroom's pie-shaped floorplan.

To make their concept more dramatic, Nelson and Villamil colored the accent mark yellow—an attention-getting and controversial hue. This color choice is particularly effective within the overall showroom palette, which is almost entirely gray. Additional color interest is provided by a rear-wall fabric kiosk in a rainbow of tones and salmon-colored upholstery, both of which are foils for yellow accents.

Suspended tubular lighting fixtures were also colored yellow to play up the logo concept. These fixtures serve additional purposes of taking lighting out of the ceiling and permitting an uninterrupted ceiling tile pattern. Thus, an overhead grid that conforms to the showroom shape helps planners unify floor- and ceiling-level products. While responding to this need, the technique also illustrates tile product diversity by incorporating a wide range of shapes and sizes offered by Conwed.

Finally, planners aided the firm in its ongoing marketing efforts by redesigning the company typeface. This new graphic will appear on all literature and promotional materials as well as in showrooms throughout the country.

TEC™ CARPET



The permanent solution to disruptive static.

It's the warranty you've been waiting for, and Allied makes it crystal clear: new TEC™ carpet —with its integrated face yarn and backing system—will not cause static-related disruptions of even the most sensitive electronic equipment. Read the warranty label for details.

It's the strongest warranty you can get. And this warranty is not only good for the life of the carpet, it's good even if equipment is added or changed in the future. Because TEC carpet is engineered for permanent, Total Electronic Compatibility with all electronic equipment.

Which means the guesswork, worry and uncertainty of specifying commercial carpet for use with computers and other electronic equipment is over, too.

Permanently.

And there's more good news. TEC carpet is made of Multi-Task Anso® IV HP nylon with HaloFresh™, so it comes with built-in soil and stain resistance, antimicrobial protection, the high-performance of heavy denier fibers, and a 10 year wear warranty direct from Allied to the end-user. (See warranty label for details.)

Now it's all so simple. When it's critically important to keep electronic equipment safe from static, you'll be safe with TEC.

The carpet that puts an end to the most critical static-related problems, once and for all.

For more information, write to:
Allied Technical Center, P.O. Box 31, Petersburg, VA 23804.

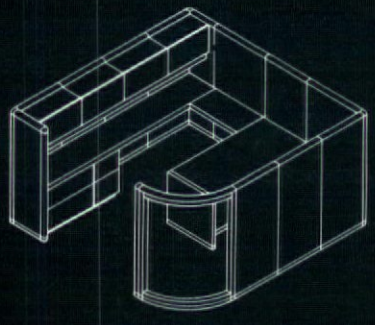
™ TEC TOTAL ELECTRONIC COMPATIBILITY CARPET

Circle 54 on reader service card

ALLIED Corporation

We've learned to define space from a master.

Introducing The Natural System



Nature has taught us a most valuable lesson. When form follows function, the result is always simplicity and beauty.

To create our environmental system, we've used that knowledge. The result is The Natural System, an entirely new way of defining space.

Circle 200

By applying new principles of design, we've been able to make The Natural System lighter yet extremely stable.

A unique base design makes installation much faster and easier, and therefore, more economical.

The location and size of the raceways in The Natural System gives new flexibility in placement of electronic and electrical accessories, both during initial installation and as changes are required.

And, as in Nature, the optimum practicality of The Natural System has brought with it optimum beauty ... grace and simplicity.

The Natural System: a new concept in environments based on an old concept in Nature.

MODULAR DESIGNS

15541 Mosher Street
Tustin, CA 92680

(714) 838-8560
Outside California,
(800) 854-0366

© 1984 David Muench Photography

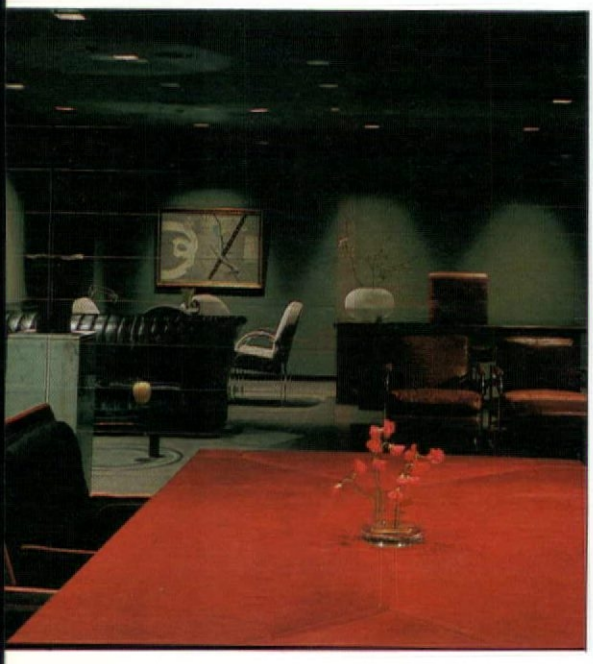
Black & gray tones, etched glass highlight displays at Pace, D.C.

The Pace Collection's Washington, D.C. showroom, designed by Randy Ginsburg, has a backdrop of black and gray which serves as a foil for a variety of products, including the firm's new "Colorline" finish collection.

"Colorline" is exhibited at the showroom entrance where vibrant aniline colors are employed by Ms. Ginsburg on the reception counter and geometric pedestals. Use of two flooring materials–black tile with gray grout and a mini-patterned charcoal carpet –create a textured backdrop for furniture displays.

Drawings of Pace products are etched into clear and sand-blasted glass. These dividers are supported by black extruded aluminum structures which Pace manufactures. Also serving to divide the showroom are gray partitions mixed in four different shades.

Light intensities delineate space, as well. Square, recessed light fixtures create a clear, yet subdued effect.



WUNDA WEVE®

THE IMAGINATIVE SOLUTION

CONCEPT: Elegant understatement for the Westbury Gallery in New York.

DESIGNERS: Design Studio 55: Mario Iankelevich and Elaine Werz

COMMENT: "We wanted an ambiance that would let the art stand out, so we chose subtle, unassertive shades of gray and purple. Wunda Weve did a beautiful job of custom dyeing their carpet of Du Pont Antron® Nylon to match the chairs. Their quality is superb, the price was right and delivery was right on time."

CARPET: Wunda Weve

FROM THE IMAGINATIVE WORLD OF

DAN RIVER™
National Trade Firm member I B D

Member of Industry Foundation A S I D

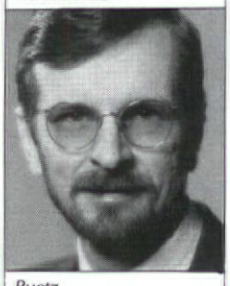
Circle 55 on reader service card

Ellie Karanaukas (shown) was named northwest regional sales director, Jack Lenor Larsen.

Karanaukas

Kaleidoscope Inds. has begun producing Hunter Douglas "Sunflex" custom mini blinds.

Paul Puetz (shown) was appointed vice president of sales, eastern division, Hollytex Carpet Mills. He is at the Chicago Merchandise Mart.


Puetz

Catherine Hull has joined Pierce Goodwin Alexander, Houston office, as manager of business development, interior architecture division.

Erwin–Lambeth appointed **John T. Ebert** to the position of vice president. He joined the firm in 1983.

The Atlanta Market Center has named **Edwin Lochridge** as director, international development. **Susan McCart** assumes the new post of contract marketing manager.

August J. Vercruyssen, P.E., has joined Welton Becket Assoc. as senior vice president, director of mechanical and electrical engineering.

La-Z-Boy Inc. has signed a lease for 4,500 sq. ft. of space in The Mart portion of International Market Square, Minneapolis. Currently under construction, the center is scheduled to open in December, 1984.

Haworth Inc. has leased 8,200 sq. ft. of space in the Houston Design Center. The firm plans to move into the 10-story center in April 1985.

Hayes

Lastra

R.W. Pearce Assoc. elected two of its staff members to vice presidential positions. They are **Annette H. Basinger** and **Cynthia Chandler Bock.** The firm has also changed its name to Pearce Basinger Bock Ltd.

Martin Wingrove has been appointed national sales manager, office products division, Decar Corp.

Harter Corp. appointed **Roger E. Hayes, Jr.** (shown), manager, marketing communication; **Jim Johnson,** central regional manager; **Thomas E. Nielsen,** western regional manager.

Purchase Service Ltd. has appointed **Bob Lastra** (shown) and **Fred Radcliffe** as associates.

GENERATION III

THE COMPUTER SUPPORT FURNITURE DESIGNED FOR PEOPLE.

Generation III is the total line of computer support furniture . . . from stand-alone adjustable tables, posture seating and accessories to complete workstation systems.

Each item is ergonomically designed for maximum user comfort and productivity. Steel construction for utmost stability and laminated surfaces that look good and last longer.

Generation III . . . total flexibility to accommodate components for microsystems, interactive graphic and CAD/CAM systems.

Write or call for specifications and details.

HUMAN FACTOR TECHNOLOGIES, INC. P.O. BOX 235, 55 HARVEY RD., LONDONDERRY, NH 03053 (603) 432-4495

Circle 56 on reader service card

ADJUST-ABILITY

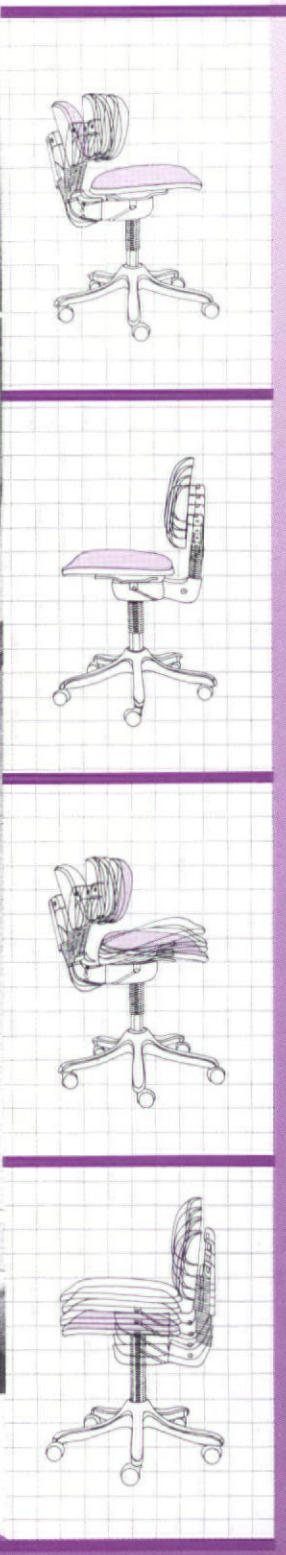
People work better when they're comfortable. When they can *adjust* their seating to the task they are performing. (Especially true in today's multi-task automated offices.)

Suspa provides the means of adjustability: pneumatic control(s) to regulate seat height . . . seat angle . . . and backrest angle. By means of a small, inexpensive gas cylinder. It's clean. Dry. Permanent.

Cushion the ups and downs, backs and forths of your seating users with gas cylinder adjustability by Suspa—the supplier to 80% of the world. Innovative, precision engineering has made Suspa cylinders productive for people and cost-effective for manufacturers. For information, contact SUSPA, Incorporated, P.O. Box 8774, Grand Rapids, MI 49508. Phone 616/531-9600 Telex 22-6385.

SPECIFY SUSPA

ADJUSTMENTS



RELEASES PRODUCTIVITY

Circle 57 on reader service card

Circle 58 on reader service card

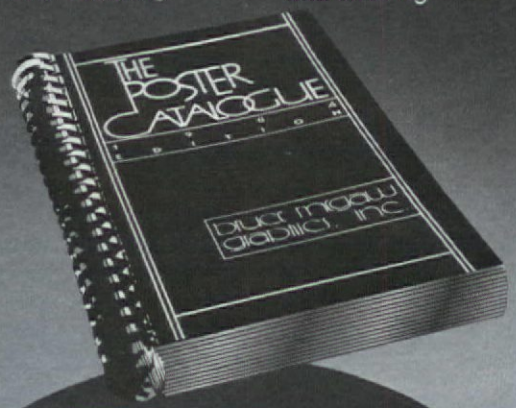
1215
Framed Images

Hotel / Hospital Corporate Specialists

Security hanging System

Trouble-free Drop Shipping

Custom Framing and Matting



B.M.G. Framed Graphics Inc.

A division of Bruce McGaw Graphics, Inc.

200 Airport Executive Park / Spring Valley, New York 10977
(914) 356-1881 or Toll Free (800) 221-4813

Write us today to request your copy of our 280 page 1984 Catalogue and custom designer kit.

Our stowaway tabouret.

Come to the tabouret, old chum. And put things in their place: 2 drawers for little things, a fully hinged door that opens for bigger things, and a board and pad place. It's solid wood, is only 29" high, with a price that's not high at all. It's the perfect hideaway for all your "stuff."

For our *free* catalog of all Anco quality wood products, write or call (800) 262-6963 or (212) 326-2023.

Anco

Quality you can lean on.

Anco, 71-08 80th St., Glendale, NY 11385

Circle 59 on reader service card

PEOPLE/NEWS

Contract Furnishings & Systems Ltd. has promoted **Charles L. Berman** to the position of executive vice president. The firm's restructured management team is headed by CEO **Jack Gold.**

Brian McMillan was selected as marketing director, Schafer Bros. Inc. **Eric Apablasa** was named executive assistant at the firm.

Cyndesta Ltd. appointed **Christine Wilhelm** to the position of associate. The company has also relocated to The Oxford, 1616 Seventeenth St., Suite 468, Denver, CO 80202.

Muno

Pamela Muno (shown) was named sales coordinator, Chicago office, Smokador. In her new position, Muno will be working with independent interior design firms throughout Illinois, Indiana, and Wisconsin.

Dain

Thomas M. Lynch was named divisional sales manager of The Wall Systems Group Inc. He formerly served as a sales representative for Interior Steel Products.

Elizabeth R. Dain (shown) was promoted to architectural specialist, San Francisco Bay area, Stratton Inds. **Philip A. Sedberry** has joined the firm's new mid-Atlantic sales group which is under the direction of **William E. Hicks III.**

David M. Arrigoni is entering the computer–aided design and drafting industry with his new firm, Arrigoni Technology, Los Gatos, Calif.

Gail Cote was appointed commercial specialist, Designweave, a division of Tuftex Carpet Mills. In her new role, she will work with designers, specifiers, and end-users, as well as with Designweave sales representatives.

Duffy Inc. appointed **Denise M. Shay** (shown) as director, Los Angeles office. **Elizabeth C. Scholze** was named manager of projects.

Shay

Lee Jofa has contracted with Museum Inds. Inc. to design and produce textiles and wallcoverings adapted from pieces in the Textile Museum, Washington, D.C.

Nancy L. Lindsay has joined ISD Inc., space planning and design consultants, as a design manager.

Interspace Inc. has promoted **Maureen Sweeney Byrne** (shown) to the position of principal, Philadelphia design division. **Michael W. Hoyle** was promoted to principal, Interspace/Florida.

Byrne

girsberger

series
girsberger consens

Design: F. Makiol, Girsberger-Team

Girsberger Industries, Inc.
Office Seating
P.O. Box 1990
Smithfield, North Carolina 27577
(919) 934-0545

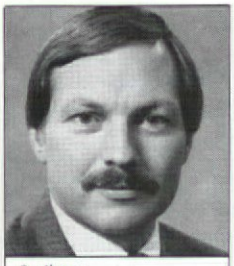
Chicago Showroom:
Merchandise Mart
8th floor, Suite 874 C
Chicago, Illinois 60654
(312) 822-0678

Showrooms:
Denver, Colorado (303) 388-5272
Winter Park, Florida (305) 671-0899
San Francisco, California (415) 864-3801
New York, New York (212) 759-6335
Cincinnati, Ohio (513) 241-1729
Salt Lake City, Utah (801) 583-8668
Los Angeles, California (213) 273-5891
Lutherville, Maryland (301) 252-8082

Circle 60 on reader service card

Jan Edwards was named marketing manager, architectural and interior design fields, Accuride. She previously served as project manager, data processing.

S.R. Wood has promoted **Ben McGuire** to vice president, wood plant production, and **Bill Burget** to vice president, wallcovering sales.



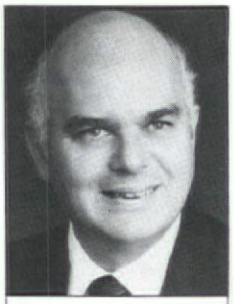
Scribner

Francosky

Robert K. Scribner (shown) was named vice president of sales and marketing for Samsonite Furniture's commercial products. **Judith A. Wolgast** was named director of design for the company; **Werner L. Forsberg** was named director of sales and distribution, commercial products unit, Samsonite and Vogel-Peterson.

John E. Francosky (shown) was named national account manager, GF Furniture Systems Inc.

Dick Thomas was appointed director of contract sales, Workbench contract division. He has 20 years of experience in the furniture design field, including marketing, sales, and management.



Lucy

Karoghlian

William Lucy (shown) was appointed western regional manager, Panel Concepts Inc. He will work out of the firm's Santa Ana, Calif. office.

Contract Furniture Associates has changed its name to **Corporate Environments** to reflect the company's complete range of design services.

Dee Karoghlian (shown) joined Domus Italia as account manager, N.Y., N.J., and Conn.

Shelby Williams has established a $150,000 fund for both the interior design department and tourism curriculum, home economics department, University of Tennessee. Income will provide scholarships for students from the Morristown, Tenn. area.

Daniel Gelman has joined Lighting Services Inc./LSI as a member of its management trainee program.

Graber Inds. named **David B. Seay, Jr.** as national sales manager, commercial division. **Tony Becnel** was appointed national accounts executive, southeast region.

Circle 61 on reader service card

A beautiful way to save space

White

Aisle Saver®

Double storage-density by turning Aisles into storage space

Aisle Saver® saves 50% of your available storage space by eliminating unnecessary aisles.

Aisle Saver's® Seven Design Series meets all storage needs using your existing or new storage equipment.

Aisle Saver's® wide range of baked enamel and wood-grained laminate end panels enhance any office interior.

White – A leader in storage and retrieval systems for more than 35 years.

Circle 62 on reader service card

Send for Free Bulletin

To: **White Aisle Saver**
50 Boright Avenue
Kenilworth, NJ 07033
Telephone – 201 272-8888 Telex – 139140

NAME

COMPANY

ADDRESS

ZIP

AREA CODE/TELEPHONE

AS-10-2

COLLIER-KEYWORTH PUTS IT ALL TOGETHER

...from base to mechanism!

As an integrated unit — or as separate components — the choice is yours. Collier-Keyworth puts it all together from base to mechanism with three new components for fixed back, mid-management office chairs: Model 483 conical spring mechanism, shroud bellows cover, and Model #5500 style chair base with new polyurethane base covers.

Exceeding the strictest ANSI and BIFMA engineering standards, the slim profile mechanism features lubrication-free, glass-reinforced nylon bearings to assure smooth and noiseless operation. Four tough, resilient polyurethane cushions eliminate metallic noise and minimize impact shock at extremes of tilt range. Tension control is easily achieved by a generous adjusting handwheel located within easy reach near the front of the mechanism. The color-coordinated bellows housing conceals the conical spring and blends in with the smooth, sculptured appearance of the mechanism.

The 3" diameter shroud bellows cover the shaft, enhancing the overall appearance of the chair. Available in either black or brown, the bellows are designed to be used with the new polyurethane base covers and other base covers of your choice.

Collier-Keyworth's new polyurethane base covers are offered as a one piece, five legged cover, and are available in either 22" or 26" diameters and come in three colors: black, brown and putty. Designed for appearance and durability, the sculptured base covers are mar-resistant and the solid color resin assures you of a long lasting, attractive base.

For additional information and specifications on Collier-Keyworth's new components, use your reader service card or contact your Collier-Keyworth representative.

Visit the Collier-Keyworth exhibit at the International Woodworking Machinery and Furniture Supply Fair — Booth #5606.

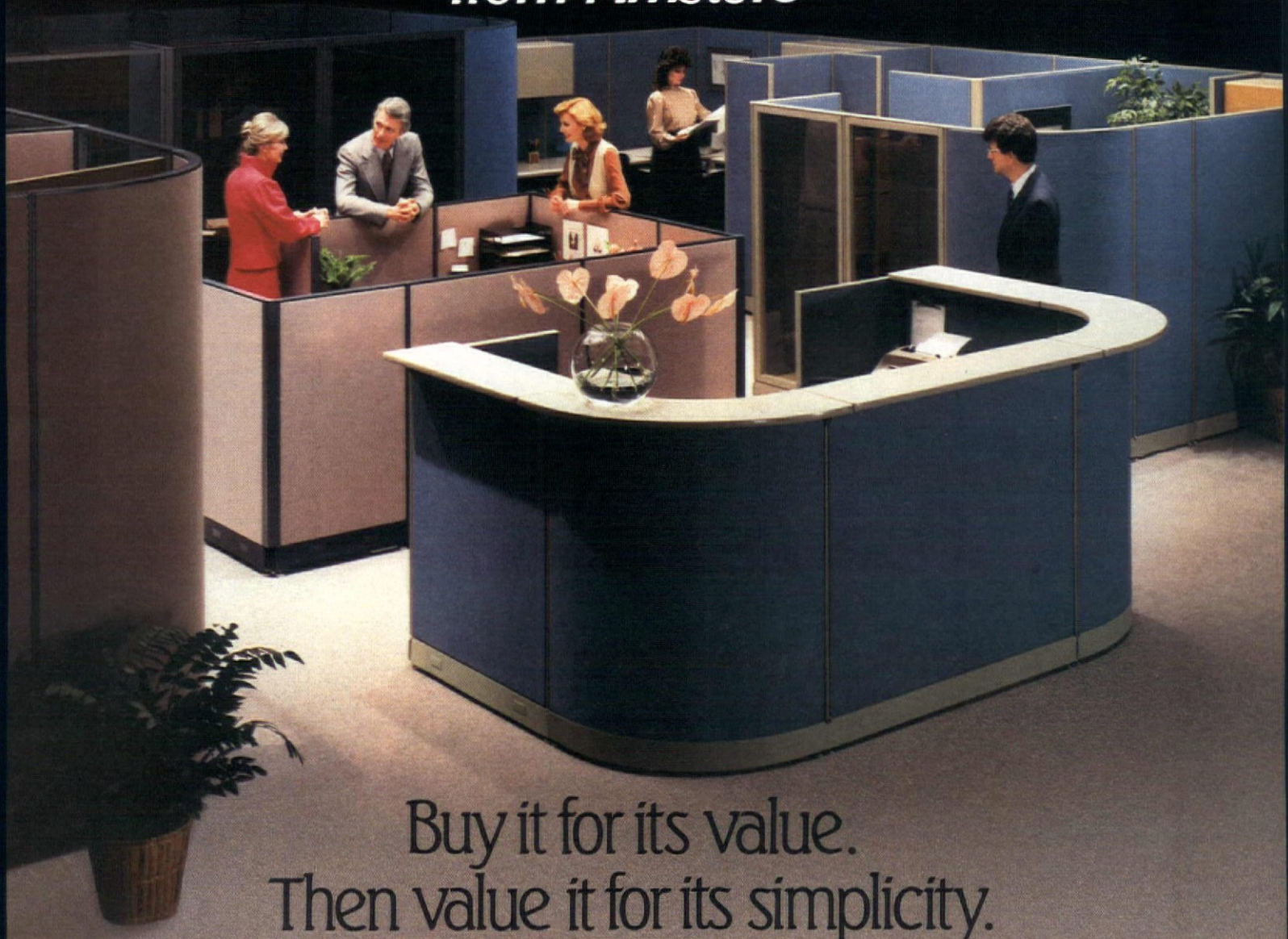
CK

COLLIER-KEYWORTH COMPANY

GARDNER, MASSACHUSETTS 01440 617 • 632-0120

Circle 63 on reader service card

The Option One open office system from Amstore



Buy it for its value. Then value it for its simplicity.

Better value's built in.

Compare Option One with any other open office system, and its value *really* shows.

First, Option One has a superior appearance — as well as the rigidity, and sound and fire ratings you expect from more expensive systems.

Second, it does something most other systems don't do, regardless of their cost: Option One works with your existing furniture. So you not only get the benefits of a reasonably-priced open office system, you get ongoing value from current equipment.

Simplicity for better function.

Well-thought-out simplicity makes Option One easy to plan, install and rearrange.

Metal connector knuckles (right) align and space panels. And a basic connection device, a durable plastic hinge (left) joins panels, regardless of how they're angled or configured.

The simplicity continues: Option One consists of a limited number of carefully chosen components, so it's just as flexible as other systems that are much more complex. This means you can tailor an Option One work station to almost *any* office job function you can think of, so you save on planning, ordering, installation and inventory costs.

Exercise your option now.

Put Option One to work in your offices. Call or write for our brochure.

amstore

Old Norris Road
Liberty, SC 29657
(803) 843-9327

See Option One at NEOCON Space 864

Circle 64 on reader service card

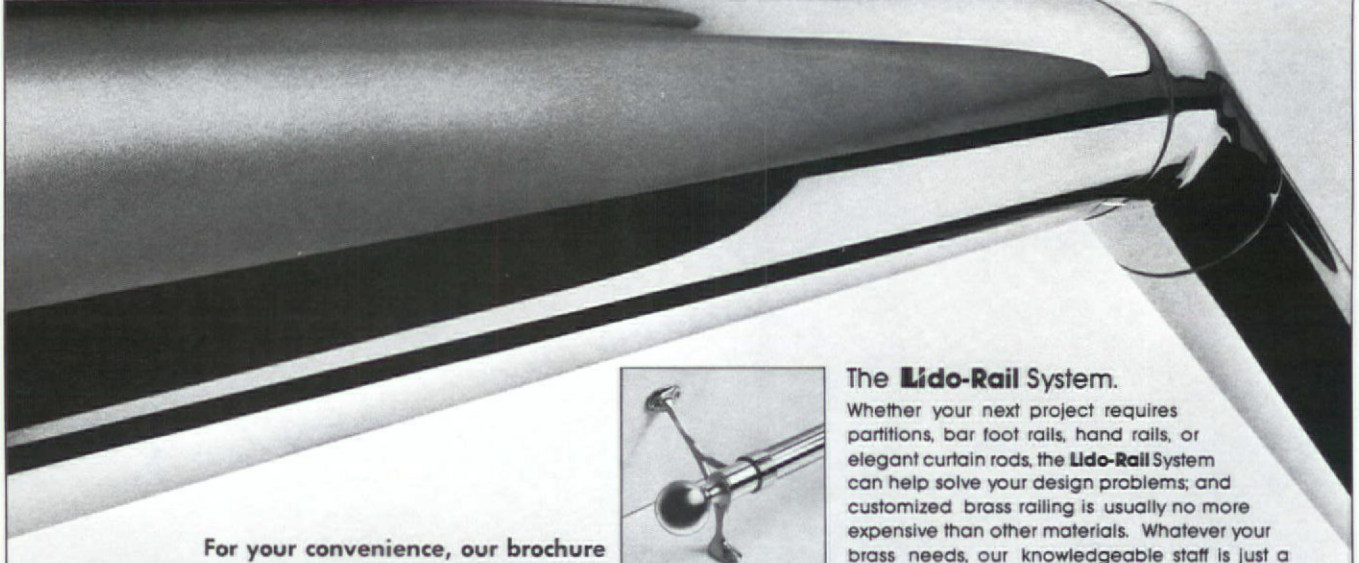
1984

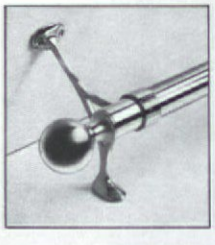
August 19-22. Ceramic Tile Distributors of America's sixth annual convention and international ceramic tile exposition. Convention to be held in the Sheraton Boston Hotel, exposition to be held in the Hynes Auditorium, Boston.
August 19-25. Professional Services Management Journal sponsors CEO roundtable discussions for small firms. Santa Barbara Biltmore, Santa Barbara, Calif.
August 22-24. Second National Decorative Accessories Show. Moscone Convention Center, San Francisco, Calif.
August 25-28. International Woodworking Machinery & Furniture Supply Fair. Georgia World Congress Center, Atlanta.
September 14-15. Interface I, mid-Atlantic regional design symposium for architects and interior designers. Wintergreen, Va.
September 23-30. Professional Service Management Journal sponsors CEO roundtable discussions for medium-size firms. Kelley House, Edgartown, Mass.
October 1-4. INFO, information management exposition and conference. New York Coliseum, New York.
October 10-14. Society of American Registered Architects (SARA) 1984 convention. Waldorf-Astoria Hotel, New York.
October 11-13, 15. Designer's Saturday. Located at various showrooms throughout Manhattan.
October 17-24. National Office Products Association's annual convention and exhibit. McCormick Place, Chicago.
October 23-24. OFFICE '84, conference and exhibition for furnishings, environment, and design. Washington Convention Center, Washington, D.C.
October 24-26. "Facility Management Process: Mind Over Matter," International Facility Management Assn. conference. The Mart Center, Chicago.
October 28-30. Pan Pacific Lighting Exposition. Concourse Exhibition Center, Showplace Square, San Francisco.
November 1-3. CONEXION '84, contract design exposition. Atlanta Market Center, Atlanta.
November 11-13. Design Assembly, theme program of "Technology & Technique." The Marketplace, Philadelphia.
November 11-14. International Hotel/Motel & Restaurant Show (IH/M&RS) New York Coliseum, New York.
November 12-13. Computer-Aided Space Design & Management Conference, co-sponsored by CONTRACT and *Facilities Design & Management* magazines. Omni Park Central, New York.
November 13-15. CMC '84, computer exhibition/conference for construction industry. Expocenter, Chicago.
November 26-29. Office 'Landscape' Users Group 32nd Symposium. Hyatt Regency, Atlanta.

Foreign Trade Shows 1984

September 6-8. CANEXUS, Canadian contract furniture exhibition, Harbour Castle Hilton, Toronto.
September 19-23. "Principles in Practice: Philosophical Challenges/Technological Responses," Association for Preservation Technology's annual conference. Toronto, Ontario, Canada.
September 19-24. Salone Del Mobile, Euroluce, Eimu—24th Italian Furniture Exhibition. Milan Fair Grounds, Milan, Italy.
September 19-28. Sicob, conference and exhibition of data processing, communications, and business furniture and equipment. CNIT, La-Défense, Paris, France.
October 25-30. Orgatechnik, biannual international office trade fair. Cologne, West Germany.
November 1-3. International Interior Design Exhibition '84. Toronto Convention Centre, Toronto.

A new perspective on a traditional line





The **Lido-Rail** System.
Whether your next project requires partitions, bar foot rails, hand rails, or elegant curtain rods, the **Lido-Rail** System can help solve your design problems; and customized brass railing is usually no more expensive than other materials. Whatever your brass needs, our knowledgeable staff is just a phone call away.

For your convenience, our brochure is listed in Sweet's Catalog '84, section 5.13a/Lav.

Solid brass, the choice of architects and designers for statement and durability.

LAVI INDUSTRIES
8577 Canoga Ave., Canoga Park, CA 91304 □ (213) 709-4377

Call or write for a brochure on our entire line of brass railing and accessories.

Circle 109 on reader service card

How to provide exceptional power and communications capability to the open office.

It's easy with Panel Concepts. Our SYSTEM 2PLUS™ gives you 3-circuit, 6-wire power distribution. So you can energize up to 39 duplex receptacles, from a single power source (13 per circuit). And the third circuit may be isolated as a source of "clean" power for EDP equipment or individual circuit switching, or used with an emergency power source.

We also give you modular power components that let you have your power exactly where you need it. There's our award winning IMPAC system for base-level power. And our Midline system for convenient desktop-level power. Plus you can combine these two systems for bi-level power and communications distribution.

Finally you get our exceptional raceway capacity that can accommodate over twelve 25-pair communications cables—even with the power components in place.

Of course, with SYSTEM 2PLUS, you also get easy installation, complete retrofit capabilities, and delivery times that are half the industry average.

For more information on our SYSTEM 2PLUS power and communications capabilities, contact Panel Concepts, P.O. Box 25100, Santa Ana, CA 92799, (714) 979-3680. For expedited service call toll-free inside California: **(800) 422-2101.** Outside California: **(800) 854-6919.**

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

We make it easy to do business.

™SYSTEM 2PLUS is a trademark of Panel Concepts, Inc.

Circle 66 on reader service card

Linden linen-look wallcovering: perfectly tailored to suit your needs.

Linden from the Koroseal® vinyl wallcovering collection is just your style. A linen-look wallcovering that looks great any way you cut it. And that's tailor-made for high-traffic areas. With a fabric-backed, 21-ounce per lineal yard construction that wears beautifully, cleans up easily, and meets all Federal Specification CCC-W-408-A Type II requirements.

And with 46 market-researched colors to choose from, there's a Linden wallcovering to suit every taste.

So find out how Linden measures up to your design plans. Write or call for more information or product literature. The BFGoodrich Company, Wallcovering Products, 500 South Main Street, Akron, Ohio 44318.

The Fine Art of Wallcovering.

BFGoodrich

® BFGoodrich
© 1984 BFGoodrich

Circle 67 on reader service card

Design possibilities as endless as the imagination

Eagle Computer Furniture Systems provide an endless number of solutions to the problem of how to make your computer work stations more flexible, productive and efficient.

Attractive, durable Eagle Systems offer complete modularity—so you can modify, relocate or expand your systems as needs change.

If quality and value are important considerations, contact your Eagle Systems specialist today!

Eagle Computer Furniture Systems

P.O. Box 586 • Easton, PA 18042
215/252-2220
Outside PA **800/223-3962**

Circle 68 on reader service card

Contract August 1984

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

RESTORATION PROJECTS TEST DESIGN INGENUITY

By **KATHERINE FORMAN**
Senior Associate Editor

Whether the goal is to preserve our nation's architectural history or to get a tax break, American businesses are investing in building restoration and re-use. In fact, a recent American Society of Interior Designers (ASID) member survey reported a 60 percent jump in contract projects completed between 1980-'83 in which clients chose to redesign rather than relocate their facilities.

Supporting and encouraging this trend are economic incentive programs through which the government offers tax credits of up to 25 percent for re-use of existing structures *(see Tax Benefit story on p. 110).* Although a wide range of re-use projects can qualify for tax credits, it is historic preservations which generate maximum rebates and public attention—both strong lures to building owners. From a design standpoint, these projects are often the most interesting, primarily be-

Architect David Kenneth Specter and interior designer Judith Stockman will employ interpretive techniques in their restoration of New York's landmark Barbizon Hotel. Instead of duplicating original plans for the 1927 structure, they will incorporate appropriate elements of period-style design and architecture that were missing from the existing design. The objective is to better the quality of the architectural concept, while restoring historic elements.

HISTORIC PRESERVATION

Save all character-defining elements

cause interiors must be salvaged and few original drawings remain as guides to these spaces.

To qualify as an historic structure, a building must be listed in the National Register of Historic Places or be located in a registered historic district and certified as contributing to the district's significance. According to designers specializing in rehabilitation projects, most sites gain historic status because their owners apply for it, usually after some redesign work has been considered. As a result, preservation projects encompass buildings ranging from the grandest and most famous in the world to small, little-known establishments that might otherwise have been overlooked.

According to the Economic Recovery Tax Act (ERTA) of 1981, only certified historic structures are eligible for the full 25 percent tax credit, while non-historic buildings that are at least 30-years-old can apply for credits ranging up to 20 percent. For complete information on certification procedures and standards as well as available credits, designers should contact their State Historic Preservation Office or the U.S. Department of the Interior.

To be considered as a qualifying rehabilitation project, the historic preservation or restoration must comply with 10 Department of the Interior standards designed to protect architectural and design integrity. The standards require that "reasonable effort be made to provide a compatible use . . . that requires minimal alteration of the building, structure, or site and its environment" and that "distinguishing original characteristics or qualities . . . not be destroyed."

Understand the space's history

Notes Peggy Gustave, ASID's Historic Preservation Committee chairwoman, "What these standards mean is that a building owner is required to maintain the fabric of the original structure, and if you read carefully, you will see that 'fabric' includes interiors. To me, this mandate indicates that the preservation industry has finally matured to the point where it can recognize the totality of a building. However, it is up to the designer to take responsibility for assuring that all elements that define the character of a space are retained. In preservation projects, a designer has two clients—the owner

In restoring the Grand Canyon's Bright Angel Restaurant, ASID's historic preservation committee chair Peggy Gustave's goal was to enhance the original architecture. For example, wood treatments which were liabilities in the original concept were made integral to the new design and became "character-defining" elements. Efforts were also directed to better spatial unification and boost visibility of canyon views (above and opposite).

of the facility and the interior space itself."

Many historic preservation projects include sites for which design and architectural documents no longer exist, or for which later planning changes went undocumented. These situations present planners with tremendous challenges, both negative and positive, in trying to recapture the facility's original design scheme.

For example, few of architect Alfred C. Finn's original documents exist for Houston's 1929 Gulf Oil Building, now a $50 million restoration project of architectural firm Sikes Jennings Kelly and space planners Environmental Planning & Research, both of Houston. The building is being rehabilitated for client Texas Commerce Bank with the aid of manual traces of electrical and plumbing lines; chemical analyses of paint, components, and materials; and a lot of guesswork.

As a result, a number of major "surprises" have been encountered along the way, such as walls that were not thought to exist. And, although "surprises" have required some complex reworking of space plans, both planning firms agree that the changes have often resulted in a better building design. In addition, they have led to the development of a comprehensive data bank of all building systems and services which will eliminate such surprises in later renovations.

Because of the frequent absence of reference material, a preservation project often evolves as an "interpretative restoration." In these cases, design work requires thorough research of the building's architectural and design style as well as study of correlating design motifs of the period. According to Gustave, this requirement presents planners with an excellent opportunity to rediscover architectural history and, better still, apply it accurately in their work. Challenges are also

Improving design for today's user

provided by "listening to the space, letting it speak to you and tell you what it is and what it's not.

"For example, clients will want to take a 19th century facility and install Federalist wallpapers," explains Gustave. "This treatment would be more appropriate, however, in a facility 100 years older.

"Designers must watch for these types of errors and avoid them. A good interpretative restoration safeguards a space from taking on characteristics that it never would have had."

Interpretation improves design

Gustave, who spends 75 percent of her time on renovation projects, most of which entail restoration work, believes strongly in the validity of interpretative restoration. However, she cautions designers to recognize that philosophically such restorations do not constitute a pure preservation effort, even though they can be legally recognized as such.

"The historic building's original design concept is often boring or unimaginative, even though certain elements are exciting," she says. "In these cases, interpreting the style of the period can improve the original concept and make it more valuable to everyone.

"It is important, however, that designers explain that the new concept is an interpretation. Let it be known that the result is based on the style of the period, that the original plan has been perfected and that the space has been made comfortable for today's user. This type of planning has a lot of integrity," she asserts.

In restoration projects throughout Arizona and other parts of the Southwest, Gustave has adopted interpretive restoration techniques that have saved *and enhanced* many interiors in frontier-period buildings. Among them are the historic Inn at Furnace Creek, Death Valley, Calif. and the Bright Angel Restaurant, part of a lodge of the same name, at the Grand Canyon. The latter is a 1935 design of architect Mary Colter, a prominent figure in the Southwest design community, and is an example of how a space as commonplace as a coffee shop can be deemed significant among historic architecture.

Although a variety of changes eroded the restaurant's original esthetic over the years, Gustave's design team believed that a specific character-defining element (considered a liability by the client) was what made it a significant native-American interior. A series of chamfered log slabs applied vertically to walls in an L-shaped section of the restaurant—what Gustave calls the "stockade"—created an effect she decided to repeat in other areas of the restaurant.

Chamfered logs now serve as corner posts for waitress stations and also as supports for arched glass panels etched with a thunderbird image. These works duplicate wooden symbols of the Hopi Indians, called "Bright Angel from Heaven," hence the restaurant name. Complemented by soft white and blue colors which duplicate Colter's original palette, these treatments contribute to a unique, pleasant environment consistent with Grand Canyon views and evocative of the original facility. In this case, designers were fortunate to find Colter's original drawings, and thus check the realism of their interpretive concept.

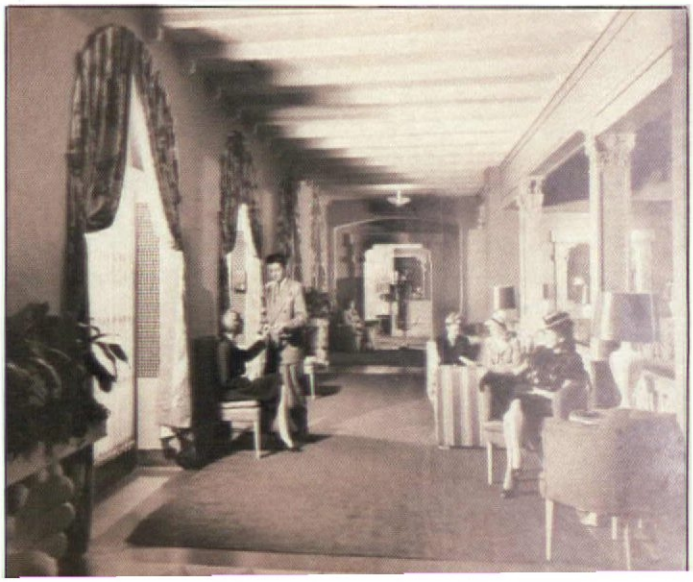
Similarly, at the landmark Barbizon Hotel, New York, interpretive restoration will provide the facility's new owner with guest quarters and public spaces featuring the slightly "upbeat" quality required by today's hospitality marketplace. A collaboration of architect David Kenneth Specter and interior designer Judith Stockman, both of New York, the project will respect the original 1927 architecture but will interpret original concepts according to contemporary expectations. Comments Stockman, "After researching hotel and lobby interior architecture of the period, I felt that the Barbizon's original designers had scrimped on the space in their plans." Thus, her interpretation will offer hotel guests far more than an exact restoration.

A blend of Italian Renaissance, Gothic, and Moorish styles, the hotel includes a unique two-story lobby atrium featuring a trompe l'oeil ceiling mural of Fontainbleu Forest designed by Richard Haas. Topped by a vaulted skylight, the lobby's mezzanine level incorporates 10-ft.-high arched casement windows which frame the space. These areas are being restored and redesigned to incorporate a lobby cafe and mezzanine-level restaurant in which ambience will be maximized by highly embellished architectural elements.

Accurate plan aided by thorough research

Many of these elements were discovered by planners after design work was completed, since a previous renovation had obscured much of the interior detail. For example, research had indicated that lobbies of the style and period had often incorporated sandstone columns, a treatment which Stockman specified to be incorporated into the hotel's new lobby. However, as restoration progressed and veneers were removed from columns, planners found that existing columns were made of mock sandstone.

Comments Specter, "Even though this building is a Federal landmark, the government will accept our interpretation of the design, provided it is appropriate to the period and equals or betters the original concept. Clearly, in this case it achieves both goals."



Both Stockman and Specter have approached restoration and preservation from the "appropriateness" standpoint before. Similar projects handled by Stockman's office include New York's Luchow and Cafe Des Artistes restaurants, while Specter's credits include the city's Educational Alliance, located on the Lower East Side.

Emotional ties to romantic past

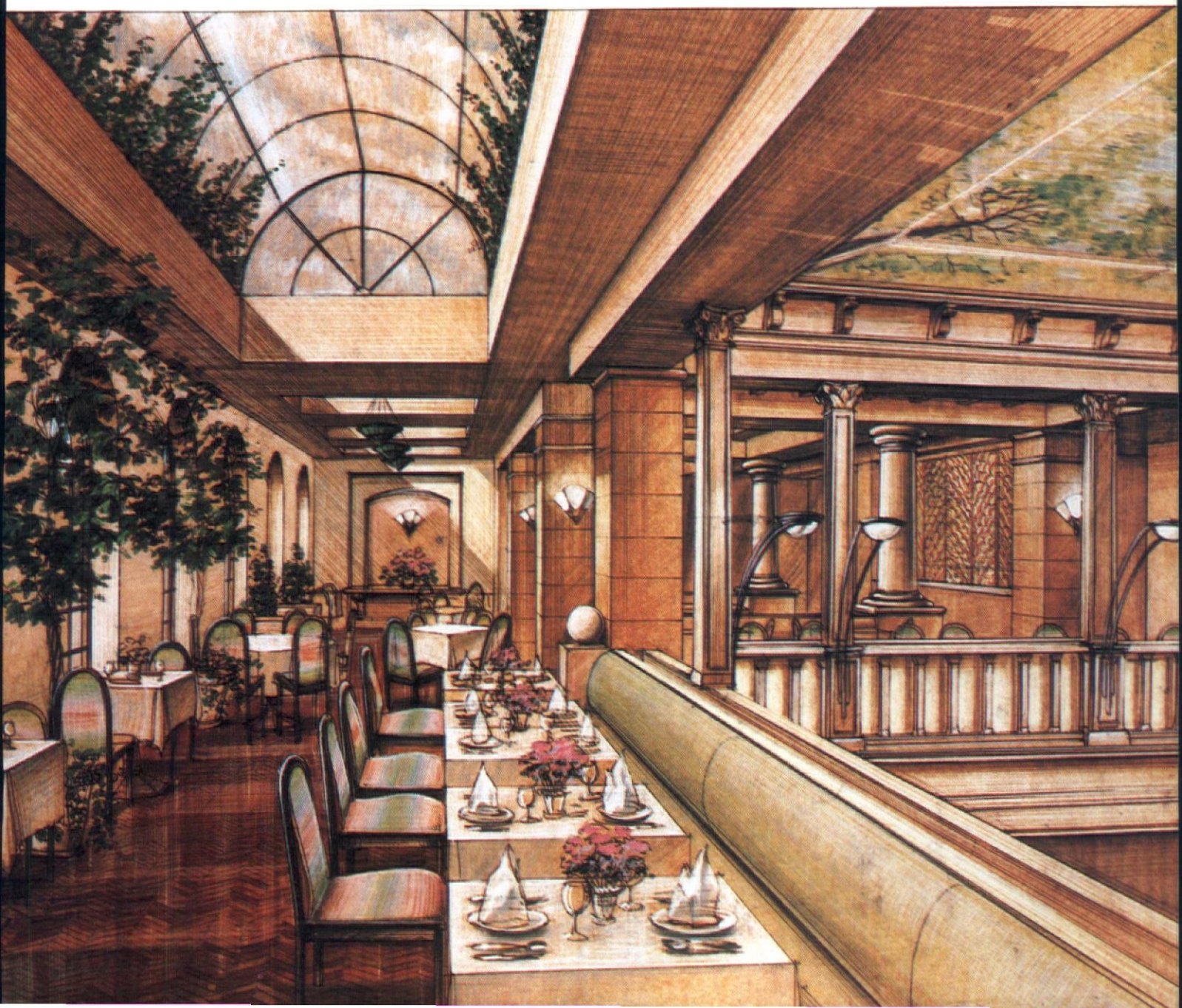
Because of the requirement that the interpretation equal or better the original design in order to be considered appropriate, such restoration projects can often become costly. Given the dual responsibility of making the space functional for the contemporary user and preserving architectural integrity, budgets may run very high. Add on the surprise factor always found in a restoration and a client might balk midway through completion. However, Specter comments that "clients who understand preservation realize that there are extra costs. And, presumably, they have a love for these buildings and want to complete the projects because they have special meaning to them as historic structures.

"Clients also see preservation projects as marketing and promotional expenses," he continues, "and the tax credits are enormous as well. Together, these factors usually assure a successful project and override cost concerns."

Peggy Gustave agrees that a preservation project usually lures clients on an emotional level–a substantial aid to designers. "There is always the emotional element to deal with in a preservation project–our lingering romance with old structures and communities, the solid sense of roots they generate. Considering today's society, we like to have something to hang on to. Old buildings that remind us of the safer past

---

Judith Stockman's renderings for the Barbizon Hotel, New York, mezzanine-level restaurant (below) illustrate a balanced combination of old and new elements. Her redesign of the balcony of this former women's hotel (opp. page) retains the graceful arched windows under which guests met gentlemen callers and enhances the environment with more contemporary surrounding treatments. Stockman's concepts are part of a $60 million restoration of the 1927 landmark which is now under way with the aid of architect David Kenneth Specter and designer Milton Glaser.



HISTORIC PRESERVATION

Momentum aided by interest in decoration

achieve that goal for us," she says.

Comments Stockman, "I think people respond very well to tradition; it's comfortable. I believe that it has been very good for the U.S. and New York in particular that new construction costs have become so high. They forced developers to re-use buildings and develop an interest in their history. This situation has been of help to architects and designers in making preservation and restoration projects work."

Specter notes that today's client may choose to restore a space merely because the building has high ceilings. Motivators can be as grand, however, as a series of priceless wall murals. He explains that the "move away from Modernism has helped the preservation industry a great deal. The new fascination with decoration has made architecture and its features much more visible to the public eye."

At the Texas Commerce Bank Building, designed in the Art Deco Moderne tradition, emotional ties to Houston's history have greatly influenced the building's restoration. Built to be the tallest structure west of the Mississippi according to mandates of its owner/financier Jesse Jones, it is a 35-story tower featuring the wedding cake architecture which symbolized the period style.

Interior ornamentation has the breathtaking quality found in ornate buildings of the time. Nickel embellishments on the mezzanine level, gold leaf ceiling detail, and eight plaster wall frescoes depicting Texas' history are among decorative elements which grace the lobby walls. The building also features marble-faced elevator lobbies and tall, arched windows on tower floors. Comments Richard Jennings, partner, Sikes Jennings Kelly, "A walk through the lobby of the Texas Commerce Bank Building is truly inspiring. The high limestone walls laced with rails of Benedictine nickel make one realize that preserving these elements alone makes this project worthwhile."

Agreement with these sentiments on the part of bank management contributed to the decision to restore the structure. In fact, a plan to demolish the building and replace it with a new bank headquarters was scrapped in favor of restoration. Explains bank president, John L. Adams, "Saving the old Gulf Building offered a two-fold opportunity—preserving a significant Houston landmark, and realizing a substantial tax credit on investment. The restoration of the building offers evidence that Houstonians consider their heritage as important as their future."

According to Peggy Gustave, designers and clients alike will gain a sense of accomplishment by restoring an old building, regardless of financial rewards. "It's a good feeling to know that you've saved an historic building from the wreckers' ball and helped to keep a site distinguished," she says.

"There's a sense of integrity that you gain when you work with an older structure. It's not difficult to take something new and fine and make it beautiful. But, it's awfully hard to work with a building that's falling apart or has been abused and give it back its grandeur, even if it's only vernacular grandeur. The important idea is that you're giving it the chance to continue to contribute to design and architectural history."

Highly embellished spaces at Houston's Texas Commerce Bank (above and opposite) are contained within the 1929 Gulf Oil Building, now a city landmark. Architects and designers have taken care to maintain these decorative elements as testimony to the city's rich architectural history. The building was once the tallest West of the Mississippi and the first building in Houston to provide chilled drinking water from fountains.

Interiors Data Bank To Aid Restoration

Space planners needing resources which will help them preserve historic interiors for which no drawings exist will soon be rescued by ASID's "Survey of Significant Interiors." Currently being developed at the direction of Mary Ellen Hern with the help of an ASID member committee, the survey will encompass historic and contemporary interiors which are deemed to have design significance and will inform interested users through pictures and text.

According to Hern, the basis for the survey, which was founded in 1979, is that interiors are unknown because they are behind closed doors and therefore difficult to understand historically. In addition, the survey contends that because interiors are not made from heavy-duty materials, they are changeable, and thus in need of a record-keeping process. The goal of the data bank is to help designers by providing a reference guide to interior design styles of the nation, and therefore simplify the process of accurate restoration.

Founded by R. Michael Brown, FASID, the survey is compiled by local chapters who generate information on their cities. This information is then coordinated by the national survey staff, which is supported by institutions such as ASID, the National Endowment for the Arts, and private companies including Scalamandre, Stroheim & Romann, and Brickel. Currently, the survey staff is completing a section on New York, which will be available for use in September. Designed for use by both ASID members and the general public, the information will be taken from the computer bank and prepared upon request for a nominal fee.

Hern says that information on cities is kept by the local ASID chapter; copies are sent to headquarters for compilation. Information includes all types of interiors from industrial to residential, "palatial to modest," and historic to contemporary. "I leave the decision about what is significant to my ASID member committee. The committee believes that there is no date by which an interior becomes significant, thus there are many modern interiors reflected," she notes. However, since current interiors will someday be among the historic, it's a good thing ASID is getting a head start. □

By **ROBERT FEINSCHREIBER**

MAJOR TAX BENEFITS CAN RESULT FROM BUILDING RENOVATIONS

Up to 25% tax credit can be earned through rehabilitation

Corporations renovating facilities built 30-or-more years ago can qualify for major tax benefits. Taxes can be reduced by 15, 20, or even 25 percent of the amount spent to update buildings.

This tax incentive is available for a wide array of rehabilitation activities. A building can be fully or partially renovated, altered, or remodeled. The one limitation is that most of the exterior walls must remain.

Eligible projects include modernizing electrical or plumbing systems, refurbishing walls, upgrading fixtures, reconditioning air conditioning systems, redistribution of space by means of new interior walls, soundproofing, and installation of insulated doors and windows. These are just a few of many renovations that qualify for tax benefits. In addition, a wide range of repair expenditures are eligible.

Tax benefits are available even if the building is converted to a new use. Or, if funds are used to repair dangerous conditions and building code violations plaguing the building.

These tax incentives may make rehabilitations of old buildings even more attractive than new construction. In fact, building rehabilitation may be the most lucrative real estate tax shelter available.

If a building is 30- to 39-years old, it qualifies for a tax credit of 15 percent of the amount spent for rehabilitation. Buildings 40 years old or older qualify for a 20 percent credit. Certified historical structures can receive a 25 percent credit, regardless of age. The tax credit is a dollar-for-dollar reduction of your tax obligation.

How to qualify

To qualify for the tax credit, building renovations must cost at least $5,000. In addition, expenditures must exceed the un-depreciated cost of the building (cost minus accumulated depreciation). If less than these amounts is spent on renovation, they will not qualify as building rehabilitation for tax purposes.

For example, in 1964, a corporate client paid $60,000 for a building that was then 20 years old. This total cost comprised $10,000 for the land and $50,000 for the building. The latter was depreciated on a straight basis over its estimated 25-year remaining useful life, starting in 1964, providing the owner with a depreciation deduction of $2,000-per-year for 20 years. By 1984, $40,000 of the building's $50,000 cost had been depreciated, leaving an un-depreciated cost of $10,000. In 1984, the rehabilitation must cost over $10,000 to qualify for the tax credit.

An owner can pay wages to family members who help renovate the building. Such wages qualify toward the minimum renovation cost requirement.

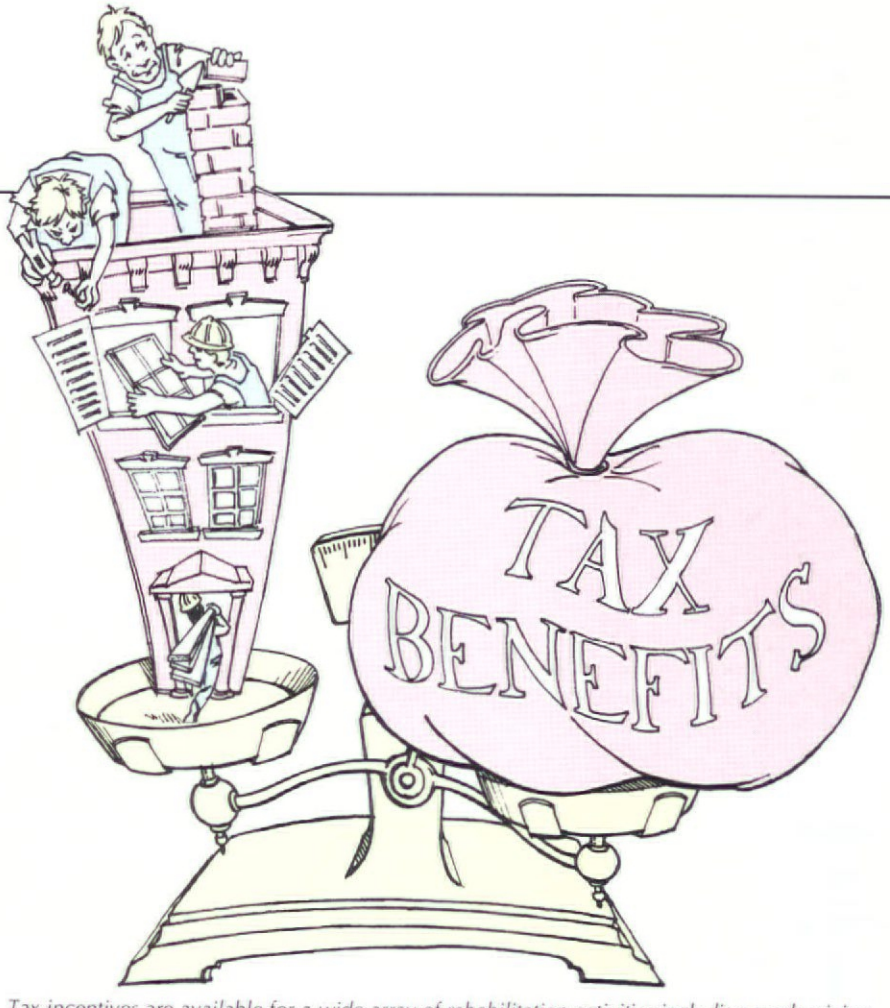
Once a building is old enough to qualify for the rehabilitation investment tax credit, it is probable that it has been sufficiently depreciated so that the minimum expenditure requirement is easily satisfied.

Let's assume that the client spent $18,750 for rehabilitation in 1984. Several tax benefits are now available: The tax credit is 20 percent of the $18,750 rehabilitation expenditure, or $3,750, because the building is 40 years old. After subtracting the amount of $3,750 in tax credits due

If a building is 30- to 39-years old, it qualifies for a tax credit of 15 percent of the amount spent for rehabilitation; buildings 40 years old or older qualify for a 20 percent credit; while certified historical structures can receive a 25 percent credit, regardless of age, as illustrated by the graduated scale above.

Robert Feinschreiber is a CPA, attorney, and managing partner in the law firm of Feinschreiber & Associates, Miami and New York. He is also a principal in the accounting firm of Feinschreiber & Company, Miami, and author of several books on taxation.

Drawings by Kevin Beers



Tax incentives are available for a wide array of rehabilitation activities including modernizing electrical or plumbing systems, refurbishing walls, upgrading fixtures, soundproofing, insulating, and reconditioning air conditioning systems.

from the $18,750 rehabilitation cost, the remaining $15,000 of renovation costs can be depreciated over the next 15 years. Depreciation, using the straight-line method, is $1,000 per year. If the owner finances the rehabilitation sum with funds borrowed from an external source, interest on the loan is also deductible.

Construction requirements must be met for rehabilitation of a building in order for it to qualify for tax credits. At least 75 percent of the building's existing exterior walls must stay in place as external walls. If the rehabilitation adds to the square footage of the building, the additional area is considered enlargement, or new construction, and its cost does not qualify for tax credit. The rehabilitation tax credit is for renovation improvements and not for expansion. Strictly cosmetic repairs alone, such as re-painting the building, do not qualify as rehabilitation.

Claiming tax credit

To claim the tax credit, the owner must use straight-line depreciation for the renovation expenditure. That method allows equal yearly deductions for 15 years. Accelerated depreciation provides larger deductions in the earlier years after purchase, but lower deductions in the waning years. One disadvantage to the accelerated method is that if the owner sells his building too early, he may have to pay back all of the depreciation up to the amount of his profit.

Whether accelerated depreciation or straight-line depreciation, plus the rehabilitation tax credit, will save more money depends on the facts. Competent tax advice is necessary. Usually, the rehabilitation tax credit and straight-line depreciation will be preferable.

To keep full rehabilitation tax credit benefits, the owner must own the building for a minimum of five years after renovation. If the building is sold within five years of claiming the credit, 20 percent per-year will be recaptured for each year less than five that ownership continues. For example, if the building is sold at the end of the fourth year, 80 percent of the tax credit may be claimed and 20 percent must be paid back to the government.

Even if an owner sells, or plans to sell, the building in one year, the tax credit should still be claimed. The owner has use of the full tax credit amount on an interest-free basis for one year and can keep 20 percent of the credit. In addition, since the straight-line method of depreciation was used, the year's depreciation is *not* paid back.

Savings available using the rehabilitation tax credit often make it the most lucrative real estate tax shelter. These benefits will vary according to the individual taxpayer's circumstances and tax bracket. However, this tax incentive is likely to be preferable to many tax shelter offerings. Thus, the Rehabilitation Tax Credit is an excellent way to minimize costs of renovating an old building, which should generate greater revenue. However, as with many business decisions, a competent tax adviser should fully explore all the alternatives to determine the best tax strategy. □

ADAPTIVE USE OF OLD POST OFFICE WINS ASID INTERIOR DESIGN AWARD

Saved from destruction, building lives as new home for design firm

Preserving original elements of the abandoned Post Office and Federal Building, Dayton, Oh., and adapting the facility to needs of local design firm Lorenz and Williams was no easy job. The firm, however, ripped its way through and was recently recognized for its successful efforts with an ASID Interior Design Project Award, historic preservation/adaptive re-use category.

Designed in 1911 and completed in 1915, the 80,000-sq.-ft., three-story building was constructed in an era when opulence was standard. Its facade features 16 Ionic columns, each cut from a single block of New Hampshire granite weighing 16 tons and costing $2,000. Ninety-one lion's heads created by stone carvers decorate granite blocks above entrances and columns, while front entrances are also topped with reliefs featuring an eagle, pennant, and wreath design.

Inside the building, the 20- by 225-ft. lobby's terrazzo floor is trimmed with antique marble; deep, octagonal plaster coffers, each containing a large rosette, form an intricate ceiling pattern. Ceiling-height windows run the length of the lobby's front wall and are faced by a corresponding row of bronze panels which once framed postal service windows. Designed by Tiffany Studios of New York, the panels are capped by Romanesque grilles.

Featuring a facade of 16 Ionic columns, the old Post Office and Federal Building, Dayton, Oh., (above) was built in an age when opulence was the norm. Today, red banners signal the transition between historical lobby and contemporary offices (right.)

Greek, Egyptian designs decorate lobby

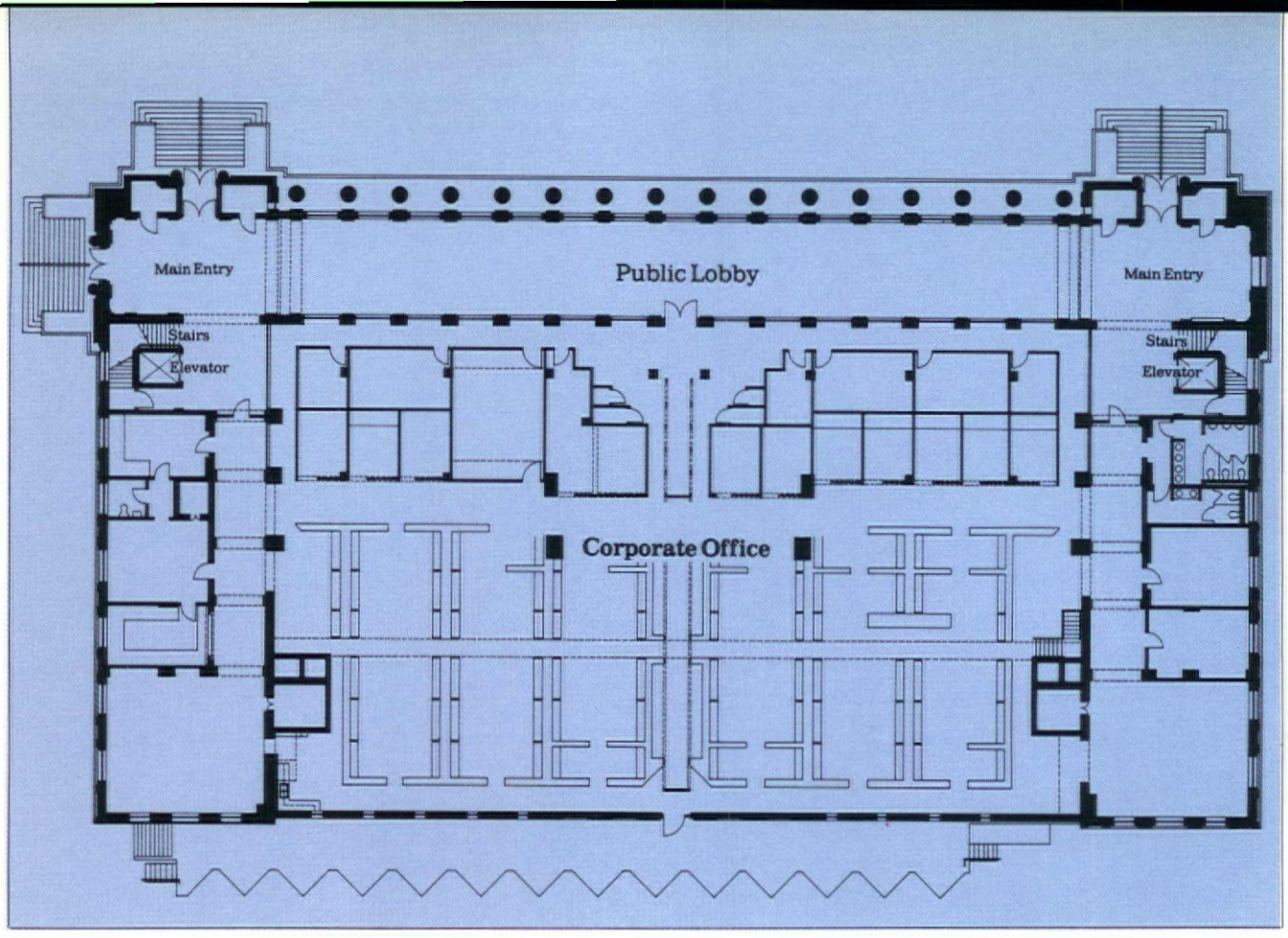
Further embellishing the lobby's bronze panels, windows, wall entablature, and grilles are Greek and Egyptian design motifs such as disc-and-wing, palmette, egg-and-dart, and flueron patterns in subtle variations.

The original splendor of these elements, however, was not maintained during the Federal government's occupancy of the building. "In the lobby, the government had painted all of the bronze work as well as the ceiling with horrendous colors such as institutional green and mustard yellow," says Leo E. Lauterbach, AIA, ASID, principal, Lorenz & Williams. "Even some of the marble was painted."

After the government abandoned the building in 1975 for larger quarters across the street, more serious problems erupted.

"Once the government left, the building sat vacant for many years," says Lauterbach. "The heat had been turned off, but water lines weren't drained. As a result, when winter came, the pipes froze." Their subsequent bursting caused

Photos by Bill Swartz/Gregory Glass



OLD POST OFFICE

Preserving original elements is key to historical project

Red seating groups provide sparks of color in ornate postal lobby (opp., top), featuring octagonal ceiling coffers and bronze Tiffany panels. (Opp., bottom): Lobby has been converted into a rotating design gallery for public viewing (left), and is separated from the design area by a narrow core of conference rooms and principals' offices; neon sculpture in first-floor corridor extends to a rear mirror which visually doubles corridor length (right).

major damage, including buckling of wood floors and deterioration of plaster work. Damage was so severe that although the building is listed in the National Register of Historic Places, the U.S. General Services Administration decided to raze it and put in a parking lot.

Old post office is saved through property swaps

Through a series of property swaps in which the city of Dayton traded two parking lots to the Federal government for the post office and its land, Lorenz and Williams was able to buy the building from the city. The firm then spent four months restoring and adapting the structure's first floor to meet its own needs.

Buckled floors had their top, hardwood layer removed while depressions in the exposed, softwood layer beneath were filled with lightweight concrete or latex fill. The floor was then covered with gray carpeting.

Plaster was rebuilt; molds were created to restore pilasters and ceiling coffers. New electrical and mechanical systems were also installed.

To conserve electrical energy and meet requirements of accurate color rendition in a glare-free environment, a variety of lighting techniques were employed. In addition to daylight which enters the space through high, south windows, metal halide lamps were set in the same locations as original lamps to provide indirect ambient light and offer the added benefit of enhancing ceiling sculpture. Task lamps are situated at individual workstations in the open landscape work area, formerly the postal sorting area.

Ceiling, walls, and overhead ducts are painted with soft, flat white paint, and color is provided through designers' materials. An abundance of ivy and other plants also add color, soften the interior, and help acoustically.

As for the ornate lobby, it is now a public gallery. "The lobby is very lovely, but it served no purpose to us," says Lauterbach. "We decided that since Dayton didn't have a gallery committed to the design field, we would turn the lobby into a monthly, rotating public gallery. It's run by a curator, and much of the work is obtained from the Smithsonian, universities, and other museums around the country." □

SOURCES

Seating—Herman Miller, Castelli, Knoll. **Drafting tables**—Herman Miller. **Cabinetry**—Ted Bolle Millwork Inc. **Fabrics**—Knoll, Design Tex. **Carpet**—J & J Industries. **Lighting**—Spaulding, Lightolier, Rambusch. **Planting**—Tropical Interiors. **Banners**—Joanne Lopez-Kepes. **Neon**—Wilson Sign Company.

Interior design and architecture—Lorenz & Williams Inc.; Leo Lauterbach, AIA, ASID, and Notley Alford, AIA, principals-in-charge; Steve Carter, AIA, and Tom Allen, AIA, designers. **General contractor**—B. G. Danis Co.

DESIGN OFFICE REMODEL FEATURES HISTORIC DETAIL

Planning operations for design firm are improved in half the space

For Ballinger Design Associates, Indianapolis, Ind., the transition to 946 sq. ft. in a downtown landmark building from 1,700 sq. ft. in a Georgian Colonial home north of this city has proved a "good move," effecting improvements in work flow, employee morale, and business image.

The much smaller facilities, which might have been a handicap, have actually proved an advantage, tightening operations for the firm and forcing disciplined approaches to storage and recordkeeping.

Explains Joseph Ballinger, principal, "The fact that we had less space wasn't a problem because we just did some house-cleaning and eliminated a lot of un-used reference materials. We analyzed our needs from the most efficient point of view, giving a lot of scrutiny to how our staff works."

While adding that this was the most difficult project his firm has undertaken, Ballinger nonetheless considers his efforts well-invested. The prime location in a building with Classical Revival detailing has already netted a competitive edge for the firm. Architects for the historic landmark building were D. H. Burnham & Co. which built the facility in the early 1900s.

Historic detail, contemporary lighting employed

Remodeling the space to reflect Ballinger & Associates' best talents and capabilities involved designers in creating interesting architectural details that echo the building's style, and lighting treatments that work to expand space through illusion. Notable are stepped-back, angling wall planes that lend perspective; these are complemented by classical columns–a repeating image.

Illumination overall employs the concept of light wells to achieve a sense that space extends upward and beyond the viewer's range. This technique is particularly evident in the conference area where a fluorescent light on a dimmer functions as a skylight. In

Interesting lighting treatments for new space of Ballinger & Associates include light wells (this page and opp.) used to expand space in the 946-sq.-ft. quarters. In addition, traditional column details (opp.) echo the Classical Revival architecture of the building, built in the early 1900s by D.H. Burnham & Co. and now designated a historic landmark.

Photography by Ballinger/Chilluffo

Reception area shown on this page and opposite exhibits classical column details and use of arched cutaway—both elements take their cue from the Historic Landmark building site. Columns are of imported Italian marble which features a red grain that dictated color scheme throughout the space. Visual details create the illusion of more space for this design firm occupant whose business moved from a facility affording twice the square footage of present quarters.

BALLINGER DESIGN ASSOCIATES

Lighting elements expand space

this setting, lighting is concealed around the perimeter of a light well measuring 53-in. square, resulting in generous ambient illumination.

The same technique is employed in light wells used elsewhere above columns. One column in the office area, two in the hall, and three in the reception area are illuminated in this manner. In another novel application, lighting for the reception area includes a fluorescent fixture concealed in the wall to create a natural lighting effect.

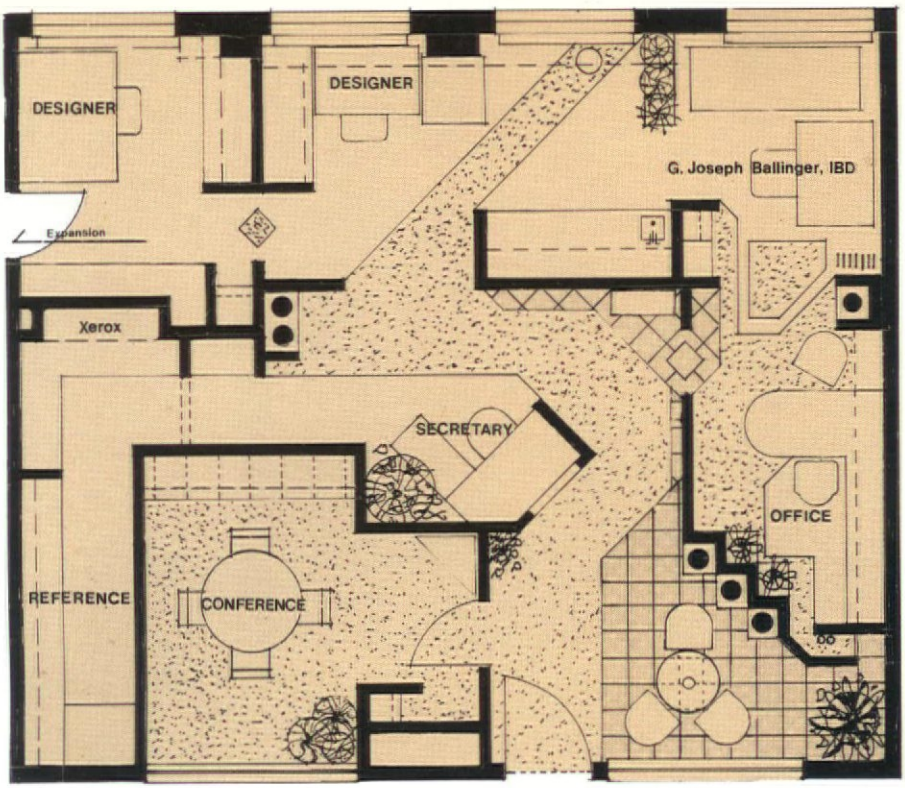
The office's circulation pattern is based on a circle, encouraging staff to rotate through the space and use a variety of workstations. Indeed, staff "float" from one workspace to another, in much the way students of design are accustomed to working in the academic setting.

Strong design statements are made by finish materials which include imported Italian marble, an assortment of antique furnishings, and an art program that reinforces interior color schemes of neutral, natural tones.

Comments Ballinger, "The result has been wonderful in permitting us to use the space for marketing purposes, as well as working. And, believe me, we used every cubic inch." □

SOURCES

Seating–Thonet, Fritz Hansen. **Carpeting**–Stratton. **Reception table**–Architectural Supplements. **Marble**–Agency Tile. **Lighting**–Ballinger. **Window Treatments**–Levolor Lorentzen. **Filing systems**–Storwal, Steelcase.



Results of remodel have proved beneficial to marketing efforts according to Joseph Ballinger, Principal.

G. Joseph Ballinger,

Ballinger Design Associates
Space Planning · Interior & Graphic Design

Precision, Circle No. 288

WORKER FUNCTIONS STRESSED IN COMPUTER SUPPORT LINES

While it is convenient to refer to that class of furniture used to accommodate electronic equipment as "Computer Support Furniture," the truth is that those worksurfaces support a lot more than computers. From typewriters to desk-top shredders, from visual display units (VDUs) to communication devices, the wide variety of business equipment rests on today's articulated worksurfaces. They are an expression of employee function, rather than rank, in many cases.

That is the way it should be. And it is also the reason for our directory on this furniture category, providing detailed information for the specifier who needs to translate specifications into furniture that will work productively for the client. An alphabetical list of firms, breakdown by components, and review of major products are featured here.

ALPHABETICAL LISTING

A

Acco International Inc.
770 S. Acco Plaza
Wheeling, IL 60090
(800) 323-7882

Acoustical Screens Corp./ INTERACT
79 Industrial Dr.
E. Longmeadow, MA 01028
(413) 525-6613

Adden Furniture, Inc.
26 Jackson St.
Lowell, MA 01852
(617) 454-7848

All-Steel Inc.
Route 31 & Ashland
Aurora, IL 60507
(312) 859-2600

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

American Seating Co.
901 Broadway Ave. NW
Grand Rapids, MI 49504
(616) 456-0303

Amstore Corp.
716 Nims
Muskegon, MI 49443
(616) 722-6681

Anderson Desk Co.
5040 San Fernando Rd.
Glendale, CA 91204
(818) 246-8133

Artec
1600 Royal St.
Jasper, IN 47546
(812) 482-1600

Artopex Inc.
2121 Berlier St.
Laval, Quebec H7L 3M9
Canada
(514) 332-4420

Aspects Inc.
11615 Pendleton St.
Sun Valley, CA 91352
(818) 768-9000

Atelier International
595 Madison Ave.
New York, NY 10022
(212) 644-0400

B

Borroughs LSI
3002 N. Burdick St.
Kalamazoo, MI 49007
(616) 342-0161

Bretford Mfg.
9715 Soreng Ave.
Schiller Park, IL 60176
(312) 678-2545

C

California Computer Furniture Inc.
201 West 138th Street
Los Angeles, CA 90061
(213) 770-3051

Cardinal Corp.
P.O. Box 113
Stanley, WI 54768
(715) 644-5531

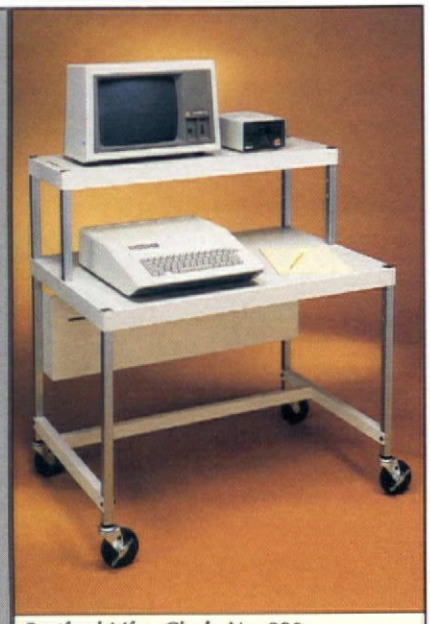
C I Designs
574 Boston Ave.
Medford, MA 02155
(617) 391-7800

Cole Business Furniture
640 Whiteford Rd.
P.O. Box M-26
York, PA 17405-7026
(717) 854-1545

CompuAGE Furniture Corp.
9850 Chartwell
Dallas, TX 75243
(214) 340-3718

Compucart Div.
Versa Tec Corp.
P.O. Box 2095
201 N. Rome Ave.
Tampa, FL 33601
(800) 237-9024

Continued



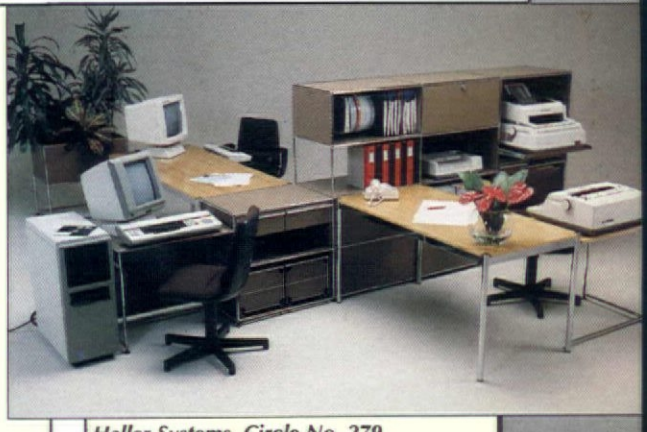
Bretford Mfg., Circle No. 280

Lista, Circle No. 270

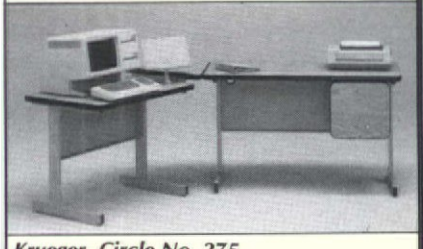
Datum Filing Systems, Circle No. 285

Kimball, Circle No. 283

Hardwood House, Circle No. 281



Haller Systems, Circle No. 279



Krueger, Circle No. 275

COMPUTER SUPPORT FURNITURE DIRECTORY

Conwed Corp.
444 Cedar Street
P.O. Box 64237
St. Paul, MN 55164
(612) 221-1100

Corry Jamestown
Div. HON Inds.
844 E. Columbus Ave.
Corry, PA 16407
(814) 664-4611

Cramer Inc.
625 Adams
Kansas City, KS 66105
(913) 621-6700

Croydon Furniture Systems Inc.
One Hespeler Rd.
Cambridge, Ontario N1R 5V4
(519) 621-6300

D

Danwood Design Co.
21616 87th Ave., SE
Woodinville, WA 98072
(206) 485-8524

Dar/Ran Furniture Ind.
P.O. Box 7614
High Point, NC 27264
(800) 334-7891

Data-MATE,
The Maine Mfg. Co.
P.O. Box 408
Nashua, NH 03061
(603) 882-5142

Data Systems Ltd.
P.O. Box 38
Plainview, NY 11803
(516) 454-9011

Datum Filing Systems, Inc.
270 Adams Blvd.
Farmingdale, NY 11735
(516) 293-4650

Datus Inds., Inc.
340 Grant St.
P.O. Box 346
Hartford, WI 53027
(414) 673-4923

Decar Corp.
7615 University Ave.
Middleton, WI 53562
(608) 836-1911

Delco Associates, Inc.
55 Old Field Point Rd.
Box #423
Greenwich, CT 06836
(203) 661-5101

Dennison
1 Water St.
Holyoke, MA 01040
(413) 539-9811

Domore Corp.
2400 Sterling Ave.
Elkhart, IN 46516
(219) 293-0621

Dynamic Custom Equipment Ltd.
246 Advance Blvd.
Brampton, Ontario
Canada
(416) 454-2233

E F G

Eagle Computer Furniture Systems
P.O. Box 586
Easton, PA 18042
(215) 252-2220

Eck-Adams
10121 Paget Drive
St. Louis, MO 63132
(800) 325-4884

Executive Furniture
P.O. Box 167
Huntingburg, IN 47542
(812) 683-3334

Executive Office Concepts
1715 Anderson Ave.
Compton, CA 90274
(213) 979-2643

Filing Equipment Inc.
Box 457
Ringgold, GA 30736
(404) 935-4024

Garrett Tubular Products Inc.
802 E. King
Garrett, IN 46738
(219) 357-4161

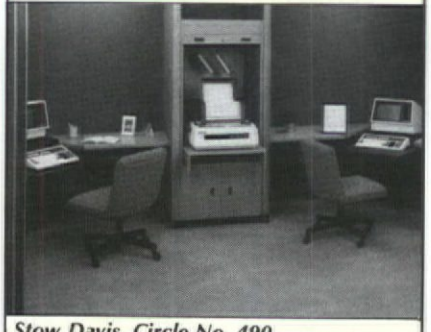
GF Furniture Systems
P.O. Box 1108
Youngstown, OH 44501
(800) 624-9751

The Gunlocke Co.
One Gunlocke Dr.
Wayland, NY 14572
(716) 728-5111

Rangine Corp., Circle No. 297

JG Furniture, Circle No. 278

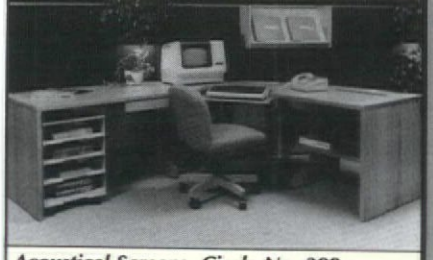
Cole Business Furniture, Circle No. 269



Stow Davis, Circle No. 490

Haworth, Circle No. 284

Anderson, Circle No. 390



Acoustical Screens, Circle No. 388

H

Haller Systems Inc.
17741 Cowan Ave.
Irvine, CA 92714
(714) 660-1555

Hardwood House, Inc.
569 Lyell Ave.
Rochester, NY 14606
(716) 254-0600

Harmon Div. Coastcraft
1933 Dock St.
P.O. Box 1464
Tacoma, WA 98401
(206) 383-5367

Harter Corp.
Prairie Ave.
Sturgis, MI 49091
(616) 651-3201

Haskell of Pittsburgh Inc.
P.O. Box 273
Oakmont, PA 15139
(412) 828-6000

Haworth Inc.
One Haworth Center
Holland, MI 49423
(616) 392-5961

Herman Miller Inc.
Zeeland, MI 49464
(616) 772-3300

The HON Co.
200 Oak St.
Muscatine, IA 52761
(319) 264-7100

Howe Furniture Corp.
155 E. 56th St.
New York, NY 10022
(212) 826-0280

HSP Computer Furniture Div.
Health Science Products Inc.
2429 26th St. North
Birmingham, AL 35234
(205) 251-0500

Human Factor Technologies Inc.
P.O. Box 235
55 Harvey Rd.
Londonderry, NH 03053
(603) 432-4495

Hunt Mfg. Co.
1405 Locust St.
Philadelphia, PA 19102
(215) 732-7700

I J

Inotec Systems Inc.
P.O. Box 330
Oakmont, PA 15139
(412) 828-9270

Insul-Art Acoustics Corp.
107 Allen Blvd.
Farmingdale, NY 11735
(516) 694-0125

Inwood Office Furniture
P.O. Box 646
Jasper, IN 47546
(812) 482-6121

ip20 of America
8730 Westpark
Houston, TX 77063
(713) 785-0822

James Metal Products
2929 N. Oakley Ave.
Chicago, IL 60618
(312) 472-2611

JG Furniture Systems
121 Park Ave.
Quakertown, PA 18951
(215) 536-3353

K L

Karl Gutmann Inc.
P.O. Box 1569
605 Education Rd.
Cornwall, Ontario K6H 5U6
Canada
(613) 932-0108

Kimball Office Furniture Co.
1600 Royal St.
Jasper, IN 47546
(812) 482-1600

Kinetics Furniture
110 Carrier Dr.
Rexdale, Ontario M9W 5R1
(416) 675-4300

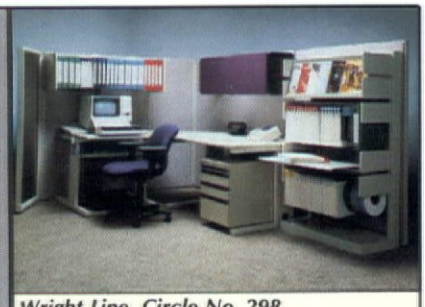
Knoll Intl.
655 Madison Ave.
New York, NY 10021
(212) 207-2200

Krueger Inc.
1330 Bellevue St.
Green Bay, WI 54302
(414) 468-8100

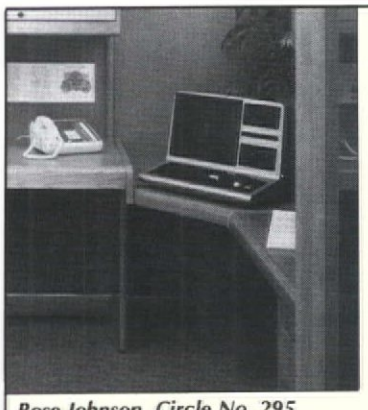
Kwik-File Inc.
700 Colorado Ave. S.
Golden Valley, MN 55416
(612) 546-1980

La-Z-Boy
1275 Greenfield
Monroe, MI 48161
(313) 242-1444

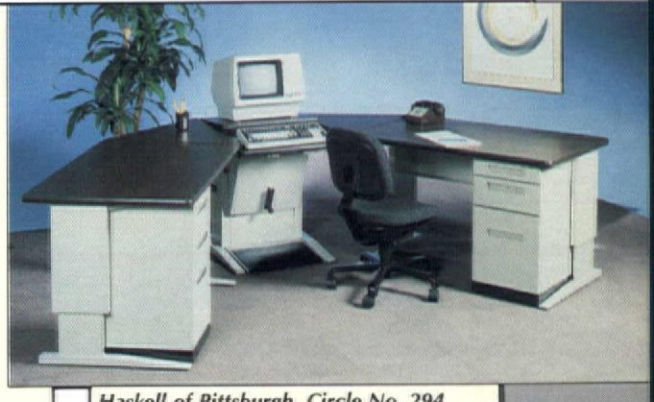
Continued



Wright Line, Circle No. 298



Rose Johnson, Circle No. 295



Haskell of Pittsburgh, Circle No. 294

Samsonite, Circle No. 274

CompuCart, Circle No. 491

Dar/Ran Furniture, Circle No. 291

COMPUTER SUPPORT FURNITURE DIRECTORY

Lehigh-Leopold
2825 Mt. Pleasant St.
Burlington, IA 52601
(319) 753-2271

Lista International Corp.
2520 Mira Mar Ave.
Long Beach, CA 90815
(213) 498-0097

Litton Business Furniture
640 Whiteford Rd.
P.O. Box M-26
York, PA 17405-7026
(717) 854-1559

LUI-Laminates Unlimited, Inc.
2720 Sisson St.
Baltimore, MD 21211
(800) 638-4111

Harry Lunstead Designs, Inc.
8655 S. 208 St.
Kent, WA 98031
(206) 872-8835

Luxor Corp.
2245 Delany Rd.
Waukegan, IL 60085
(312) 244-1800

M

Magnuson Group
161 Tower Dr.
Burr Ridge, IL 60521
(312) 850-9088

Marvel Metal
3843 W. 43 St.
Chicago, IL 60632
(312) 523-4804

Meridian Inc.
6830 Grand Haven Road
Spring Lake, MI 49456
(616) 842-1852

Metal Stand Co.
11200 Roosevelt Blvd.
Philadelphia, PA 19115
(215) 673-5300

Mueller Furniture Corp.
P.O. Box 2624
Grand Rapids, MI 49501
(616) 451-2738

O P

Office Specialty
67 Toll Rd.
Holland Landing, Ontario
(416) 895-2321

Optima
Div. Scientific Atlanta
2166 Mountain Blvd.
Tucker, GA 30084
(404) 939-6340

Optimum Management Inc.
1370 Sargent Ave.
Winnipeg, Manitoba R3E 0G8
Canada
(204) 772-0333

Packard Inds. Inc.
1515 U.S. 31 N.
Niles, MI 49120
(800) 253-0866

Panel Concepts Inc.
3001 S. Yale St.
Santa Ana, CA 92704
(714) 979-3680

PolyChromic Designs
P.O. Box 354
Bellmore, NY 11710
(516) 643-4227

Procaccino II, Inc.
32 Strawberry St.
Philadelphia, PA 19106
(215) 925-9114

Harvey Probber Inc.
315 E. 62nd St.
New York, NY 10021
(212) 838-8040

Precision Mfg. Inc.
2200 52nd Ave. (Lachine)
Montreal, Quebec H8T 2Y6
Canada
(514) 631-2120

R

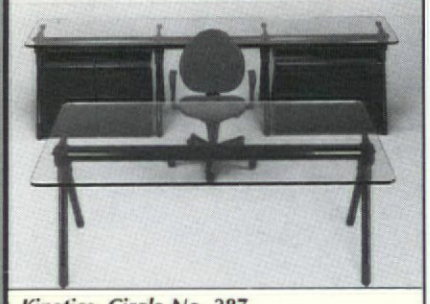
Ram Partitions
Div. Indal Ltd.
125 Oakdale Rd.
Downsville, Ontario M3N 1W2
Canada
(416) 745-2244

Rangine Corp.
114 Union St.

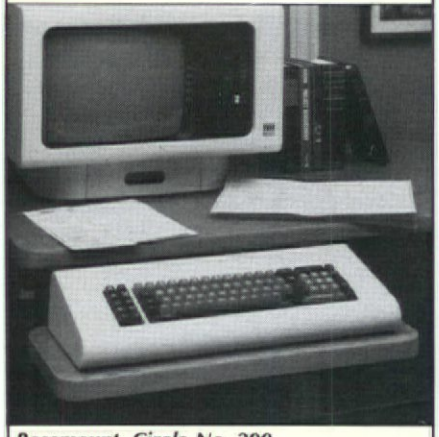
La-Z-Boy, Circle No. 277

Artec, Circle No. 282

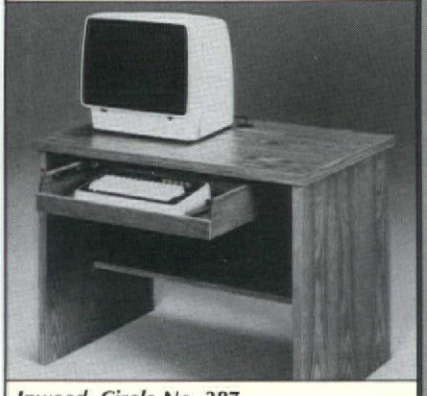
Virco, Circle No. 276



Kinetics, Circle No. 287



Rosemount, Circle No. 290



Inwood, Circle No. 387

Millis, MA 02054
(617) 376-4545

Ring King Visibles, Inc.
2210 Second Ave.
Muscatine, IA 52761
(319) 263-8144

Risom/Marble Corp.
P.O. Box 473
47 Clapboard Hill Rd.
Guilford, CT 06437
(203) 453-3833

Rose Johnson
1111 Godfrey Ave., SW
Grand Rapids, MI 49503
(616) 246-0246

Rosemount Office Systems, Inc.
21785 Hamburg Ave., Box D
Lakeville, MN 55004
(612) 469-4416

Royal Seating Corp.
1110 Industrial Blvd.
Cameron, TX 76520
(817) 697-6421

S

Samsonite Furniture
Samsonite Blvd.
Murfreesboro, TN 37130
(800) 527-6278

Shaw-Walker
P.O. Box 209
920 W. Western
Muskegon, MI 49443
(616) 722-7211

Spec'Built Corp.
105 Amor Ave.
Carlstadt, NJ 07072
(201) 438-1864

Steelcase Inc.
901 44th St., SE
Grand Rapids, MI 49508
(616) 247-2710

Storwal Intl. Inc.
One Yonge St., Ste. 1501
Toronto, Ontario M5E 1E5
(416) 862-1322

Stow/Davis Furniture Co.
25 Summer N.W.
Grand Rapids, MI 49504
(616) 456-9681

Sunar Hauserman
18 Marshall St.
Norwalk, CT 06854
(203) 866-3100

T V W

TAB
1400 Page Mill Rd.
Palo Alto, CA 94304
(415) 852-2400

Thonet
491 E. Princess St.
York, PA 17405
(717) 845-6666

Tiffany Stand & Furniture Co.
9666 Olive Blvd.
St. Louis, MO 63132
(314) 991-1700

Tuohy Furniture Corp.
42 St. Albans Pl.
Chatfield, MN 55923
(507) 867-4280

Virco Mfg. Corp.
1331 W. Torrance Blvd.
Torrance, CA 90501
(213) 532-3570

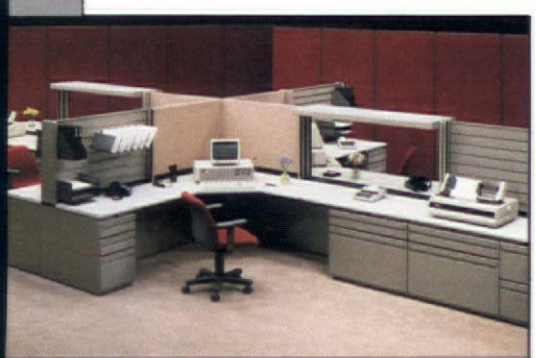
Vogel-Peterson
Rt. 83 & Madison St.
Elmhurst, IL 60126
(312) 279-7123

Watson Furniture Systems
12715 Miller Rd., NE
Bainbridge Island, WA 98110
(206) 842-6601

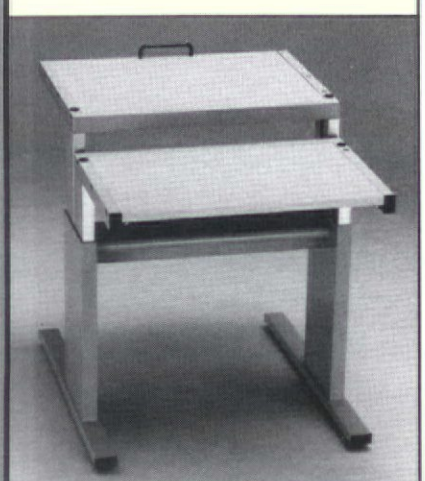
Westinghouse Furniture Systems
4300 36th Street SE
Grand Rapids, MI 49508
(616) 949-1050

Wright Line Inc.,
A Unit of Barry Wright
135 Gold Star Blvd.
Worcester, MA 01606
(617) 852-4300

Directory continued

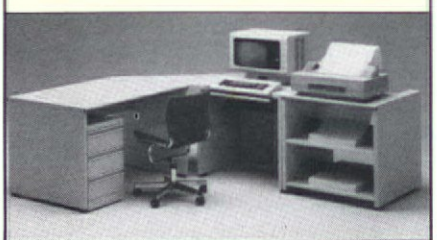


Knoll, Circle No. 299



Cramer, Circle No. 296

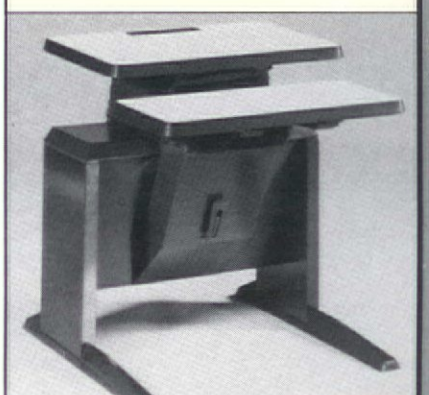
Amstore, Circle No. 271



Atelier Int'l, Circle No. 289

Watson Furniture Systems, Circle No. 389

Steelcase, Circle No. 273



Inotec, Circle No. 292

1984 COMPUTER SUPPORT FURNITURE

Company Name	Freestanding/system	Panel Hung/components	Articulated Platform & Keyboard: m=mechanical	e=electric	p=pneumatic	Platform, Workstation: Vertical adjustment range (inches) m=motorized	Modesty Panels	CRT/VDT Stand: swivel (degrees)	tilt (degrees)	Forward/backward Adjustment (inches)	Keyboard Surface: Forward/ backward adjustment (inches)	Product Material: wood/metal=w/m laminate=l metal=m plastic=p wood=w other=o	Workstations: ganged	angled (degrees)	height (inches)	can raise/lower
ACCO International Inc.	●		●			26 to 33"	●	350°	5°		1"	l,m	●	90°	26"	●
Acoustical Screens Corp./ INTERACT	●	●	●			21½ to 29½"	●	350°	±15°		3"	w,m,l,w/m	●	90°-180°	29/30"	●
Adden Furniture, Inc.	●						●					w	●	45°, 90°	26"	
All-Steel Inc.	●	●	●			25½ to 32"	●	355°	15°	4"	5"	l,m	●	90°, 180°	26", 29"	●
Alma Desk Co.	●	●					●				6½"	w	●	15°	29"	●
American Seating Co.	●	●	●			varies	●	180°	20°	var.	varies	w,l,m	●	varies	varies	●
Amstore Corp.		●	●				●					l,w	●	360°	29"	●
Anderson Desk Co.	●		●			26 to 29"	●	70°		8"	8"	w,l	●	90°	26"	
Artec		●	●	●		4"	●	359°		4"	8"	w	●	90°, 120°, 135°	26", 29"	●
Artopex Inc.	●		●			24 to 35"	●	30°	15°		6"	l	●	45°, 60°, 90°	29"	●
Aspects Inc.	●	●	●			24 to 30"	●	360°				l	●		29"	
Atelier International	●							360°			9"	w,l	●	90°, 120°	29.9"	
Borroughs LSI	●		●	●	●	m, 24 to 35"	●	360°	5°			l,m	●	60°-90°	29"	●
Bretford Mfg.	●		●			26 to 29"	●					w/m	●	60°, 90°	26½"	
California Computer Furniture Inc.	●	●				26 to 32"	●					w	●	45°	26", 29"	●
Cardinal Corp.	●		●			26 to 38"	●	360°				l	●		29"	●
CI Designs	●		●	●		m, 23 to 33"	●	360°	30°	30"	15"	w, l, fabric, leather	●	30°, 60°, 90°	27"	
Cole Business Furniture	●	●	●	●		m, 29¼ to 39¼"	●	358°	±10°			l,m	●	10°	26⅞", 36⅞"	●
CompuAGE Furniture Corp.	●	●	●			26¼ to 27¼"	●					w/m	●	90°, 120°	26½"	
Compucart Div. Versa Tec Corp.	●		●				●					l			27 to 36½"	
Conwed Corp.	●		●			26½" to 29"	●		15°		11"	w	●	90°	26½", to 29"	●
Corry Jamestown	●	●	●				●					w/m, l	●	90°	26 to 30"	
Cramer Inc.	●		●			19 to 28¾"			15°		7½"	w/m				
Croydon Furniture Systems	●	●	●				●	180°	15°		6"	l	●	45°, 60°, 90°	29"	●
Danwood Design Co.		●	●			±3"	●	270°		10"	12"	w/m,w,l	●			●
Dar/Ran Furniture Inc.	●		●				●	30°	15°	3"	3"	w	●	90°, 120°	26"-29"	●
Data-MATE	●			●		m, 6 to 10"	●	360°	10°			m	●	30°, 60°, 90°	27", 30"	

DIRECTORY

Power Mgmt.				Worksurfaces (inches)			Printout	Security Cabinets		Tape/Floppy Disc Storage	Footrest		Drawer, Storage	Task Lighting			Copy Holders	Base Legs	
Raceways	surface level, power	floor level power	ceiling level power	side extension	return capability	total dimension	(readout, modular basket)	part of system	optional	i=integral to system f=freestanding	built in	optional	f=fixed m=mobile	integral	freestanding	attachable		cantilevered	other
	●			17 to 24"		33½ to 31½"	●		●	f			m					●	
●		●			18 to 96"	18x18" to 48x96"	●		●	f			f,m	●		●		●	●
						30x48" to 30x60"	●			f			f						
●	●	●	●	25½ to 32"	36x18" to 42x30"	10x22" to 36x72"	●		●	i		●	f,m			●		●	●
●	●	●		30 to 90"	24 to 60"	18x24" to 20x30"	●					●	f,m	●		●			●
●	●	●		varies			●		●	i			f			●		●	●
●				30 to 60"	30 to 60"	24x18" to 72x30"	●		●				f			●		●	●
					42 to 50"	21x42" to 26x50"	●						f,m						●
●	●	●	●		20x40" to 26x76"	19x64" to 36x124"	●	●		i			f			●			●
	●				36 to 48"	36x24" to 60x30"	●		●			●	f,m	●		●	●	●	●
●	●	●	●		18 to 72"	24x18" to 72x30"	●	●	●	i			f,m			●		●	●
		●			36 to 42"	49x31" to 71x36"	●			f			f,m		●	●			●
●				15 to 60"	15 to 60"	30x32" to 30x60"	●		●	f		●	m			●	●	●	
						24x30" to 60x30"			●	i,f		●	f					●	
		●		unlimited	42"	26x26" to 30x72"	●		●	i,f			f,m						●
●	●					24x24" to 48x144"	●	●	●	i,f	●	●	f,m	●				●	●
●	●	●	●			20x31" to 39x72"	●	●	●	i		●	f,m			●	●		●
●	●	●			24 to 60"	24x24" to 30x60"	●	●		f	●		f,m	●				●	●
	●			24 to 30"		30x24" to 60x30"	●		●	i		●	f,m				●	●	
●				15"			●	●		i			m						●
●		●	●		30 to 72"	30x21" to 72x33"		●					f,m	●		●			●
		●		25 to 88"	25 to 88"	25x25" to 88x31"	●						t,m			●			●
	●				30 to 48"	30x30"			●							●		●	
							●											●	
●		●		30 to 72"	30 to 72"	20x30" to 36x72"	●	●	●			●	f,m	●		●			●
●					19 to 24"	36x24" to 66x30"	●		●	f	●		m			●		●	
	●	●		24 to 60"	24 to 60"	24x30" to 60x30"	●		●	i			f					●	

1984 COMPUTER SUPPORT FURNITURE

Company Name	Freestanding/system	Panel Hung/components	Articulated Platform & Keyboard: m=mechanical	Articulated Platform & Keyboard: e=electric	Articulated Platform & Keyboard: p=pneumatic	Platform, Workstation: Vertical adjustment range (inches) m=motorized	Modesty Panels	CRT/VDT Stand: swivel (degrees)	CRT/VDT Stand: tilt (degrees)	CRT/VDT Stand: Forward/backward Adjustment (inches)	Keyboard Surface: Forward/ backward adjustment (inches)	Product Material: wood/metal=w/m laminate=l metal=m plastic=p wood=w other=o	Workstations: ganged	Workstations: angled (degrees)	Workstations: height (inches)	Workstations: can raise/lower
Data Systems Ltd.	●		●				●	360°	cus-tom	cus-tom	custom	l	●	cus-tom	26½"	
Datum Filing Systems	●		●			26 to 29"	●	360°				w/m	●		26"	
Datus Inds., Inc.	●		●			24½ to 39"	●	180°	20°		6"	w/m,l	●	120°	30"	
Decar Corp.	●		●				●					l,m	●	30°, 45°, 60°, 90°	27", 29"	
Delco Associates	●		●			26 to 28"	●	350°	var-ies	6"	6"	w/m,l	●	30°, 60°, 90°		
Dennison National	●		●			26¼ to 35¾"	●		5-10°		6"	w/m	●	120°	26"-29"	
Domore Corp.		●	●					355°	0-7°	2"-3"		l	●	0°-	varies	●
Dynamic Custom Equipment	●		●			27½ to 33"	●	360°	+15° −12°	4"	4½"	w/m	●		26", 29"	
Eagle Computer Furniture Systems	●		●			26 to 30"	●		±5°		11½"		●	180°	26½"	
Eck-Adams	●					24 to 27"	●					l	●	45°, 60°, 90°	29"	●
Executive Furniture	●		●			25½ to 37½"	●					w,m,p	●	90°	25½"	
Executive Office Concepts	●	●	●	●		m, 26 to 32"	●	360°		10"		w	●		27", 29"	●
Filing Equipment Inc.	●	●	●			1 to 4"	●	360°	25°		7"	l	●	90°	26", 30"	●
Garrett Tubular Products	●		●			25 to 29"	●					w/m	●		29"	
GF Furniture Systems	●	●	●		●	27 to 29¾"	●				15"	w/m,l	●	30°, 45°, 60°, 90°	29¾"	●
The Gunlocke Co.		●	●		●	25 to 30"	●		250°		6"	w/m	●	45°-135°	24"-30"	●
Haller Systems Inc.	●		●			27 to 31"	●	360°	30°	un-lim.	unlimited	w/m,l,m	●	360°	27", 31"	●
Hardwood House, Inc.	●		●				●				14"	w	●		29"	
Harmon Div. Coastcraft	●	●	●				●	360°			18"	p,w	●		adj.	●
Harter Corp.	●		●			26 to 34"	●				6"	l,m	●	360°	29"	
Haskell of Pittsburgh, Inc.	●		●			26 to 32"	●		+5-−15		6"	m	●	90°	26", 29"	
Haworth Inc.	●	●	●				●	355°			16"	w/m	●	90°, 120°, 180°	29"	●
Herman Miller Inc.	●	●	●			25 to 30"		349°	±10°		5"	w,l	●	90°-270°	25"-30"	●
The HON Co.	●	●	●			29½ to 30½"	●		15°		3"	l,w/m	●	135°	26½", 29½"	
Howe Furniture Corp.	●		●			27½ to 36½"	●		15°	4¼"	4¼"	l	●	90°, 120°	26½"-28¾"	
HSP Computer Furniture	●		●				●			10"		l	●			
Human Factor Technologies Inc.	●		●		●	23 to 39"	●	360°	±15°	6"	6"	w/m,l	●	45°, 90°	24"-32"	●
Hunt Mfg. Co.	●		●			26½ to 29"	●				2"	l,m,p	●	90°, 120°	26½", 29"	●

DIRECTORY

	Power Mgmt.				Worksurfaces (inches)			Printout	Security Cabinets		Tape/Floppy Disc Storage	Footrest		Drawer, Storage	Task Lighting			Copy Holders	Base Legs	
	Raceways	surface level, power	floor level power	ceiling level power	side extension	return capability	total dimension	(readout, modular basket)	part of system	optional	i=integral to system f=freestanding	built in	optional	f=fixed m=mobile	integral	freestanding	attachable		cantilevered	other
	●					40"	24x48" to 30x72"	●	●		i			f,m						●
								●		●			●	f,m					●	
					24 to 30"	18 to 36"	24x30" to 30x60"	●		●	i		●	f,m				●	●	
	●					36 to 42"	24x30" to 30x72"	●		●	f			f,m			●		●	
	●	●	●	●	12 to 18"	30 to 60"	18x24" to 31x84"	●		●	i,f		●	f,m		●	●		●	●
	●					24 to 60"	24x30" to 60x30"	●	●	●	i,f		●	f,m			●	●	●	
	●		●	●	16 to 64"	46 to 46"	30x20" to 75x30"		●					f	●	●	●	●	●	●
	●					20 to 38"	24x24" to 30x60"	●			i			f,m					●	
	●				15 to 30"	30 to 60"	24x30" to 30x60"	●		●	i,f			f,m					●	
		●					36x24" to 72x30"	●						f						●
			●			36 to 60"	24 to 36" to 30x72"	●			f	●		f,m					●	
	●	●	●	●	36 to 60"	36 to 60"	24x30" to 24x60"	●	●	●	i,f			f,m	●		●			●
			●			custom	custom	●		●	i		●	f,m			●		●	●
						48 to 60"	30x36" to 30x60"	●			i			f						●
					16¾ to 30"		30x27¾" to 30x57¾"	●	●		f			m					●	
	●		●	●	20 to 42"	42 to 72"	20x36" to 36x108"	●	●	●				f,m			●			
	●	●	●	●	unlimited	unlimited	30x30" to 40x80"	●	●	●	i		●	m		●				●
						30 to 60"	36x24" to 72x24"							f,m						
	●				24 to 48"	24 to 48"	24x36" to 36x72"	●	●		f		●	f,m			●			●
	●	●	●		16 to 72"	30 to 72"	20x30" to 30x72"	●		●	i			f,m			●			●
					24 to 30"		24x30" to 60x30"						●	m						
	●		●	●			24x34" to 30x60"	●	●	●				f,m			●			●
	●	●	●				24x24" to 72x48"	●	●		i			f,m			●		●	
			●			40 to 66"	40x18½" to 66x21½"	●		●	f			m			●		●	
	●						26x28½" to 30x72"	●						f,m			●			●
	●							●	●			●						●		
	●				15"	17 to 63"	21¼x29" to 60x32"	●						m			●	●		●
	●						36x30" to 72x30"			●	f			m				●	●	

1984 COMPUTER SUPPORT FURNITURE

Company Name	Freestanding/system	Panel Hung/components	Articulated Platform & Keyboard: m=mechanical	Articulated Platform & Keyboard: e=electric	Articulated Platform & Keyboard: p=pneumatic	Platform, Workstation: Vertical adjustment range (inches) m=motorized	Modesty Panels	CRT/VDT Stand: swivel (degrees)	CRT/VDT Stand: tilt (degrees)	CRT/VDT Stand: Forward/backward Adjustment (inches)	Keyboard Surface: Forward/ backward adjustment (inches)	Product Material: wood/metal=w/m laminate=l metal=m plastic=p wood=w other=o	Workstations: ganged	Workstations: angled (degrees)	Workstations: height (inches)	Workstations: can raise/lower
Inotec Systems, Inc.	●		●	●		26 to 32"	●		+5°- −15°		6"	m	●	90°	26", 29"	
Insul-Art Acoustics Corp.	●											l,w				
Inwood Office Furniture	●		●			26½ to 38½"	●				7¾"				26¼"-28¼"	
ip20 of America	●		●			4¾ to 37"	●	180°		18"	18"	l	●	45°	28"	●
James Metal Products	●		●			26 to 28"	●	15°	15°	2"	4"	l,m	●	90°	27"-29"	
JG Furniture Systems (UPS and 10P Systems)	●	●	●			m, 26 to 31"	●		±5°		4°	w/m,l,w	●		29"	●
JG Furniture Systems (Terminal tables)	●		●	●		m, 26 to 30"	●		±5°		4"	w/m	●			
Karl Gutmann Inc.	●		●	●		m, 24 to 31"	●	360°	±10°	6"	6"	w/m		30°, 45°, 60°, 90°	26", 29½"	
Kimball Office Furniture Co.	●		●	●		m	●	90°		4"	8"	w	●	45°, 90°	26", 29"	
Kinetics Furniture	●		●				●	180°				m	●		28", 29"	
Knoll Intl.	●	●	●		●	26 to 31"	●	360°	25°		4"	w/m,l	●	135°	28¾", 26⅜"	●
Krueger Inc.	●		●			23 to 30"		360°	15°	8"	6"	w/m	●	45°	23"-30"	
Kwik-File Inc.	●					22 to 36"						m			22"-36"	●
La-Z-Boy	●											w			26"	
Lehigh-Leopold	●	●	●	●		m, 26 to 37"	●	358"	20°			w/m	●	360°	29"	●
Lista International Corp.															25"-30"	●
Litton Business Furniture	●	●	●	●		m, 29¼ to 39¼"	●	358°	±10°			l,m	●	10°	26", 29"	●
LUI-Laminates Unlimited, Inc.	●						●	360°				l	●		26"	
Harry Lunstead Designs, Inc.		●	●			76 to 29"	●	360°				w	●		29"	●
Luxor Corp.	●		●				●		30°			w/m,l			27"	
Magnuson Group	●		●			25 to 32"	●	360°	15°		4"	l,m	●	90°, 120°, 135°	26", 29"	●
Marvel Metal	●					5½"	●	360°	12°	5½"	2½"	l,m	●	90°, 120°	27"-29"	
Meridian Inc.	●		●			26 to 29"	●				2½"	l,m	●	90°, 120°	29"	●
Metal Stand Co.	●						●	180°				l	●	90°, 180°	26"-29"	
Mueller Furniture Corp.	●			●		28 to 30"	●				6"	w				
Office Specialty	●						●					w/m			26½", 29"	
Optima Div. Scientific Atlanta	●			●		21"	●					l,m	●		26-28"	
Optimum Management Inc.	●		●	●		m, 25 to 32"	●	15°	15°	7"	10"	w/m,l	●	45°, 60°, 90°	29½"	●
Packard Inds. Inc.		●				6 to 80"	●	360°	10°		12"	l,m	●		26"	●

	Power Mgmt.				Worksurfaces (inches)			Printout	Security Cabinets		Tape/Floppy Disc Storage	Footrest		Drawer, Storage	Task Lighting			Copy Holders	Base Legs	
	Raceways	surface level, power	floor level power	ceiling level power	side extension	return capability	total dimension	(readout, modular basket)	part of syste	optional	i=integral to system f=freestanding	built in	optional	f=fixed m=mobile	integral	freestanding	attachable		cantilevered	other
					24 to 30"		24x30" to 60x30"						●	m						
			●				36x24" to 48x36"	●		●		●								
					16 to 37"		19x23" to 33x80"	●	●	●	i,f	●	●	f,m						●
	●						24x30" to 30x60"	●						f,m				●	●	
	●		●		60 to 72"	36x72"	96x28"	●	●					f	●		●	●		●
	●						22x27" to 43x24"	●			i			f				●		●
		●			17½"		24x30" to 60x30"	●						f,m			●		●	
		●	●			24x36" to 30x60"	24x36" to 30x60"	●	●		i			f			●			●
	●				24 to 72"	24 to 72"	24x36" to 72x36"	●						f,m	●		●			●
	●	●	●	●	30 to 64"	30 to 64"	16⅜x23⅜" to 84x29"	●		●	i			f,m	●	●	●			●
	●	●			14x21¼" to 23½x33"		27½x33" to 62¼x33"	●			i			f,m				●	●	
							30x30"				f						●			●
		●					24x42" to 30x42"	●												●
	●	●	●	●	24 to 108"	24 to 108"	18x24" to 30x108"	●		●	i,f			f,m	●		●		●	●
	●	●	●		31 to 78"	31 to 78"	31x31" to 31x78"	●		●	f			f,m			●	●	●	
	●	●	●	●		24 to 120"	18x24" to 30x72"	●	●		f	●			●		●		●	●
	●					30 to 60"	24x24" to 30x72"	●		●				m			●			●
	●	●	●		30 to 96"	30 to 96"	21x30" to 36x96"	●		●				f,m	●		●			●
		●				30"	24x18" to 30x60"	●		●	f			f						●
					12½"	36 to 72"	30x36" to 30x72"				f			m					●	
			●			40 to 24"	30x24" to 72x30"	●		●	i,f									
											f			f,m						●
	●					21x24" to 24x60"	24x36" to 30x72"	●	●	●				f,m			●			●
		●			varies	varies	23x40		●					f						●
	●	●				45x30" to 30x24"	30x24" to 60x30"	●			f			f,m					●	
			●				28x34" to 72x34"	●	●											●
	●				6 to 18"	18 to 36"	24x30"	●		●	f		●	f,m			●		●	
	●	●	●	●	24 to 60"	24 to 72"	18x24" to 30x72"	●			i			f,m			●		●	●

1984 COMPUTER SUPPORT FURNITURE

Company Name	Freestanding/system	Panel Hung/components	Articulated Platform & Keyboard: m=mechanical	Articulated Platform & Keyboard: e=electric	Articulated Platform & Keyboard: p=pneumatic	Platform, Workstation: Vertical adjustment range (inches) m=motorized	Modesty Panels	CRT/VDT Stand: swivel (degrees)	CRT/VDT Stand: tilt (degrees)	CRT/VDT Stand: Forward/backward Adjustment (inches)	Keyboard Surface: Forward/backward adjustment (inches)	Product Material: wood/metal=w/m laminate=l metal=m plastic=p wood=w other=o	Workstations: ganged	Workstations: angled (degrees)	Workstations: height (inches)	Workstations: can raise/lower
Panel Concepts Inc.		●	●				●	355°			8"	l,m	●	90°	29"	
PolyChromic Designs		●				1½ to 1"	●						●	120°	29"	
Precision Mfg. Inc.	●	●	●			24 to 33"	●	360°	19°	8"	5"	w/m,l	●	360°	24"-29"	●
Harvey Probber Inc.	●		●			26 to 29"	●	340°			3"	m,p,w	●	90°	29"	●
Procaccino II, Inc.	●		●				●	360°	custom	12"	12"	l,w	●	custom	custom	
Ram Partitions	●	●	●				●	360°			11"	l			26"-29"	
Rangine Corp.	●		●			0 to 46"	●		±15°			w/m,l		15°	up to 46"	●
Ring King Visibles, Inc.	●						●					w/m,l,m	●	120°	26½", 29½"	
Risom/Marble Corp.	●		●				●				8"	w			29"	
Rose Johnson		●	●			19 to 30"	●	240°	15°		14"	l,w	●	90°	29"	●
Rosemount Office Systems	●	●	●			21¼ to 28½"	●	350°				w/m		30°	29"	●
Royal Seating Corp.	●		●			24 to 29"	●					w/m			27"	●
Samsonite Furniture	●		●			26 or 29"	●	360°				l	●	90°, 120°	26" or 29"	
Shaw-Walker	●	●	●			26 to 29"	●	359°	15°	4"		w/m,w,p	●	22½°-45°	28"	
Spec'Built Corp.	●	●	●	●	●	to spec	●	to spec	to spec	to spec	to spec	w/m,w,l	●	to spec	to spec	●
Steelcase Inc.	●	●	●			22⅞ to 32¼"	●		15°		7½"	m	●	90°, 120°	26¼"-29¾"	●
Storwal Intl. Inc.	●						●	355°			0-9"	l,m	●	90°-120°	26", 29"	
Stow/Davis		●	●	●		25 to 32"			14°	14"	24¼ to 33½"	w,l				
Sunar Hauserman	●		●	●		m, 24 to 31"	●	270°	±15°	8"		w/m	●	22½°, 30°, 45°, 90°	24"-31"	●
Thonet	●		●				●				14"	w/m,l	●		26", 29¼"	
TAB	●		●			26 to 39"	●	360°	10°	6"	7"	l,m	●	45°-120°	27", 30"	●
Tiffany Stand & Furniture Co.	●		●			25½ to 27½"	●	360°	±5°		8"	l,m	●	90°, 120°	26½", 29", 38"	
Tuohy Furniture Corp.	●		●	●		m, 25 to 31"	●		10°			w	●			
Virco Mfg. Corp.	●		●				●					l	●	60°, 90°	30"	
Vogel-Peterson	●		●			26"-32"	●	90°			6"			90°, 120°	26"-32"	
Watson Furniture Systems	●		●			26 to 42"	●		15°	5"	5"	w/m	●	45°, 60°	26"-42"	●
Westinghouse Furniture Systems	●	●	●			25 to 32"	●	360°	±15°	unlimited	4"	w&m,l	●	90°, 120°, 180°	adjustable	●
Wright Line Inc.	●	●	●			24 to 29"	●	360°	+7°, −5°		6"	m	●	+7°, −5°	40", 24"-29"	●

DIRECTORY

	Power Mgmt.				Worksurfaces (inches)			Printout	Security Cabinets		Tape/Floppy Disc Storage	Footrest		Drawer, Storage	Task Lighting			Copy Holders	Base Legs	
	Raceways	surface level, power	floor level power	ceiling level power	side extension	return capability	total dimension	(readout, modular basket)	part of system	optional	i=integral to system f=freestanding	built in	optional	f=fixed m=mobile	integral	freestanding	attachable		cantilevered	other
	●	●	●	●	36 to 72"	36 to 72"	20x36" to 30x72"	●		●				f			●			●
							30x48" to 30x60"							f						●
	●	●	●	●	14 to 38"	30 to 70"	26x28" to 36x70"	●	●		i			f,m	●		●		●	●
	●					44 to 60"	23x32" to 32x72"	●						m	●		●			●
	●						custom		●	●	i		●	f			●			●
	●		●	●			24x20"	●						f,m			●			
	●	●	●	●		12 to 24"	12x33" to 30x33"	●			f	●		m			●		●	
						30x60"	30x24" to 60x30"	●		●	i,f			m					●	
			●		42 to 54"	42 to 54"	24x30" to 29x60"	●		●	f			f						●
	●		●			36 to 60"	36x18" to 72x36"	●	●					f			●			●
			●				18x30" to 36x72"			●	i			f,m			●		●	
							30x30" to 42x30"						●							●
			●		26 to 29"		30x30" to 30x72"			●				m						●
	●		●		26 to 28½"	30x66"	30x24" to 72x30"				f		●	f,m			●		●	●
	●	●	●		to spec	to spec	to spec	●			i,f		●	f,m	●	●			●	●
		●	●		30 to 60"	30 to 60"	30x20" to 30x60"	●		●	i,f		●	f,m	●		●	●	●	●
						24 to 60"	20x30" to 36x65"	●						f,m						●
		●	●			20 to 25"	20x30" to 30x90"	●	●		i,f				●		●			
	●				18x28"	23x48"	36x28" to 72x28"	●		●	i,f			f,m	●	●	●	●	●	
			●			36 to 72"	30x60" to 36x78"			●	i			f						●
					15 to 30"	18x36" to 24x38"	24x30" to 60x30"	●	●		f		●	f,m					●	
					24x30" to 30x72"	24x30" to 30x72"	30x24" to 72x30"	●		●	i (optional)			f				●	●	●
	●	●	●				24x28" to 24x44"	●		●	i			f	●					●
						24x36" 30x72"		●						m						
					26 to 32"		30x48"	●		●				m					●	
	●				17 to 30"	29 to 72"	24x36" to 30x72"	●		●	f		●	f,m			●			●
	●		●	●	13"	30x20"	24x20" to 120x30"	●					●	f		●	●	●	●	●
	●		●		15x36" to 24x72"	15x36" to 19x36"	24x30" to 36x72"	●		●	i		●	f,m	●			●	●	●

An entryway "canopy" made from the rear end of a 1960 Biarritz Cadillac is one contributor to the cafe's unique identity.

HARD ROCK IS HARD WORK

Planner gives up creative role to make famed cafe a success

Before Jane Victor completed space plans for New York's celebrated Hard Rock Cafe, restaurant design involved little more, in her view, than "plans, a set of specs, and a qualified kitchen consultant." Therefore, when this unusual restaurant project came along, she was in for a lot of unexpected surprises.

"The Hard Rock Cafe was nothing like a restaurant job, at least as designers know it," she says. "It was a commission to create an environment which would serve food, but would primarily be, as part-owner/comedian Dan Akroyd put it, the 'Smithsonian of Rock and Roll.'"

The restaurant is the third branch of Isaac Tigrett's famous London "hot spot" and is based completely on the visions of its owner. As the story goes, Tigrett opened the London establishment 12 years ago with the goal of bringing a "decent American hamburger" and its environmental trappings to Britain. Since that time, the Hard Rock Cafe and its collection of "'50s music" memoribilia have become part of Rock and Roll culture, prompting Tigrett to bring the concept home. Design and decor are products of Tigrett's imagination and are comprised of a precise blend of English pub, Tennessee truck stop, and pop culture museum. Victor's task, therefore, was strictly to take this unusual and highly developed fantasy and make it exist in a 10,000-sq.-ft. former bank.

"The cafe was the most difficult test of my professional discipline yet. It was the first time in my career during which I took all of the design inspiration from someone else and acted strictly as an implementor," she says. "To give this client what he wanted I effectively became his clone and gave his creative mind the benefit of my technical knowledge."

Designer forfeits creative role

Key to the design concept was making the New York location a continuation of the basic London motif. According to Victor, Tigrett not only wanted similar layouts, he mandated that all furnishings duplicate those in the London establishment right down to their exact dimensions.

To meet these needs, planners developed a floorplan in which perimeter booths surround centrally located freestanding tables, repeating the London space plan. They took the tabletops from the original London booths, had them refinished, and installed them in New York complete with brass plaques which pay homage to their history. So precise was Tigrett's need for duplication that planners ordered furnishings from Europe when specifications could not be met by U.S. manufacturers. They even imported the restaurant's suspended light fixtures and had them rewired to U.S. standards when look-alikes available here were found to be made in the wrong thickness.

Also required by Tigrett were furnishings and objects made

Photos by Norman McGrath

Client ideas and spatial realities were often mismatched at the Hard Rock Cafe. For example, Tigrett's desire for a 70-ft.-long bar (left) in the shape of a Fender guitar did not account for fire code laws that mandate egress aisles in specific widths. To comply with laws, planners had to revise the size of the guitar's platform and re-work layouts. Unique decorative elements in the cafe include Eric Clapton's guitar, Ringo Starr's drum, and Elvis Presley's jumpsuit. The only artifact from the London facility Tigrett re-used is his mother's portrait.

SOURCES

Seating–Loewenstein, AAA Upholstery. **Fabrics**–La France, Clarence House. **Woodworking**–P & M Sorbara. **Lighting**–Victorian D'Light, Thunder & Light, Lightolier. **Tile**–American Olean.

Design consultants–Jane Victor Associates. **Architect**–Jay Almour, AIA. **General contractor**–EMCO Construction Co. **Mechanical engineer**–Hartman & Concessi. **Structural engineer**–Herbert L. Levine, P.C. **Kitchen Consultant**–Romano, Gatland, Pacifico.

Promises
Turbosound

HARD ROCK CAFE

Design has philosophical symbolism

of natural materials, unless codes dictated otherwise. Although this is not an unusual client request, it took on unique importance in the design of the Hard Rock Cafe.

For example, while the mandate behind the New York design concept was to repeat the London site's theme. Tigrett was determined to install completely different artifacts in his new restaurant. Among those are the rear end of a black, 1960 Biarritz Cadillac, which serves as the entranceway "canopy" and two, illuminated brass-plated gas pumps from the 1930s which flank the exterior doors. According to Victor, both items had to have been made during the specified period, not fabricated specifically for the restaurant's use. In the case of the cafe's 70-ft. long "guitar" bar, the design followed Fender Co.'s exact specifications for its Stratocaster model with modifications added because of its size.

These demands emanate from Tigrett's philosophy that things become more "genuine" with wear and age and that objects that are "real" are important, says Victor. Another example of this concept is Tigrett's decision to save a small amount of marble at the restaurant's entrance when the restaurant was gutted because it was rare enough to possess some of the stone's original fossils.

Drew enough for five restaurants

The most striking design element in the restaurant is Tigrett's "God Wall," a poignant example of his attitudes toward objects and their meanings. Comprising such traditional religious symbols as a Jewish Star, a Buddha, and a statue of a Madonna and child, it also displays a 3-D hologram of an angel, a sculpture of a Krugerrand, and an enormous Quaalude bearing the slogan "Victims Wanted." In the center of the wall is a picture of Tigrett's guru, Sai Baba, framed by a horseshoe which asks patrons,"Who do you love?"

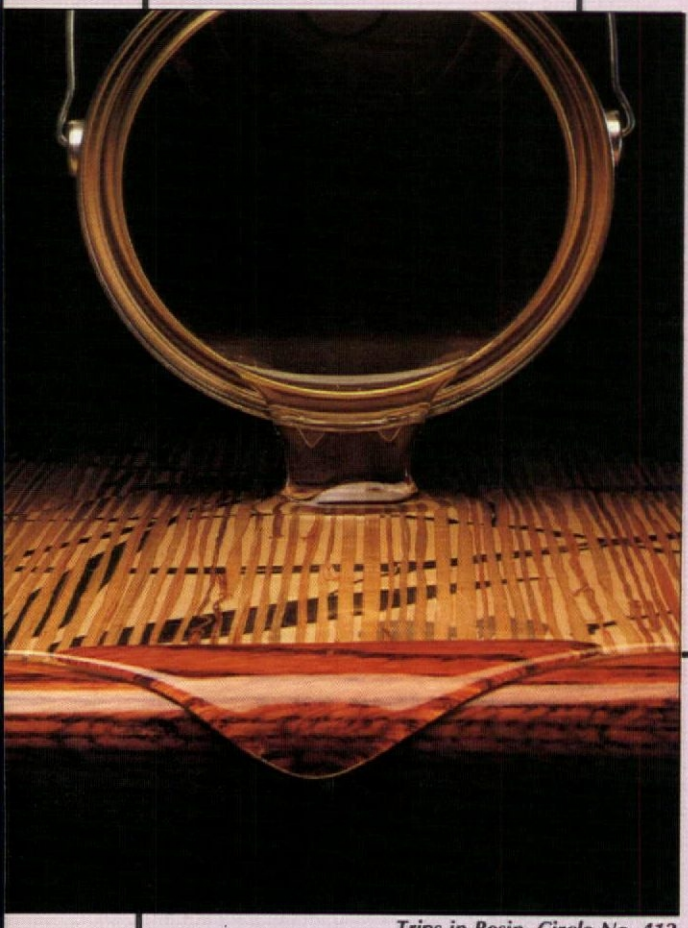
From a design standpoint, there is little a planner would want to change in such a well-developed and unique concept. However, at the Hard Rock Cafe, ideas and spatial realities were so much at odds that most concepts required change to make them technically feasible. Fortunately, the "God Wall" required but simple alteration of signage typography so that air conditioning ducts were not obstructed. But, as Victor notes, little "problems" cropped up with such frequency throughout the 10-month planning/construction period, her office "drew up enough paper to build five new restaurants."

Necessity for strategic placement of all key design elements only added to space constraints presented by service area requirements. Long sessions with a kitchen consultant brought solutions in the form of three floors of dumbwaiters which link the basement kitchen with main- and mezzanine-level prep areas, dishwashing stations, and first-floor and balcony bars. Designers then had to continuously rework seating arrangements to meet Tigrett's goal of accommodating 251 patrons. This was accomplished with modular tables which expand and contract into squares and circles and a mezzanine-level seating plan which conforms with the space's odd shape. The latter is a result of Tigrett's requirement that the mezzanine echo the shape of the guitar bar to create a dramatic, spatially unifying sandwich effect.

The mezzanine level (above) offers a more subdued atmosphere than the main floor and somewhat sophisticated menu choices to Hard Rock Cafe patrons. Tigrett decided to make this area "the poor boy's 21 Club" to add drama to this new cafe concept. Accomplishing this goal are lawn jockeys in the style of those found at the real "21" Club, which have their thumbs pointing up and are painted to resemble today's cultural figures (opp. page). Most striking is a pregnant Statue of Liberty whose robes bear the slogan "Promises."

Victor, who calls the project "a terrific experience," says that "the restaurant, like the design, is the ultimate in organized confusion. What was needed in this project was to take the design concept, stretch it to its limit, and break it down–something along the lines of Modern Art symmetry.

"However, on opening night, when it was visited by an incredibly eclectic group of people, we discovered how effectively the diversity of the space and the guests blended together. Thus, we knew the design worked." *K.F.* □



Trips in Resin, Circle No. 412

Early Component Specs Avoid Trouble, Error Before Furniture Delivery

Furniture specifiers and space planners constantly suffer criticism in the eye of the client. When the carpet wears prematurely or components fail, clients inevitably look to the specifier—not the manufacturer—to seek redress for poor product performance. That is why CONTRACT has been prompted to supply readers with this furniture component directory. Early component specification, specifiers report, assures quality for commercial application before the furniture is delivered, making life easier for all parties concerned. Here is the second annual Furniture Component Directory of products and sources designed to make the specification process more reliable.

A **Accuride**
Santa Fe Springs, CA (213) 944-0921
Desks & Filing Components/Hardware: drawer slides, glides
Circle No. 300.

Adams Wood Products
Morristown, TN (615) 587-2942
Chairs/Seating: frames; *Desks & Filing Components/Hardware:* mouldings; *Tables:* bases
Circle No. 301.

Advanced Technology Inc.
Greenboro, NC (919) 668-0488
Desks & Filing Components/Hardware: laminates
Circle No. 302.

Allied Trend System, Inc.
New York, NY (212) 243-0754
Chairs/Seating: bases, casters; *Tables:* tops, bases, hardware/hinges
Circle No. 303.

Allied Tube And Conduit
Harvey, IL (312) 339-1610
Chairs/Seating: Tubing; *Desks & Filing Components-hardware:* tubing
Circle No. 305.

Alma Plastics Co.
Indianapolis, IN (317) 842-5671
Desks & Filing Components/Hardware: drawers & drawer components, drawer slides, file components
Circle No. 304.

American Caster Corp.
Los Angeles, CA (213) 227-8377
Chairs/Seating: casters; *Desks & Filing Components/Hardware:* casters
Circle No. 306.

Athol Mfg. Corp.
Butner, NC (919) 575-6523
Chairs/Seating: fiber materials
Circle No. 307.

B **Bassick Division**
Bridgeport, CT (203) 366-3671
Chairs/Seating: casters, glides; *Desks & Filing Components/Hardware:* casters, glides
Circle No. 308.

Bendix Mouldings, Inc.
Northvale, NJ (201) 767-8888
Desks & Filing Components/Hardware: mouldings
Circle No. 309.

Berco Industries
St. Louis, MO (314) 772-4700
Tables: tops, bases, hardware/hinges
Circle No. 310.

Bohn Aluminum & Brass Div. Gulf & Western Mfg.
Southfield, MI (313) 355-8294
Chairs/Seating: frames, molded shells, tubing; *Desks & Filing Components/Hardware:* mouldings
Circle No. 311.

Bruce Plastics Inc.
Pittsburgh, PA (412) 787-2100
Chairs/Seating: glides; *Desks & Filing Components/Hardware:* drawer pulls & knobs, drawer slides, glides
Circle No. 312.

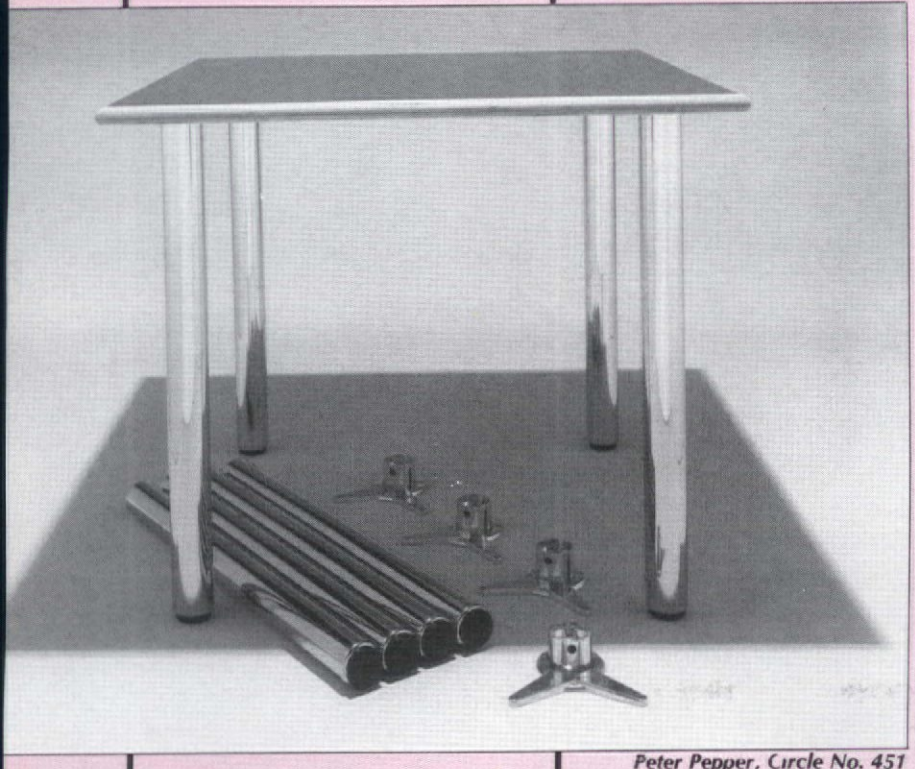
Buckingham Virginia Slate Corp.
Richmond, VA (804) 355-4351
Tables: tops
Circle No. 313.

C **CHF Inds.**
Grayslake, IL (312) 223-1900
Tables: tops, bases, hardware/hinges
Circle No. 314.

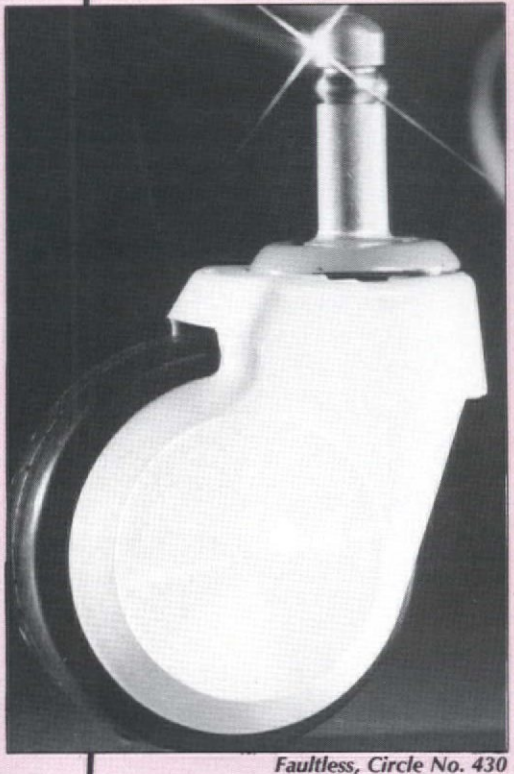
Cinco Chair Frame Corp.
Greensboro, NC (919) 273-0356
Chairs/Seating: frames
Circle No. 315.

Collier-Keyworth Co.
Gardner, MA (617) 632-0120
Chairs/Seating: bases, chair controls (pneumatic and manual)
Circle No. 316.

D **The Diller Corp.**
Morton Grove, IL (312) 966-4100
Desks & Filing Components/Hardware: laminates, wood veneers
Circle No. 317.



Peter Pepper, Circle No. 451



Faultless, Circle No. 430

FURNITURE COMPONENT DIRECTORY

E

Eggers Inds.
Two Rivers, WI (414) 793-1351
Desks & Filing Components/ Hardware: drawers & drawer components; *Tables:* tops
Circle No. 318.

EST Div. Leggett & Platt
Grafton, WI (414) 377-3270
Chairs/Seating: bases; *Tables:* bases
Circle No. 319.

F

Falcon Products, Inc.
St. Louis, MO (314) 991-9200
Tables: tops, bases
Circle No. 320.

Faultless Div.
Evansville, IN (812) 425-1011
Chairs/Seating: bases, casters, chair controls (manual); *Desks & Filing Components/Hardware:* casters, drawer pulls & knobs; *Tables:* bases
Circle No. 321.

Fiberesin Industries Inc.
Oconomowoc, WI (414) 567-4427
Tables: tops
Circle No. 322.

Flex-O-Lators, Inc.
Carthage, MO (417) 358-4095
Chairs/Seating: plastic materials, springs & supports; *Desks & Filing Components /Hardware:* mouldings
Circle No. 323.

Formica Corp. Sub. American Cyanamid
Wayne, NJ (201) 831-2000
Desks & Filing Components/ Hardware: laminates; *Tables:* tops, bases
Circle No. 324.

Funder America Corp.
Mocksville, NC (704) 634-3501
Desks & Filing Components/ Hardware: laminates
Circle No. 325.

Furntek-Hettich America Corp.
Charlotte, NC (800) 438-5939
Chairs/Seating: fasteners, swivels; *Desks & Filing Components/Hardware:* drawers & drawer components, drawer pulls & knobs, drawer slides, laminates, locks
Circle No. 326.

G

Gas Spring Co.
Colmar, PA (215) 822-1982
Chairs/Seating: chair controls (pneumatic), gas cylinders, springs & supports
Circle No. 327.

Gem Industries Inc.
Gardner, MA (617) 632-6800
Chairs/Seating: bases, chair controls, springs & supports, tubing; *Tables:* bases
Circle No. 328.

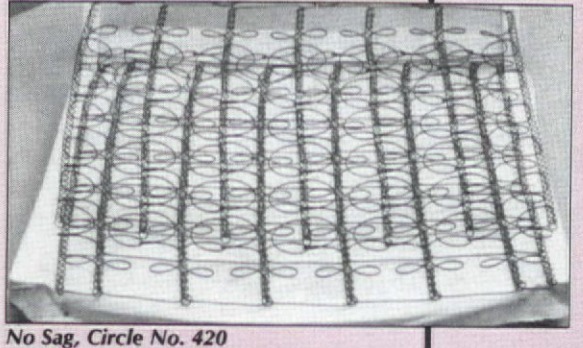
General Foam Corp.
Paramus, NJ (201) 262-7500
Chairs/Seating: fire retardant foam, foam
Circle No. 329.

Gordon Int'l.
New York, NY (212) 532-0075
Tables: tops, bases
Circle No. 330.

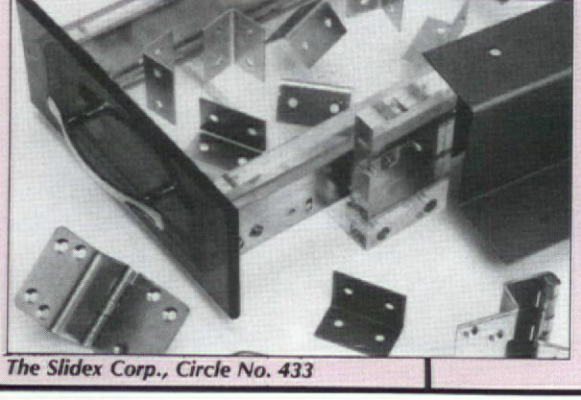
Gordon Mfg. Co.
Grand Rapids, MI (616) 698-6060
Chairs/Seating: bases, chair controls (pneumatic and manual), springs & supports, swivels
Circle No. 331.

Grant Hardware Co.
Div. Grant Industries Inc.
West Nyack, NY (914) 358-4400
Desks & Filing Components/ Hardware: drawer slides
Circle No. 332.

Grass America Inc.
Kernersville, NC (800) 334-3512
Desks & Filing Components/ Hardware: drawer slides, glides
Circle No. 333.



No Sag, Circle No. 420



The Slidex Corp., Circle No. 433

Royal Seating, Circle No. 436

Hafele America Co.
High Point, NC (800) 334-1873
Chairs/Seating: casters, convertible mechanisms, fasteners, swivels; *Desks & Filing Components/Hardware:* casters, drawers & drawer components, drawer pulls & knobs, drawer slides, file components, locks, mouldings; *Tables:* hardware/hinges
Circle No. 334.

Hamilton Inds.
Two Rivers, WI (414) 793-1121
Tables: tops, bases, hardware/hinges
Circle No. 335.

Haydock Caster Co.
Niles, IL (312) 647-0022
Chairs/Seating: casters
Circle No. 336.

Hettich America Corp.
Charlotte, NC (704) 588-6666
Desks & Filing Components/Hardware: drawer pulls & knobs, drawer slides
Circle No. 337.

Hoover Universal, Inc.
Georgetown, KY (502) 863-3910
Chairs/Seating: convertible mechanisms, springs & supports
Circle No. 338.

International Glide Mfg. Corp.
Glendale, CA (818) 246-2300
Chairs/Seating: casters, glides, rubber webbing, swivels; *Desks & Filing Components/Hardware:* casters, drawer pulls & knobs, glides
Circle No. 339.

Jasper Wood Products, Co. Inc.
Jasper, IN (812) 482-3454
Chairs/Seating: molded shells; *Desks & Filing Components/Hardware:* wood veneers; *Tables:* tops, bases
Circle No. 340.

Johnson Industries Inc.
Elgin, IL (312) 695-1242
Tables: Hardware/Hinges
Circle No. 482.

Kay Springs Inc.
Syosset, NY (516) 364-2010
Chairs/Seating: springs & supports
Circle No. 341.

Kenlin Enterprises
Highland Park, IL (312) 831-2300
Chairs/Seating: glides; *Desks & Filing Components/Hardware:* drawer pulls & knobs, drawer slides, glides
Circle No. 342.

Knape & Vogt Mfg. Co.
Grand Rapids, MI (616) 459-3311
Desks & Filing Components/Hardware: drawer slides
Circle No. 343.

L&B Products Corp.
Bronx, NY (212) 882-5400
Chairs/Seating: glides; *Tables:* tops, bases, hardware/hinges
Circle No. 345.

Lamin-Art, Inc.
Elk Grove Village, IL (312) 860-4300
Desks & Filing Components/Hardware: laminates, wood veneers
Circle No. 344.

Level of Winchendon
Winchendon, MA (617) 297-1500
Chairs/Seating: molded shells; *Tables:* tops, bases, hardware/hinges
Circle No. 346.

Liberty Hardware Mfg. Corp.
White Plains, NY (914) 683-1200
Chairs/Seating: Casters, Fasteners, Glides; *Desks & Filing Components/Hardware:* Casters, Drawers & Drawer Components, Drawer Pulls & Knobs, Draw Slides, File Components, Glides, Laminates, Locks, Mouldings; *Tables:* Hardware/Hinges.
Circle No. 472.

On the Level, Circle No. 446

Optima, Circle No. 435

FURNITURE COMPONENT DIRECTORY

M **Maynard Plastics Co.**
Salem, MA (617) 744-8000
Desks & Filing Components/ Hardware: laminates, mouldings
Circle No. 347.

Milsco Mfg. Co.
Milwaukee, WI (414) 354-0500
Chairs/Seating: fire retardant foam, foam
Circle No. 348.

Modern Plastics Corp.
Wilkes-Barre, PA (717) 822-1124
Desks & Filing Components/ Hardware: laminates; *Tables:* tops
Circle No. 349.

MTS Seating Div. Michigan Tube
Temperance, MI (313) 847-3875
Chairs/Seating: bases; *Tables:* bases
Circle No. 351.

N **National Import Products Inc.**
Los Angeles, CA (213) 268-3367
Chairs/Seating: bases, cane webbing, casters, fasteners, swivels; *Desks & Filing Components/Hardware:* casters, drawer pulls & knobs; *Tables:* hardware/hinges
Circle No. 352.

Nevamar Corp.
Odenton, MD (301) 569-5000
Desks & Filing Components/ Hardware: anodized aluminum sheets
Circle No. 473.

No Sag Spring Div. Lear Siegler
Berkley, MI (800) 521-0974
Chairs/Seating: convertible mechanisms, fasteners, springs & supports
Circle No. 353.

Normbau Design System
Addison, IL (312) 628-8373
Chairs/Seating: tubing;
Desks & Filing Components/ Hardware: drawer pulls & knobs, mouldings, tubing
Circle No. 354.

O **The October Co.**
E. Hampton, MA (413) 527-9380
Tables: tops, bases
Circle No. 355.

On the Level
Elgin, IL (312) 888-8220
Chairs/Seating: Glides
Circle No. 474.

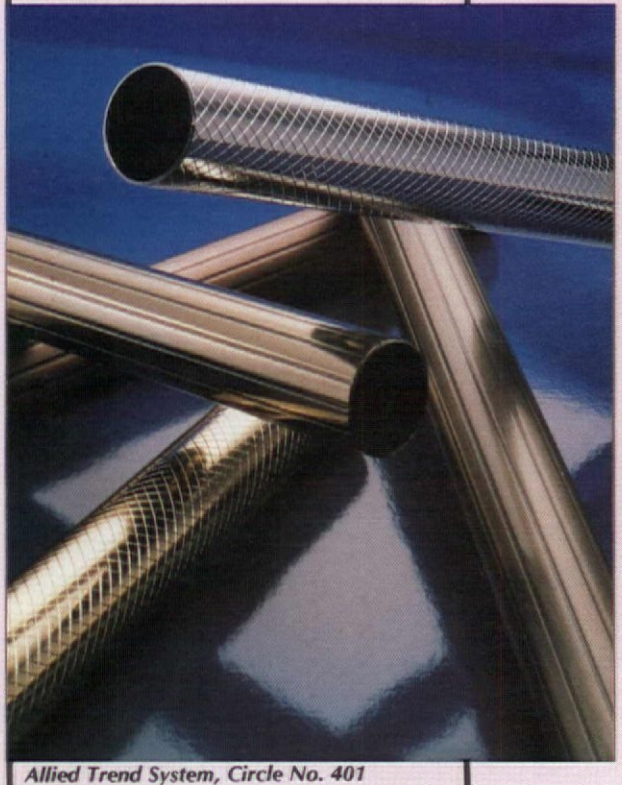
Optima
Div. Scientific Atlanta
Tucker, GA (404) 939-6340
Desk & Filing Components/ Hardware: Casters, Drawer & Drawer Components, Drawer Slides
Circle No. 456

Ottens Products
Plainview, NY (516) 694-2236
Desks & Filing Components/ Hardware: drawer pulls & knobs, mouldings
Circle No. 356.

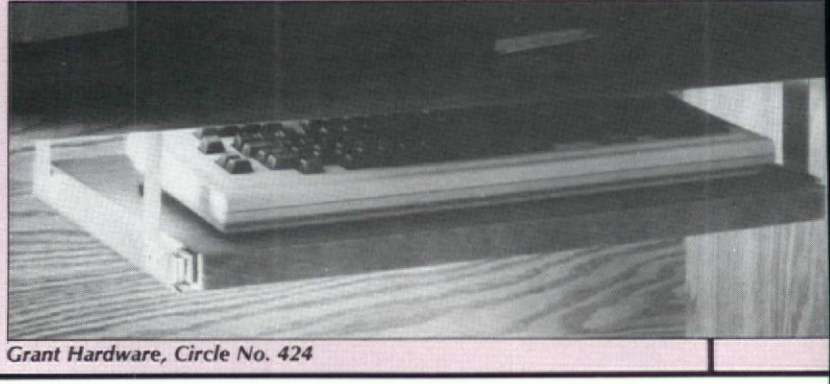
Outwater Plastics Inc.
Wood-Ridge, NJ 07075 (201) 340-1040
Chairs/Seating: casters, glides;
Desks & Filing Components/Hardware: casters, drawers & drawer components, drawer pulls & knobs, drawer slides, glides, mouldings, tubing, wood veneers
Circle No. 357.

P **Peter Pepper Products Inc.**
Compton, CA (213) 979-0815
Tables: bases
Circle No. 358.

H. Pfanstiel Hardware Co., Inc.
Jeffersonville, NY (914) 482-4445
Desks & Filing Components/ Hardware: drawer pulls & knobs;
Tables: hardware/hinges
Circle No. 359.



Allied Trend System, Circle No. 401



Grant Hardware, Circle No. 424

Pioneer Plastics
Div. LOF Plastics
Auburn, ME (207) 784-9111
Desks & Filing Components/Hardware: laminates
Circle No. 360.

Plastiglide Mfg. Corp.
Hawthorne, CA (213) 777-8108
Chairs/Seating: Fasteners, Glides; *Desks & FIling Components/Hardware:* Casters, Drawers & Drawer Components, Drawer Pulls & Knobs, Drawer Slides, File Components, Glides, Mouldings; *Tables:* Hardware/Hinges
Circle No. 475.

P.X. Industries, Inc.
W. Hanover, MA (617) 878-0534
Chairs/Seating: glides; *Desks & Filing Components/Hardware:* drawer slides
Circle No. 361.

R **Redco Mfg. Div. LHL Corp.**
Grand Rapids, MI (800) 253-8106
Tables: tops, bases
Circle No. 362.

Reliance Upholstery Supply
Gardena, CA (213) 321-2300
Chairs/Seating: fiber materials; fire retardant foam, foam
Circle No. 363.

Romac Fabrications, Inc.
Charlotte, NC (704) 334-4795
Chairs/Seating: frames; *Tables:* bases
Circle No. 364.

Royal Seating Corp.
Cameron, TX (817) 697-6421
Chairs/Seating: bases, casters, frames, glides, molded shells, plastic materials, tubing; *Desks & Filing Components/Hardware:* casters, glides, laminates, tubing, wood veneers; *Tables:* tops, bases
Circle No. 365.

S **Scotfoam Corp.**
Eddystone, PA (800) 222-2470
Chairs/Seating: Fire Retardant Foam, Foam
Circle No. 481.

Selby Furniture Hardware Co. Inc.
New York, NY (212) 673-4097
Chairs/Seating: casters, fasteners, swivels; *Desks & Filing Components/Hardware:* casters, drawers & drawer components, drawer pulls & knobs, drawer slides, glides, locks, mouldings; *Tables:* hardware/hinges
Circle No. 366.

Shepherd Products U.S. Inc.
St. Joseph, MI (616) 983-7351
Chairs/Seating: casters; *Desks & Filing Components/Hardware:* casters
Circle No. 367.

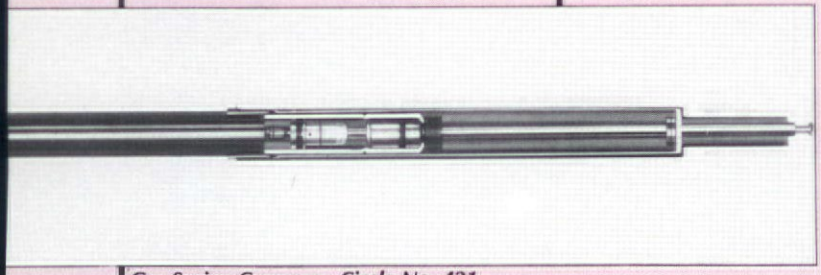
The Slidex Corp.
Lancaster, PA (717) 295-1444
Desks & Filing Components/Hardware: drawer pulls & knobs, drawer slides
Circle No. 369.

Stafast Products, Inc.
Painesville, OH (800) 782-3278
Chairs/Seating: fasteners
Circle No. 370.

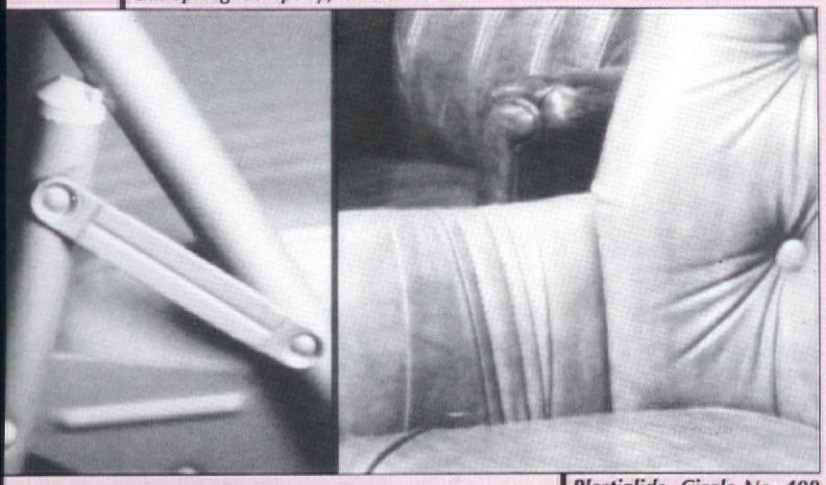
Stevens Cabinets Div.
Stevens Laminating Products
Teutopolis, IL (217) 857-6411
Desks & Filing Components/Hardware: laminates
Circle No. 371.

Sunline Hardware Mfg. Inc.
King, NC (919) 983-2116
Tables: hardware/hinges
Circle No. 372.

Superba Caster Corp.
Niles, IL (312) 647-0022
Chairs/Seating: casters
Circle No. 373.



Gas Spring Company, Circle No. 421



Plastiglide, Circle No. 408

Gordon, Circle No. 454

FURNITURE COMPONENT DIRECTORY

Suspa, Inc.
Grand Rapids, MI (616) 531-9600
Chairs/Seating: chair controls (pneumatic), gas cylinders
Circle No. 374.

T

Techtonic Corporation
Middleton, WI (608) 836-7717
Desks & Filing Components/ Hardware: Drawers & Drawer Components, Drawer Pulls & Knobs, Drawer Slides, Glides
Circle No. 476.

Terry Hinge & Hardware
Van Nuys, CA (818) 787-9000
Chairs/Seating: casters; *Desks & Filing Components/Hardware:* casters; *Tables:* hardware/ hinges
Circle No. 375.

TorXon, Inc.
San Carlos, CA (415) 595-5035
Chairs/Seating: chair controls (pneumatic and manual), springs & supports, swivels
Circle No. 376.

Trawood Mfg. Co., Inc.
Elkhart, IN (219) 293-3591
Tables: tops
Circle No. 377.

Trendler Metal Products
Chicago, IL (312) 762-3300
Chairs/Seating: bases, casters, swivels, tubing; *Tables:* bases
Circle No. 378.

Trips In Resin, Inc.
Oceanside, NY (800) 645-2606
Tables: tops
Circle No. 379.

U

Ultra-Flex Corp.
High Point, NC (919) 886-4131
Chairs/Seating: rubber webbing
Circle No. 380.

V

Velcro USA Inc.
Manchester, NH (603) 669-4892
Chairs/Seating: fasteners
Circle No. 381.

W

Walker & Zanger Inc.
Scarsdale, NY (914) 472-5666
Chairs/Seating: bases, cane webbing, casters, frames, rubber webbing, swivels; *Desks & Filing Components/ Hardware:* casters, drawers & drawer components, drawer pulls & knobs, drawer slides, laminates, locks, wood veneers; *Tables:* tops, bases, hardware/hinges
Circle No. 382.

Warvel Products Inc.
Gillett, WI (414) 855-2194
Chairs/Seating: Frames, Molded Shells; *Desk & Filing Components/Hardware:* Moulding; *Tables:* Bases
Circle No. 477.

David R. Webb Co. Inc.
Edinburgh, IN (812) 526-2601
Desks & Filing Components/ Hardware: wood veneers
Circle No. 383.

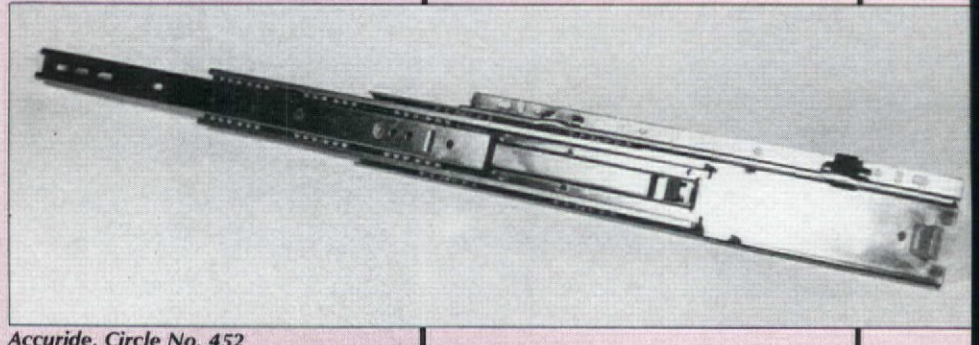
Wendell Fabrics Corp.
Blacksburg, SC (803) 839-6341
Chairs/Seating: Cane Webbing, Fiber Materials
Circle No. 478.

Werzalit of America Inc.
Bradford, PA (814) 362-3881
Chairs/Seating: frames; *Tables:* tops
Circle No. 384.

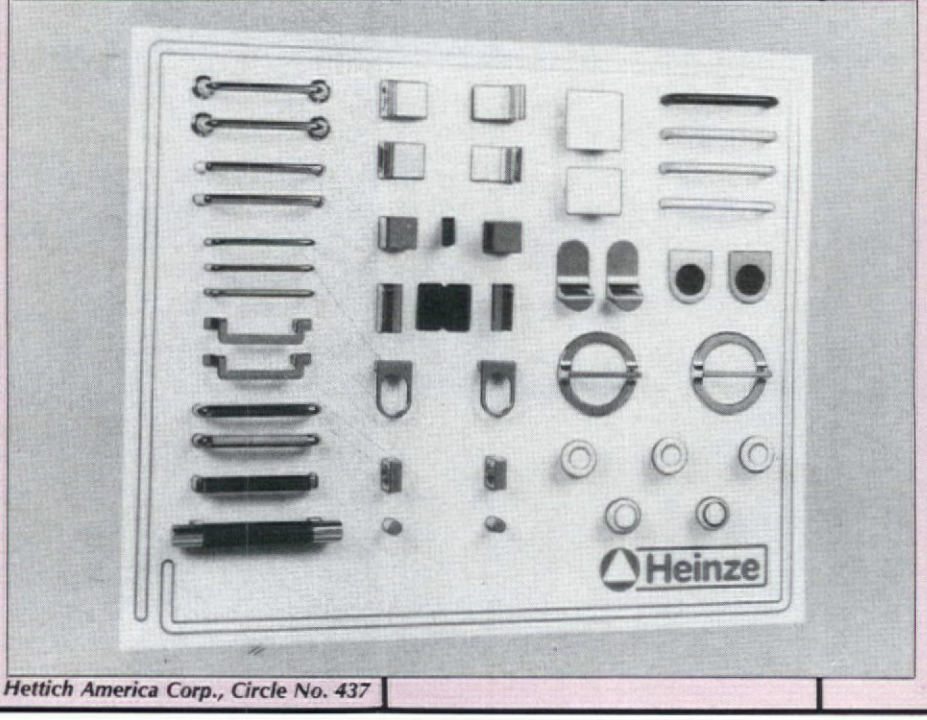
Williams Office Furniture Co.
New York, NY (212) 695-6766
Chairs/Seating: bases; *Desks & Filing Components/Hardware:* mouldings, tubing; *Tables:* bases
Circle No. 385.

Wilsonart
Temple, TX (817) 778-2711
Desks & Filing Components/ Hardware: laminates
Circle No. 386.

Collier-Keyworth, Circle No. 470

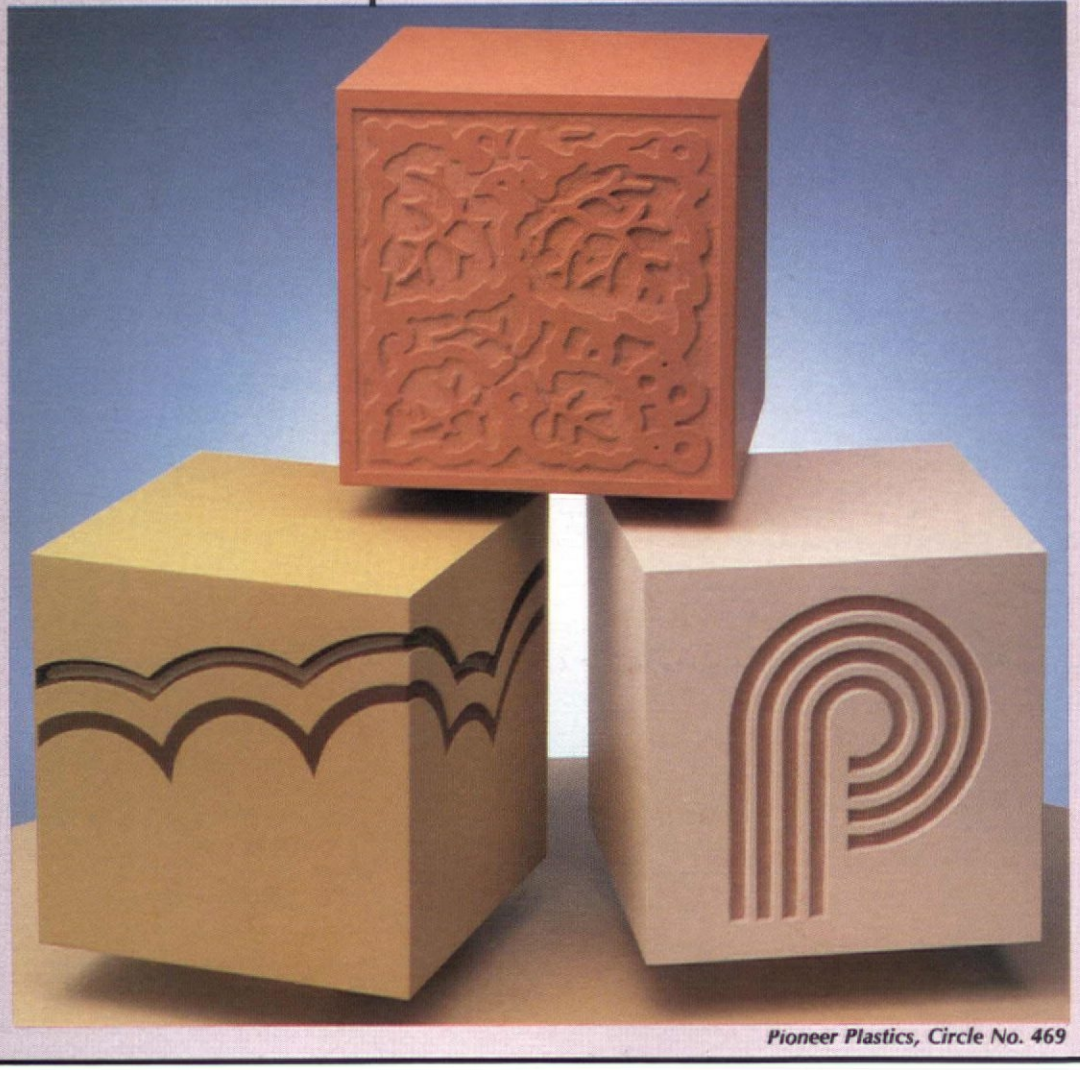


Accuride, Circle No. 452



Hettich America Corp., Circle No. 437

Hamilton Inds., Circle No. 471



Pioneer Plastics, Circle No. 469

OFFICE '84:

Office '84 offers a major opportunity to explore the issues of facility planning, design and management as affected by the technological and environmental realities in today's non-residential workspace.

Whether you provide or require systems and services for the workplace, you cannot afford to miss this important conference and exhibition.

Many issues are surfacing in addition to the well-publicized high technology advances and changes in today's office environment—issues which of necessity must interact with these high technology changes.

Space limitations, improvements in worker productivity, worker demands for improved quality of work life, state and federal legislation, and the growing sophistication and use of high technology equipment within the work environment are creating highly complex priorities that render decision making difficult and conflict inevitable. Whether through design of new offices or the careful readjustment of current facilities, the integration of these conflicting priorities is difficult to achieve.

The Office '84 Conference is intended to help facility managers, space planners, interior designers, and architects achieve a balance among these conflicting priorities by providing relevant sessions on such topics as:

- The design process and its impact on productivity
- The real issues of Ergonomics
- How a headquarters complex planned to meet user needs for the next 50 years was designed within a speculative office building budget
- A systems approach to interior construction in a retrofit situation
- Managing your telecommunications system
- Obtaining a cost-effective workable CAD system
- The economics of intelligent buildings
- Systematically programming space to accommodate requirements of automation
- Integrating security technology into the design process,

plus many more timely and practical subjects.

At this conference, you will hear case histories, be given specific guidance as to how to achieve integration and balance, and receive practical advice to resolve conflict and achieve consensus. Speakers will avoid discussions of *what* is happening and address *how* to implement.

If you want to participate in two exciting days that will result in your immediate and long term benefit professionally, plan now to attend the OFFICE '84 conference.

Professional bodies and associations together with the press will be featured ina special Professionals Pavilion where attendees can seek advice, discuss problems and be informed about developments in the industry by the people who know.

Whether you *provide* or *require* systems and services for the workplace, you should be at **OFFICE '84.**

COUPON

( ) Please register me for the complete 2-day conference at $145
( ) Please register me for: ( ) October 23 only at $85; ( ) October 24 only at $85.
( ) Bill Me ( ) Check or Money Order Enclosed. Make check Payable to: George Little Management, Inc.
( ) I would like more information. Please call me at _____ Telephone.
( ) Please send me information on exhibiting at OFFICE '84.
( ) Please register me to attend the Exhibition.

Name _____
Title _____
Company _____
Address _____
City _____ State _____ Zip _____
Phone _____

FUNCTION
( ) Facilities Manager
( ) Space Planner
( ) Purchasing Agent
( ) Architect
( ) Interior Designer
( ) Other, Please Specify _____

TYPE OF ORGANIZATION
( ) Architectural Firm
( ) Interior Design Firm
( ) Manufacturer, Distributer or Rep of Interior Products
( ) Corporate or Institutional End User
( ) Government End User
( ) Independent Firm End User
( ) Other, Please Specify _____

MAIL OR TELEPHONE: Tony Lee
George Little Management Inc.
2 Park Avenue, Suite 1100
New York, NY 10016
(212) 686-6070 Telex 422447 LITLSHO

OFFICE '84
Managed on a joint venture with National Fairs, Inc. producers of the WORKSPACE events in San Francisco.

TWO EVENTS THAT MAKE HIGH-TECHNOLOGY WORKABLE

THE PROGRAM

OCTOBER 23
8:45-9:30 General Session
"Providing Design Guidelines to Improve Productivity in the Modern Office Facility"
Michael Brill, President
Bosti, Inc., Buffalo, NY

9:45-11:00 Concurrent Sessions: PRODUCTIVITY

I. Building Systems Design

II. Contracted Interior Planning & Design "The Design Process and Its Impact on Productivity"
William Richards Whaley, FASID
Associate, Interiors Group
Hellmuth, Obata & Kassabaum, Washington, DC

Erma B. Striner, Special Assistant
GSA, Public Building Service, Washington, DC

III. In-House Facility Planning & Design

IV. Facility Maintenance Operations
"Ergonomics: The Real Issues"
T.J. Springer, Ph.D
President
Springer Associates, Inc.,
St. Charles, Ill.

M. Franz Schneider
Partner
Mantech, Toronto, Ontario

Gere Picasso
Staff Manager/Senior Technical Consultant for Environmental Design
AT&T Communications Systems, Bedminster, NJ

11:00-1:00 Exhibit Viewing and Luncheon Break

1:00-1:40 General Session
"Negotiation: The Art of Getting What You Want"
Michael Schatzki
President
Negotiation Dynamics,
Basking Ridge, NJ

1:50-3:00 Concurrent Sessions: Project Management/Planning

I. Building Systems Design "A Systems Approach to Facility Design: Maintaining Pragmatic Constraints While Achieving Conflicting Goals."
J.L. Meadows, II
Vice President, Principal-in-Charge
Interspace, Inc., Arlington, VA

II. Contracted Interior Planning & Design

III. In-House Facility Planning & Design "Systems Approach to Interior Construction in A Retrofit Situation."
Part I
Michael Clevenger
Principal, Technical Consultant

Joshua M. Sprague, AIA
Senior Design/Architectural Consultant
Real Estate Division
Xerox Corporation, Stamford, CT

Richard Carl Reisman, AIA
Associate
Whisler-Patri, San Fransisco, CA

IV. Facility Maintenance Operations
"Managing Your Telecommunication System"
To Be Announced

3:10-4:15

I. "Selection of Cost Effective CAD Systems"
Philip Kowalski, Registered Architect
Director of Computers
The Grad Partnership, Newark, NJ

II. Contracted Interior Planning & Design

III. In-House Facility Planning & Design "Systems Approach to Interior Construction in A Retrofit Situation."
Part 2
Clevenger, Sprague

IV. Facility Maintenance Operations
"Ongoing Space Management: Putting the Plan to Work"
To be announced

OCTOBER 24
8:45-9:30 General Session
"The New Dimensions of Work and Workplaces."
Perry Pascarella
Executive Editor
Industry Week, Cleveland, OH

9:40-11:00 Concurrent Sessions: AUTOMATION

I. Building Systems Design "Intelligent Buildings"
Donald Sachar
Chief Operating Officer
Environetics International, Inc.,
New York, NY

II. Contracted Interior Planning & Design "Spotlighting New Technologies"
Moderator: Len Corlin
Co-Publisher & Editor
Contract, New York, NY

"The Planning Process: An Interactive Environmental Systems Analysis"
Maree Simmons-Forbes, IBD
Associate
The Friday Group, Washington, DC

"Underfloor Air Distribution Systems"
Ronald W. Anderson
Director, Product & Development Engineering
Tate Architectural Products, Jessup, MD.

III. In-House Facility Planning & Design

IV. Facility Maintenance Operations
"How to Systematically Program Space to Accommodate Requirements of Automation"
Sture A. Linden
Principal
Naremco Services, Inc.

11:00-1:00 Exhibit Viewing and Luncheon Break

1:00-1:50 General Session
"People Reading"
DeAnne Rosenberg, President
DeAnne Rosenberg, Inc., Boston, MA

2:00-3:10 Concurrent Sessions - ENVIRONMENTAL/REGULATORY

I. Building Systems Design "Lighting Public Buildings"
To be announced

II. Contracted Interior Planning & Design

III. In-House Facility Planning & Design "Regulatory Issues"
Moderator: Charles Blumberg
Engineering Design Branch
National Institutes of Health, Bethesda, MD

David R. Berg,
Advisor, Office of Environmental Engineering & Technology
Office of R&D, U.S. Environmental Protection Agency

Barbara Cohen
National Institute of Occupational Safety & Health
Cincinnati, OH

Sandra Eberle
Program Manager for Chemical Hazards
Health Sciences, Consumer Product Safety Commission
Washington, DC

Dr. Charlotte LeGates
Director of Communications
CBEMA, Washington, DC

IV. Facility Maintenance Operations
"Tight Building Syndrome: Hazard or Hype"
Moderator: Pat Lyons, Managing Editor
Facilities Design & Management, New York, NY

Dr. James E. Woods, P.E.
Senior Staff Scientist
Honeywell Physical Sciences Center, Bloomington, MN

3:15-4:15 Concurrent Sessions - SECURITY

I. Building Systems Design

II. Contracted Interior Planning & Design "Security Technology and the Design Process"
William J. Kelly
Vice President, Barnes Engineering Company, and President, V.T. Technologies, Inc.
Stamford, CT 06904

Circle 71 on reader service card

YOU CAN CREATE ANY ENVIRONMENT WITH PIONITE® DECORATIVE LAMINATES.

An entirely new world of possibilities awaits. Pionite invites you.
Create a cool environment like this one. Or one that's warm. Make it vibrant. Or subdued. The vast array of imaginative, quality materials from Pionite . . . and our exclusive ability to custom silkscreen and inlay . . . will complement even your most sophisticated design ideas.
Select from a forest of woodgrain patterns or a rainbow of solid colors . . . many in our new MelCor™ with color to the core. A quarry of textured slates and rich marbles, and a tannery of leathers are also available. There are slick metallics, tweeds, pinstripes and Correlam™ seamless countertops, too. With Pionite, the only limit to distinctive design and application is the genius of your imagination.
For the home, the office, or for recreation and leisure products, Pionite sets your creativity free. All our rugged decorative laminates are described in our free designer kit. Send for it today and discover how with your imagination and Pionite you can create any environment.
Write to: Pioneer Plastics, Pionite Division, Designer Group S, Pionite Road, Auburn, ME 04210. Tel. (207) 784-9111.

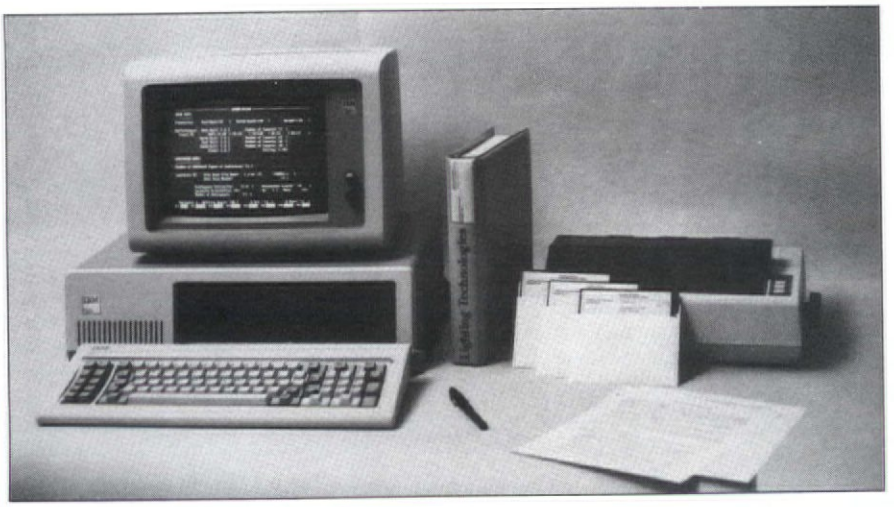
©1984 Libbey-Owens-Ford Company

The most for your imagination pioneer

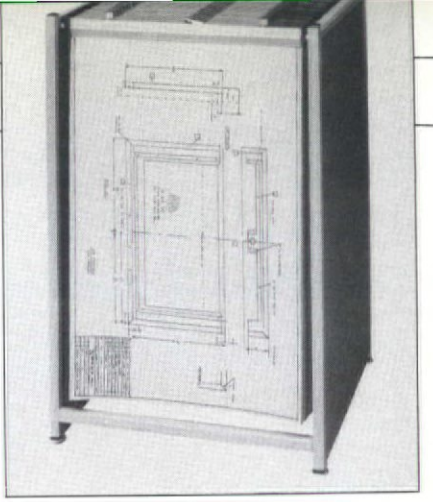
Division of LOF Plastics, Inc. A Libbey-Owens-Ford Company

Circle 72 on reader service card

Anticipate reactions to planning changes with facility management software

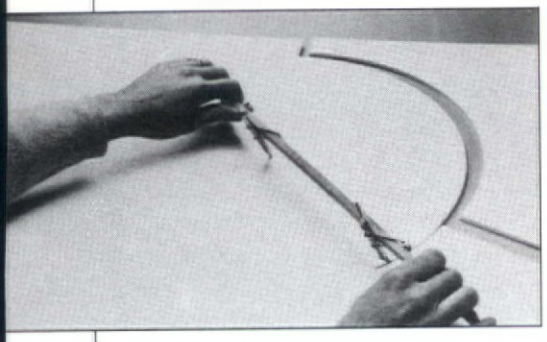


A new product which helps designers and facility managers anticipate staff reactions to space planning changes is now available from MaxThink. This new computer program is an advice system for focused thinking, according to the manufacturer. It integrates advice programs, commands, and word processing functions to expedite planning, development, and implementation of design concepts. Eight programs to expand perception and insight and help managers recognize new ideas are available. Ten programs which evaluate productivity, profits, and cost savings as well as nine programs aimed at reducing risk are offered. Other programs help users measure intangible factors such as staff members' personal feelings in a changing environment. Additional features include a programmable word processor, outline and structure editor, and advice-system builder.
Circle No. 461.



Maximize capacity for large-scale plans

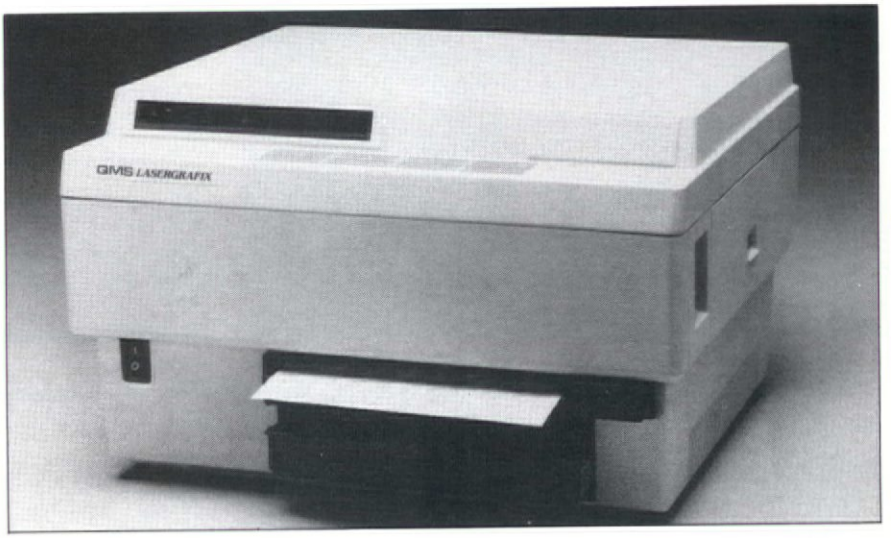
Plan Hold's Plan Center II provides maximum filing capacity for plans, prints, maps, and charts in a minimum of space. Designed to double file capacity without need for additional floor space, product is ideal for bulk filing of up to 2,400 sheets in 24 Plan Hold 1CB Binders. Front-loading feature simplifies filing and retrieval process. File can be used with or without a reference table in straight line, back-to-back, or L-shape applications. An optional 42-in.-high reference table which attaches to file sides or back and can be suspended between two files is also available. Product is of furniture-quality steel in four sizes with an enamel finish.
Circle No. 462.



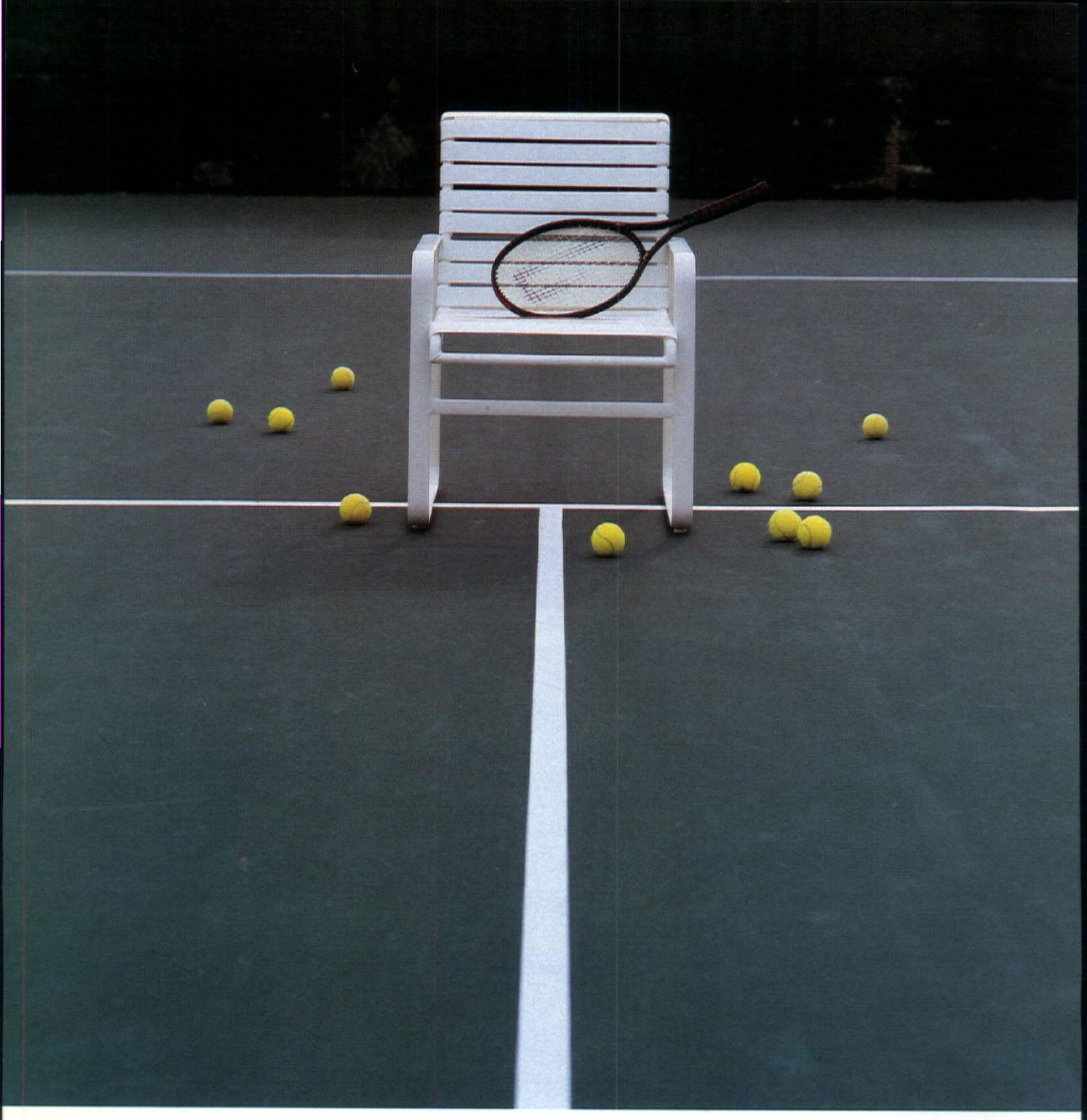
Cutter/compass adds drafting feature

A unique new compass/cutter device for cutting circles from foam board and other materials has been introduced by Fomebords Co. In addition to circle cutting capabilities, this product is also a precision drafting and marking instrument that accepts pens, pencils, and felt tip markers. By using the standard 24-in. beam, circles ranging to 40 in. can be easily cut from foam board products.
Circle No. 463.

High-resolution printer offers graphics



Lasergrafix 800 Model 1 laser printer provides users with a broad array of easy-to-command graphics at a resolution level of 90,000 dots per sq. in. A product of Quality Micro Systems, this compact desktop unit is designed to replace daisy-wheel dot matrix printers and pen plotter devices, according to the manufacturer. Based on Canon copying technology, printer features a controller with built-in firmware which reduces load. **Circle No. 460.**



Tropitone. The perfect match for all resorts.

The finest country clubs, resorts, and hotels all have one thing in common. They choose Tropitone outdoor furniture. Because it lasts. And continues looking as good as the day it was purchased. Which is the reason Tropitone turns up in such prestigious locations as Del Coronado Hotel, Disney World, and Caneel Bay.

Tropitone. It's the perfect match for all resorts. Everywhere.

Write for our free catalog today. Your files may be obsolete without it. Tropitone Furniture Company, P.O. Box 3197, Sarasota, FL 33578; 5 Marconi, Irvine, CA 92714

tropitone
Probably the finest.

Atlanta: 292-7359 **Chicago:** 644-6164 **Dallas:** 651-7013 **Denver:** 399-2922 **High Point:** 889-9962 **Houston:** 965-0123 **Irvine:** 951-2010 **Los Angeles DC:** 747-1601 **Los Angeles PDC:** 659-0116 **Miami:** 573-5114 **Miami:** 757-0659 **New York:** 753-3377 **Philadelphia:** 567-5663 **Phoenix:** 274-0878 **San Francisco:** 626-1075 **Sarasota:** 355-2715 **Seattle:** 763-0422

Circle 74 on reader service card

Why we designed a full-extension drawer slide with tolerances more precise than a Mercedes Benz engine.

Research shows that customers often rate your product quality by how smoothly the drawers operate. KV's new 1428 and 1429 full-extension drawer slides are engineered with tolerances so precise, they exceed the requirements for piston clearance on a Mercedes Benz.

An engineering innovation. We spent two years developing the machinery that delivers this kind of precision. The result is a manufacturing process that's more exacting and more consistent than conventional equipment. The benefit is a product that performs smoother and quieter—a value-added advantage your customers will appreciate.

Consistent value. Through the use of advanced testing equipment, such as the optical comparator (shown below) and high-resolution in-line gauges, we monitor the parallelism of our slides to make sure their tolerances are consistently within thousandths of an inch. Extensive in-use testing assures total quality control.

Get the details. The 1428 and 1429 operate on rolling steel balls and ball-bearing rollers. They have neoprene stops on both the open/close modes, a stay closed design and a convenient lift-out feature.

The 1428 is 1¾″ high and carries a load rating of 50 pounds. The 1429 is 2⅜″ high and is load rated at 100 pounds. Each requires a ½″ side clearance when mounting. Both have a zinc-coated finish and are available, packaged or bulk, in standard sizes from 12″ through 30″.

Send for "The Cabinetmaker's Guide," yours free, from KV.

KV KNAPE &VOGT

2700 Oak Industrial Drive NE
Grand Rapids, MI 49505
616-459-3311

Circle 70 on reader service card

Tradition in a new light.

Through all the trends, nothing has been able to replace the soft flowing elegance of drapery. Gardisette® refined the drama of drapery to create an expression all its own . . . lighter, softer, seamless. The rhythmic flow of curves is the result of our unique pleating and bottom finish. Extremely stable fabrics assure the drapery will hold its shape year after year. And Gardisette contract draperies are fire-rated.

Let us show you the elegance of drapery in a way you've never seen before. You'll choose Gardisette for its smart practicality. But you'll love it for its beauty.

Call us toll-free at 1-800-845-8755.
In South Carolina call 1-803-224-7411.
Shown in major design centers.

Gardisette®

P.O. Box 2586, Anderson, S.C. 29622

Circle 75 on reader service card

Announcing San Francisco's

PAN·PACIFIC LIGHTING EXPOSITION

See this major international event that focuses on all aspects of architectural, decorative, industrial, outdoor and daylighting. Find lamps, fixtures, ballasts, task and ambient lighting, ceiling systems and daylighting products. Be dazzled by residential and commercial vignettes created by leading designers.

Participate in brilliant programs led by top pros of the IES, IALD, AIA, IBD and ASID. Earn CEUs. Share ideas with architects, designers, engineers, facilities managers, building owners and retailers. Meet industry and professional leaders from Pacific Basin nations. Pamper yourself in the most appealing business and pleasure city of them all, San Francisco.

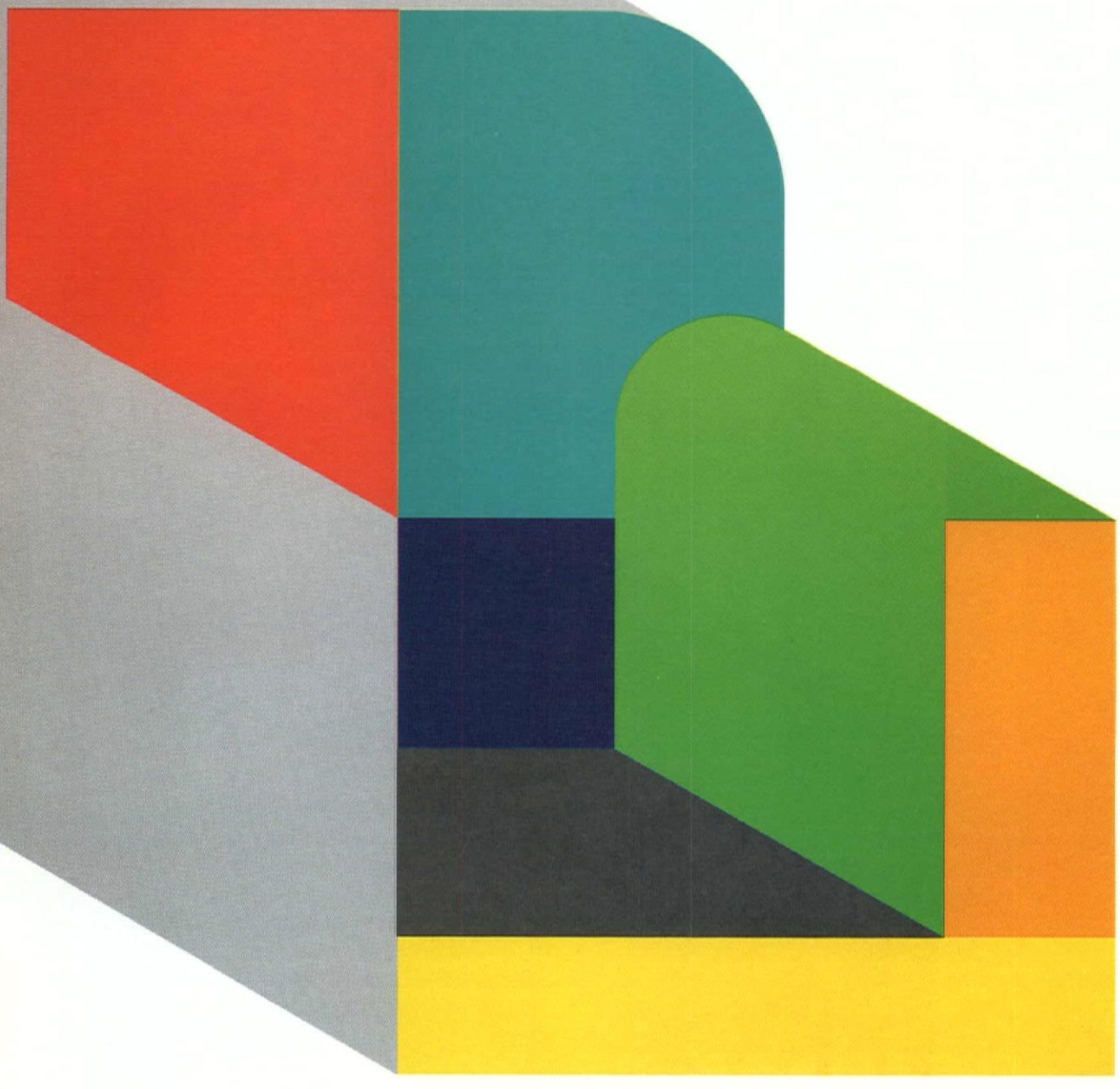
OCTOBER 28·30, 1984

The Concourse, Showplace Square

Write or call for information:
Pan Pacific Lighting Exposition,
Robert Zinkhon, Director,
2 Henry Adams St., San Francisco CA 94103.
Phone 415/563-7022.

Circle 76 on reader service card

An Exposition produced by the Atlanta Market Center to serve the Southeastern commercial design community.



CONTRACT 84

CONTRACT DESIGN EXPOSITION

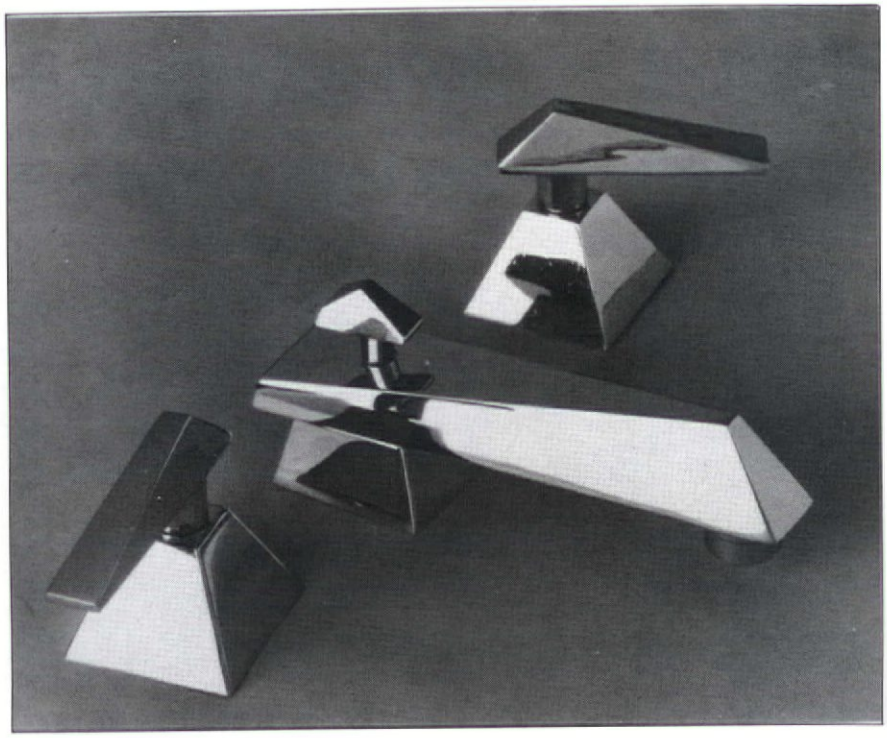
November 1-3, 1984

Permanent Contract Showrooms available soon— Merchandise Mart expansion complete in '86.

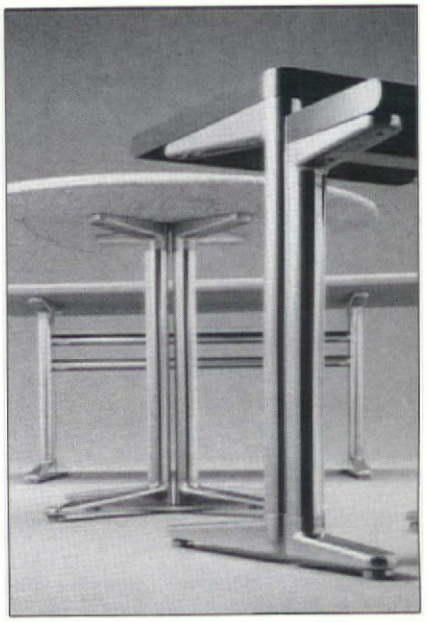
Atlanta Market Center — Suite 2200
240 Peachtree St., Atlanta, Ga. 30043
(404) 688-8994

Circle 77 on reader service card

Polished brass, chrome accessories distinguish contemporary bathrooms



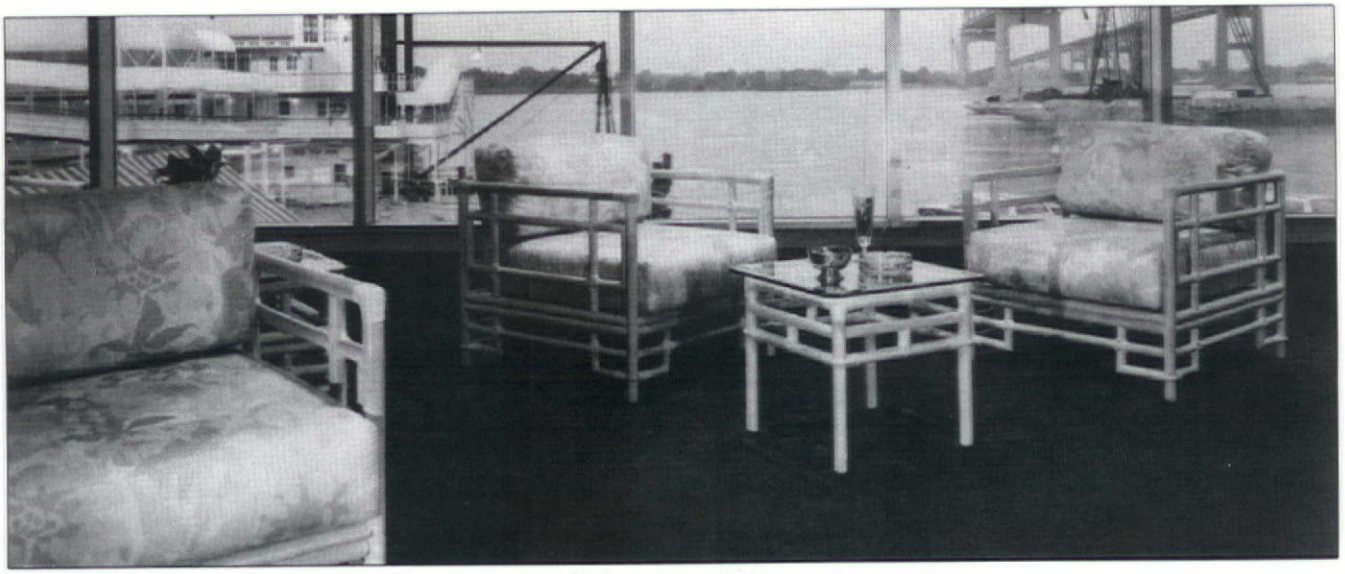
Harden Industries Inc.—Top Brass Series 13 is a collection of distinctive brass bathroom fixtures and accessories. Products are offered in a wide range of finishes, including antique/polished brass, polished chrome, and 14 karat gold. Faucets and tub/shower sets have matching optional accessories such as soap dishes, robe hooks, towel rings, and bars. **Circle No. 259.**



Versatile hardware adapts to many worksurface shapes

EST—Estec leg system, designed by Earl Koepke, can be used with worksurfaces, tables, and computer stands of many shapes and sizes. The leg component is made of polished, die-cast aluminum foot and die-cast aluminum top attachment. **Circle No. 260.**

Cut-pile carpet provides plush comfort at U.S. World's Fair



Bigelow-Sanford Inc.—Tufted in Allied's fourth generation Anso IV nylon, Bigelow-Sanford's "Executive Privilege" is a cut-pile carpet with delicate pinpoint tip definition. The vibrant blue carpet provides plush comfort underfoot at the U.S. Pavilion's VIP lounge, 1984 Louisiana World Exposition. **Circle No. 261.**

Books help evaluate flammability tests

If flammability testing governs your world of design, **The Govmark Organization, Inc.,** Bellmore, New York, has produced two books to help designers and specifiers sort out the various tests that ultimately lead to certificates of occupancy. The agency, an independent, for-profit corporation, specializes in flammability and fire-testing for the commercial market.

"There is no one agency," says Salvatore Messina, founder of the Govmark Organization, "or jurisdiction which has exclusive authority for the standards and test methods used in flammability testing. These books help the reader evaluate the various tests and understand their purposes and scope."

Book 1 deals with Flammability Standards and Flammability Test Methods of textiles, plastics, and other materials used in home and contract furnishings. Book 2 is a compilation of reprints of flammability standards and flammability test methods.

Messina points out that the Govmark Book 1 is intended as a guide to the complex problems arising from the large number of government agencies and jurisdictions which have authority for test methods and standards relating to the flammability of contract and home furnishings. **Circle No. 400.**

Augmenting steel plan file line are laminate tops, mix & match cases

Mayline Company—Steel files are now available with various options, including three styles of laminated reference tops, mix-and-match cases, bases, drawers, and steel caps in five standard and nine special colors. The new scratch-resistant tops are offered in four colors. **Circle No. 268.**

Improvements, additional shapes, highlight oak chairmat line

Wincor Ltd.—Non-slip carpet grippers have been added to this company's line of solid oak, parquet chairmats. The mats, which do not need waxing or oiling, are also available in six standard sizes and shapes, from 38¼- to 52½-in. by 76¼-in. Six deluxe styles are also manufactured, with tongues to fit under a desk, in sizes from 38¼- to 76¼-in. at the widest point. Custom sizes may also be ordered. Chairmats are available in seven standard stain colors; custom stain colors are provided with special orders. **Circle No. 267.**

Versatility.

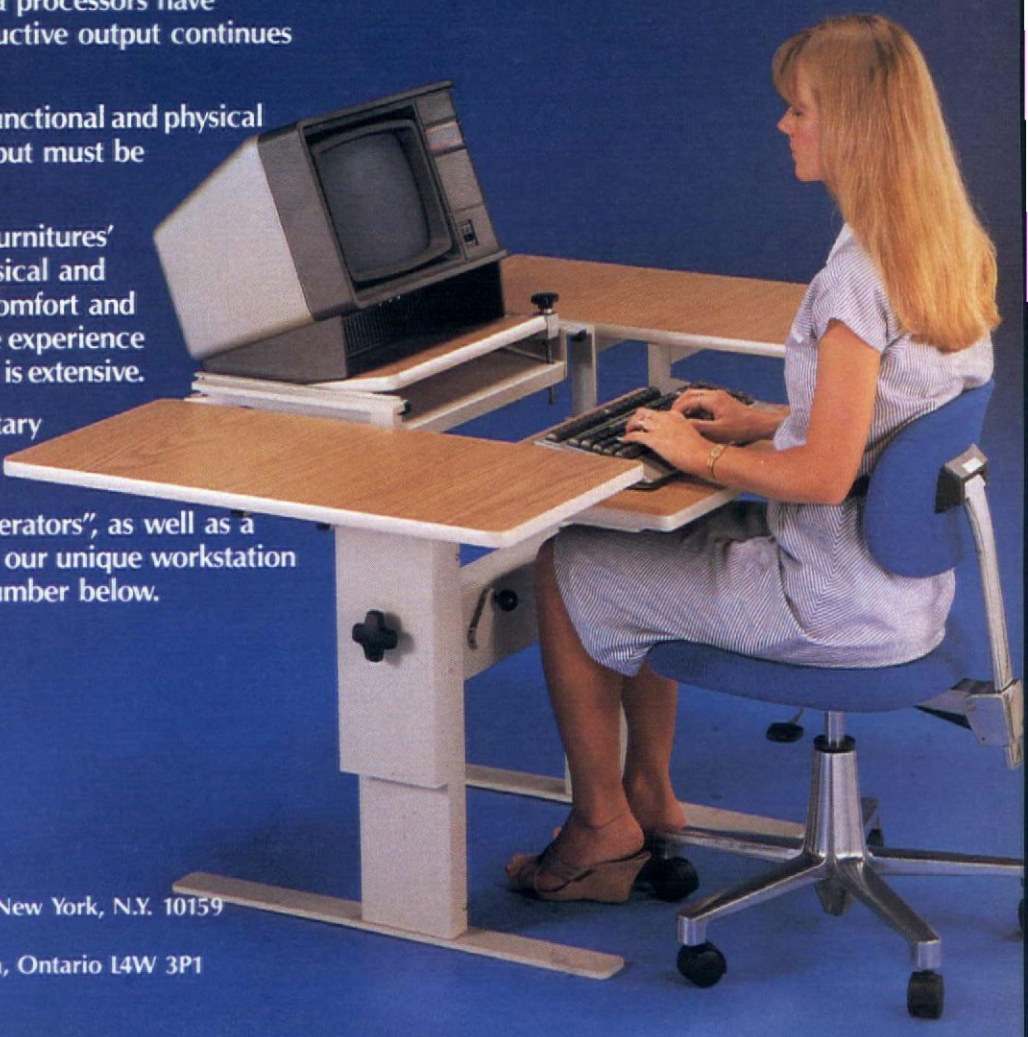
For Furniture with a Future.

Though the capabilities of word and data processors have expanded dramatically, the level of productive output continues to depend upon the terminal operator.

Unlike machines, these individuals have functional and physical requirements that cannot be corrected, but must be accommodated.

At FFP, we have effectively applied our furnitures' unique adaptability to the operators physical and functional needs to improve both user comfort and productivity. Formerly known as NKR, the experience we can offer from seven years of leadership is extensive.

If you would like to receive a complimentary copy of our informative brochure. "Understanding and Solving the Special Requirements of Computer Terminal Operators", as well as a product brochure that illustrates a few of our unique workstation solutions, simple circle the reply card number below.



FFP

OFFICE ENVIRONMENTS

FFP OFFICE ENVIRONMENTS LTD.
U.S.A.: P.O. Box 1500 Madison Square Station New York, N.Y. 10159
Telephone (212) 684-6138
Canada: 1045 Matheson Boulevard, Mississauga, Ontario L4W 3P1
Telephone (416) 624-1657 Telex 06-961-1403
Circle 78 on reader service card

D U R A B L E

Natural beauty from real wood.
Toughness from acrylic impregnation.
Wear warranted for 20 years even in commercial use.
Fire retardant. Easy to maintain.
PermaGrain® real cherry wood and bleached
ash by the innovator and originator.
PermaGrain Products, Inc.

PermaGrain Products, Inc.
800/548-5000 or 800/892-7000 in PA

Circle 79 on reader service card

CONTRACT'S Construction Lead Service

Bringing Specifier/Buyers And Suppliers Together

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

CONTRACT readers get the special literature, rep attention and manufacturer services that your projects require. Just fill out the "construction activity" portion of the Reader Service Card in any CONTRACT issue. It's the free, simple way to reach manufacturers eager to meet your immediate needs.

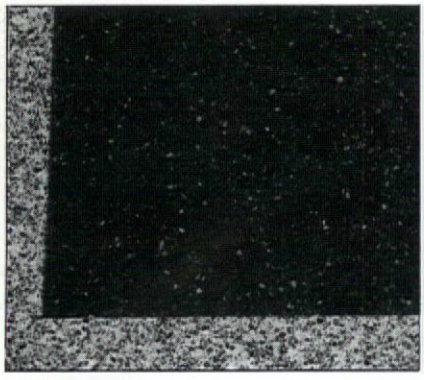
CONTRACT advertisers get key details such as name of job, type of project, location, purchase deadlines, projected budget, type of furnishings, name of contact and more on contract installations in the immediate or near-future specification stage. You get a free report every month your ad appears in CONTRACT ... or a full year of reports with a six time schedule.

Construction Lead Service ... Another Industry-Wide Service From The All-Contract Magazine.

Contract

A Gralla Publication
1515 Broadway, New York, N.Y. 10036
212-869-1300

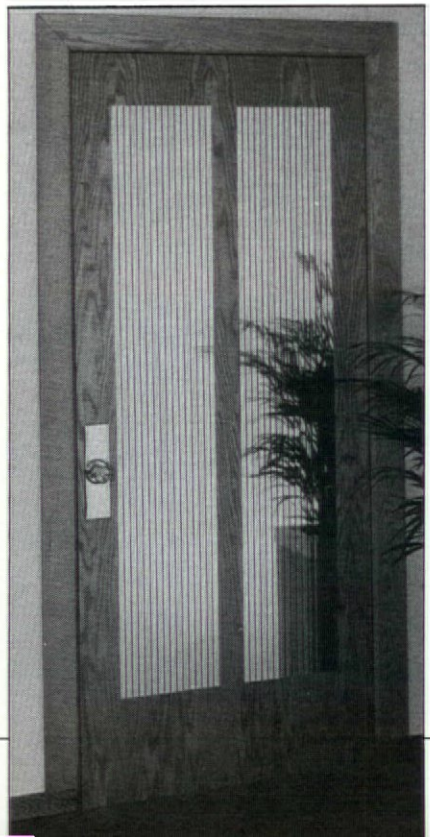
Tile features embedded stone



Dynasty Corporation—GeoMatrix Series 100 is a precision-sized and gauged terrazzo tile featuring natural stone embedded in a polyester matrix. The polished surface is factory sealed and has a class A fire rating.
Circle No. 265.

Mosaic inserts expand door decor

Winona Industries Inc.—DecorDoors are custom-made in three standard styles with a choice of mosaic or linear DecorTambour inserts. Tambour inserts may be applied to one or both sides of doors. **Circle No. 264.**



Rattan chair reclines three ways

Pacific Rattan—Sunset recliner features a mechanism which provides a three-position range of seating comfort. Stylish lines and a choice of three decorator finishes enable this recliner to blend well with many room settings. A wide variety of fabrics is also available. **Circle No. 262.**

Animal prints are suitable for heavy-duty use

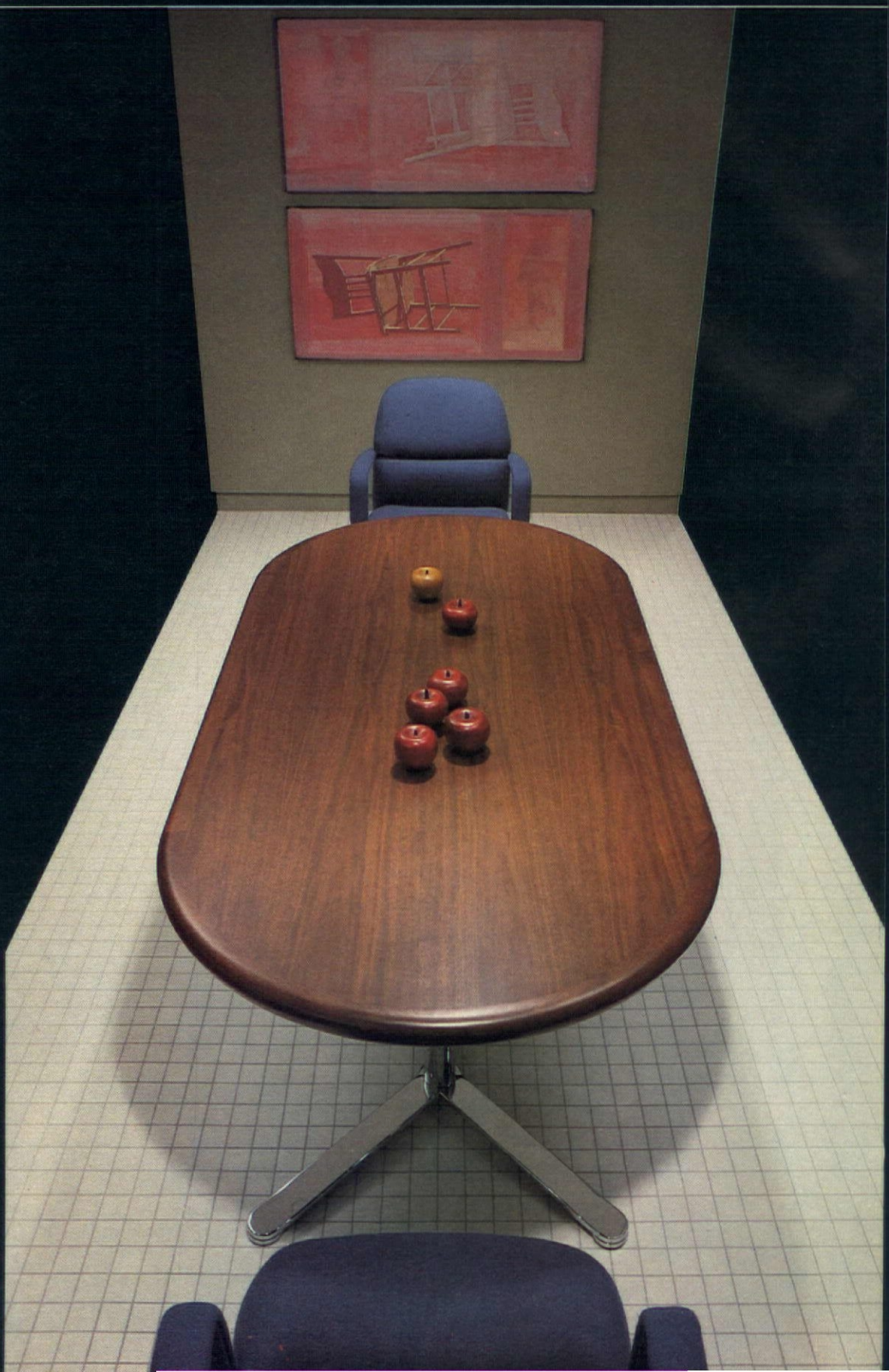
S. Harris—Exclusive 100 percent wools in both casement and upholstery weight cloths are suitable for a wide variety of specifications. "Cheetah" is available in black/white and golden browns; "Zebra" is offered in black/white. Additional upholstery cloths feature a menswear theme. **Circle No. 266.**

HIEBERT

Introduces New Ribbon Base Conference Tables.

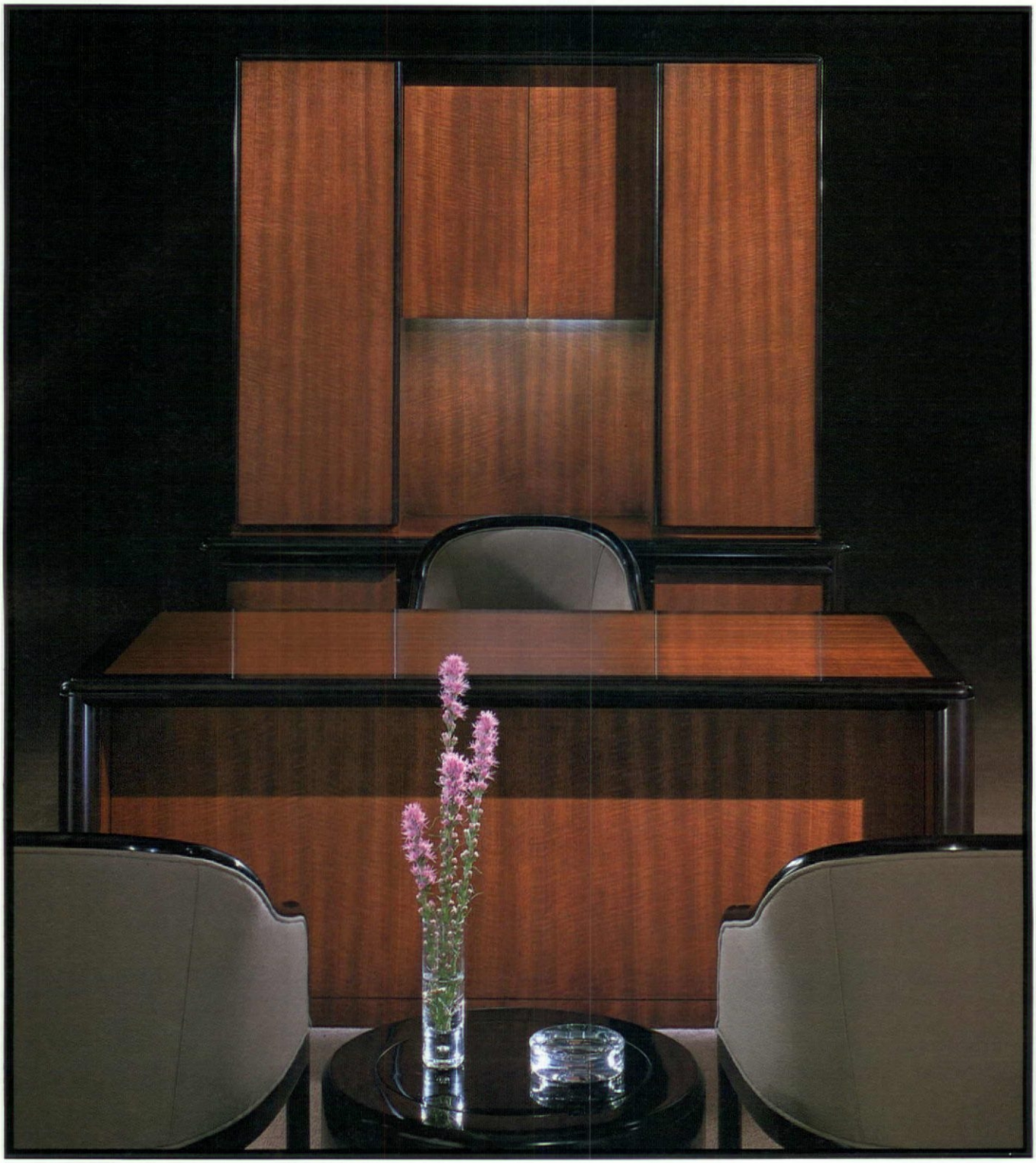
Who cares?
The Specifiers,
the Directors,
the C.E.O.'s
and... most of all,
the Chief Financial Officers!

P.O. Box 6266, Carson, CA 90749
DIVISION, HON INDUSTRIES



Bernhardt

Furniture Makers Since 1889



Sapeli

A collection by Bernhardt.
Inspired by a symphony, designed to be classic in style.

Bernhardt Contract, Box 740, Dept. C-54, Lenoir, NC 28645, (704) 758-9811
Showroom: Merchandise Mart, Space 840, Chicago, Illinois 60654

Contract Division

Circle 81 on reader service card

ANNOUNCING THE MOST PRESTIGIOUS PRODUCT DESIGN COMPETITION YOU CAN ENTER.

IBD PRESENTS

THE 1984 PRODUCT DESIGN COMPETITION

THE 1984 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 in New York City, planned to coincide with Designer's Saturday.
- *Contract* Magazine will feature the winners of the Product Design Competition 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.
- An audiovisual presentation 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, 1983 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 12, 1984. *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: "1984 IBD Silver Medallion Winner."

8. Winners will be notified by the week of September 10, 1984.
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., August 24, 1984.

Send To:
IBD
1155 Merchandise Mart
Chicago, Illinois 60654

11. Non-winning entry kits will be returned via United Parcel Service within 90 days. $35 check must be clipped to entry form.
(payable to IBD)

NOTE:
Deadline is two weeks earlier than last year.

CATEGORIES

1. DESKS & CREDENZA
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, casement, collections of coordinated fabric groupings (any weight)
15. CARPETING AND RUGS—(including 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

THE ENTRY FEE MUST ACCOMPANY EACH KIT REQUEST

To enter this competition, send a check for $95 (IBD members) or $125 (non-members) to IBD National Office Headquarters, 1155 Merchandise Mart, Chicago, IL 60654 for an entry kit for each product submitted.

ENTRY DEADLINE: AUGUST 24, 1984

The kit is designed to hold photographs, 35mm slides and forms for product description. No presentation boards are required.

JUDGES

Gordon Sylvester
Partner
Henry Dreyfuss Associates
New York, New York

Dale Fahnstrom, IDSA
Associate Professor in Product Design and Chairman of the Institute of Design
Illinois Institute of Technology
Chicago, Illinois

James Guequierre
Associate
Skidmore, Owings & Merrill
New York, New York

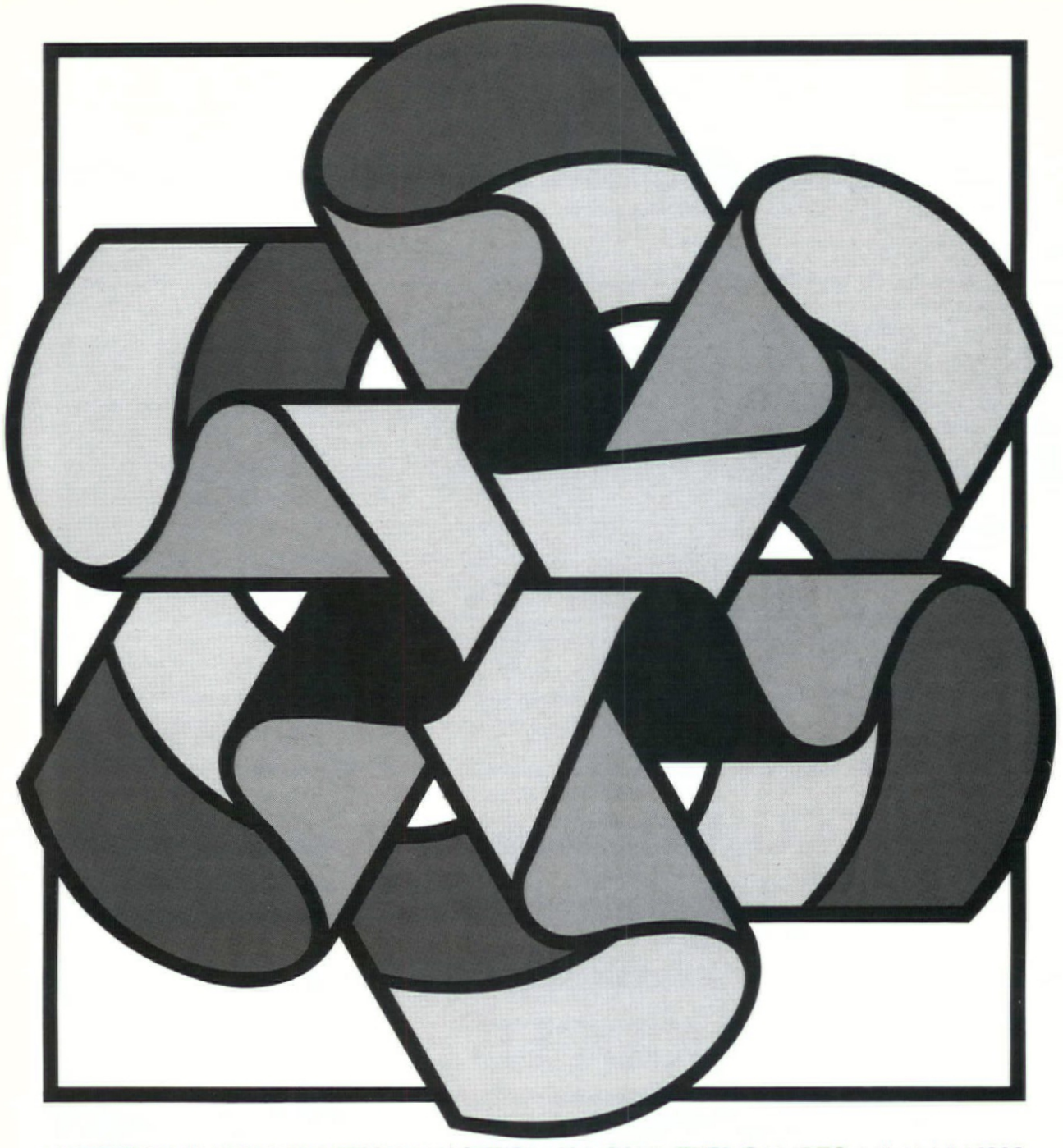
Eugene M. Daniels, FIBD
National President
President, Counterpoint Inc.
Knoxville, Tennessee

Gordon Sylvester

Dale Fahnstrom

James Guequierre

Eugene M. Daniels



MORE THAN 140,000 PROFESSIONALS FROM 104 COUNTRIES CAME TO MILAN IN 1983.
THIS YEAR THE FURNITURE AND LAMPS ARE EXPECTING YOU, TOO.

INTERNATIONAL FURNITURE EXHIBITION · 9TH EUROLUCE INTERNATIONAL LIGHTING EXHIBITION

MILAN FAIR GROUNDS, SEPTEMBER 19-24, 1984

Organiser

cosmit

C.so Magenta, 96 • I • 20123 Milano
Tel. 02/4988361 (5 linee)
Telex 334394 COSMIT I

Circle 83 on reader service card

TIMELY COMPREHENSIVE ESSENTIAL

DENVER DESIGN CENTER

AT WESTRADE

Denver's ultimate location, serving the Design community.

OPENING

November 1984

For more information contact Jim Seymour at Realities Inc.,
2300 Fifteenth Street Denver, Colorado 80202 (303) 455-9600

Circle 73 on reader service card

If you're in the process of selecting a computer for your company, upgrading your current system or discovering new uses of the computer for facilities management and design – Find the information you need to make the right decisions at the sixth annual

COMPUTER-AIDED SPACE DESIGN & MANAGEMENT CONFERENCE

Co-sponsored by Gralla Publications' *Contract* and *Facilities Design & Management* Magazines

November 12-13, 1984 • Omni Park Central • New York City

Who Should Attend

If you're a facility executive—director, manager or planner, engineer, real estate/property officer, an architect or design professional, 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 experience—if you are considering computerization for the first time or are an end-user—this Conference will provide you with information you can put to use immediately!

And Why...

Find out how others solve problems you face on-the-job at your choice of seminars.
Discover how to:

- analyze your need for a computer—which applications are cost-effective for your organization and which ones are not
- determine what personal computer, micro or turnkey system is right for your needs
- select a service bureau or consultant
- implement a system into your work environment
- structure a software agreement with your vendor
- manage a project with the computer

Shop for the computer system that's right for you
The foremost suppliers in the country will be at the Conference to demonstrate their equipment, explain capabilities and costs, and discuss your needs one-to-one.

1984 Honorary Industry Advisory Board...Here are some of the professionals who helped to shape our Conference:

John R. Adams
Facility Management Institute
Ann Arbor, MI

E. Crawley Cooper
Jung/Brannen Associates, Inc.
Boston, MA

Les J. Cranmer
Interspace Inc.
Philadelphia, PA

Paul J. Druckman
CAD/CAM Technologies, Inc.
Rutherford, NJ

H. Lee Hales
Management Consultant
Houston, TX

Peter S. Kimmel
General Services Administration
Washington, D.C.

Anthony Mirante
Gensler & Associates
San Francisco, CA

Gary H. Silver
Hellmuth, Obata & Kassabaum
New York, NY

Ross L. Trenholm
Resource Dynamics, Inc.
Stow, MA

Here's what attendees said about the fifth annual Computer-Aided Space Design & Management Conference:

"An excellent Conference overall and a great opportunity to compare problems and experiences with other facility managers."
—Ray Rader, Harris Corporation, Melbourne, FL

"This Conference is the best single resource for facilities design and management computerization. A must for anyone in the field."
—James Ponder, USF&G Insurance, Baltimore, MD

"I appreciate that the Conference was not only geared toward mainframes, but showed micro computer alternatives."
—James Brooks, Robert Martin Company, Elmsford, NY

"I liked the frankness and direct approach taken by the speakers...No one tried to sell a system, just presented facts."
—Gordon Richardson, Southern New England Telephone, New Haven, CT

"A useful Conference for both people with no practical computer experience and actual end-users."
—Ron Beattie, Interior Facilities Associates, Inc., New York, NY

Take a first-hand look at computer systems in action

We've expanded our Exhibit Area to offer you a large variety of computer hardware/software systems for facilities management, architecture and interior design. This is your opportunity to see what technology is available from the nation's top 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 Exhibit Area:

CALCOMP, INC.
CORE/HERMAN MILLER, INC.
DESIGN FUTURES, INC.
INSITE
INTERGRAPH CORPORATION
MICRO-INSTALLATIONS, INC.
NPS AUTOMATION SERVICES, INC.
RESOURCE DYNAMICS, INC.
THE RYAN GROUP
SIGMA DESIGN
STEELCASE, INC.

Exhibit hours:
Monday, November 12th: 4:00 p.m.–6:00 p.m.
Tuesday, November 13th: 10:15 a.m.–1:15 p.m.

For information on exhibiting, contact Laura Goldstein or Helaine Koffler at 212-869-1300.

Tailor your own educational program to meet your needs

Monday, November 12, 1984
9:00 a.m. – 10:15 a.m.

A1: **How to Evaluate Your Need for a Computer System**
Speakers: Paul J. Druckman, CAD/CAM Technologies, Inc., Anthony Mirante, Gensler & Associates, Ross Trenholm, Resource Dynamics, Inc.

A2: **How to Protect the System**
Speaker: David Wolfberg, Wolfberg, Alverez, Taracido

10:30 a.m. – 11:45 a.m.

B1: **Survey of Personal & Micro Computers for Facilities Management & Design**
Speaker: H. Lee Hales, Management Consultant

B2: **How to Use a Service Bureau**
Speaker: Patrick Brown, Interactive Graphics Services Co., Inc.

1:15 p.m. – 2:30 p.m.

C1: **Survey of Turnkey CADD Systems**
Speakers: George Hemming, Eastman Kodak Company, Dan Raker, Design & Systems Research Inc., Jack Robinson, Intergraph Corporation

C2: **How to Work with a Consultant**
Speakers: Paul J. Druckman, CAD/CAM Technologies, Inc., H. Lee Hales, Management Consultant

2:45 p.m. – 4:00 p.m.

D1: **End-Users Roundtable: Facility Managers**
Speakers: Basil Callimanis, Facilities Management Consultants, Jean Hardginski, The Pillsbury Company, Peter S. Kimmel, General Services Administration, John Morganti, GCA Corporation

D2: **End-Users Roundtable: Architects/Designers**
Speakers: Les J. Cranmer, Interspace Inc., Gary H. Silver, Hellmuth, Obata & Kassabaum

Tuesday, November 13, 1984
9:00 a.m. – 10:15 a.m.

E1: **How to Manage a Project with the Computer**
Speakers: Rose M. Erickson, Basicomp, Inc., Morton Glatstein, Interior Facilities Associates, Inc.

E2: **Computerized Real Estate Asset Management**
Speakers: Kreon Cyros, Massachusetts Institute of Technology, Simon Volinsky, CBS Inc.

1:15 p.m. – 2:30 p.m.

F1: **Getting a System Up & Running: Pitfalls to Avoid**
Speakers: Stephen Binder, Citibank N.A., Ched Reeder, The Computer-Aided Design Group, Ronald T. Ryan, The Ryan Group

F2: **How to Negotiate a Computer System/Software Maintenance Contract**
Speaker: Richard Raysman, Brown, Raysman & Millstein

2:45 p.m. – 4:00 p.m.

G1: **Bonus Session—How to Use Computers to Monitor Building Maintenance, Energy & Security Systems**
Speakers: To be announced

Registration Information

To register, just fill out the coupon and mail it today to: Gralla Conferences, 1515 Broadway, New York, NY 10036, —or— call Barbara Dales, toll free at 800-223-6767 (New York State registrants may call collect at 212-869-1300).

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 and exhibits), 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 working hours in advance of the Conference. No refunds after that time.

Accommodations: Rooms have been blocked at the Omni Park Central. All registrants will receive hotel housing forms by mail. The Omni Park Central is located at 870 Seventh Avenue (at 56th Street).

Tax Deduction: Treasury Regulation 1-162-5 permits an income tax deduction for educational expenses.

Circle 84 on reader service card

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

Please register me for the Conference on November 12-13, 1984, in New York City.

☐ Payment enclosed ☐ Bill my company

Name_____ Title_____
(please type or print)

Name_____ Title_____

Name_____ Title_____

Company _____

Address _____

City_____ State_____ Zip_____

Telephone ( ) _____

A Touch of Glass

from the Southeast's oldest and largest manufacturer of ¾" glass table tops.

AMCOA proudly announces two new lines in their series of carved glass furniture. Introducing Largo and Interlude.

Carved Glass by AMCOA

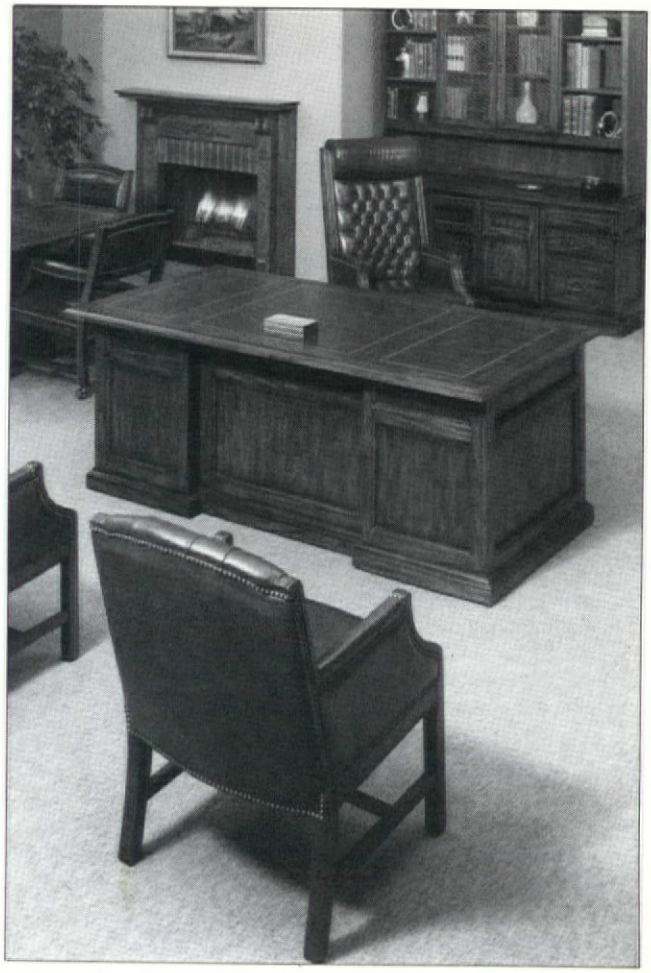
Custom designs or patterns available etched. Complete design service. We ship worldwide. Write for brochure.

6301 N.E. 4th Avenue, Miami, Florida 33138
Dade: (305) 751-2202 Broward: (305) 525-3737.
Toll Free (Florida only) (800) 432-4003
Toll Free (Outside Florida) (800) 327-7514.

Represented in the Midwest by ROZMALLIN/ Chicago (312) 467-6860.

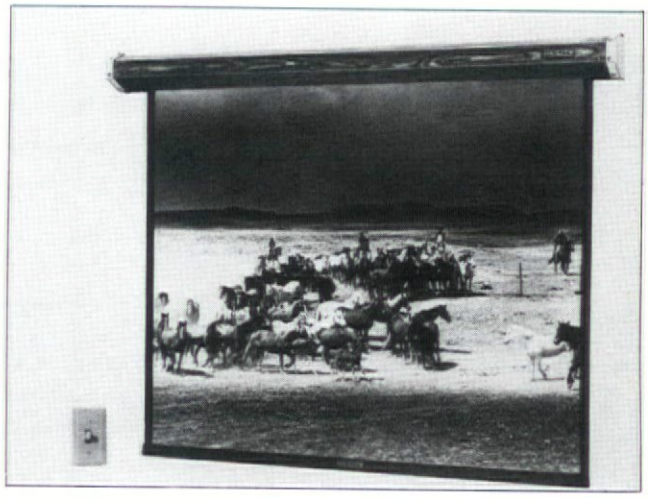
Circle 85 on reader service card

PRODUCTS & SERVICES



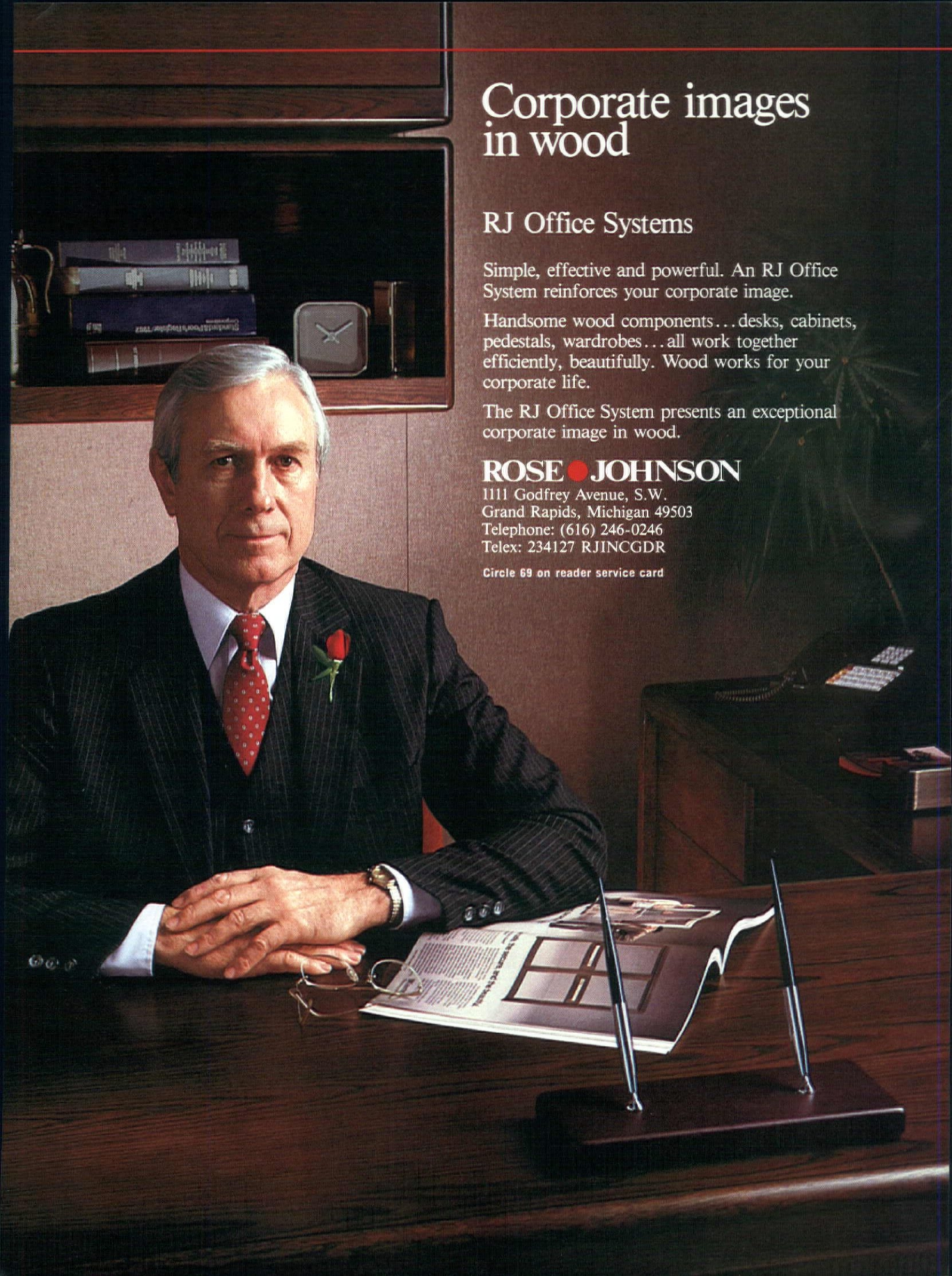
OAK DESK FEATURES LEATHER TOP

"Hermitage" desk series from **Paoli** includes an oak desk with hand-tooled, red or brown leather top. A matching credenza is also available. **Circle No. 248.**



PROJECTION SCREEN FEATURES HIDDEN MOTOR

The Cosmopolitan Electrol, an automatic projection screen from **Da-lite Screen Company,** features a whisper-quiet motor encased in its metal roller. Three-position remote control switch raises and lowers picture surface. Screen is available in sizes from 50- by 50-in. to 12- by 12-ft.
Circle No. 464.



Corporate images in wood

RJ Office Systems

Simple, effective and powerful. An RJ Office System reinforces your corporate image.

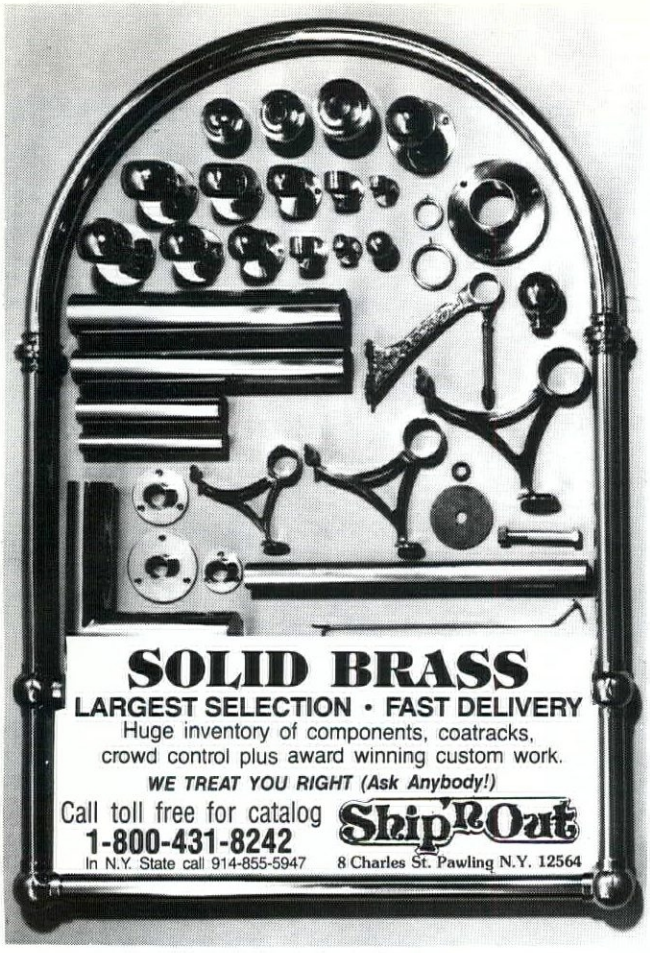
Handsome wood components... desks, cabinets, pedestals, wardrobes... all work together efficiently, beautifully. Wood works for your corporate life.

The RJ Office System presents an exceptional corporate image in wood.

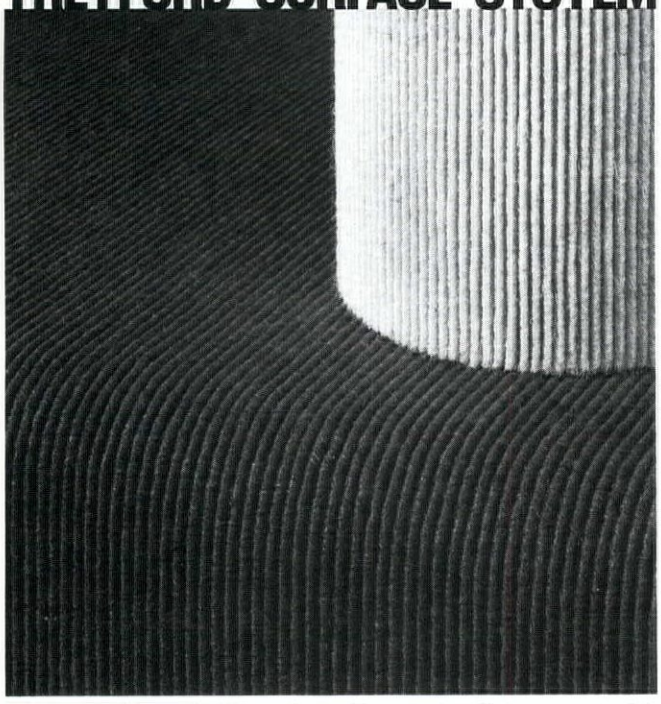
ROSE ● JOHNSON
1111 Godfrey Avenue, S.W.
Grand Rapids, Michigan 49503
Telephone: (616) 246-0246
Telex: 234127 RJINCGDR

Circle 69 on reader service card

Circle 86 on reader service card



THE HERE-THERE-EVERYWHERE TRETFORD SURFACE SYSTEM



Cover floors. Adorn walls. Wrap columns. Decorate doors. Enhance panels, platforms, partitions and benches. Do all that—and more—with the Tretford Surface System of coordinated broadloom, modules (not shown) and Acousticord. Tretford and Acousticord available on cut-order basis with our stocking program. Contact: Eurotex. The Marketplace, 2400 Market St., Phila., PA 19103. 800-523-0731. In PA 215-568-4300.

EUROTEX

Circle 87 on reader service card

PRODUCTS & SERVICES

SLATWALL SYSTEM ELIMINATES VISIBLE JOINT LINES

Vertical slatwall system, offered by **New Directions,** eliminates visible joint lines when installed. System uses specially designed face-outs and displayers; hardware for conventional horizontal applications is also available.
Circle No. 226.

CERAMIC TILE TABLE IS TRIMMED WITH OAK

Tile Tops Inc. offers a ceramic tile table top trimmed with an oak edge; the non-porous surface will not absorb food stains or odors. Six series are offered in a wide variety of tile colors, shapes, and sizes to meet many design schemes.
Circle No. 465.

Circle 88 on reader service card

ON A SCALE OF 2 to 5, PLASTIGLIDE is #1

A broad range of sizes for furniture, general purpose and institutional applications including 2" to 5" wheel diameters with tread widths up to 1-1/4".

A variety of wheel materials, brakes and rigid or swivel top plates and stems to meet your requirements.

Send for free catalog.

PLASTIGLIDE
PLASTIC & METAL COMPONENTS

EXECUTIVE OFFICES: 2701 W. El Segundo Boulevard, Hawthorne, California 90250—(213) 777-8108 — OTHER PLANTS & OFFICES: Waterbury, CT—Chicago, IL,—High Point, NC—Toronto, ON, Canada

FREE INFORMATION FAST

Use handy Reader Service Card for quick and convenient response to products displayed in this issue.

VIRCO®

LOCALLY Stocked Furniture

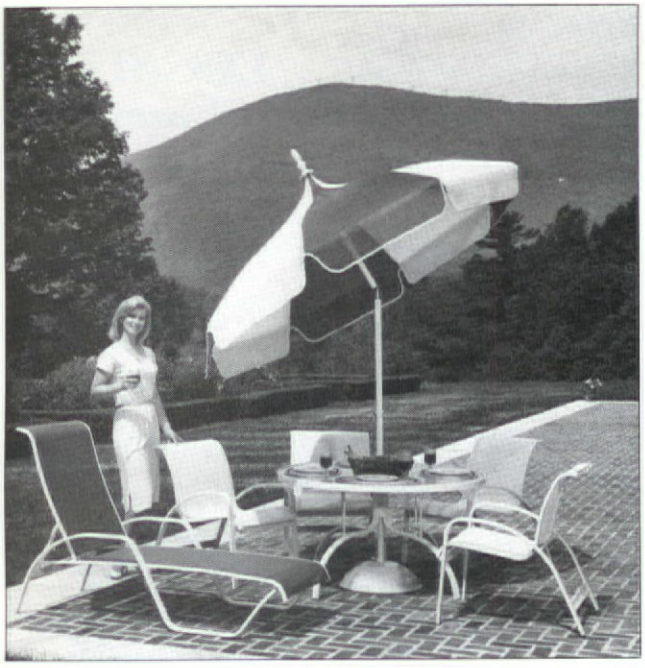
Boost your sales and profits without investing valuable dollars in inventory. Call for a free Locally Stocked Furniture Catalog and price list to learn how you can use Virco's 38 warehouses to offer your customers outstanding values and immediate delivery on a complete line of popular office furniture.

For more information Call your local warehouse:

Atlanta	(404) 352-3910	New Orleans	(504) 833-1777
Birmingham	(205) 322-3777	Norfolk	(804) 461-8774
Boston	(617) 391-3000	Oakland	(415) 562-9780
Chicago	(312) 247-1030	Oklahoma City	(405) 232-9631
Cincinnati	(513) 281-6009	Orlando	(305) 859-2580
Columbus	(614) 497-2419	Philadelphia	(215) 355-0845
Conway	(501) 329-2901	Phoenix	(602) 254-8885
Dallas	(214) 660-3704	Pittsburgh	(412) 322-5495
Denver	(303) 371-2333	Portland	(503) 620-8634
Detroit	(313) 399-5300	Richmond	(804) 644-9078
Elk Grove Village	(312) 439-6661	Salt Lake City	(801) 486-9247
Houston	(713) 460-9355	Seattle	(206) 575-0484
Indianapolis	(317) 359-9631	South Windsor	(203) 528-4421
Jacksonville	(904) 356-4116	St. Louis	(314) 241-7110
Kansas City	(816) 474-6091	Syracuse	(315) 458-9080
Louisville	(502) 636-0876	Tampa	(813) 248-5737
Metro Los Angeles	(213) 628-7741	Torrance	(213) 532-3570
Miami	(305) 624-1000	Washington/ Baltimore	(301) 279-2083
Minneapolis	(612) 379-0660		
Nashville	(615) 259-2525		

VIRCO® *For All The Right Reasons*

Circle 89 on reader service card



VANILLA-COLORED FRAME SUPPORTS PRIMERA

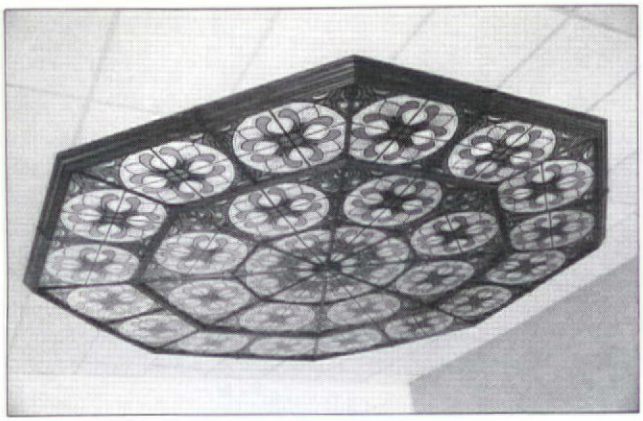
The rectangular tube frame used in the "Primera" furniture collection from **Telescope Folding Furniture Co.** is finished in a vanilla-colored, baked-on polyester that resists chipping; vinyl-coated mesh seating material is available in vanilla, navy, and rust. **Circle No. 241.**

SUNROOM FEATURES CURVED-EAVE DESIGN

The Sun Co. has developed a curved-eave sunroom with insulated, tempered glass. Manufactured of clear fir and cedar, the sunroom employs a weather-tight, aluminum glazing system. Kits are available for a variety of sizes and configurations. **Circle No. 225.**

Circle 90 on reader service card

PRODUCTS & SERVICES

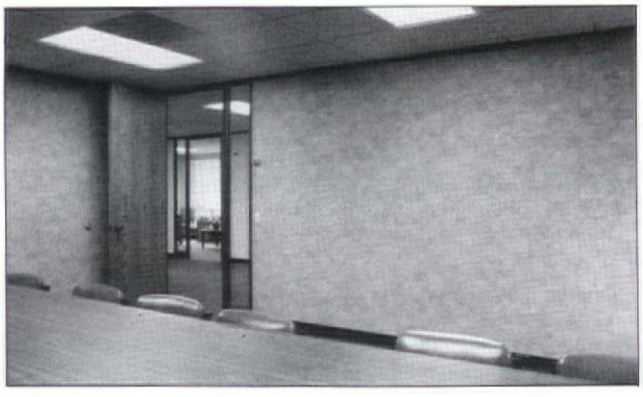


CEILING UNITS INSTALL ON STANDARD T-GRIDS

Luminated from above with standard fluorescent lighting, "Spectaculars," ceiling units from **Yorkraft,** are easily installed on standard, T-grid ceiling systems. Custom unit shown features panels of Gothic design and has a 12-ft. diameter. **Circle No. 240.**

MARATHON CARPET HAS ENERGY-EFFICIENT BACKING

Porter Carpet Mills has introduced a new Herculon fabric called "Marathon." The product has a high-density urethane backing for energy-efficient insulation and is available in five colors. **Circle No. 239.**



WALL SYSTEM IS MOVEABLE, REUSABLE

"Value/wall," a moveable and reusable wall system from **O'Brien Inc.,** has a solid appearance and offers ceiling height walls, sound control, a variety of finishes, and easy access to telephone and electrical wiring. **Circle No. 237.**

Circle 91 on reader service card

ONE LOOK AT OUR LINE IS WORTH A THOUSAND PRICE LISTS.

California Computer Furniture offers you a complete line of computer furniture. From our warm, solid Oak and Walnut work stations, exquisitely hand crafted and finished, to our full range of document storage and media accessories.

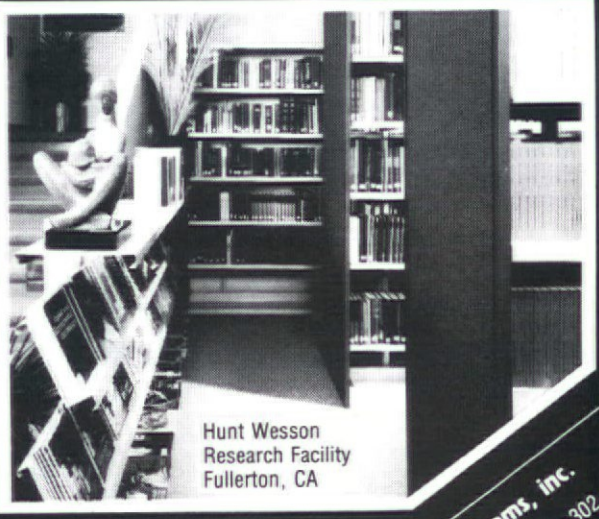
Take a closer look at CCF. Call now for catalog sheets and further information.

CCF

California Computer Furniture
201 West 138th St., Los Angeles, CA 90061 **(213) 770-3051**

PATENTED HIGH TECH STEEL SHELVING

FOR LIBRARIES-SCHOOLS-CORPORATE-LAW-RETAIL OFFICES-DISPLAYS-BOOKS, CATALOGS, BROCHURES AND MANUALS



Hunt Wesson
Research Facility
Fullerton, CA

- Either angled or flat shelves
- Available in any length or height
- Bright colors
- No sag

"L" shelving systems, inc.
700 Pacific Coast Hwy., Suite 302
Redondo Beach, CA
213-376-9811

Circle 92 on reader service card

Coming In October CONTRACT... Bank "Executive Buyer Edition"

October CONTRACT's Bank "Executive Buyer Edition" features **bonus circulation** to 5,000 presidents and board chairmen at banks and other financial institutions. Editorial features cover a wide range of areas of interest to specifier/buyers including...

Bank Design — An in-depth look at impressive bank installations.

Bank Furniture/Furnishings Review — The latest products available today from major manufacturers, including executive, traditional and reproduction furniture.

Lighting Specification Guide — A directory of major contract lighting sources and products, listed according to type.

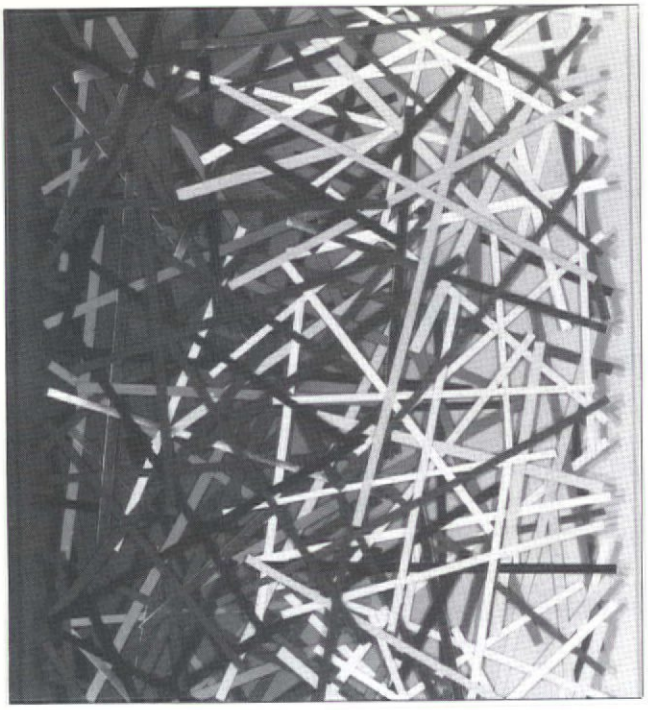
Who's Who In Contract Design/West — 9th annual census of contract specifiers/architects/designers — who they are, the work they're doing.

International Hotel/Motel Show Preview — An early look at who and what will be on hand for the New York City event, November 11-14.

Ad Value For Suppliers: Your ad in October CONTRACT reaches over 34,000 specifier/buyers interested in your products. For more information call Gary Puro, associate publisher at 212-869-1300. **Ad space closes September 10.**

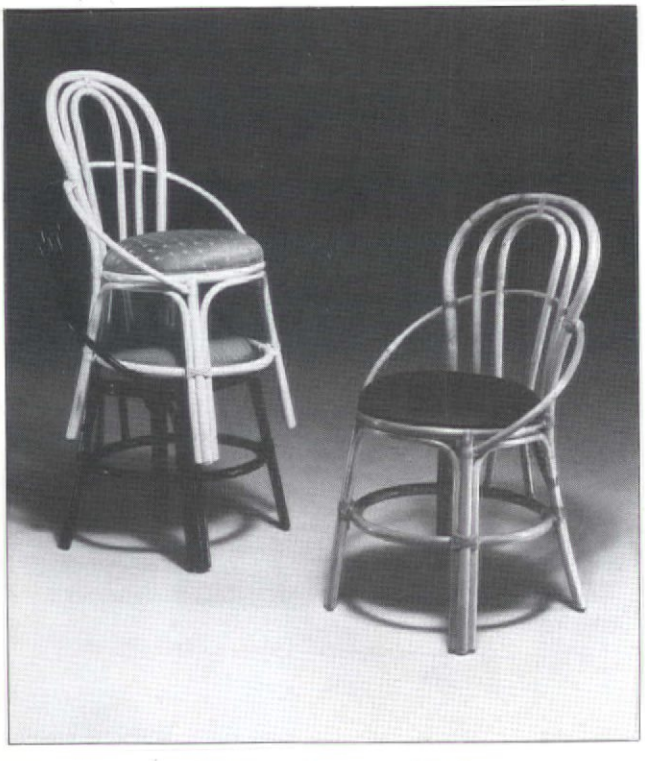
Contract

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



3-D ARTWORK ADDS DRAMA TO WALLS

"Pick Up Sticks," a three-dimensional piece of artwork from **WW Graphics**, adds drama to wall decor. Created by artist Warren Woodward, product is available in various color palettes and in square or rectangular formats. **Circle No. 252.**

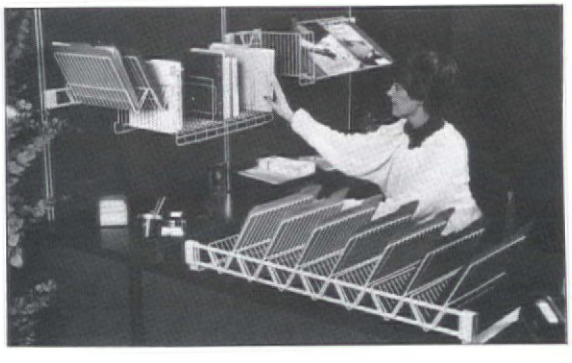


LEATHER BINDS RATTAN RESTAURANT CHAIRS

Stacking restaurant chair is made of rattan and has leather bindings. Available from **Lewittes,** chairs are available in 20 wood-tone and painted lacquer finishes or to specification. Seats are offered in velvets, textures, vinyls, or C.O.M. **Circle No. 258.**

Circle 93 on reader service card

Envel Design's free 1984 full color brochure of decorative ceiling treatments is available. Call today for your copy.
(213) 478-2524



Paper-management system hangs on dividers

Constructed of rigid welded steel wire, the Wolff Wire System slips into slotted support standards of open plan panels, can be well-mounted with its own standards, or can rest on work surfaces with a desk-top support. The system, made by **Wolff Wire, Inc.,** *has a variety of easy-to-change, hang-on components.*

902 North Rowe Street
Ludington, MI 49431-0668

P.O. Box 668
Telephone (616) 845-1574

Circle 94 on reader service card

Circle 95 on reader service card

Interior signs by DGS
Total flexibility to help you maintain design integrity

- Raised image/subsurface wall directionals, room identifiers and overheads
- Modular frame systems
- Changeable message units
- DGS raised image/Braille signs comply with federal, state and ANSI standards for the visually impaired

FREE CATALOG
Call our technical sales staff at (312) 337-0344 or write DGS Corporation 222 W. Huron Street, Chicago, IL 60610

DGS CORPORATION
Architectural Signage Systems

Profit the Easy Way
INSTALL MOD·U·LINE II MOLDED FILE DRAWERS

Unique design rigidly hangs these gracefully molded file and convenience drawers under any horizontal surface. Mod-U-Line II File Drawers, for letter or legal size hanging files, introduce utility and enrichment to any work surface. And with surprising economy. Full extension slide-mounted in steel hangers with attractive molded covers, installer positions the 12" deep file drawer beneath the smaller 4½" or 6" drawer.

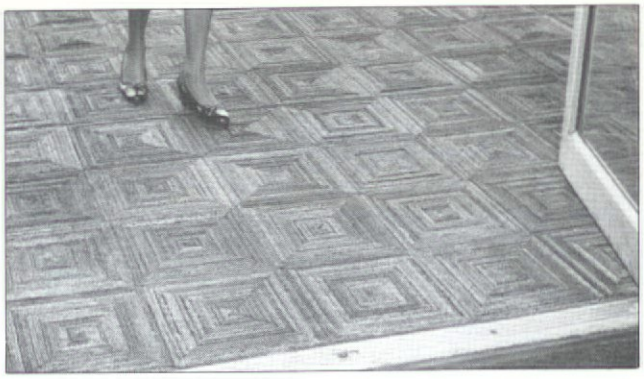
Colors are Beige, Brown or a custom ordered color. Mod-U-Line File Drawer Systems are packaged in sets of twelve. Purchaser specifies molded-in handle, or alignment lip for installation of custom front.

Write or telephone for complete specifications, prices and installation instructions:

alma plastics company
6910 N. Shadeland Ave., Suite 203, Indianapolis, IN 46220 (317) 842-5671

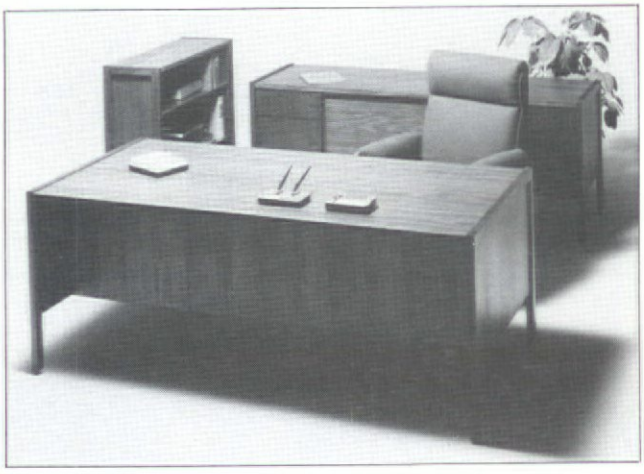
Circle 96 on reader service card

PRODUCTS & SERVICES



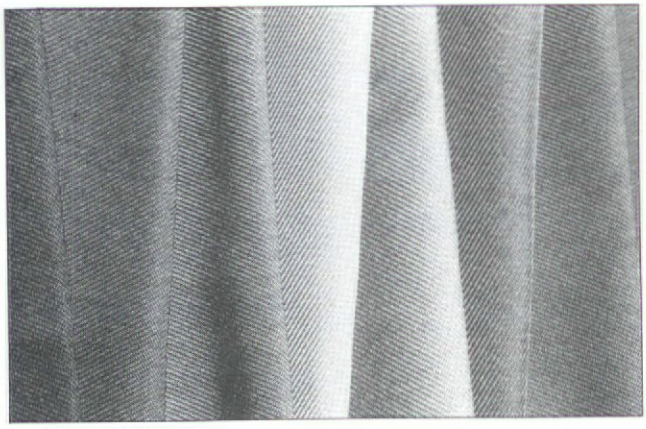
NON-SKID ENTRYWAY TILES HELP REDUCE FALLS

Intended for heavy-traffic areas, gray-tone tiles are non-skid and shrink-resistant. Tiles are made of rubber-fabric strips which are arranged in a geometric pattern. Product is available from **The R.C. Musson Rubber Co. Circle No. 233.**



HARVARD OFFICE FURNITURE IS STREAMLINED

A streamlining of the "Harvard" series of desks, credenzas, bookcases, and files has been completed by **Anderson.** Metal handles have been replaced with recessed finger pulls on drawers and files. Desk's center drawer is scaled down and tapered for additional knee space. **Circle No. 257.**



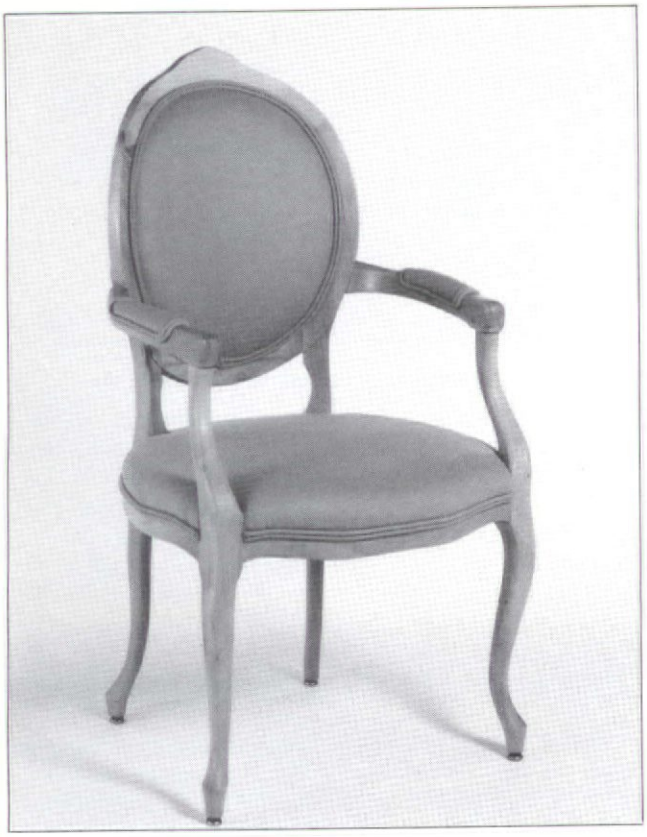
FABRIC HAS HIGH ABRASION RATING

"Bullit" fabric from **Innovations** has an abrasion rating of more than 200,000 double rubs without showing wear. Woven from a 100 percent Antron nylon, fabric can also be used as a wall-covering. Product is available in a range of 24 colors. **Circle No. 245.**

PRODUCTS & SERVICES

FILING TRAYS STACK WITH BUILT-IN FEET

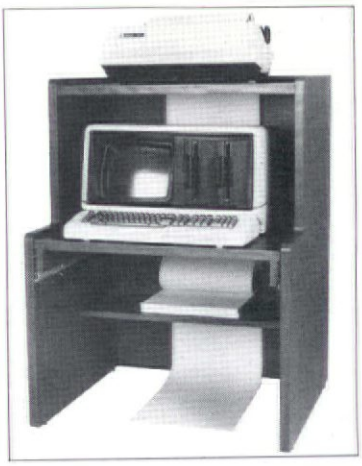
"Quickstack" filing trays from **Rubbermaid** have built-in feet that double as connecting tabs, so trays of the same size can be stacked atop one another. Product is available in letter, legal, and data sizes. **Circle No. 253.**



FRENCH ARMCHAIR LACKS DUST-CATCHING CARVING

Contemporary version of a French armchair has a curved wood frame minus dust-catching carving. Model 1555, from **Shelby Williams Inds.,** features a foam-padded spring seat with foam-padded back and arm rests. **Circle No. 231.**

Circle 97 on reader service card



THE PERFECT WORK STATION

Space is a factor in offices. Wasted, it could be very expensive. The MODEL SS (SPACE SAVER), with center pull out shelf for easy service access, can be placed in a space 36" wide by 33" deep.

So if your organization is making a concerted effort to save space and would like more information on our SS MODEL or worktables and CRT tables write:

*Dealer Inquiries Welcomed

NATCO-The Space Saving Company
4300 Rhode Island Avenue
Brentwood, Maryland 20722
Telephone # (301) 277-0081

*call collect

Sanitary
Durable
Carefree
Non-Porous

tiletops

Tile Tops, Inc.
413 Londondary
St. Louis, MO 63011
(314) 576-6117

Tile Tops are a designers dream. The non-porous sanitary surface is available in a wide range of colors, sizes and shapes to meet any design scheme.

Free Catalog upon request!

Circle 98 on reader service card

BEST FRIENDS

CF&A is the "best friend" your computer terminal will ever have. Whether it's a specialized desk for your IBM or Apple Personal Computer, a stand for Qume, NEC, Diablo, T.I. and a host of other printers, or a Classic Series Desk in a wide range of sizes and configurations, we have the perfect companion for your personal or business computer system. In addition, our DR Series offers desk height RETMA rack mount enclosures, as either free-standing modules or integrated into the desk. Remember Computer Furniture and Accessories... Quality, features and style to bark about at prices that won't make you howl.

CF&A

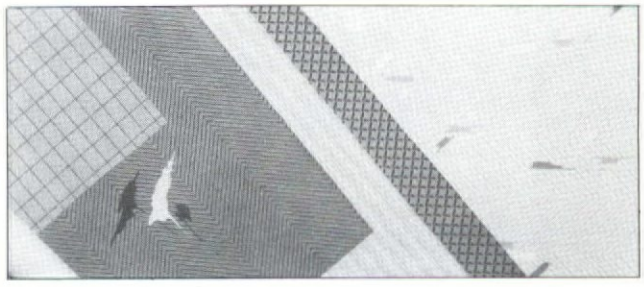
Computer Furniture and Accessories, Inc.
515 West 132nd Street
Gardena, CA 90248
(213) 327-7710

Circle 99 on reader service card

PRODUCTS & SERVICES

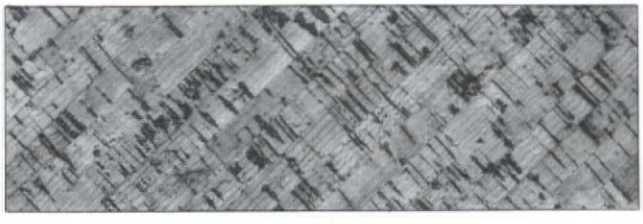
DECO GROUP FLAUNTS LILY LEAF DESIGN

Deco chairs harken back to the early 1900s with their lily leaf design. A part of **Tropitone's** "Veneman" collection of cast-aluminum furniture, chairs are rust-resistant. Coordinating tables are available in glass and acrylite. **Circle No. 229.**



BOND STREET INSPIRES WALLPAPER COLLECTION

A collection of coordinated wallcoverings and fabrics, inspired by London's Bond Street fashion district, has been introduced by **Ronald Charles Assoc.** The collection features 19 wallpaper designs available in six colors each, plus eight coordinating fabrics for draperies, upholstery, and bedspreads. **Circle No. 247.**



OBLIQUE STRIPES DECORATE RESILIENT FLOORING

PermaGrain Products has added "Oblique," a striped pattern, to its "Designer Cork" flooring line. Product sandwiches natural cork between a moisture-resistant backing and pure vinyl. **Circle No. 235.**

Circle 101 on reader service card

SUNBRELLA SOLE™

Umbrellas to match your imagination

SAN FRANCISCO	415 861-7820
LOS ANGELES	213 749-6100
SCOTTSDALE	602 996-0556
CHICAGO	312 644-2720
ATLANTA	404 266-2476
HONOLULU	808 395-2866
TROY, MI	313 649-4600
EDMONTON, ALBERTA CANADA	403 488-8228

Circle 100 on reader service card

The final word on your latest design.

Permaclad®

Metal furniture coated with Permaclad® speaks volumes. The shimmering finish that lets people know immediately yours is a quality product. The rugged mar resistance that lets your product look good for years. Even the less obvious—the manufacturing efficiencies you gain with Permaclad.

Permaclad high solid enamel is sold only by Sherwin-Williams Chemical Coatings Division. It is just one of many Sherwin-Williams products your industry uses to add that finishing touch.

Uncover the Perfect Finish.

If you coat metal, wood or plastic furniture, call or write for our free brochure.

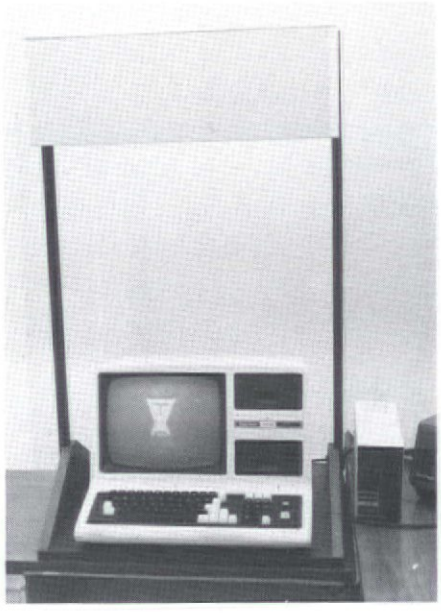
SHERWIN WILLIAMS CHEMICAL COATINGS

11541 SOUTH CHAMPLAIN AVENUE • CHICAGO, ILLINOIS 60628

1 (800) 821-3800

AMBI-LITE SOLVES CRT LIGHTING PROBLEMS

Our AL-84 fixture eliminates glare, harsh shadows and keyboard reflection associated with CRT usage.



Steel tubing supports finished in matte black enamel adjust to heights of 17, 40, or 66 inches to solve placement problems. Easily installed with tax credit and accelerated depreciation available.

Representative and dealer inquiries invited.

AMBI-LITE, INC., P.O. Box 34981, San Antonio, TX 78265 (512) 650-3196

Circle 65 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.

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.

THE HITCHCOCK CHAIR CO., P.O. Box 507, Rt. 219, New Hartford, CT 06057; 203/379-8531. *Contact:* Jeffrey Pulver. *Product:* Solid wood traditional and country furniture in oak, maple, cherry. *Territories:* Florida, Illinois, North Carolina, E. Pennsylvania, Delaware.

EXECUTIVE FURNITURE, INC., Country Road 400 W., P.O. Box 167, Huntingburg, IN 47542; 812/683-3334. *Contact:* Tom Spangler. *Product:* Wood casegoods. *Territories:* Various territory openings.

INWOOD OFFICE FURNITURE, P.O. Box 646, Jasper, IN 47546; 812/482-6121. *Contact:* Glen M. Sturm. *Product:* Medium priced, high quality wood office and school furniture. *Territories:* Pacific Northwest, upstate New York, and other territories.

BENEDETTI CORP., 3011 E. Pico Boulevard, Los Angeles, CA 90023; 213/263-9761. *Contact:* L. Bennett. *Product:* Casegoods, seating, landscape system.

THE CLASSIC ILLUMINATION, 431 Grove St., Oakland, CA 94607; 415/465-7786. *Contact:* Phil Waen. *Product:* Period reproductions through contemporary design lighting fixtures in solid brass with blown glass shades.

FREE INFORMATION FAST

Use handy
Reader Service Card
for quick and
convenient response
to products displayed
in this issue.

ENVEL DESIGN CORPORATION, 1940 Cotner Avenue, Los Angeles, CA 90025; 213/478-2524. *Contact:* Quinn Mayer. *Product:* Luminous ceiling systems, decorative luminous ceiling lenses.

LAMINATES UNLIMITED, INC. (L.U.I.), 2720 Sisson Street, Baltimore, MD 21211; 301/889-5553. *Contact:* Joseph Flutka. *Product:* High pressure laminate office and computer support furniture. *Territories:* Selected territories available

L SHELVING SYSTEMS, 700 North Pacific Coast Highway, Suite 302, Redondo Beach, CA 90277; 213/376-9811. *Contact:* Michael Warner. *Product:* Innovative and attractive high tech steel shelving systems suitable for libraries, schools, corporate offices, law offices, sales offices, and any other place which needs them. *Territories:* Choice territories open.

AMBI-LITE, INC., P.O. Box 34981, San Antonio, TX 78265; 511/650-3196. *Contact:* R.L. Sievers. *Product:* Designed specifically for the CRT area. *Territories:* Many choice territories still open for the only HID ambient lighting fixture.

FIXTURES FURNITURE, 1642 Crystal, Kansas City, MO 64126; 800/821-3500. *Contact:* Charles E. Post. *Product:* Contract seating.

MODULAR DESIGNS, INC., 15541 Mosher Street, Tustin, CA 92680; 714/838-8560. *Contact:* Karen Valverde. *Product:* Wood office furniture, casegoods, systems, seating. *Territories:* New England, New York, the Carolinas, Florida, Chicago, northern Illinois, Atlanta.

EAGLE COMPUTER FURNITURE SYSTEMS, P.O. Box 586, Easton, PA 18042; 800/223-3962 or 215/252-2220. *Contact:* Anthony J. Rotondo. *Product:* Comprehensive line of quality computer support furniture systems. *Territories:* southeastern region, south central region, southwest region.

FREE INFORMATION FAST

Use handy
Reader Service Card
for quick and
convenient response
to products displayed
in this issue.

Circle 102 on reader service card

CUSTOM COLOR WALL MURALS from Wicklund & Associates

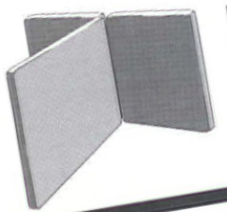
Shown Above: **BREAKERS** Design Height 78"
A two color design, printed in your choice of color on any grounds. One of 16 new designs from the Custom Collection produced on Class A vinyl.

For literature and distributor information, please contact:
Wicklund & Associates Design, Inc. (612) 473-9066
2165 Daniels Street, Long Lake, MN 55356

OUR PANELS REDUCE NOISE–90 TO 100%.

Freestanding or wall-mounted, Brewster office panels have NRCs (Noise Reduction Coefficients) of .90 to 1.00. That means noise is absorbed, not reflected. 90 to 100% of the noise. They'll take the impact out of an impact printer. Or quiet the clatter of office chatter. They set up in minutes, too. Without tools or special hardware. Quick. Easy. Flexible. And the perfect way to keep peace in the office. Call for a free catalog:

1-800-243-8198
(In CT, (203) 388-4441)

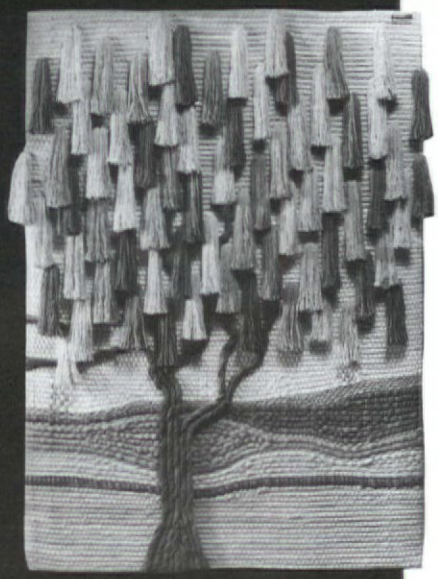


BREWSTER
THE BREWSTER CORPORATION
Old Saybrook, Connecticut 06475
Another Brewster advantage.

Circle 103 on reader service card

Circle 104 on reader service card

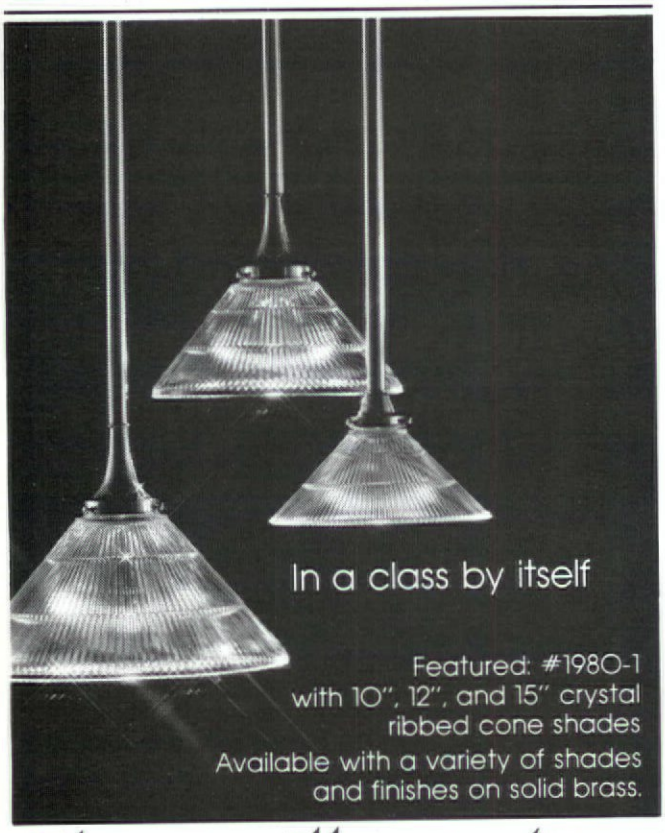
the look
WOVEN
SCULPTURE



Woven sculptures solve bare wall - large or small - design problems. These gallery quality wall hangings are hand loomed by California artisans. Custom weavings are available in any size or any color.

the place
TMA

TED MORRIS & ASSOCIATES, INC.
1933 South Broadway Showroom: 1007 - L.A. Mart
Los Angeles, California 90007 (213) 747-0381



In a class by itself

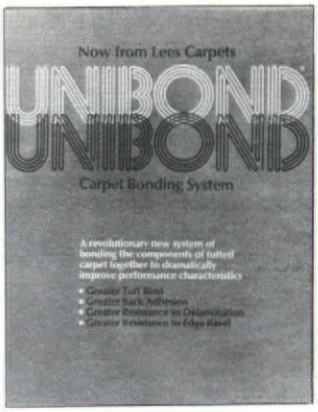
Featured: #1980-1 with 10", 12", and 15" crystal ribbed cone shades
Available with a variety of shades and finishes on solid brass.

Classic Illumination
431 Grove Street, Oakland, CA 94607 415/465-7786

Circle 105 on reader service card

CATALOGS & BROCHURES

Plastiglide



Lees

A new brochure from Plastiglide Mfg. Corp. depicts components and hardware for computer tables and stands, partitions, cabinets, office chairs, and desks. The firm's custom capabilities are also discussed. **Circle No. 202.**

"Unibond" carpet bonding system is explained in product literature from Lees Carpets. Test results are provided along with recommended construction specifications for installation in open plan offices and schools.
Circle No. 210.

Fold-out brochure from Product Crafters Inc. promotes its "Open Plan Office Acoustical Privacy Planning Guide." Available at a cost of $39.95, the book presents principles of speech privacy theory; analyses of acoustical ceiling, sound masking, and space divider elements; layman's explanations of laboratory open plan performance testing.
Circle No. 214.

"Reflecto-Lite" series of "Spectra-Glaze" wall facing is featured in a brochure from The Burns & Russell Co. Various patterns and colors are illustrated. **Circle No. 211.**

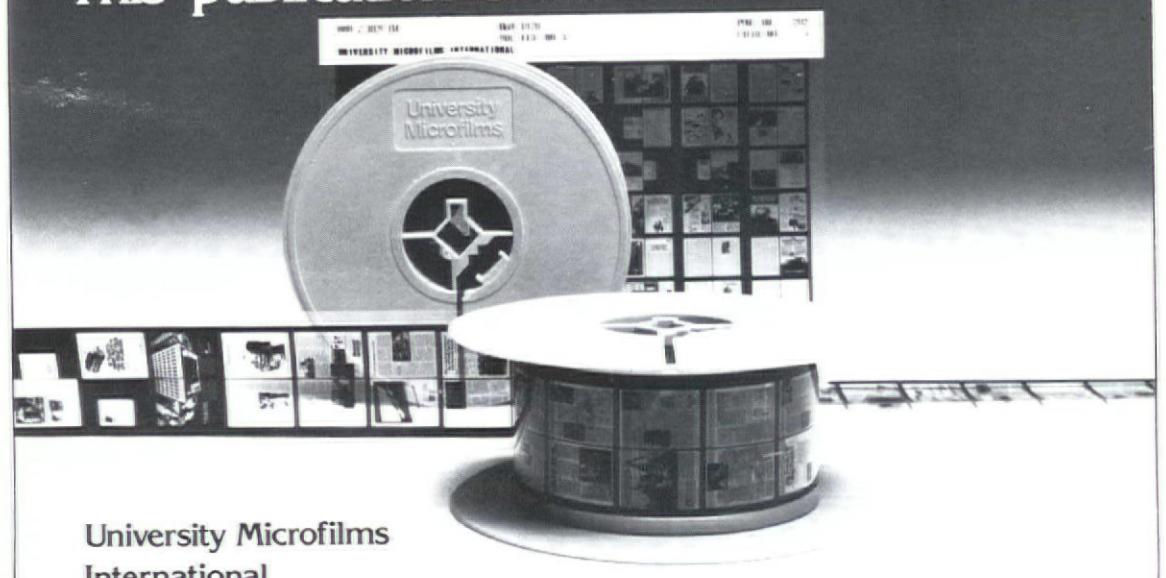
Darlabs

Belart

"Wall Decor 1984-85 Catalog Collection" from Belart features a wide range of framed art styles from traditional to contemporary. Many of the prints depicted in the 68-page catalog are available double-matted and gallery-glassed. Wood and metal frames are of the firm's own design. **Circle No. 220.**

Communications wiring is the subject of a 14-page brochure on Darlabs Inc.'s "Mod-Tap" system. Featured are modular, snap-together components. **Circle No. 201.**

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. P.R.
Ann Arbor, Mi. 48106
U.S.A.

30-32 Mortimer Street
Dept. P.R.
London W1N 7RA
England

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.

HELP WANTED

DIRECTOR OF MARKETING WOOD OFFICE SYSTEMS

Our client, a major wood systems manufacturer, is seeking the right individual to develop and implement long-range marketing plans geared towards increasing market share and entering new distribution channels. Will also set up and delegate departmental functions of product development, advertising/promotions, research, analysis and support systems. Should be able to utilize computer for reporting, planning and analysis. Ideal candidate can become Vice President Sales and Marketing in a short period of time. To investigate this opportunity contact in strictest confidence:

Yvonne Crawford
Contract Furniture
COOK ASSOCIATES, INC.
35 East Wacker Drive
Chicago, IL 60601
312/263-1119

YOUR AD HERE WILL GET RESULTS

REGIONAL SALES MANAGERS

Fast growing manufacturer of contract custom wood furniture and systems seeks Regional Sales Managers to be responsible for achievement of territory sales budgets, recruitment and management of independent Sales Representatives.

Sales experience oriented to specifiers, architects, interior designers and corporate end users preferred.

Excellent opportunity for upward financial mobility. Salary + incentives, profit sharing, expenses and excellent fringe benefits. Respond to Richard Morgan, Vice President Marketing

Spec'built Corp.
105 Amor Ave.
Carlstadt, NJ 07072
(201) 438-1864

HELP WANTED

INTERIOR DESIGN PROFESSIONAL

Gee & Jenson—Florida's prestige E/A/P firm with 8 offices throughout the Sunshine State, has an opening in its West Palm Beach corporate headquarters. We need a creative, aggressive individual able to market and promote professional services as well as to design and produce contract documents. We require a minimum of 8 years of commercial and institutional design experience, and a proven record of responsible verbal and graphic communication. Send Resume including present compensation to: Joe Sewards, Personnel Manager, Gee & Jenson, Engineers-Architects-Planners, Inc., Drawer 4600, West Palm Beach, FL 33402. Equal Opportunity Employer.

Classified Ads Continue On The Next Page . . .

CLASSIFIED ADVERTISEMENTS

HELP WANTED

INTERIOR ARCHITECTURAL DESIGNER

Marriott's Architecture & Construction Division has a challenging career opportunity for a creative Interior Architectural Designer. Marriott Hotels are synonymous with quality — ranging from our center city hi-rises to our luxurious resorts worldwide — and we need a versatile individual to become involved with the interior design of these properties.

Qualified individuals will be degreed Interior Designers and/or Architects with a minimum of five years interior design experience with hotels and restaurants. An architectural background, either academically or through experience in working with architects, is required. Experience must include conceptual design, space planning, preliminary design, presentation drawings, color boards, development of construction documents, millwork detailing, selection and specification of furniture and materials, selection of artwork, review of shop drawings, construction inspections and installations. Ability to manage budgets, schedules and a small staff is essential.

Please send resume to: **Marriott Corporation, Dept. 934.11I, Marriott Drive, Washington, DC 20058.** In order to be considered please include your SALARY HISTORY. If unable to send resume please leave a message at **(1-800) 638-6707, extension 2220.** (MD residents call **(301) 493-2220**).

An Equal Opportunity Employer m/f

Marriott

CAREER VISIONS

A National Search and Recruiting Firm

Contract Furnishings Industry Specialists

Manufacturers • Dealerships • Design Firms
Five Years' Contract Industry Placement Experience
Management • Sales • Manufacturer Reps • Designers

Call or send resume to: Cary L. Mark, Certified Employment Consultant
CAREER VISIONS 9620 Chesapeake Drive, Suite 200, San Diego, CA 92123 (619) 571-8464

To Place Your Classified Ad

Call Toll-Free
1-800-223-6767

In NYS Call
(212) 869-1300

OFFICE FURNITURE
60K

Our fast growth major national clients are interested in your background if it includes 1 year + solid contract furniture sales experience with a great track record. Package includes salary + commission + expenses and fringes. Call Jim Frazier, at (312) 693-0280 or mail resume to:

SALES CONSULTANTS
Three O'Hare Towers
8420 West Bryn Mawr
Suite 920
Chicago, IL 60631

Client Companies Pay Our Fees

Architects: Growing, 20-person firm in Midwest seeks two highly motivated and licensed architects with 3–5 years' experience: 1) Project Architect to oversee several projects; 2) Job Captain for production of projects from start to finish. Qualified applicants send resume to: Mr. Thomas R. Gossen, Gossen Livingston Associates, P.A., 420 S. Emporia, Wichita, KS 67202.

AUSTIN INTERIOR/ARCHITECTURE

Key positions available with growing interior/architecture firm.

Director of Interior Design
Director of Space Planning
Experienced Staff Space Planner

Extensive experience required in institutional, corporate, commercial design. ICI, 1101 Capital of TX Hwy. S., #142A, Austin, TX 78746. (512) 327-9299.

SALES OPPORTUNITY FOR RIGHT PERSON

Dealer Salesperson or Designer with NYC following. Profit sharing & partnership possible. Unlimited potential. Send resume in complete confidence. Reply to Box 289, CONTRACT, 1515 Broadway, New York, NY 10036.

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.

SENIOR INTERIOR DESIGNER
DESIGN DEPARTMENT/STORE DEVELOPMENT DIVISION

This is an exciting position with Florida's most innovative store. Position requires a designer with the creative ability to handle a full range of design functions for 26 stores with strong emphasis on material/color specifications and presentation techniques. The designer selected will have had commercial and contract experience; obviously retail store experience is desirable. This is definitely a challenging, creative and a very exciting design opportunity. We offer competitive salaries and an excellent benefit package. Please send your resume to:

BURDINES
Manager—Executive Recruitment
22 East Flagler Street
Miami, FL 33131

SITUATIONS WANTED

Sales manager with heavy contract sales and management experience at dealer level desires Mfgr. Rep/Field Sales Manager position. Territory must include the state of Iowa. Send letters of interest to: Box 170, CONTRACT, 1515 Broadway, New York, NY 10036.

LINES WANTED

Aggressive Mfr. Rep. organization, showroom/warehouse in Saudi Arabia, Eastern provinces, looking for contract lines to include office, health care, educational, residential furnishings, KD furniture. Reply Box 152, CONTRACT, 1515 Broadway, New York, NY 10036.

New Orleans Based Rep. desires lines primarily in Wallcoverings, Fabrics, Furn. Will consider any items related to Contract. Primary coverage area is Southern La., So. Ms., So. Al., and N. W. Fl. to Panama City. Are your Dallas and Atlanta showrooms REALLY covering this area? Can assure intense multiple call effort. Box 169, CONTRACT, 1515 Broadway, New York, NY 10036.

BUSINESS OPPORTUNITIES

PARTNER WANTED

Successful New York City Contract Office Furniture dealer wants to expand. We have excellent financing and very well established lines of credit. Looking for a sales-minded individual (female or male) WITH A FOLLOWING. No investment required. Send details in complete confidence to: Box 305, CONTRACT, 1515 Broadway, New York, NY 10036.

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.

REPRESENTATIVES WANTED

CONTRACT REPS

Established medium to high-end framed art and decorative mirror line has many territories available for experienced and energetic reps. Nationally advertised. Currently sell to Hilton, Sheraton, Hyatt etc. Send resume including lines carried to: WW GRAPHICS, 5211 West Adams Blvd., Los Angeles, CA 90016 or call (213) 931-1201.

CONTRACT REPS WANTED

Professional rep firm specializing in hotel guest room furnishings seeks person with related contract sales experience for portions of its North Central territory. Clients include dealers, designers, architects, and management companies. Call (312) 383-0750.

ARCHITECTURAL SIGNS & GRAPHIC REPS WANTED

Progressive manufacturer is looking for reps serious about working with designers and architects specifying hotels, hospitals and corporate entities. We will be one of your top commission producers. CAS, 10909 Tuxford St., Sun Valley, CA 91352. (818) 768-7814.

REPRESENTATIVES WANTED

Progressive manufacturer of acoustical screens, partitions, wall systems, wall panels and baffels, seeks aggressive organizations. Choice territories open. Send resume to: Polychromic Designs, Attn: Larry Silberman, P. O. Box 354, Bellmore, NY 11710.

REPRESENTATIVES WANTED

CONTRACT SALES REPS WANTED

Would an internationally known top-drawer upholstery leather line enhance your package? Territories available throughout USA. We are looking for established firms presently active with other upholstery or related items with contract specifiers. Box 165, CONTRACT, 1515 Broadway, New York, NY 10036.

CONTRACT LIGHTING REP WANTED

Contract division and new full color contract catalog now ready by long established lamp manufacturer, nationally known for excellence in styling, quality, dependability and service. Reps are needed for this separate division to call on interior designers, specifiers, architects and the dealer trade, as well as reps with showrooms in major centers with the space to display few representative units. This is an excellent opportunity to get in on the ground floor with a contract operation that will be an important factor in the industry. Write in confidence giving full details, lines carried, territory covered and experience to Box 161, CONTRACT, 1515 Broadway, New York, NY 10036.

MARBLE AND TILE TERRITORIES AVAILABLE

Emser Tile, a Division of Emser International and Mfg., a Supplier of Ceramic Tile, Marble and Granite, is seeking qualified commissioned architectural reps with a following to represent their line in exclusive territories nationally. An excellent package offering substantial support via Sweets, Brochures, and Architectural sampling program is available. For available territories and additional details please contact W. Simms at 5780 Wilshire Blvd., Los Angeles, CA 90036. (213) 938-2125.

Mfg./Sales Rep Wanted for leading flame retardant contract fabric line to cover Texas. Liberal Commission/Draw Management. Following with Contract Drapery Dealers/Specifiers desired. Reply to Box 168, CONTRACT, 1515 Broadway, New York, NY 10036.

Regional reps for high end prod. for TEXAS, COLORADO, ILLINOIS, NEW YORK, FLORIDA, NORTH CAROLINA, SOUTH CAROLINA. Contract and Resident market. Send reply to: Captive Sea, Inc., 8687 Melrose Avenue 656, Los Angeles, CA 90069.

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.

MANUFACTURER'S REPRESENTATIVE

Manufacturer's Representatives —Most furniture in U.S.A. and Canada available. We are manufacturers of wood & metal seating from budget to boardroom. Experience and track record important. Send resume to: S. Risman, % Trian Furniture, Inc., 150 Connie Cres. Unit #15, Concord, Ontario L4K 1L9, Canada.

CONTRACT REPS WANTED

National manufacturer of high quality aluminum furniture seeks quality representation to call on designers, specifiers, architects, hotels/motels, corporate accounts. Key territories available. Contact: Gary Frost, Pompeii Casual Furniture, 255 N.W. 25th Street, Miami, FL 33127. (305) 576-3600.

WANTED SALES REPRESENTATIVE

Wood Office and Contract Furniture Manufacturer seeking additional exclusive sales representative for Southern California. A complete line of case goods, seating, and systems is available. Candidate must have strong office furniture background with sales experience focused on specifiers, architects, interior designers, and corporate end users. Degree required. Send confidential resume to:

Box 167
CONTRACT
1515 Broadway
New York, NY 10036

REPRESENTATIVES WANTED

Leading Manufacturer of quality computer support furniture seeks established representatives to call on suppliers of business interiors in the Southeastern Region (Georgia, South Carolina, North Carolina), South Central Region (Texas, Arkansas, Oklahoma), and Southwest Region (Southern California, Southern Nevada). Call/write: Eagle Computer Furniture Systems, P. O. Box 586, Easton, PA 18042. (800) 223-3962.

Prestigious manufacturers of **High Technology Bent Wood Lamination Components** for the furniture industry looking for aggressive high caliber representatives in various parts of the country. Respond to Box 166, CONTRACT, 1515 Broadway, New York, NY 10036.

ADVERTISING DIRECTORY

For more information on advertisers in this issue, circle corresponding reader service numbers.

ADVERTISER	PAGE
AMP Products Corp. *(Circle No. 50)*	78-79
All Steel Inc. *(Circle Nos. 10, 11, 12)*	12-13, 14-15, 16
Allied Fibers *(Circle No. 54)*	85
Alma Plastics *(Circle No. 96)*	178
Ambi-Lite *(Circle No. 65)*	181
Amcoa Inc. *(Circle No. 85)*	170
Amoco Fabrics Co./Fibers & Yarn Div. *(Circle No. 28)*	38
Amstore Corporation *(Circle No. 64)*	97
Anco *(Circle No. 59)*	92
Armstar (A Division of Armstrong World Industries) *(Circle No. 49)*	77
Atlanta Merchandise Mart *(Circle No. 77)*	154
B.M.G. Framed Graphics *(Circle No. 58)*	92
Baker, Knapp & Tubbs Inc. *(Circle No. 1)*	Cov. II
Basta Sole *(Circle No. 101)*	181
Benedetti Corp. *(Circle No. 8)*	10
Bernhardt Contract *(Circle No. 81)*	162
Brewster Corp. *(Circle No. 103)*	183
Brunschwig & Fils *(Circle No. 41)*	62
Carnegie Fabrics *(Circle No. 9)*	11
Charleston Carpet *(Circle No. 47)*	73
The Classic Illumination *(Circle No. 105)*	184
Collier-Keyworth Co. *(Circle No. 63)*	96
*R.J. Collins Int'l. *(Circle No. 80)*	159
Columbus Coated Fabrics *(Circle No. 32)*	47
Computer-Aided Space Design & Mgmt. Conference *(Circle No. 84)*	168-169
Computer Furniture & Accessories *(Circle No. 99)*	180
Contract IBD	163, 164-165
COSMIT *(Circle No. 83)*	166
Da-Lite Screen *(Circle No. 4)*	4
Dan River Inc. *(Circle No. 55)*	89
Data-MATE *(Circle No. 25)*	34
Dependable Furniture	63
*Designers Saturday *(Circle No. 108)*	64A-64D
Dimensional Graphics System (DGS) *(Circle No. 95)*	178
Dixie Mfg. *(Circle No. 42)*	64
DuPont (Antron Carpet) *(Circle No. 20)*	28-29
Est Co. Inc. *(Circle No. 90)*	174
Eagle Computer Furniture Systems *(Circle No. 68)*	101
Ebenreiter Woodworking (Ebco) *(Circle No. 43)*	65
Eggers Industries *(Circle No. 6)*	8
Envel Corp. *(Circle No. 93)*	177
Eurotex *(Circle No. 87)*	172
Executive Furniture *(Circle No. 14)*	19
Falcon Products *(Circle No. 52)*	82
Fiandre/Trans Ceramica Ltd. *(Circle No. 44)*	66
Fixtures Furniture	6
Flex-Y-Plan Industries Inc. *(Circle No. 106)*	Cov. III
Gardisette U.S.A. *(Circle No. 75)*	152
Girsberger *(Circle No. 60)*	93
Golden Oak *(Circle No. 23)*	32
B.F. Goodrich Co. *(Circle No. 67)*	100
Gulistan Carpet/Div. of J.P. Stevens *(Circle No. 30)*	40-41
Hamilton Sorter Co. *(Circle No. 2)*	1
Harbinger Carpets *(Circle No. 33)*	48
Harter Corp. (Harter Furniture Ltd.) *(Circle No. 19)*	27
Haworth Inc. *(Circle No. 22)*	31
Hayes Mfg. Co. *(Circle No. 31)*	46
Hercules Inc. *(Circle No. 35)*	52
Hiebert Inc.	161
Hitchcock Dealer *(Circle No. 61)*	94
Human Factor Technologies *(Circle No. 56)*	90
Interiors International (I.I.L.)	59
Inwood Office Furniture *(Circle No. 37)*	56
J.G. Furniture *(Circle No. 125)*	51
J&J Industries Inc. *(Circle No. 46)*	70-71
Knape & Vogt *(Circle No. 70)*	151
Krueger *(Circle No. 34)*	49
"L" Shelving Systems Inc. *(Circle No. 92)*	175
L.U.I. *(Circle No. 53)*	83
Lavi *(Circle No. 109)*	98
Lawrence Metal Products Inc. *(Circle No. 21)*	30
Lee's Carpets *(Circle No. 3)*	2
Lee/Jofa Fabrics *(Circle No. 39)*	58
Lehigh-Leopold *(Circle No. 107)*	Cov. IV
LouverDrape Inc. *(Circle No. 51)*	81
Mary Street Studio *(Circle No. 40)*	60
Merchandise Mart *(Circle No. 7)*	9
Herman Miller Inc. *(Circle No. 17)*	24-25
Modular Designs *(Circle No. 200)*	86-87
Ted Morris Assoc. *(Circle No. 104)*	184
Mueller Furniture Corp. *(Circle No. 29)*	39
Natco Inc. *(Circle No. 97)*	179
NKR Environments Ltd. *(Circle No. 78)*	157
Nevamar Corporation *(Circle No. 26)*	35
Office '84 *(Circle No. 71)*	146-147
Pan Pacific Lighting Exposition *(Circle No. 76)*	153
Panel Concepts Inc. *(Circle No. 66)*	99
Permagrain Products *(Circle No. 79)*	158
Philadelphia Carpets *(Circle No. 13)*	18
Pioneer Plastics *(Circle No. 72)*	148
Plastiglide Mfg. Corp. *(Circle No. 88)*	173
Realities Inc. *(Circle No. 73)*	167
Reese *(Circle No. 24)*	33
Rogon Inds. *(Circle No. 91)*	175
Rose•Johnson *(Circle No. 69)*	171
Sherwin-Williams Chemical Coatings Div. *(Circle No. 100)*	181
Ship 'N Out *(Circle No. 86)*	172
Steelcase Inc. *(Circle No. 27)*	36-37
Stow/Davis Furniture Co. *(Circle No. 36)*	54-55
Suspa *(Circle No. 57)*	91
The Tandem Group Inc. *(Circle No. 48)*	74-75
Tarkett *(Circle No. 5)*	5
Tiffany Stand & Equip. Co. *(Circle No. 15)*	20
Tile Tops *(Circle No. 98)*	179
Tropitone Furniture Co. Inc. *(Circle No. 74)*	150
Tuohy Furniture *(Circle No. 16)*	22
Virco Mfg. Co. *(Circle No. 89)*	173
Visa Lighting *(Circle No. 18)*	26
Waterloo Metal Stamping Ltd. *(Circle No. 14)*	19
White Power Files *(Circle No. 62)*	95
Wicklund & Assoc. *(Circle No. 102)*	183
Ralph Wilson Plastics/Wilsonart *(Circle No. 38)*	57
Wolfwire Incorporated *(Circle No. 94)*	177
Wright Line *(Circle No. 45)*	67

*Regional