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January 198

 Total Guide to Products, Sources, Marts, & Associations I The Contract Industry Today: Trends, Practices Contract Color Forecast
 Home Office Design Knock-Offs Compensation Survey

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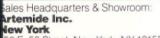




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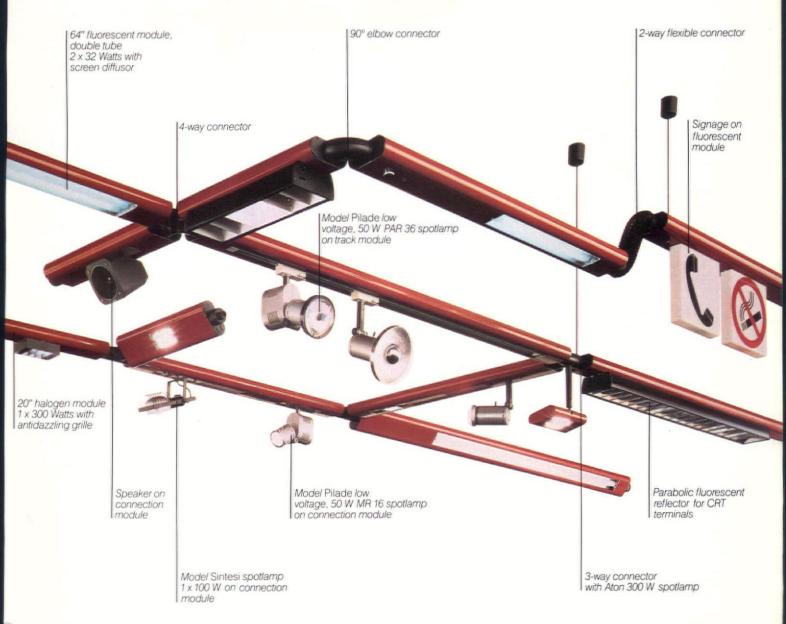
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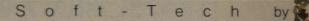
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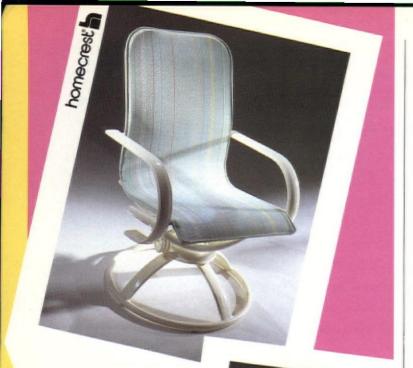
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### **CONTRACT**

#### Volume 28, No. 1

February: Executive Buyer Edition/Healthcare offers readers a guide to the nation's leading healthcare designers plus an impressive array of installations. The latest introductions of furnishings designed especially for this dynamic market are also featured. A Fire Retardancy Product Review offers the latest developments in fire retardancy, with emphasis on fabrics; Carpet Scope offers an update on recent carpet and fiber developments. A product review of energy–conserving window treatments focuses on shutters, screens, and blinds. CONTRACT also takes a look at WestWeek, Los Angeles, March 19-21, with advance information on the three-day event. Look for CONTRACT's bonus distribution at West Week.

March: Office Furniture Design Issue examines this major market segment with state-of-the-art installations and latest introductions of office furnishings.Get valuable information from two resources: Furniture Component and Hardware Source Guide and Moveable Heavy Duty Filing and Retrieval Systems Directory. Issue has a bonus circulation to 2,000 Canadian architects and designers.

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### CONTRACT LAUNCHES HOME OFFICE COLUMN



The avalanche of statistics about electronics in the office of the future includes a footnote about the home office. That footnote is showing signs of exploding into a major market.

Given a personal computer and a modem, a growing number of white collar workers will be working out of their homes for portions of the work week. Many of them already are and a number of contract designers are being asked by clients to "Design a workspace for my home."

In recognition of that growing trend, particularly among executives, CONTRACT launches a new column with this issue—Designing the Home Office—that is planned for publication four times a year.

Our intent is to provide examples of existing home office designs, products especially suited for use in the more restrictive space of the home or apartment, and ideas about home office design that will be beneficial to executive buyer readers, as well as interior designers.

CONTRACT's editors invite both manufacturers and design professionals to participate by respectively submitting products suited to home office installations and designs of completed home offices for future issues. See page 91 of this issue for more details and please let us know what you think about this latest column.

Les Corli

Co-publisher/Editor

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In the rush to hide the multitude of wires and cables common in today's offices, you have tucked, snaked, fed, and buried them. This made your office look great. Until you needed to make a change.

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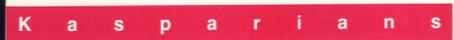
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#### LETTERS

#### Food for thought

Dear Editor: Your thoughtful article on office renovation in the August, 1985 issue of CONTRACT stimulated discussion here at Bigelow as well as praise. We always find the articles in your magazine to be of high interest, such as the story in the October issue on bank design. The articles are always well presented, and we appreciate the graphs, charts, and pictures. CONTRACT's stories provide us with the concepts to think about offices of the future, to go beyond your insights, and to speculate on our own. Finding a way to think about current issues is so much more helpful than just learning about them. I have traced down the Orbit 2 reference in the renovation story and found that I can get a summary for a small fee. Thank you for the helpful reference.

> H. JAY SHAFFER Bigelow-Sanford Inc. Greenville, S.C.

#### **Banking with Butterfield**

**Dear Editor:** Thanks for a job well done on the Butterfield Savings article in the October issue of CONTRACT. You took bits and pieces of information and formulated them into an outstanding story. We are proud of the project, and your expert article reinforces our pride.

ROBERT BORDERS, AIA Robert Borders and Associates Newport Beach, Calif,

#### Talent showcase

**Dear Editor:** Thank you for the article on Knoll's new upholstery textiles (Product Showcase: Knoll, November). The photograph was lovely and the article was well-written. My experiences in the past have not all been as fortunate, so it was certainly a pleasure to work with you. Keep up the good work.

#### DANA ROMEIS

Fibercations St. Louis, Mo.

#### Mistaken identity

**Dear Editor:** We were very pleased with your article on the Embassy Suites Hotels (September, 1985). There was one error, however. The article states on page 144 that the two hotels are "owned by Embassy Suites." In fact, the owner of the two hotels is The Beacon Hospitality Group, a division of The Beacon Companies. We would be most appreciative if you would correct this in an upcoming issue of CON-TRACT. Thank you again for a nice article. We look forward to the arrival of our reprints.

#### SUSAN FLEMING

Jung/Brannen Associates Inc. Boston, Mass.

#### Errata

The address for ASC Office Furniture in CONTRACT's Who's Who South directory, October, 1985, page 152, should have been listed as 5641-L General Washington Dr., Alexandria, VA 22312.

On page 166 in the November, 1985 issue, the fabric photos for FabriCreations and Condi were transposed.

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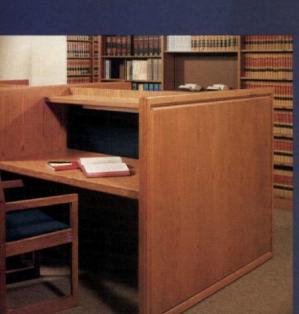
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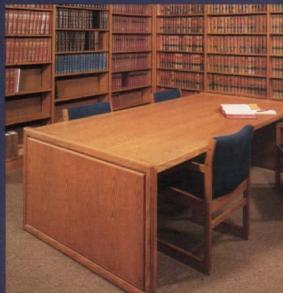




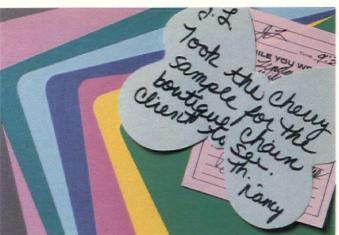
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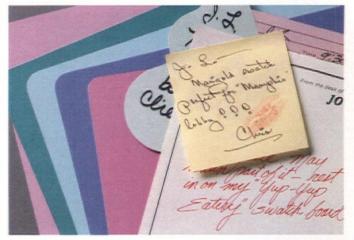
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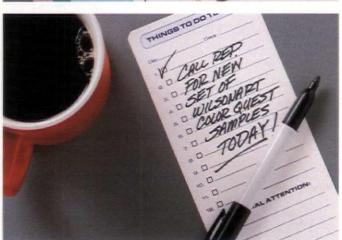












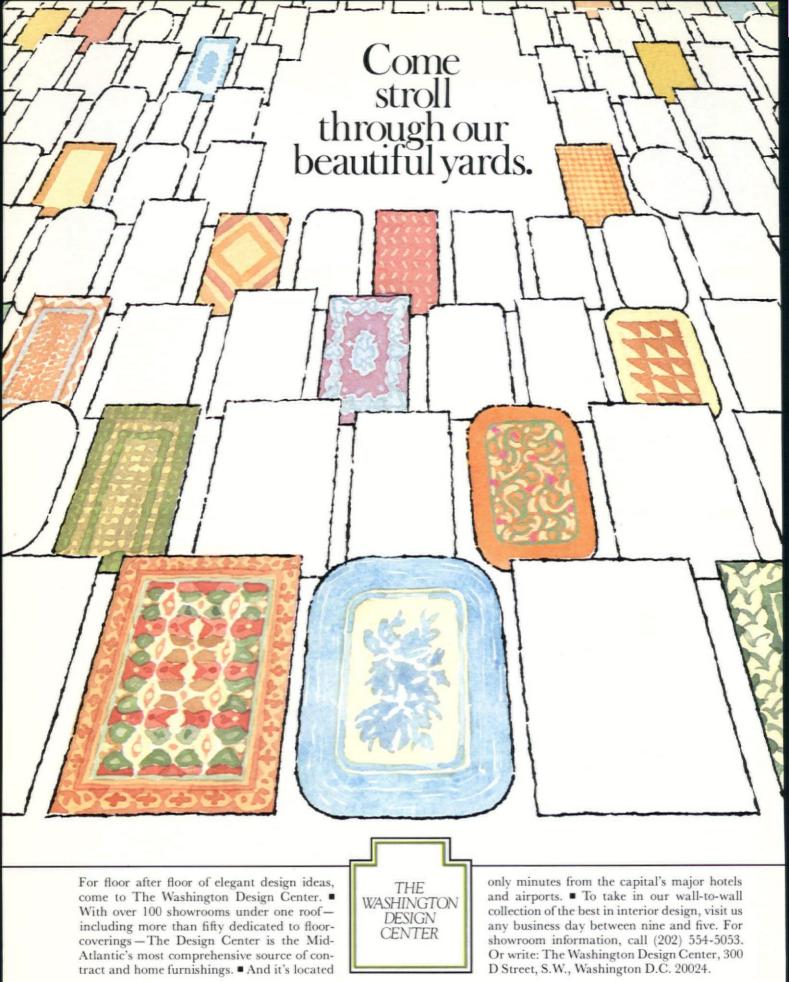
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The Nation's Capital Showcase

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### CONTRACT NEWS

### Title registration for professionals is focus of American Society of Interior Designers drive

New York—A national campaign to support state-by-state title registration, a form of licensure for interior designers, has been initiated by the American Society of Interior Designers (ASID). If passed, ASID's proposed legislation would require persons calling themselves "interior designers" to be licensed on the basis of meeting National Council for Interior Design Qualification (NCIDQ) educational and professional criteria.

NCIDQ is an independent organization that sets professional standards for the practice of interior design. Standards cover four basic criteria: education, experience, an examination of minimum competency, and adherence to a code of practice guidelines or code of ethics.

Though ASID's proposed legislation will control usage of the title "interior designer," it would not limit the practice or performance of services currently offered by the profession. Furthermore, a grandfather clause permits professionals with appropriate education and/or experience to qualify for licensing if applied for within an allotted time frame.

#### Central issues

Central to ASID's push for licensing is the growing specialization of the interior design industry and growth of services that directly affect public health, safety, and welfare. Increasing numbers of workplace computers and changing technology, for example, force professionals to keep themselves up-to-date on many is-



Gail Adams (I.) and Janet Schim, ASID's 1985 and 1986 respective presidents, support title registration of interior designers.

sues, including ergonomics, flammability, barrier-free design, acoustics, color, and lighting. Keeping informed about national, state, and local building codes is also crucial.

Gail Adams, FASID, ASID's 1985 national president, lists title registration as the Society's "top priority for 1986" and says, "Interior design as a profession has reached maturity, and title registration is critical for the consumer in identifying which individuals are bona fide professionals and which are not."

To reach its goal of setting

uniform licensing standards, ASID has established a fund of more than \$250,000. In addition to supplying matching grants to local chapters engaged in title registration drives, the national campaign will finance professional resources, a public relations program, and fund-raising activities. The Society will also retain legal "watchdogs" to alert it to legislation affecting the profession.

Currently, title registration is law in Alabama, Connecticut, and Louisiana; similar bills are under consideration in about a dozen other states.

Opposition to this proposed legislation has been voiced by various groups in different states, as well as by nonaccredited FIDER schools and members of the architectural community.

#### Change confronted at ASID '86 conference

New York—New materials and technologies, evolving careers in design, and changing demands of educational standards for professional practice are among issues to be confronted during "The Challenges of Change," the 1986 American Society of Interior Designers (ASID) National Conference and International Exposition, scheduled July 16-19, Los Angeles.

This theme, says Jody Greenwald, ASID, IDEC, conference planning committee co-chair, reflects broad initiatives set by ASID leadership and "represents an opportunity to deal with the myriad of problems and opportunities that the future holds."

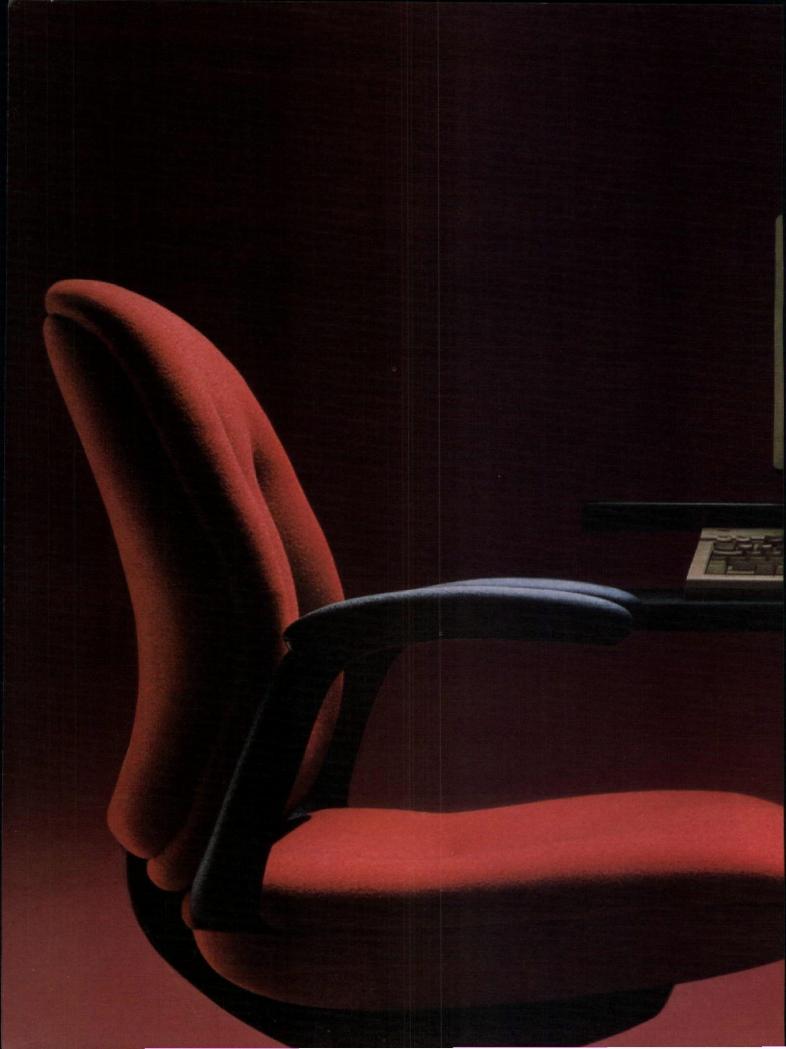
More than 4,000 designers and allied professionals are expected to attend the 1986 event, drawn by seminars, product displays, and on-site educational tours. Visits are scheduled to artists' ateliers in Venice, the J. Paul Getty Museum in Malibu, and fine commercial interior installations located throughout the city.

The Century Plaza, listed in an ASID survey as one of the nation's best-designed and most appealing hotels for business travelers, serves as headquarters hotel. It will be the site of the ASID International Exposition of Designers Sources.

#### 'Center without walls'

Conference plans also call for use of Los Angeles as a "center without walls," says Greenwald, with workshops to be held at various sites in the city. Tentative plans for opening day include a visual history of Los Angeles design, highlighting conference venues and providing participants with a "sense of place."

For more information on the show, contact ASID, 1430 Broadway, New York, NY 10018; 212/944-9220.



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#### CONTRACT NEWS

#### Office building, retail mall win top honors in tile contest

Dallas—The Max Klein Office Building, Southfield, Mich., and the Dadeland Mall, Miami, earned top commercial category honors in the Ceramic Tile Distributors Association's (CTDA) Spectrum '85 competition. These and other national winners were named during a multi-image, audio-visual presentation during the Tile Tycoons Ball, an event of the 7th Annual CTDA Convention and International Ceramic Tile Exposition.

In the new commercial construction category, the Max Klein Office Building was the top winner. Harvey Ferrero Architect, Ferndale, Mich., served as project architect and designer.

Ceramic tile was chosen for this structure because of its slightly reflective surface and its ability to cover tight curves in a smooth fashion, permitting the building's exterior to be viewed as one continuous surface.

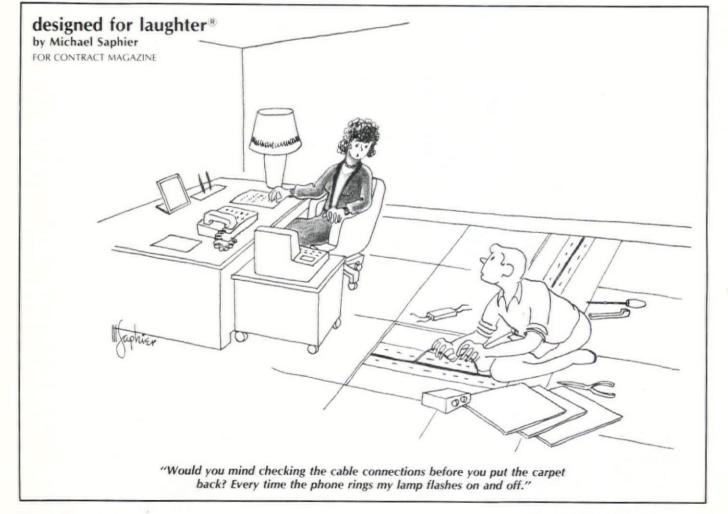
The Dadeland Mall, originally built in 1962, was named top winner in the commercial renovation category. Johnson Associates Architects Inc., Miami, served as project architect and designer.

Three acres of tile were used on floors and walls in the Dadeland renovation to create a modern marketplace with the ambiance of a garden pavilion. In the heaviest traffic areas, a neutral taupe/gray color was selected for compatibility with materials used by retail tenants.

#### High-profile designers merge firms



**Dallas**—Nationally known designers Jo Heinz (I.), FIBD, and Andre Staffelbach, FIBD, have merged their respective firms, Interior Spaces and Andre Staffelbach Designs and Associates Inc. The merged firm will direct projects throughout the country from offices in Dallas, Kansas City, and Topeka. Heinz serves as senior vice president and chief operating officer; Staffelbach serves as president and CEO.



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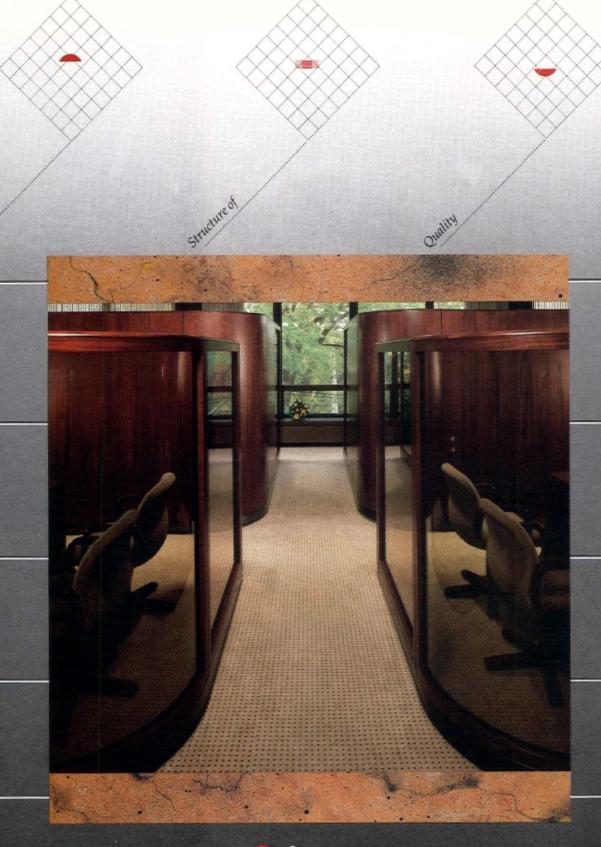
PERFECT COORDINATES. A complete line of graphic patterns and solids in trend-setting colors or custom. For samples and specifications call Bentley Mills (800) 423-4709, in California (818) 333-4585.

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Carpets shown: BRISTOL POINTE SQUARES, petit point pattern BRISTOL LANE, pin-stripe broadloom in Nimbus color. Constructed of Monsanto ULTRON 3D contract nylon fiber

BENTLEY MILLS, INC. 14641 E. Don Julian City of Industry, CA 91746

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Artec, A Division of Kimball International SHOWROOMS: Atlanta 404.233.2229 - Boston 617.357.5505 - Chicago 312.644.8144 - Dallas 214.745.8877 - Denver 303.295.7066 Houston 713.629.7711- Los Angeles 213.269.9261 - New York 212.753.6161 - San Francisco 415.626.6955 - Seattle 206.763.1330



Designed by Gary VanderWood and David Westendorf

#### Between a rock and a hard place.

What to do? Should you specify Forum 90 for the office because of its stunning appearance, or because it is remarkably comfortable? Happily, it's a moot question;



La-Z-Boy, 1275 Greenfield Avenue, Monroe, MI 48161

every chair in this complete line is both attractive and a joy to sit in. There's one more feature that makes it even easier to go with *Forum 90:* the very agreeable price. And yes, it's by La-Z-Boy."

#### Office automation not blamed for internal corporate moves

Chicago—Preliminary research findings by the International Facility Management Association (IFMA) point to intradepartmental reorganization, growth, and corporate reorganization as major causes of internal corporate moves. Office automation, previously thought to be the leading factor, ranked ninth as a cause.

"Over the past few years, office automation seems to have been blamed for every kind of turmoil," says Steve Philips, chairman, IFMA Research Committee. "We now have data that say office automation is not a major cause of corporate musical chairs."

Indeed, computers are perceived as an asset by facility managers; they continue to be well accepted and are increasingly used as tools in facility management departments. Over the past three years, for example, computer use in facility management has grown from 43 to 68 percent, and of 20 facility management tasks commonly computerized, the top functions are space inventory, project management, and furniture inventory.

IFMA research has also led to the development of 14 generic job descriptions in facility management, with most of the positions described in supervisory or managerial areas.

"The job descriptions are intended to aid facility management executives in staffing their departments, identifying departmental functions, and solidifying the field within the corporate marketplace," explains Philips.

#### Career recognition

Ninety-four percent of those surveyed by IFMA said they intended to stay in facility management, indicating that this area has achieved status as a recognized career field.

In other IFMA news, Arthur Hahn, manager of facilities operations, TRW Electronics and Defense, Redondo Beach, Calif., took office as the association's 1986 president during its annual meeting in Chicago.

#### Top design firms use computers to reduce costs & improve product

New York—A recent CON-TRACT-sponsored computeraided space design and management survey of the top 100 design firms found that among benefits derived from using computers in a practice are reduction of errors and product cost plus improved product and productivity.

Other benefits noted include reduced manpower needs and the ability to stay competitive in an increasingly computerized field.

Reasons for acquiring computer systems ranged from the ability to offer new or expanded services (75 percent) to reduction of production costs (50 percent) and the ability to provide marketing tools (50 percent). Eighty-four percent of respondents indicated that they have received the benefits they expected. Among additional services offered by 76 percent of respondents as a result of newly acquired computer systems are space management and real estate management services.

. Respondents further noted that due to mistakes made in systems implementation and usage, they would be apt to do more research and testing before acquiring future systems.

#### As president, Hahn plans to emphasize education and research "to strengthen the position of facility management both in the corporate world and in the public's mind."

Other 1986 officers include Edmond Rondeau, vice president; Dave Cotts, secretary; and Erik Lund, treasurer.

Another highlight of the

IFMA meeting was the presentation of the organization's first Professional Performance Award. Recipient David Ross, manager of facilities maintenance and operations, County of Oakland, Pontiac, Mich., was cited for his "outstanding achievements in energy conservation, and staff efficiency programs.

#### IBD honors Vecta's president for outstanding contributions



**Dallas**—For outstanding contributions to the North Texas Chapter of the Institute of Business Designers, Vecta Contract's president, William Sullivan, receives a Chapter Service Award from Debby Webber, past president, North Texas Chapter (I.), and Jenny Pugh, national trustee.

### Preservation gets boost

New York—A newly formed designers category at the National Trust for Historic Preservation illustrates that group's and the American Society of Interior Designers' (ASID) efforts to jointly enhance the national preservation movement. To date, much of the National Trust's work has focused on exteriors.

Establishment of a "design associate" category, open to

ASID members, was due in large part to the results of ASID's Significant Interiors Survey. This survey identified more than 800 interiors that are noteworthy for their design, history, or artifacts.

#### **Traveling exhibit**

Through the new membership arrangement, the National Trust becomes a supporter of the survey. In addition, for every \$15 collected from dues, ASID will retain five to fund a traveling exhibit promoting these unique interiors.

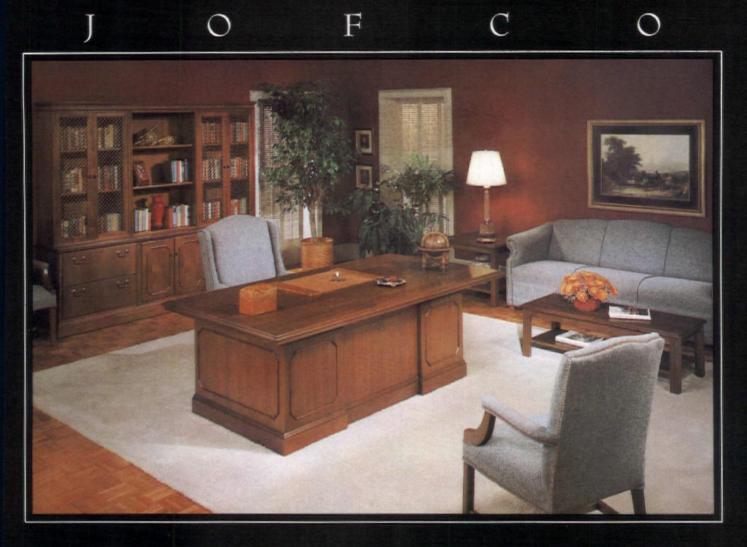
#### New Colors For A Familiar Favorite

**Right from its introduction** over a decade ago, Tretford's clean linear look has made it a popular choice for covering floors and walls. And now, six new colors give you six new reasons for designing with Tretford. They include Navy Blue and the three Gray-Tinted Blues shown here plus Misty Olive and Sandy Gray. These new colors are now in stock in Philadelphia for immediate delivery. Broadloom is avail-able on cut-order basis with no minimum requirement. Tretford Loose-Lay Modules come in most Broadloom colors. For swatches of new colors, write: Eurotex, 165 West Ontario Street, Philadelphia, PA 19140. Telephone 215-739-8844.



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Wellington Collection



The quiet elegance and style of traditional office furniture will be yours forever with the Wellington Collection by JOFCO.

The Wellington offers the broadest selection of traditional office furniture including; desks, groupings, credenzas, tables, bookcases, cabinets, seating and companion pieces.

Leather, veneer or laminate working surfaces

provide the designer with extra flexibility that add yet another element to satisfy personal preference and taste.

For additional information on the Wellington Collection or the many other designs we offer; write our general office for literature or you may inspect them yourself at any one of our showrooms.



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Through the years, Nevamar has earned a reputation as the laminate industry's leader in innovation. And the Nevamar line is still built upon a solid base of decorative and functional laminates. But today, Nevamar is more...much more... with many new surfacing materials created to keep pace with the needs and desires of the design community.

#### ARP SURFACE® LAMINATES

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ARP SURFACE

A revolutionary technical development in laminate durability, the ARP

SURFACE keeps Nevamar laminates looking new longer...yet costs no more. It provides superior resistance to sliding wear and scuffing with three times better NEMA Wear Value than conventional laminates. The ARP SURFACE is standard on all Nevamar solid color laminates with Textured Finish.

#### LAMINATES

Nevamar offers one of the broadest, most innovative

lines of standard laminal surfaces in the industry, including:

LEATHERS – Rich visual textures in a range of colors and grains. STONE-LOOK – Contemporary and classic design in Mirror Finish. PATTERNS – Soft, subtle designs with a European flair.

GEOMETRIX<sup>®</sup> – Exclusive small grid and line dimer sional finishes for solid colors.



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oodgrains – Life-like eproductions capturing he natural beauty of ne wood veneers.

oLIDS – An extensive ne of colors from which o choose, including the ogue Collection ... today's nost wanted solids, careully chosen with designer nput, and periodically pdated to reflect current eeds. Nevamar's excluive ARP SURFACE is tandard on all Textured inish solids.

#### CONTOURS COLLECTION™

Innovative tambour designs using high gloss laminates, real wood, and polished or patterned metallics. Nevamar's unique new profile shapes expand the use of this classic material with exciting new design possibilities.

#### PURE METALS™ Anodized aluminum

surfaces for an authentic metal appearance. A variety of traditional metallic colors and exclusive patterns, plus exciting brushed or polished tones.

LAMINATED FLOOR TILE The ideal access floor surface: attractive, tough, and easy to clean. Now available in contemporary patterns which can be matched to standard Nevamar laminates for a totally coordinated design in computer rooms, laboratories, high-traffic office areas, cafeterias, clean rooms, light manufacturing and more.

Nevamar...a broad, innovative selection of surfacing materials for any design use. Loaded with exciting laminates... and more! For samples or more information, call 1-800-638-4380. Nevamar Corporation, Odenton, Maryland 21113.





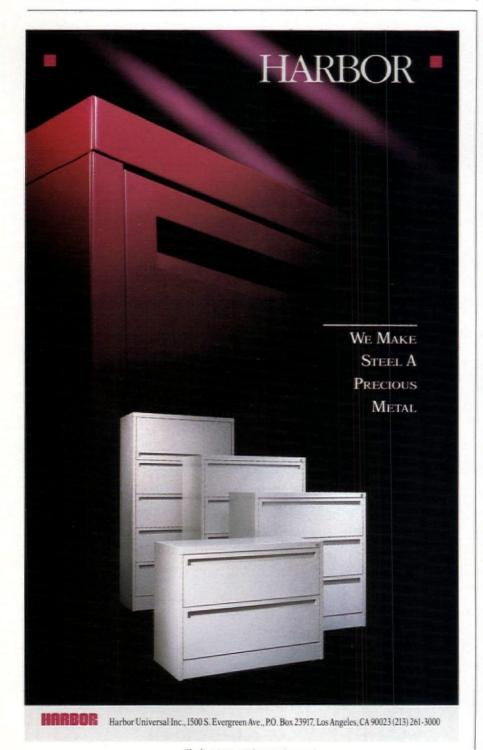
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PRODUCTS SHOWN 3/3 ACTUAL SIZE

#### CONTRACT UPDATE

#### New showrooms: Groundworks, Bellinger, Larsen moving to IDCNY

Gretchen Bellinger, Inc., Groundworks, and Jack Lenor Larsen have all signed leases with the International Design Center New York (IDCNY). All three will be in Center Two, with Bellinger occupying 4,000 sq. ft.; Groundworks, 2,000 sq. ft.; and Lenor Larsen, 8,000 sq. ft. of showroom space . . . Vecta will open a new showroom in Dallas this month in Oak Lawn Plaza . . . Kimball International opened a new showroom in the Architects & Design Building for both its Artec and Kimball office furniture lines . . . Steelcase now has a showroom in the Design Center



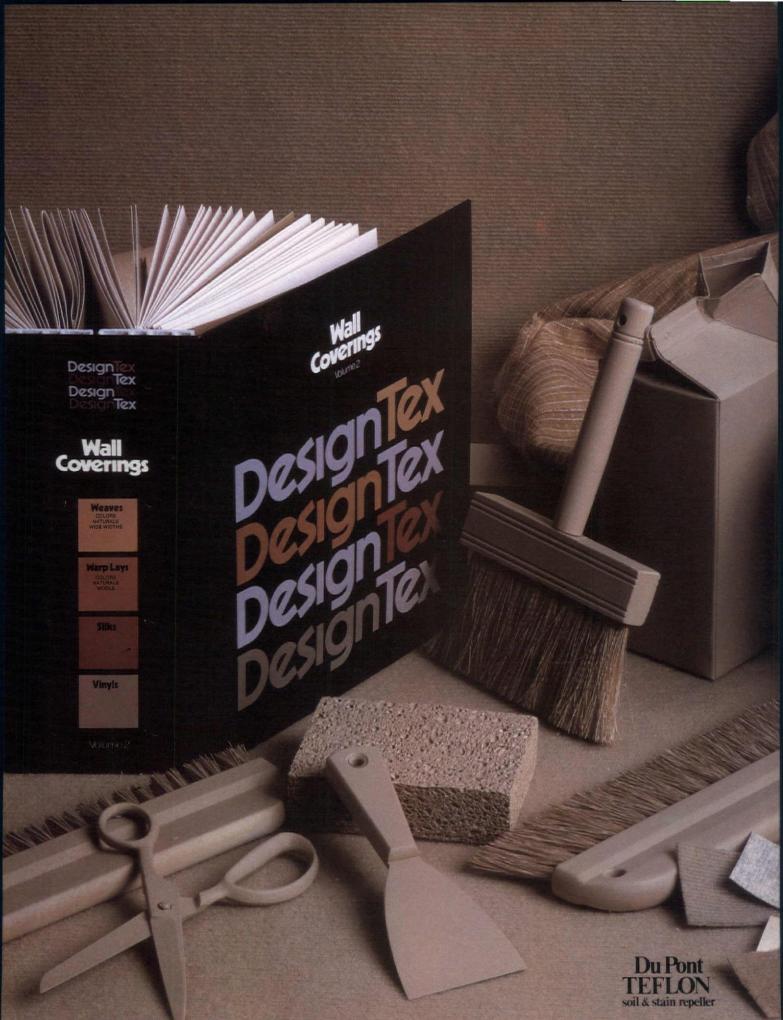
Northwest, Seattle . . . Fixtures Furniture was the first manufacturer to open its showroom doors at **IDCNY** during Designer's Saturday.



Emmett Dineen, president, IDCNY (left), congratulates Gretchen Bellinger, president, Gretchen Bellinger Inc., upon signing a lease with IDCNY.

#### Who reps what: Scope adds 7 representatives

Scope Furniture, Ltd., has added seven new regional representatives for its contract line. They are: Judy Baer, Inc. for Delaware, Pennsylvania, and southern New Jersey; Collins & Draheim, for Idaho, Oregon, Alaska, Montana, and Washington; Envall & Envall USA, for Utah, Arizona, and Colorado; HSF Contract, for Nevada and southern California; Dea Hallin Associates, for lowa, Kansas, Nebraska, Missouri, and southern Illinois; McKay & Co., in Florida; and Snyder Contract Associates, for Georgia, Alabama, Tennessee, Mississippi, North Carolina, and South Carolina . . . Buchbinder Associates, Washington DC; Paul Wolfe & Associates, Chicago; and Dick Messerschmidt, St. Louis, and Kansas City, Mo. have been named representatives for Rose Johnson Inc. . . . Rodger Land Associates is a new rep for Ben Rose in Kentucky, Tennessee, Alabama, and Georgia (excluding Atlanta).





# Introducing Cordura<sup>®</sup> for upholstery. Made tough to survive the corporate jungle.

Contract upholstery will never be the same, now that DuPont brings CORDURA\* to the office. CORDURA nylon has proved itself tough enough for backpacks and luggage, durable enough for hunting gear and boots.

It exceeds the standard Wyzenbeek Double Rub Abrasion Test by such a wide margin that testing was stopped at a million double rubs. Nothing else comes even close to that kind of performance.

But CORDURA is a soft touch indoors. We've given it a luxurious hand, a satisfying touch and a smart look that make the most of fabrics for contemporary or classic furniture.

Fabrics of CORDURA nylon are available in a whole range of colors, styles and weaves. In 1000/280 denier, or newer 2000/560 with an even softer surface.

For good looks with strong character, ask about CORDURA. Contact Du Pont at (215) 855-7765, and let us give vou samples, specifications and names of suppliers.



More stringent modified Wyzenbeek Abrasion Test.



failed at 445 double rubs. failed at 164 double rubs.

CORDURA hardly affected after 445 double rubs. Failed at 1,464.

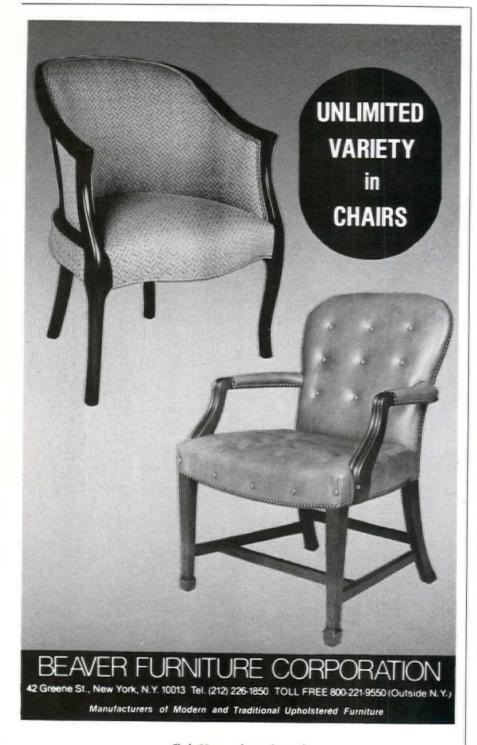
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\*Registered trademark of the Du Pont Company for its air-textured, high-tenacity nylon fiber. Du Pont makes fiber, not fabric.

#### CONTRACT UPDATE

#### Competitions: S.M. Hexter awards program announced

• S.M. Hexter Company has announced its 28th Annual S.M. Hexter Awards Program for the Interiors of the Year. Open to all interior designers, the program recognizes outstanding interiors for both residential and contract. First prize in each category is \$2,500. Deadline for entries is February 22. Entry forms are available in showrooms, or by writing S.M. Hexter Co., 2800 Superior Ave., Cleveland, Oh 44114. • The eighth annual Edward Fields Wool Rug Design Competition, cosponsored by ASID, recognizes outstanding drawn and color-complete rug



designs in either contemporary or traditional styles. Open to all ASID professional and associate members, first prize is \$1,500. Entry deadline is March 1.

• ASID is also sponsoring the tenth annual Halo/SPI lighting competition for residential and contract interiors. Open to all ASID professional, associate, and student members, deadline for entries is June. First prize is worth \$1,500.

• The first **Kentucky Wood Floors**/ **ASID** sponsored competition is taking entries from ASID professional and associate members up to May 15. First place awards are \$1,500 in the categories of best application of an existing Kentucky Wood Floors design and best application of a custom hardwood flooring design.

#### Acquisitions: Krueger secures licensing rights for Castelli

Krueger, Inc. has acquired the licensing and distribution rights for Castelli S.p.A. products in North America. The new firm, KCI (Krueger Contract International) will be a wholly owned subsidiary of Krueger, Inc. . . Wright Line has agreed to purchase Datafile Limited of Willowdale, Canada . . . Hunt Manufacturing Co. has completed the acquisition of Bevis Custom Tables, Inc., Florence, Ala.

#### IDC's Scholarship Fund tops \$12,000

**Philadelphia**—The Interior Design Council's (IDC) Scholarship Fund topped \$12,000 this year, the largest amount in the award's history. The fund, which comes from generous donations by IDC members, manufacturers, and dealers of office furnishings, is shared by the winners of an annual student design competition.

In other news, construction is underway for IDC's central office in Space 6 at The Markeplace Design Center, Philadelphia. Office furnishings and fixtures have been donated by several manufacturers.

Circle 29 on reader service card

Executive Shelving Systems (Primera Series)

Tuchy's Executive Shelving System represents five complete networks of modular shelving, each designed to coordinate with its own executive desk grouping. All shelving systems are available in five heights, ranging from 29 to 86 inches, are available with or without doors, and are fully modular.

## Tuohy



Tuohy Showrooms: New York (IDCNY) Chicago (Merchandise Mart) Minneapolis (Int'i Market Square) For regional representation: Telephone 800-533-1696.

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## The Gallery Collection

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#### LEGEND HAS IT THAT HE WHO PULLS THE TUFT OUT OF MOHAWK'S WOVEN INTERLOCK SHALL BE KING.

Mohawk's exclusive Woven Interlock construction is surely the king of durable commercial carpeting. A special weaving process interlocks the backing and pile yarns together. The result is Mohawk's Woven Interlock which virtually eliminates unraveling, zippering, matting and crushing — it's ideal for high traffic areas.

Woven Interlock combines Dupont's Antron nylon with Mohawk's trusted craftsmanship to produce a carpet as beautiful as it is tough.

For more information on how you can unravel the Woven Interlock mystery, contact the Mohawk Commercial Marketing Department by calling (404) 951-6000.





Antron Only from Du Pont

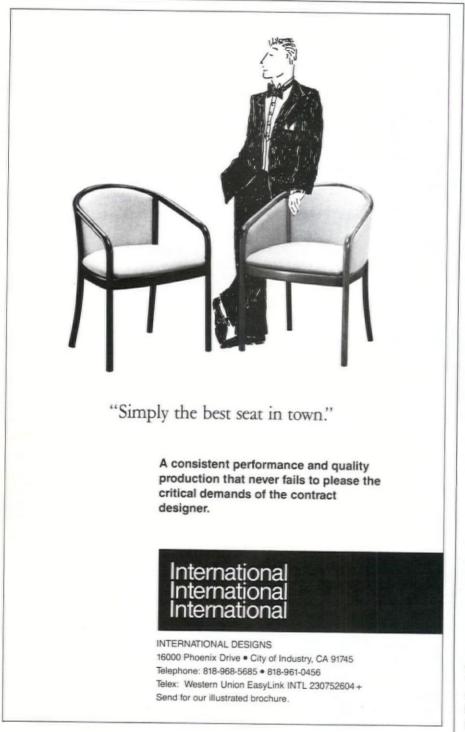
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#### CONTRACT UPDATE

#### Formica acquires Design Plus

Wayne, N.J.—Formica Corporation has announced the purchase of a majority interest in Design Plus, a York, Pennsylvania-based commercial and residential design services company. Design Plus offers a unique, CAD-driven service geared to retail store planners. Its service, which produces computerized "plan-o-grams," helps retailers get optimum yield-per-square foot and aids in inventory control.

Ken Krengel, CKD, and president of Design Plus says, "I am pleased with the acquisition by Formica Corporation as it will provide the resources to continue the present rapid growth and introduction of new services to maintain our innovative leadership in the indus-



try." Design Plus' acquisition by Formica was the subject of CONTRACT's Business Column last month.

#### Design Tex starts Paley memorial fund

**Woodside, N.Y.**—A memorial fund is being established for Harry Paley, cofounder, Design Tex Fabrics, who passed away in October. Paley was 60 years old.

In 1962, when Paley and Ralph Salzman founded Design Tex, it was one of the first textile firms devoted exclusively to contract fabrics. Today, the firm is among the leaders in this field with 14 showrooms in the United States.



Harry Paley, co-founder, Design Tex, passed away last October. A memorial fund is being set up for him.

#### Expansions: Corry Jamestown relocates HQ to Dallas

**Corry Jamestown Corporation**, a division of **Hon Industries**, is planning to relocate and expand its corporate headquarters to the Dallas area March, 1986. The firm also plans to open a new showroom there . . . **Hunter Douglas** has opened a new \$20 million manufacturing and service center facility in Tupelo, Miss.

#### the Maximizers Accessory systems to maximize your options.

McDonald Products' ConTrac 780 advanced design series, and the paper handling capabilities of New Horizons 3000, provide the broadest options in accessorizing open plan work stations. New sorters for files, binders and word/data processing media offer the maximum in versatility. When you need a complete work station solution, reach for the Maximizers.

#### MCDonald Products

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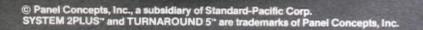
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## Panel Concepts We deliver

#### That's not a limited commitment. It's a long-standing tradition.

To most open office systems manufacturers, short delivery times are a tall order. But at Panel Concepts, 4 to 8 weeks—half the industry average—is our *standard* lead time. It's a delivery commitment you can bank on. And for extra fast service, there's TURNAROUND 5<sup>™</sup>—our unique quickdelivery program which ships our most popular SYSTEM 2PLUS<sup>™</sup> products in only five working days.

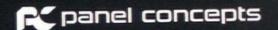
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## makes no empty promises. in 4 to 8 weeks.

The Panel Concepts approach to fast delivery doesn't compromise on quality or selection. Our popular SYSTEM 2PLUS" is a complete, versatile line of open office solutions — panels, power options and furniture components — with the industry's widest choice of sizes, styles and finishes.

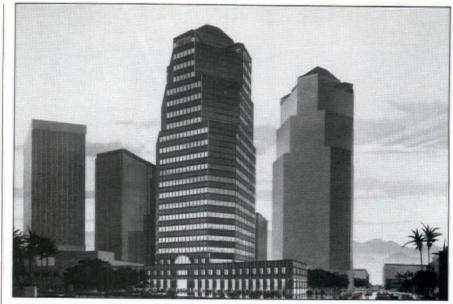
At Panel Concepts the commitment to customer satisfaction doesn't start and stop with quality products and fast delivery. It's backed by easy specification, simplified installation and conscientious customer service. Let us show you how easy it is to go from floorplan to open plan in only 4 to 8 weeks. For complete information on SYSTEM 2PLUS" and our fast delivery programs, call toll free **1-800-854-6919** (in California 1-800-422-2101). Or write Panel Concepts, Inc., P.O. Box C-25100, Santa Ana, California 92799-5100.





#### New assignments: 23-story office tower is Tucson's tallest

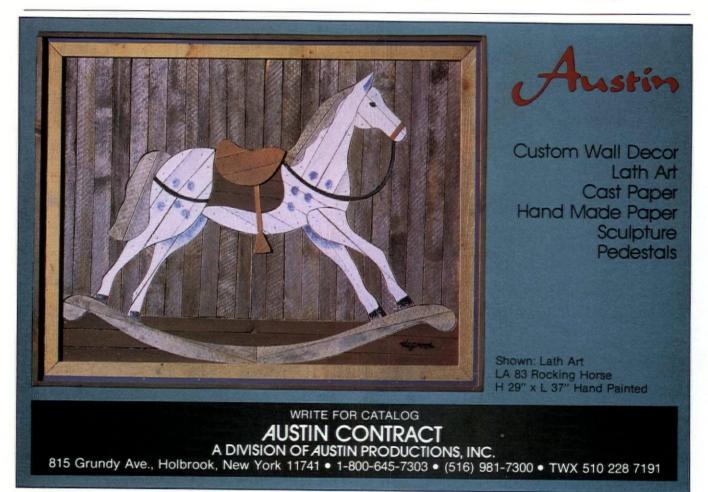
Construction is under way on Tucson City Center, a \$150 million office complex located at the downtown Tucson financial district. The first phase of development is a 23-story office building-the city's tallest-named United Bank Tower. Designer for the project is Denver-based C.W. Fentress and Associates, P.C. ... Also undergoing construction is One Columbus, a 26story tower which will contain 475,000-sq.-ft. of office space, Columbus, Oh. The \$62 million project is a joint development of The Prospect Company, Hartford, Conn., and Katherine S. LeVegue, Columbus. Architect is local firm Bohm-NBBI Inc. ... In Florida, Coral Gables-based Robison + Associates Inc. is working on two bank projects. The firm is providing design consulting services for a Ft. Lauderdale branch of Pan American Banks Inc. as well as interior architec-



United Bank Tower, a 23-story office building is currently under construction at Tucson City Center. When complete, the building will be Tucson's tallest.

ture services for a new Creditbank headquarters, Coral Gables ... Charles Bruno and Associates, Los Angeles, is designing new offices for Waltona Manion Public Relations, San Diego ...

New York City-based JHP Designs Ltd. has signed a contract with UMB Bank and Trust Company to provide architectural and design services for the bank's newest branch in Brooklyn.







Exit structured furniture configurations with limited applications and costly space wasting designs. Enter Datalink, an expandable system of modular furniture components that can grow in any direction, in four height elevations! Farewell to products that cover only a portion of an installation requirement. Hello to Datalink table, desk, transaction, terminal and privacy stations, file, media, storage, and printer cabinets, organizers, accessories and companion seating. Add-on station

modules, sliding task lighting, adjustable work surfaces, and a bi-level power flow system with magnetic knock-outs reflect the thinking behind Rich Thompson's inspiration. For additional information, including a choice of colors, fabrics and finishes, contact your EOC representative or call toll free 800-421-5927.

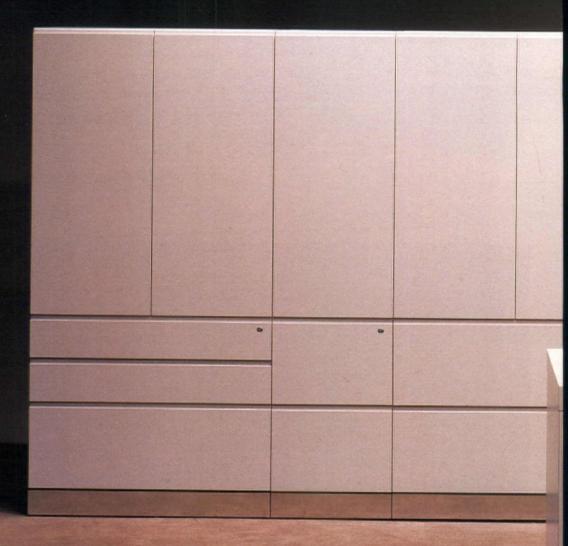
#### **Executive Office Concepts**

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DATALINK A New Connection Between Furniture and Information Systems



A Rich Thompson Design



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award: the most extraordinary new hotel in america selected by: the editors of interiors magazine winner: mayfair hotel, coconut grove, florida location: roof top pool deck architect: kenneth treister aia and antonio cantillo designer: treister and cantillo furniture resource: tradewinds outdoor furniture corp. collection: windjammer II



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- Active, effective, soil and stain resistance chemically built into the fiber to last for the life of the carpet.
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- Rigid construction specifications, tested and certified, backed by a 5-year warranty.\*

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\*See Warranty label for details.

For further information and sources, write or call:



## Design Compensation SURVEY

#### Continuing confidential designer poll analyzes salary ranges

Would it be useful to know where you rank in terms of compensation for your particular position? Or how your compensation compares to wages paid in other parts of the country for comparable work? If the answer is "yes," please take a few minutes to fill out this Design Compensation Survey, tear it out of this issue, fold it as directed, tape or staple the bottom, and drop it in the mail-it is self-addressed and postage-paid.

The survey is jointly sponsored by Business Products Consulting Group and CONTRACT magazine. Its purpose is to provide professionals with greater insight into the dynamics of employment and compensation in the interior design industry.

The research is targeted at developing data which relates education, experience, company affiliation, location, and a host of other variables to compensation.

The results of the research are published annually and we are hoping to make this year's research effort our most effective. As always, we guarantee the confidentiality of your response and assure you that all the data we seek is for statistical purposes only.

We welcome input from our respondents and would be pleased to address any questions or comments you may have regarding our research efforts. Thanks again for your participation.

- a) Which of the following BEST describes your company/organization? (Check your 1. answer) HEALTHCARE FACILITY
  - ARCHITECTURAL FIRM
  - INTERIOR DESIGN FIRM/DEPT.
  - CORPORATE FACILITIES OR
  - **DESIGN GROUP**
  - CONTRACT FURNISHER OR OFFICE FURNITURE DEALER

b) What is your office ZIP Code? \_

C) How many design/architectural professionals are employed (full-time) by your company/organization? \_

Which of the following BEST describes your job function? (Check your answer) JUNIOR DESIGNER DIRECTOR OF DESIGN ARCHITECT SPECIFYING ASSOCIATE/ASSISTANT INTERIORS DIRECTOR OF DESIGN SPECIFIER PROJECT DIRECTOR FACILITY PLANNER (IN-HOUSE) PROJECT MANAGER TRAINEE CONTRACT DESIGNER OTHER SENIOR DESIGNER

(PI	ease	specify

EDUCATIONAL INSTITUTION

HOTEL/MOTEL/RESTAURANT

(Please specify)

RELIGIOUS INSTITUTION

GOVERNMENT AGENCY

OTHER

3.	a) How long (# of years) have you worked in your current profession? -	TEARS
	b) How long (# of years) have you worked for your present employer? _	YEARS
	A How long (# of years) have you worked in your present position?	YEARS

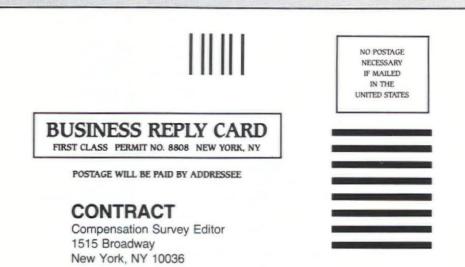
C) How long (# of years) have you worked in your present position?

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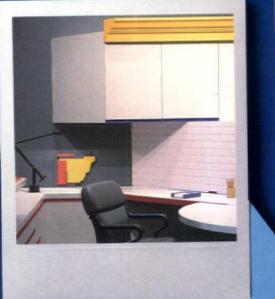
- HOURS PER WEEK 4. a) How many hours per week do you work for your company/organization? \_\_\_\_
  - b) Of these, how many hours do you work at the job function checked in Question #2? -

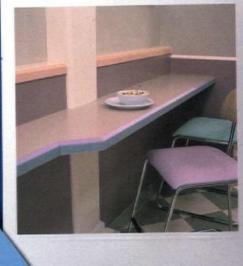
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		FEMALE					
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. a)	Which of the following is the high HIGH SCHOOL DIPLOMA BACHELOR'S DEGREE	nest educational level yo MASTER'S DOCTORA	DEGREE	Check your answer)	se specify)		
b)	Did you pass the NCIDQ examin	nation? YES NO					
C)	To which of the following organiz		MA OTHER				
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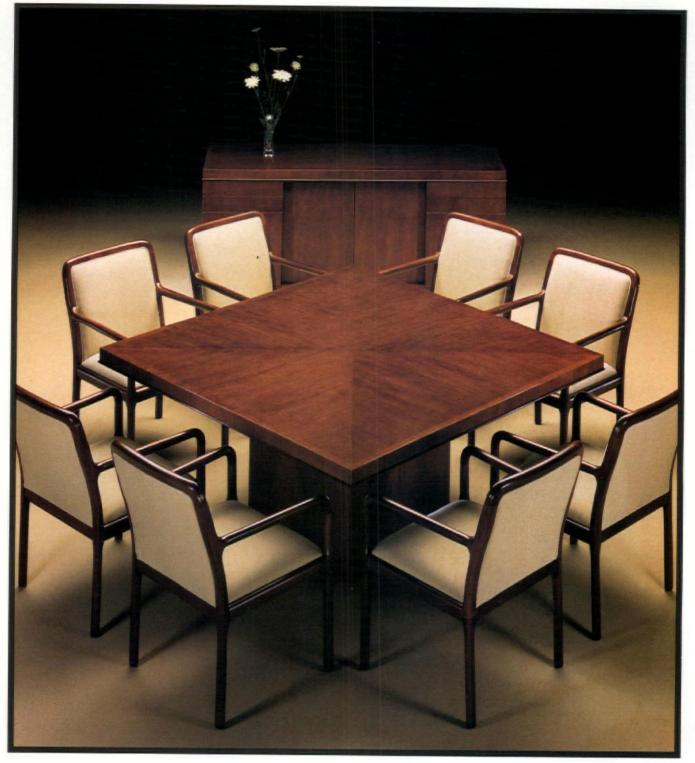
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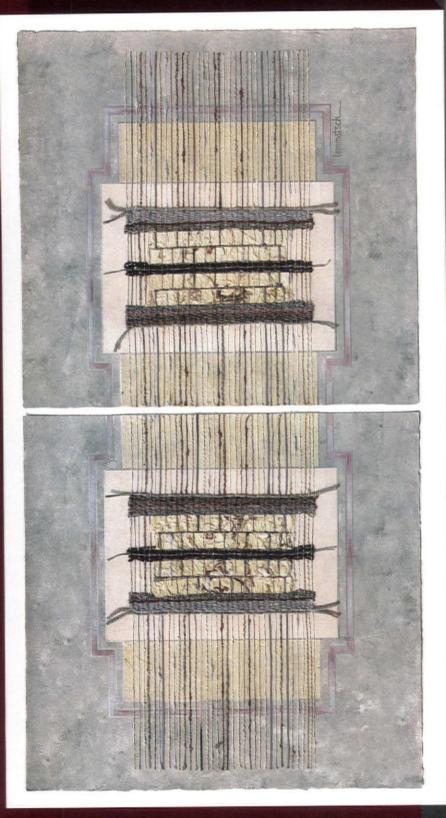
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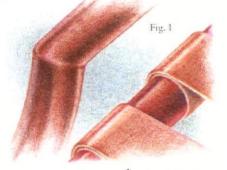
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5

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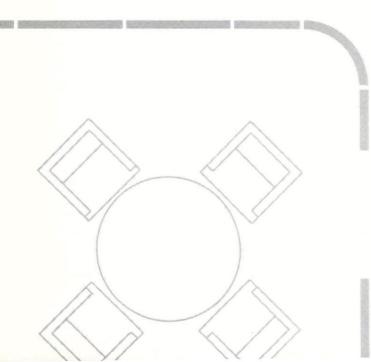
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The Beta System is as beautiful as it is functional, with features like radius corners, and the warmth and elegance of wood.

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Circle 46 on reader service card

## Mid-Atlantic rep outfit diversifies services with quick-ship program & in-house design support

A quick-ship program, inhouse designers who service dealers, and an array of other marketing tools and services give Glenn Smith Associates Inc., Hyattsville, Md., a competitive edge among manufacturers representatives and wholesalers in the middle-Atlantic states.

Formed nearly five years ago as a wholesale organization, the company has since diversified into a three-arm group: GSA (not to be confused with Glenn Smith Associates Inc., the umbrella organization) is the wholesale distribution division; a newly formed Computer Furniture Distributors (CFD) branch distributes computer support furniture; and The Smith Group serves as factory representatives.

In response to "growing numbers of dealers who don't carry products but rely instead on guick-ship programs," the oldest of the divisions, GSA, offers its own quick-ship service. The program was also formed, notes Scott Smith, partner, Glenn Smith Associates, in response to "the number of local design firms that receive government contracts and who may be working along on their projects but are suddenly given a very short time in which to fill orders."

Operating out of a 78,000sq.-ft. warehouse and 10,000sq.-ft. showroom in Hyattsville and from a new facility of comparable size in Williamsburg, Va., GSA offers approximately 30 percent of the items it carries on a quick-ship basis. Included are panel systems, desks, and other items from 18 manufacturers. A textile program is also offered.



Family members Scott Smith (I.), Stewart Smith (center), and Rich Koski share in the operations of Glenn Smith Associates' wholesale furniture distribution divisions and factory representatives division.

"If specified items are in stock at the time a dealer places an order, the dealer can receive the merchandise within 48 hours," says Smith. Such efficient delivery can be quite a temptation to dealers who would otherwise wait an average of eight to 14 weeks for factory shipments.

#### A premium imposed

GSA's quick-ship program, as attractive as it may be, does have its price, and dealers who opt for the service find themselves paying approximately 30 percent more than if they'd gone through the factory, notes Smith. Other marketing tools offered by GSA include a 64page, full-color catalog and training programs.

Glenn Smith Associates' newest division, CFD, serves as distributors of computer support furniture lines that range from clerical data support equipment to executivelevel units. The decision to distribute these items to computer hardware and software dealers as well as to traditional office furniture dealers through a separate division rather than through GSA was based on several factors. "The division is our response to the many dealers of computer hardware and software that do not offer the furniture needed to support the equipment they sell," says Smith.

Another reason for the company's decision to market the products independent of GSA was the desire "to market the furniture under a name that would appeal to the computer market." This type of furniture also involves specialized use, notes Smith.

#### **On-staff designers**

Clever marketing moves by The Smith Group boost this division's visibility among dealers and design firms in New Jersey, Pennsylvania, Delaware, Virginia, West Virginia, Maryland, and Washington D.C. Take, for example, the inclusion of ASID members on the group's sales force. Targeting design firms on an exclusive basis, these sales representatives have the design backgrounds necessary for understanding and meeting client needs while opening designers' eyes to new possibilities for represented lines.

An in-house design department, led by Mary Kay Tacy, ASID, takes on a variety of tasks from space planning and supervising installation at end-user sites to designing dealer showrooms and offering esthetic ideas to manufacturers. Helping end-users adapt to and use their newly installed furniture items are other important functions of the department, says Tacy, and she often serves as an extension of a dealer's design department, assisting its designers with space planning and instructing in furniture use.-D.D.

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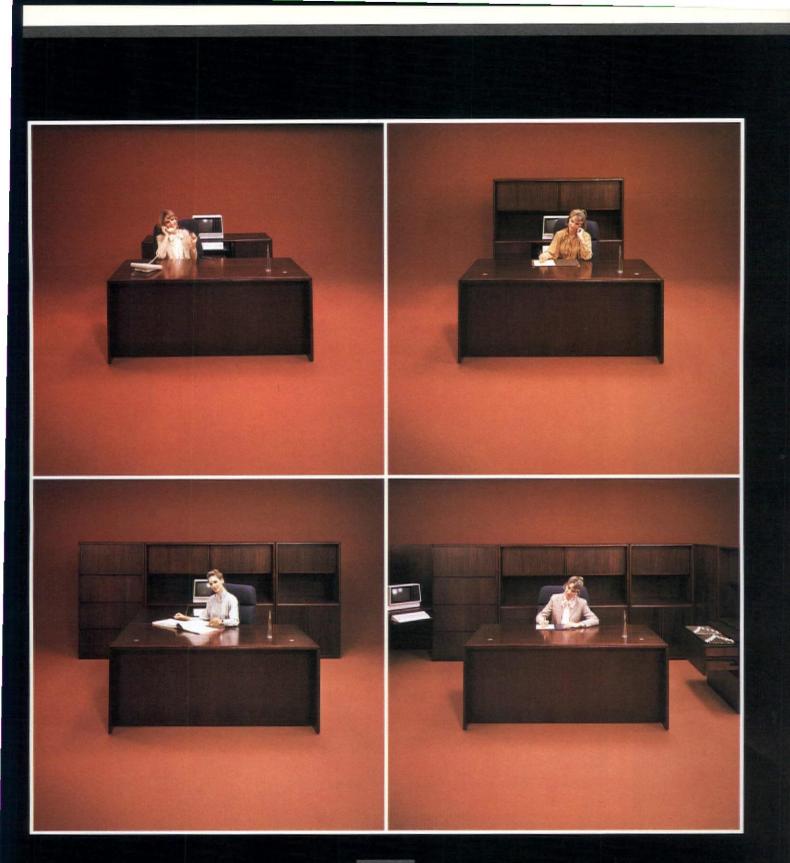
Formtech is Modular. The perfect configuration for any sized office area can be arrived at. Desks, credenzas, hutches, wardrobes, computer support units, corner units, etc., are totally integrated and work together in meeting the needs of each individual office. Add-on potential is infinite.

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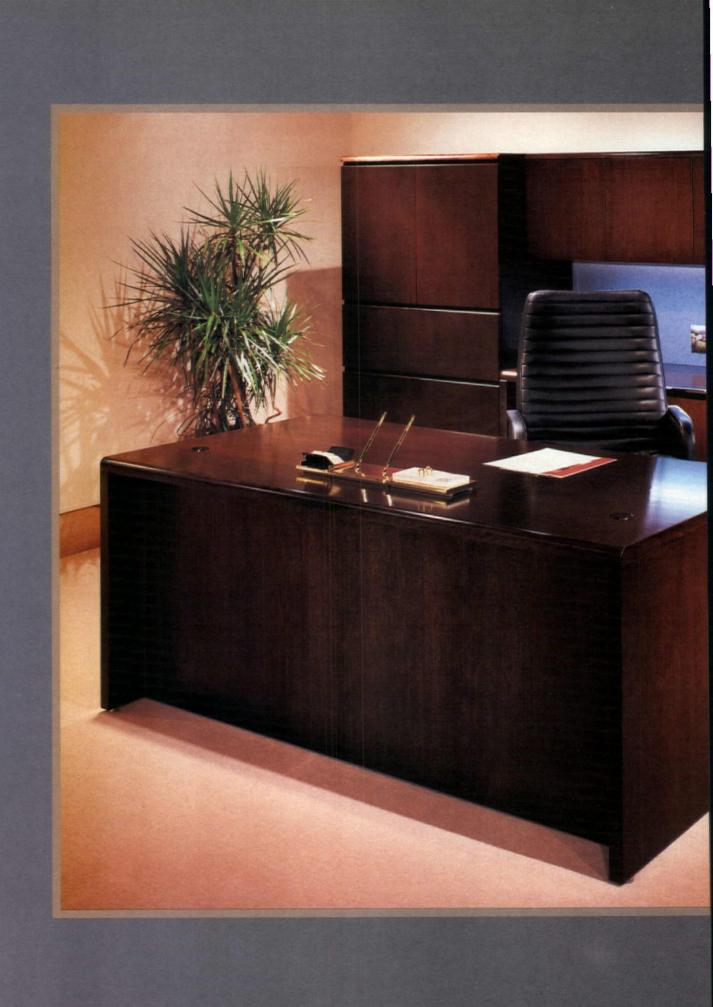
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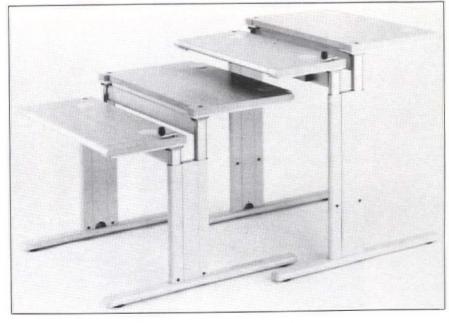
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#### CONTRACT TECHNOLOGY

#### Glazing protects Tiffany windows

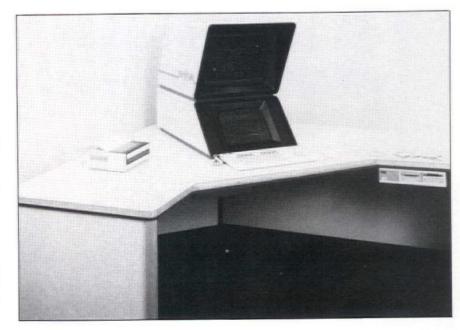


Though originally protected by tempered glass, the 15 original, Tiffany stained-glass windows of Blandford Church, Petersburg, Va., now receive additional safeguarding from a glazing of polycarbonate plastic. Product is made by General Electric. **Circle No. 444.** 



#### Kit converts table to stand-up height

Generation III 30-in. bi-level tables for computer workstations can be converted to stand-up height with optional conversion kits. Available from Human Factor Technologies Inc., each kit includes four leg extensions, bolts, and leg covers for a wide variety of user applications. **Circle No. 442.** 



#### CAD/D system meets field office needs

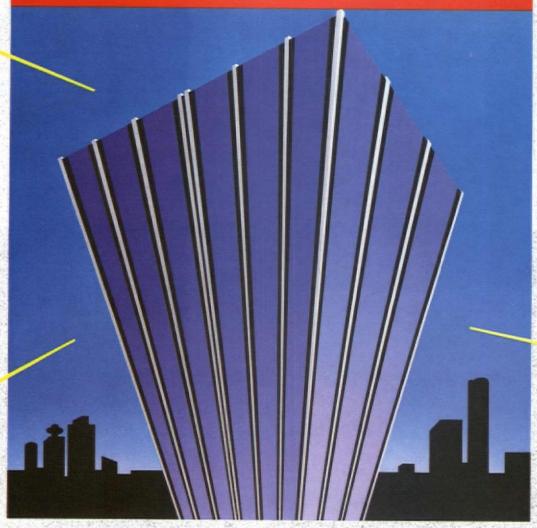
System 86 computer-aided design and drafting (CAD/D) system is microprocessor-based, using Hewlett-Packard 9000 Series equipment. From Maxam Technologies Inc., System 86 offers the speed and accuracy inherent in 32-bit internal architecture and is available in a stand-alone, single-workstation configuration. Multiple workstations can be interconnected in a network with shared data base and common peripheral devices. This approach is helpful in providing cost-effective CAD/D capabilities to field offices. **Circle No. 441.** 

#### Security cover adds ergonomics, flexibility



Freestanding PC security cover, in combination with a 24-in.-deep worksurface, provides a flexible, secure, and ergonomically correct workstation. Manufactured by Hamilton Sorter, the cover features a slide-out keyboard shelf with ¾-in. palm support. All computer components are protected by a locking aluminum tambour door. **Circle No. 443.** 

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"Steelcase is relocating our showroom to the Atlanta Market Center. We are confident their solid track record for attracting buyers will add to our nearly \$1.2 billion national sales record."

Ted Mathews, Divisional Sales Manager, Steelcase Inc. "Knoll's decade in downtown Atlanta has been very profitable. As the Southeast contract industry sales approach \$1.6 billion, Knoll calculates an even greater return on our investment as we relocate to the Atlanta Market Center."

Bill McGehee, Vice President, Knoll International

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Contract showrooms begin opening January 1986. For information contact Susan McCart Brashear, Atlanta Market Center, 240 Peachtree St., N.W., Suite 2200, Atlanta, GA 30043, 404/658-5672.



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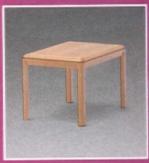
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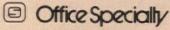
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## Color service organizations offer valuable information to design professionals

To become knowledgeable about color these days, designers must thoroughly examine ongoing trends, past and present color forecasts, current design philosophies, and marketing concepts. Fortunately, there are many professional organizations and companies ready and willing to offer this kind of information to designers, architects, and product stylists. Their services are varied, each tailored to meet individual needs of those working with color. Because CON-TRACT's readers have requested information on services, our column this month provides a description of five of the most recognized color organizations in the contract industry.

The Color Association of the United States (CAUS) has been a major force in guiding color trends for over 60 years. Individual membership costs \$420 per year and includes an Interior/Home forecast card issued in October of each year, 20 months in advance of the season; newsletters eight times a year with updated information on effective use of color and design; a Color Matching Service that provides duplicate color fabric samples upon request; access to the CAUS Reference Library which dates back to 1915; color seminars; and discounts on publications. Forecasts are made by a seven- to 10-member panel of design professionals representing many segments of the home furnishings and contract industry, together with CAUS' president and executive officers. For more information, call

Lexington Avenue, New York, NY 10016; 212/683-9531.

The Color Box for Interiors is an extension of The Color Box, a forecasting service for the fashion industry founded in

or write CAUS at 343 Color Box for Interiors is located at 35 West 38th Street, New York, NY 10018; 212/ 921-1399.

Color Marketing Group (CMG) is a nonprofit organization consisting of color stylists,

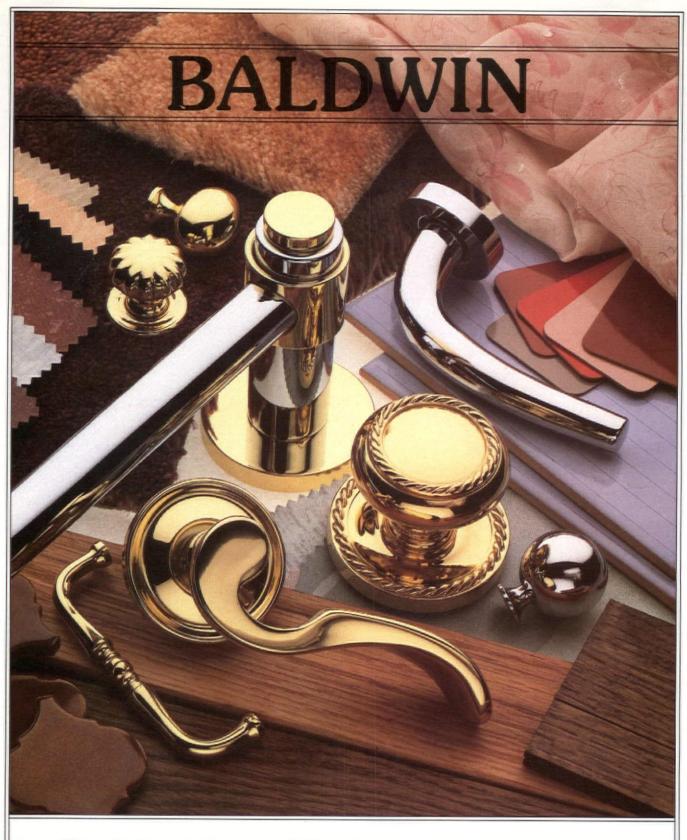


Illustration by Burt Groedel

1978 by Jane Resnick. The Color Box for Interiors provides a separate forecast for interior, home furnishings markets, and just last year introduced its first contract palette (see CONTRACT, May 1985). The yearly \$325 fee includes a color forecast box for the upcoming season that is released in January; individual consultations: quarterly reports on color trends; and access to the Color Box Library of more than 1,000 colors. Colors-onthe-Move, a portable version of the box, can be purchased for an additional \$60. The Color Box's professional staff travels the world and does extensive research in order to determine color directions. The designers, managers, product developers, and technical experts. Administered by a board of directors, CMG's annual dues are \$235 per person. CMG offers workshops, seminars, presentations, and panels covering various aspects of color marketing at two national meetings and several regional meetings held throughout the year. CMG's Color Directions are determined by members serving on various committees of specific interest groups. The Contract Color Directions palette is published annually. Information on this group may be obtained by contacting CMG, 1133 Fifteenth Street, N.W. Washington DC 20005; 202/429-9440.

The Inter-Society Color Council (ISCC), another nonprofit group, is an extremely technical organization boasting many scientists among its members whose main purpose is to coordinate work being done by member organizations leading to the standardization, description, and specification of color. ISCC has an annual meeting and sponsors a series of Technical Conferences that explore various subjects. The group has a newsletter and endorses the Color Research and Application journal published by Wiley-Interscience. Membership consists of 10 delegates from any national non-profit society, association, or organization interested in color. For more information, write Dr. Allan Rodriguez, E.I. Du Pont de Nemours Co., 945 Stephenson Highway, Troy, MI 48084; 313/583-8245.

Pantone has long been recognized for its universal matching system used in the graphic arts industry. Last year, the company introduced a Pantone Professional Color Guide for interior designers, architects, and stylists. Intended to be a standard reference rather than a forecast, this book features 1,000 colors that were selected by Pantone as a result of a survey that was conducted with manufacturers and design professionals worldwide to find out which colors are specified the most. It is available for \$125 and will be updated periodically. For more information, contact Pantone, 55 Knickerbocker Road, Moonachie, NJ 07074; 201/ 935-5500.

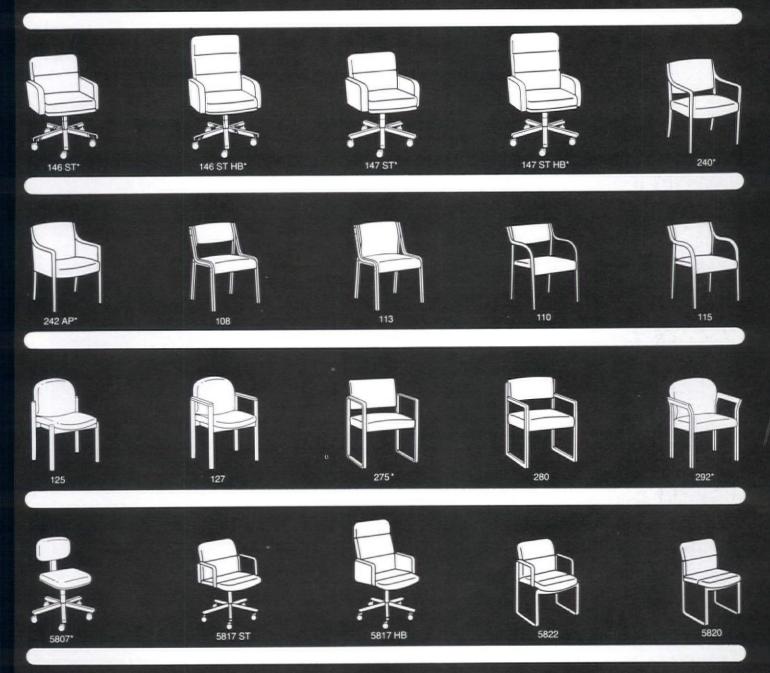


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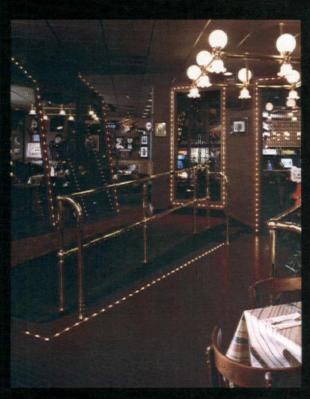
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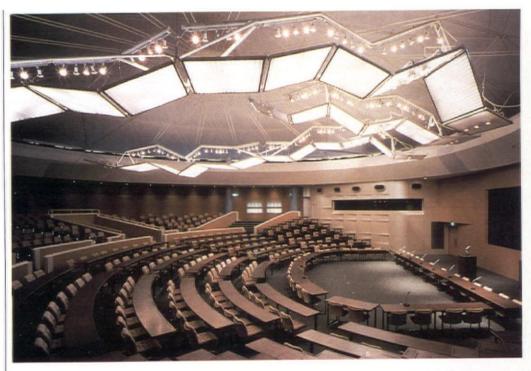
## Office, meeting, & exhibition center, Japan, earns designer a 1985 IALD Award of Excellence

For his lighting design of YKK 50, an office, meeting, and exhibition center in Kurobe, Japan, Hidetoshi Ohno of Tokyo received an International Association of Lighting Designers (IALD) 1985 Award of Excellence. The project was the sole commercial work to receive the top honor; five other contract projects-including a religious shrine, a fashion showroom, a school library, lighting fixtures, and the Procter and Gamble (P&G) headquarters-received Honorable Mention awards.

Held at the Palladium in New York City, IALD's third annual awards ceremony gave an estimated 300 attendees the chance to view some of the finest examples of lighting design in a setting which is getting rave reviews for its own illumination techniques and interior architecture.

As illustrated on this page and as expressed by Ohno, an architect and principal in the Tokyo-based firm of A.P.L. Sogokeikaku Jimusho, the top-winning lighting design represents a "Japanese poetical attachment to nature, the sky, and the wind."

YKK 50, owned by zipper manufacturer Yoshida Kogyo, is a 20,000-sq.-meter space with the character of a memorial hall, and it was the lighting design of the structure's international conference hall that gave Ohno his greatest challenge. Working closely with the center's structural engineer, the architect devised a lighting plan which would maintain the visibility of



diamond-shaped, steel roof beams; offer an element of acoustical control; and provide easy maintenance.

The solution: a series of acrylic panels, mounted accordion-style on frames that can be raised and lowered by motor control. Lamps are located in the frames for easy maintenance, and the light passing through the panels bathes the hall in a soft glow.

#### Two-time honoree

Another Japanese designer, Motoko Ishii, Motoko Ishii Lighting Design Inc., Tokyo, received an Honorable Mention for the lighting of a religious shrine in the Sacred Garden of Shinji Shumei-kai, Shiga, Japan. In 1984, Ishii received an Honor Award for



her lighting design of a sanctuary in this same garden. Ishii's most recent challenge was twofold. Not only did she have to devise an illumination (Continued on p. 84) A poetical lighting solution for YKK 50 earned Japanese architect Hidetoshi Ohno a 1985 IALD Award of Excellence (top photo). Francesca Bettridge received an Honorable Mention for her lighting design at the Kaskel Library, Tarrytown, N.Y. (above).

## WHATEVER THE DECOR -WHATEVER THE COLOR SCHEME

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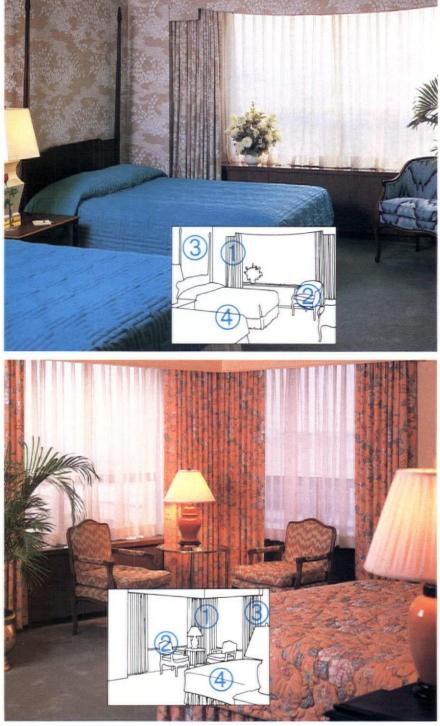
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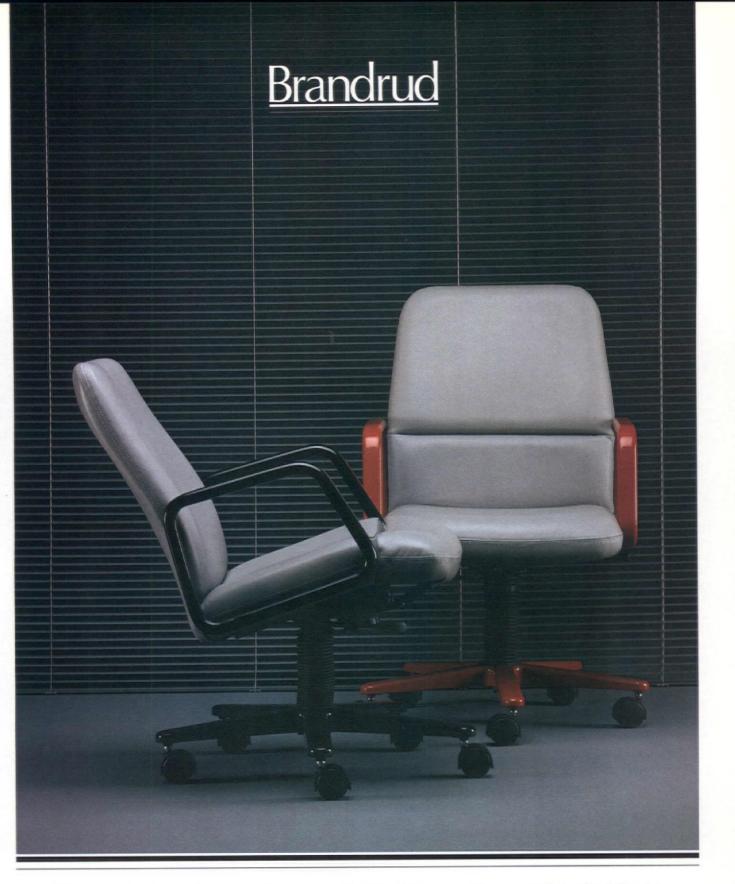


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#### IALD awards six contract projects

(Continued from p. 81)

scheme suitable for a solemn religious setting, but the building interior confronting her was enclosed by walls capable of descending vertically into the floor. Thus, the resulting lighting plan had to work just as well for an enclosed space as it would for an open space.

Ishii's solution is one in which the shrine's object of attention, the god Daikoku-Sama, appears to float. Lighting fittings have been arranged in a manner so as to be out of the audience's view, with halogen sources spotlighting both god and back screen. Incandescent sources built into the ceiling where enclosing walls meet serve as wallwashers when the walls are up and illuminate the floor when the walls are down.

An Honorable Mention was also given to architect Nicholas Goldsmith, FTL Associates, New York City, for the lighting design at Donna Karan's fashion showroom. Located in New York's garment district, the black, white, and gray-colored space is used for both small fashion shows and customer sales.

#### Lighting 'wings'

Goldsmith's lighting plan makes use of custom-fabricated, nylon lighting ''wings'' that are suspended from the ceiling on an angle. The fabric's translucent quality creates a diffuse and balanced ambient light, providing good color balance for photographers working the shows.

A third Honorable Mention was awarded to Francesca Bettridge, a principal with New York lighting design firm Cline, Bettridge, Bernstein, for her illumination scheme at the Kaskel Library, Tarrytown, N.Y. Located in Goodhue Hall at the Hackley School, the library was part of a renovation and adaptive re-use project.

Designed in 1900 and occupying a large, barrel-vaulted orable Mention for the design of two fixtures used in the Manhattan offices of Générale Banque. One fixture is a semirecessed downlight; the other is a pendant design.

Intended to visually link and ornament an elevator lobby, reception area, and conference rooms, the fixtures were sculpted from the same finished



room, the library features high windows and tall fireplaces, with elegant moldings and trim. While architects developed a traditional interior to enhance existing features and encourage study, the lighting designer created a plan to respect those goals and provide appropriate illumination levels. Low initial cost, energy efficiency, and ease of maintenance were other lighting design requirements.

The finished library is an elegant, airy, and comfortable space in which Bettridge restored and relamped existing chandeliers, designed table lamps, modified and installed green-glass fixtures, and integrated fluorescent fixtures into cabinetry.

Lighting designer Jerry Kugler, Jerry Kugler Associates, New York, received his Hon-



The pendant fixture shown here (top photo) was one of two designs which helped earn lighting designer Jerry Kugler a 1985 IALD Honorable Mention award. Architect Nicholas Goldsmith was honored by the association for his lighting solution to Donna Karan's New York fashion showroom. The design features nylon lighting "wings" (above).

aluminum as was the ceiling. In the case of the downlight, two concentric "collars" float below the top surface of the fixture, creating a juxtaposition which leaves the outer surface of the larger collar dark.

The pendant fixture, as depicted here, permits viewing from both above and below. Light beams from quartz lamps pass through diffusing lenses which "float" below each source before continuing on through an aperture in a large glass disk below each lens.

#### **P&G** headquarters

New York lighting design firm Jules Fisher and Paul Marantz Inc. received its Honorable Mention for the lighting of the main entrance pavilion, adjacent areas, and auditorium at P&G's headquarters building, Cincinnati, Oh. Fisher and Marantz is also the firm which designed the lighting for the Palladium.

Project managers for the P&G project included Barry Citrin and 1985 honoree Jerry Kugler, who previously served with Fisher and Marantz. The lighting design at the P&G building, an expansion of the company's existing headquarters, complements an architectural program which demanded unification of both new and old structural elements. The result was described by judges as "a carefully detailed and harmonious synthesis of materials and design."

Serving as judges for IALD's 1985 awards program were Robert Prouse, Jules Fisher and Paul Marantz Inc.; Donald Gersztoff, Wheel/Gersztoff Associates Inc.; Anne Robinson, Robinson, Roth and Associates; and Alfred Scholze, Alfred Scholze Associates Inc.

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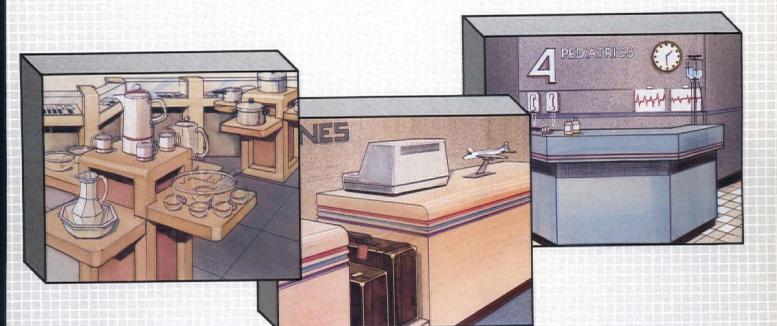
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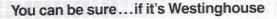
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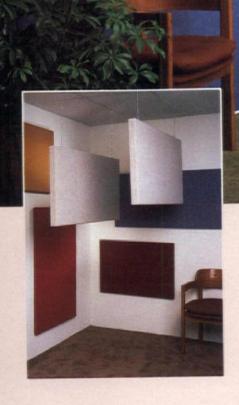
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Kittinger's T448 stand-up desk can be tailored to fit individuals with elbow heights ranging from 40-in. to 46-in. It features a hinged top over a storage compartment and pen tray. The foot-rest is brass covered; leather top and slides extending from either side are

optional.

Any of the units make ideal home office components where traditional trappings are the order of the day.

An eclectic group of contemporary, modern, and traditional writing desks in homescale dimensions have been introduced by Sligh Furniture and Clock Company. Designated the Cranbrook Collection, the desks feature elegant period furniture design and woods-mahogany, fine cherry, walnut, and veneerornamented with brass. Other details include center drawers lined with fine, soft brown velvet: a complementary brass nameplate that can be personalized with the owner's name; and solid-cast brass keys for desks with center locking drawers. The latter are dressed with brown velvet pouch.

For more information on the Kittinger line, Circle No. 505 on the reader service card. For Sligh, Circle No. 506.

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On these pages, CONTRACT is pleased to present a new column, Designing The Home Office. The editors request that readers submit photographs, preferably in color, of home office installations and products geared to home office use. Please address all material to: Home Office Editor, CON-TRACT Magazine, 1515 Broadway, New York, NY 10036.



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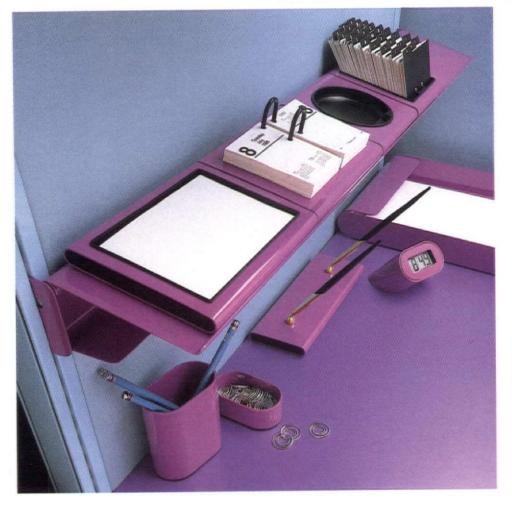
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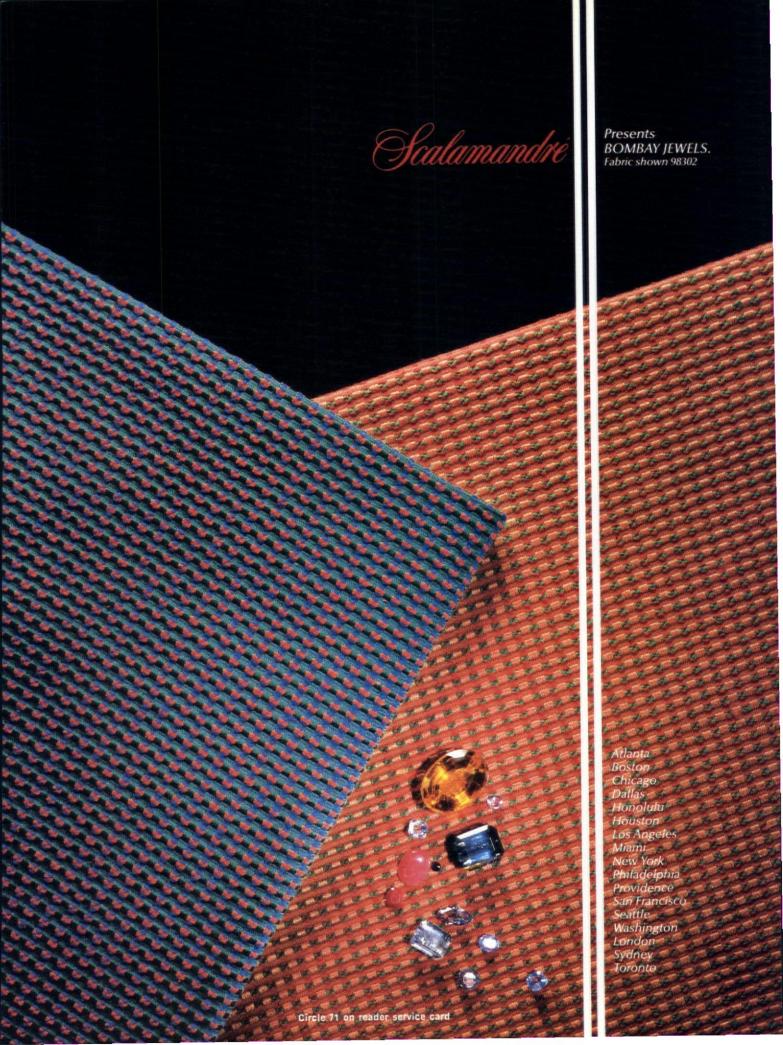
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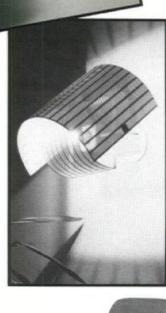
By SARA O. MARBERRY Associate Editor Artley "Haru." Beylerian, Circle No. 423.

## 3RD EIMU ADDRESSES CHANGING WORK ENVIRONMENT

ach September for most of its 25-year history, when the Salone del Mobile is held in Milan, Italy, the focus has been primarily on home furnishings. Only recently has this focus zeroed in on the contract market with the formation in 1982 of EIMU, the International Exhibition of Office Furniture. Now held every other year in conjunction with the Salone, EIMU 1985 had 195 exhibitors and an estimated attendance of more than 10,000. Add to that 2,032 furniture and accessories exhibitors of the Salone, plus 346 lighting manufacturers at the 10th annual Euroluce

exhibit drawing a combined attendance of approximately 155,000 visitors, and the scope of the fair becomes almost staggering.

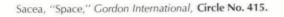
While some furniture that can have both residential and contract applications can be found in the Salone, EIMU emphasizes only the office environment. The Italians are well aware that this market is undergoing a phase of rapid evolution and change in their country. Notes Angelo Ferrari, EIMU president and president, Olivetti Synthesis, "Office work is changing; this is pretty obvious now with the advent of cybernetics and electronics,



Bieffe, "Ergotec," Bieffeplast, Circle No. 429.

Artemide, "Shogun," Circle No. 432.

Skipper/Italy, "Cipango II," IPI, Circle No. 424.



Origlia, "Exa," Origlia U.S.A., Circle No. 416.



Fantoni, "D8," Fantoni U.S.A., Circle No. 411.



planning, and automation. What is less obvious is that as work changes, the physical space where people work must change also."

Valentina, "Valenti," Contract Marketing International,

Circle No. 435.

#### Contract market studied

A study commissioned by fair organizers COSMIT and CMMU (Italian Manufacturers of Metal Office Furniture) of the office furniture market in Italy found that demand is still rather traditional, with preference for closed spaces, simple un-accessorized general office worksurfaces, and scanty use of modular systems for office automation. Reception area furnishings absorb a considerable slice of demand and this percentage seems destined to increase.

But, according to the study, outlook for future sales in the Italian market shows a progressive shift from more traditional products to new sophisticated ones such as modular systems, open plan, and wall units. These types of products certainly dominated this year's EIMU exhibit. Numerous high-tech looking systems were introduced, along with a variety of ergonomically designed chairs aimed at appealing to the changing work environment. "The quality of product has improved," says Toby Rhodes, international marketing consultant and 30year veteran of the contract industry. "Although automation is motivating changes in office furnishings here, the typical style for Italian executive offices is still very residential. Individual style and taste plays more of a role-a standard American open plan system doesn't go over well here."

Says Michele Perini, general manager, Sagsa and vice president, CMMU, "There are very few true office furniture companies in Italy. Contract design is a relatively new concept and



in order to sell furniture, many companies have to offer a wide range of low- to high-end products."

#### A wealth of new product

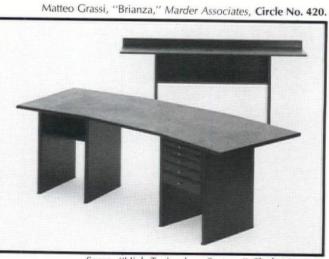
While it may be the opinion of many seasoned fair-goers that this year's introductions were not all that innovative, definite characteristics in product styling and design are worth mention. In contract, these included:

- A proliferation of wood furniture lines, some dyed black or with black accents.
- Use of textured metal finishes, polyurethene, and laminates.
- On executive desks, use of leather-wrapped components and desk-top insets.
- Fabrication of chairs, tables, and sofa frames with steel tubing.
- Integrating wire-management capabilities into systems and desks.

 Use of color: gray, black, and white with softened bright accents, some pastels.

At Olivetti Synthesis, the new Delphos system designed by Ettore Sottsass and Michele De Lucchi was a big hit with designers. Finished with a texture metal coating, the prototype at the fair had tints of color added to various components-drawer fronts. desk tops, legs-to illustrate what shades are available. "It was just an experiment," says Clino T. Castelli, color consultant for Olivetti. "But designers really loved the look of three or four different colors on one workstation surface."

The D8 directional series offered by **Fantoni** is equipped with an octagonal leg that acts both as a fairlead and support for horizontal beams. The surfaces of desks are made with various wood finishes and leather with a structural black lacquered under-surface. Fan-



Sagsa, "High Technology System," Circle No. 414.







Estel, "Conference Table," Estel U.S.A., Circle No. 412.



InterProfil, "Two-seat Sofa," Circle No. 425.



toni is represented by Fantoni U.S.A.

A conference table designed by Brazilian architect Oscar Niemeyer was among the new product introductions at **Estel**, represented by *Estel U.S.A*. The prototype table has two marble curved legs and a stone top.

Paolo Piva designed an executive office system, Arcadia, for **B & B Italia.** It has two aluminum electric power supply bars fixed to the worksurface that connect the desk to typing or conference tables. B & B's U.S. office is in N.Y.

Sagsa's High Technology System is designed to integrate workers and machines. Its multi-functional features include movable accessories for telephone, video support, and lamps, plus adjustable worksurface to three heights.

Sacea, represented in the U.S. by Gordon International, added curved fins to the top of freestanding panels in its

Space system. Unusual in appearance, the fins contribute to the system's continuous form and theory of avoiding sharp angles. Space's three walls of straight, curved, and ephemeral offer layout flexibility.

The Exa collection introduced by **Origlia** features a complete system of dividing walls and desks. The collection is available in laminate, wood, lacquer, and stucco finishes in a variety of colors. Origlia is represented in the States by *Origlia U.S.A.* 

Gruppo Industriale Busnelli added a new wood desk and synthetic leather edges to its I Protagonisti line of executive office furnishings. Busnelli is located in the States in Greenbaum, N.Y.

At **Skema**, represented in the U.S. by *Ghariany Executive*, the Talos collection (also shown last year) was featured. The LS010 writing desk is made with California walnut



Voko, "RMT," Circle No. 419.

#### Comfort in seating

briar, lacquered in bright polyester with leather inset.

Other systems lines included Voko's RMT system, which has been in the market for several years. The RMT-work desks offer a variety of possibilities for interconnecting workstations through a choice of different frames, filing components, and table tops.

Matteo Grassi's line of executive office furnishings includes Brianza, a desk and credenza constructed of hard woods and covered in saddle hide. The firm is represented by Marder Associates in the U.S.

Computer technology was addressed with a new support stand, Plus, introduced by **Press** and **General Electric Plastics Europe.** The unit's allthemoplastic design is lightweight with cable channels, snap-fits for assembly, card guides, and floppy disk storage molded-in.

At Cassina, represented by

Atelier International in the U.S., a number of new products were offered. Massimo Morozzi designed Domino, a new sofa that features movable back sections which fold down to create armrests or "table" tops. The sofa is available in three different sizes.

The Haru seating series from Arflex includes an ottoman, high- and low-back armchairs, sofas of two lengths with optional face-to-face configuration, and a seat "ring." Small tables based on a new design concept are also part of the series. Arflex is represented in the States by *Beylerian*.

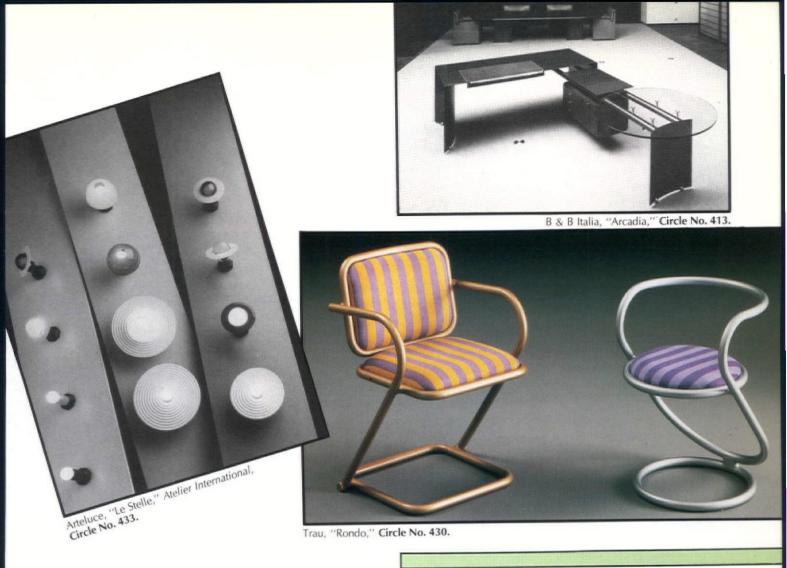
Cipango II was designed by Motomi Kawakami for **Skipper/Italy**, represented in the U.S. by *IPI*. The armchair and two-seat sofa is made of a cold-foamed, self-extinguishing polyurethane metal frame with elastic belts.

A new sofa was introduced by InterProfil, one of several



Vitra, "Bellini," Stendig International, Circle No. 426.





Olivetti Synthesis, "Delphos," Circle No. 410.



German manufacturers exhibiting at the show. It comes in a two-seat version or can be fashioned into modular seating with marble table-top units in-between.

In office seating, **Vitra**'s Bellini collection stood out. Fully automatic, an internal system in the chairs simultaneously follows and supports the body's every movement. Persona is the standard model, featuring a single piece molded shell without projecting levers or buttons. Vitra is represented in the U.S. by *Stendig International*.

**Castelli** first introduced Simbio chairs last year at Orgatechnik in Cologne. The special dynamism of its back and seat reproduce movements of corresponding parts of the human body when sitting. Castelli is represented in the U.S. by Castelli Furniture.

Schirolli, represented by North American Marketing in the U.S., featured its Esse armchair at the fair. Esse is designed to allow total back and seat adjustments in six positions as well as continuous movement.

The Ergotec chair from **Bieffe** features both back and seat height adjustments. Available through *Bieffeplast U.S.A.*, Ergotec is part of an entire line of office systems. The chair can be upholstered or specified in a steel-mesh design (shown).

Tusquets ergonomic chair line from **DePadova** features adjustable height, seat, and backrest. Designed by Oscar Tusquets, the chairs come in three different styles.

Trau, one of Italy's largest contract manufacturers, introduced the Rondo line of chairs for hotels, restaurants, and indoor-outdoor applications. Designed by Verner Panton, prototype models are made of curved steel tubing with bright-

CONTRACT/January 1986



#### alogen buibs dominate

ly colored upholstered seats and backs.

Several lines of auditorium and public seating were introduced by **Techno**, another one of Italy's largest contract manufacturers. The P757 series has a fully upholstered seat and back with a black finished metal frame.

#### **Euroluce electrifies Milan**

As always, the Euroluce (International Lighting Exhibit) drew crowds into its heated halls. Recognized as leaders in lighting design, the Italians continued to exhibit innovative products aimed at a sophisticated end-user. Not surprisingly, halogen bulbs dominated contract offerings.

Artemide introduced the Shogun wall lamp designed by Mario Botta. It is made of white painted metal with adjustable diffusors in a perforated metal plate. Available through Artemide Inc. Le Stelle spotlight system from Arteluce provides incandescent light with various screens for reflection or diffusion. Arteluce is represented exclusively in the U.S. by Atelier International.

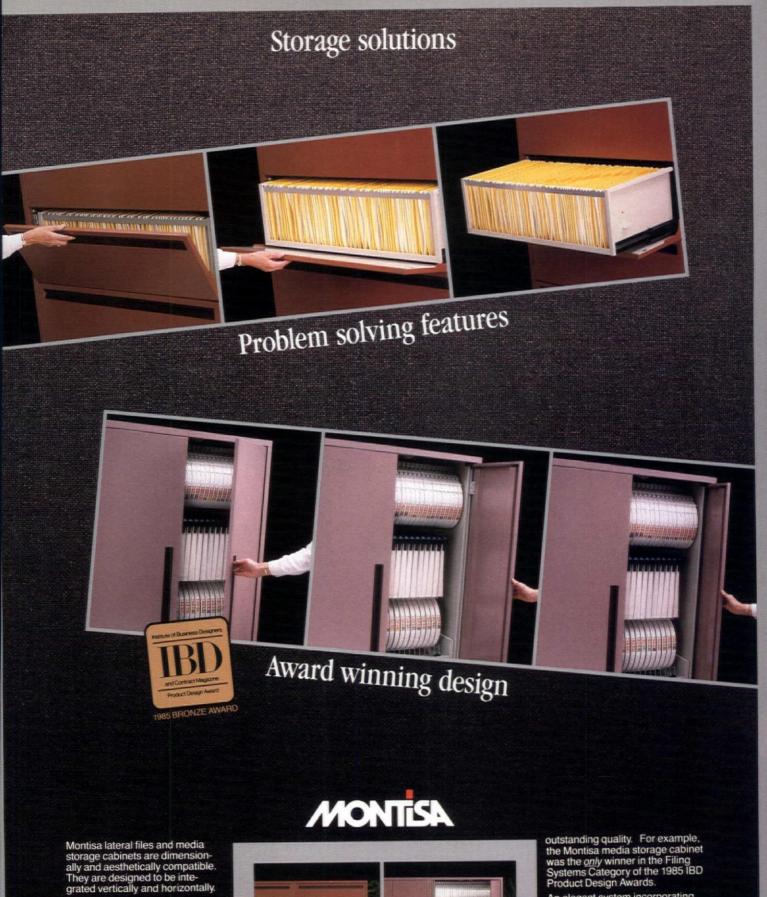
Stilnovo, represented by Thunder & Light, in the States, was showing a halogen table lamp at the fair. Luna has a body of lacquered metal and a porcelain diffuser.

Valenti was designed by Jonathan DePas, Dnato D'Urbino, and Paolo Lomazzi for Valentina. It won an honorable mention in this year's IBD/CONTRACT product awards. Valenti is available through *Contract Marketing International* in the U.S.

Lapilla desk lamp from **Flos** was designed by Tobia Scarpa. Lapilla features a marble support and reflector in enamel metal with a dimmer. Flos is represented by *Atelier International* in the U.S. □







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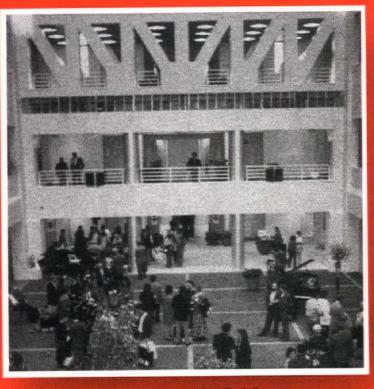
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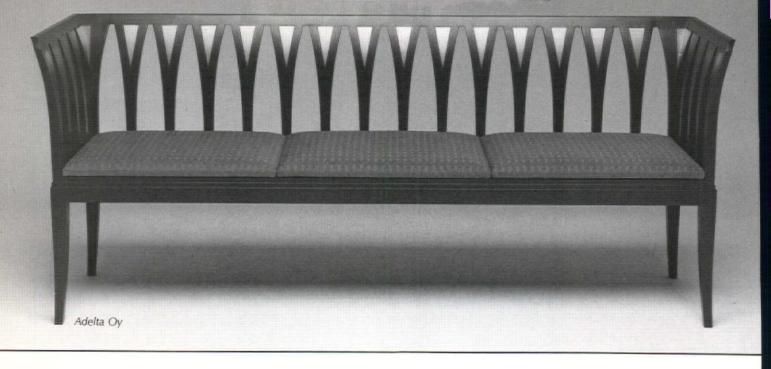
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# SCANDINAVIANS STRIVE FOR BIGGER SHARE OF CONTRACT MARKET

#### By SARA O. MARBERRY Associate Editor

hile it may be true that the United States' contract industry is not as well understood in Europe, the Swedes and Finns are learning. A recent tour of several contract furniture and textile showrooms and exhibits sponsored by the Finnish Furniture Exporters Association and the Swedish National Industrial Board revealed how manufacturers in these countries are striving to gain a larger piece of the contract market both at home and abroad. Distinctive in their design heritage, products from Sweden and Finland are guintessentially Scandinavian and offer a unique alternative for the U.S. contract designer or architect.

Although these two countries are close in proximity, Finland and Sweden are as different from each other in terms of history, politics, and social values as the North and South of the United States. But, their design philosophies are very similar. Form follows function in most Scandinavian design and proud craftsmanship contributes to the quality of individual products. The abundance of forestland makes wood a primary resource for both the contract and residential manufacturing industry. Light woods, such as ash, oak, birch, and mahogany are used prominently in various laminated and solid forms.

#### Nature-inspired

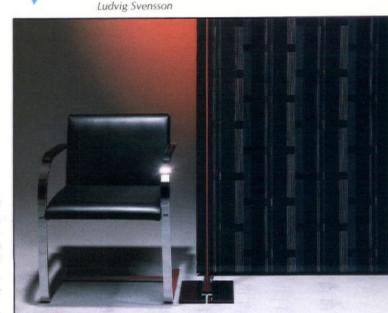
Known for their love of the outdoors, Scandinavians get inspiration from nature-even the climate, which offers only five hours of sunlight during winter months. As one designer put it, "Since our winters are so long and dark, we try to design furniture and textiles that are light and cheery." This certainly accounts for the extraordinary color palettes Swedish textile designers use-brilliant, but soft pinks, blues, and purples that stimulate, yet warm the senses.

Residential Scandinavian design is perhaps best known to Americans. Contract furniture is a different matter, since only a few Scandinavian companies have established a presence through representation in the U.S. But in terms of commercial interior design,

Adelta Ov-Reproductions of furniture designed by the late Finnish architect Eliel Saarinen are available through this firm. Most famous in America for his design of the Cranbrook Academy, Detroit, Mich., Saarinen designed the Blue Sofa in 1929 for his wife's studio in Cranbrook. The frame is solid birch, with a dark grav-blue lacquered finish. It also has gold leaf and green decorations. Available in the U.S through ICF, New York, NY. Circle No. 402.

Ludvig Svensson-Primarily residential, this Swedish company produces woven, knitted curtains and tablecloths. The company has recently expanded its production by the development of technical textiles for energy saving and shading purposes in

greenhouses. Its recent entry into the contract market includes Kimono (shown), a 100 percent cotton weave drapery fabric. The firm is represented in the U.S. and Canada by Ludvig Svensson (Canada) Ltd., Quebec. Circle No. 407.



the contract industry is somewhat unsophisticated in Sweden and Finland. Mention the word "contract" to a Swedish designer or manufacturer and most likely he will think of hotel installations. This is due to the fact that hotel projects comprise a majority of the Scandinavian contract business-not necessarily domestic, but around the world in the Middle East, Far East, and Western Europe. "In Sweden, we do not have the number of big corporations willing to spend money on office design like in the U.S.," says architect Morris Holland, "Most of our big contract jobs are commissioned by the government."

#### Exports increasing

As a result, exporting becomes a big business for those companies looking to do more volume in contract furnishings. In 1984, Swedish contract and residential furniture exports totalled \$400 million, an increase of 25 percent over the preceding year. Only \$20 million of that total went to the U.S., with the bulk, or \$190 million, going to Norway and West Germany. Similarly, Swedish textile exports also increased by about 12 percent, up to approximately \$400 million. A major share of these exports went to Norway and Finland for \$128 million, while textile exports to the U.S. were \$10 million.

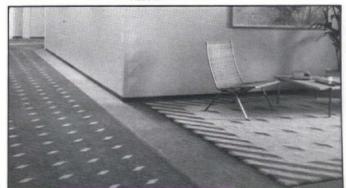
In turn, Finnish contract and residential furniture exports to the U.S. have risen rapidly in the last few years, nearly doubling in 1984 to \$1.2 million. However, the most important foreign market for Finland is Sweden, which accounts for over 30 percent of Finnish furniture exports, or approximately \$120 million. Next in line comes the Federal Republic of Germany, Soviet Union, and United States.

For more information on Swedish contract manufacturers shown here, contact Yvonne Goransson, Swedish National Industrial Board, Export Division, S-117 86, Stockholm, Sweden. Information on Finnish contract manufacturers can be obtained from Riita Kangas, Finnish Furniture Exporters Association, Arkandian-katu 4-6 B, P.O.B. 908, SF-00101, Helsinki 10, Finland.



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Kasthall

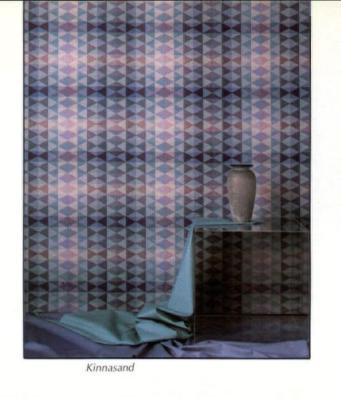


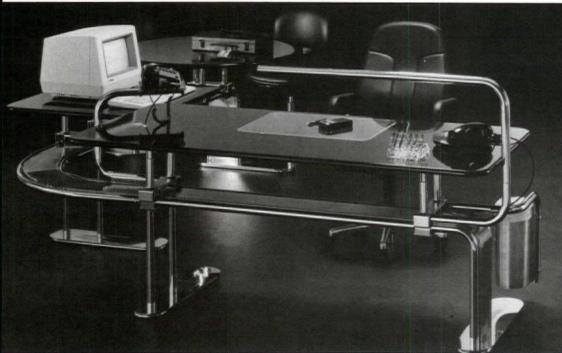
#### **REPORT FROM FINLAND & SWEDEN**

Kinnasand—This 180-year-old, Swedish-based company operates internationally in designing and producing quality textiles, wallcoverings, and carpeting for contract and residential interiors. A supplier to hotels all over the world, Kinnasand has also collaborated in furnishing seven of the world's 10 best hotels, as listed in *Business Traveller* for 1985. Shown here is Prisma, a 100 percent cotton weave, designed by Barbro Peterson. The firm is represented in the U.S. by Design Tex Fabrics, Woodside, NY. **Circle No. 405.** 



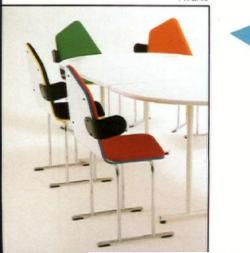
Dux Mobel





Dux Mobel-Represented in the U.S. since the early 1950s, Dux Mobel is perhaps the most well known Swedish contract furniture manufacturer in the States. The company includes Dux, which produces the Avanti line of office, hotel, and display furnishings; plus a line of bent-wood furniture. Morgana is its other furniture division, which manufactures two lines of office furniture. One of these lines is the new Advance system (shown), which was introduced this year at Designer's Saturday in New York City. Dux-Morgana has a showroom in New York City, Circle No. 408.

Avarte



Avarte—Manufacturer of furniture designed by Professor Yrjo Kukkapuro, Avarte's Vino chair (shown) uses formpressed birch plywood with laminate coating. Headquartered in Helsinki, Finland, the company strives to create original, ergonomically advanced chairs and tables. Avarte's U.S. representative is Beylerian, New York, NY. Circle No. 401. Lammhults-Architects Borge Lindau and Bo Lindekrantz are behind this Swedish company's successful contract furniture line. For some 20 years, the two have worked with Lammhults producing chairs, desks, tables, shelf-systems, and light fixtures. Shown here is Planka, one of the company's more unusual metal chairs, designed by Lindau and Lindekrantz in 1985. Some chairs are available through Stendig International, New York, NY. Circle No. 403.



Lammhults



Artek—Founded in 1935 primarily to introduce and sell furniture designed by the late Finnish architects Alvar and Aino Aalto, Artek's classic designs shown here include the famous three-legged stool, Paimo chair, and trolley cart. The company also manufactures sofas, tables, and chairs designed by Ben af Schulten. Artek furniture is available through ICF, New York, NY. Circle No. 400.

Artek

Marks Pelle Vavare-Established in 1893, this Swedish company produces three different types of textiles for the contract market. These include upholstery, drapery, and terry cloth fabrics. Spagat, Virvel, Piruett and Entre (shown horizontally, top to bottom) are upholstery fabrics made of 100 percent cotton. Rytm and Balance (diagonal, top to bottom) are 100 percent wool. Acrobat (bottom, diagonal) is the terry cloth made of 100 percent cotton chenille. Design Tex, Woodside, NY and Top Grade, Metuchen, NJ, are representatives for the firm in the U.S. Circle No. 406.



Marks Pelle Vavare



Skandi-Form



Skandi-Form—One of Sweden's leading contract furniture manufacturers, this company was established in 1962 to answer the need for suitable furniture for the aged, ill, and handicapped. The company has since branched out into other areas of contract design. Focus group shown here fea-



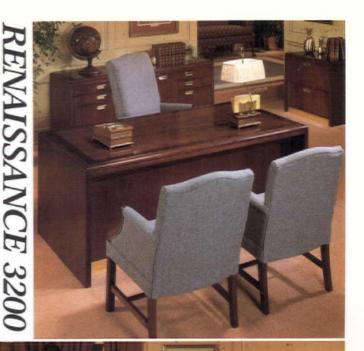
tures the F-310 easy chair that is adjustable in two positions. The chair also comes with castors and footrest. This product is available in the U.S. through Kebo Health Care Systems, Glenview, Ill. **Circle No. 404.** 



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#### **PRODUCT SHOWCASE**



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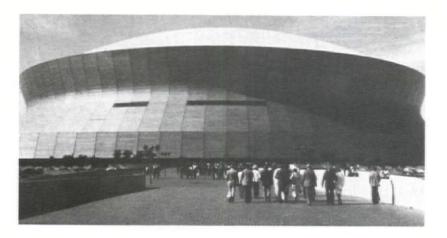
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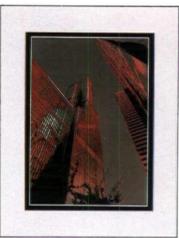
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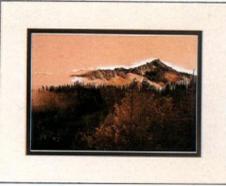
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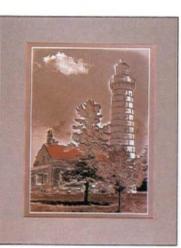
#### **PRODUCT SHOWCASE**















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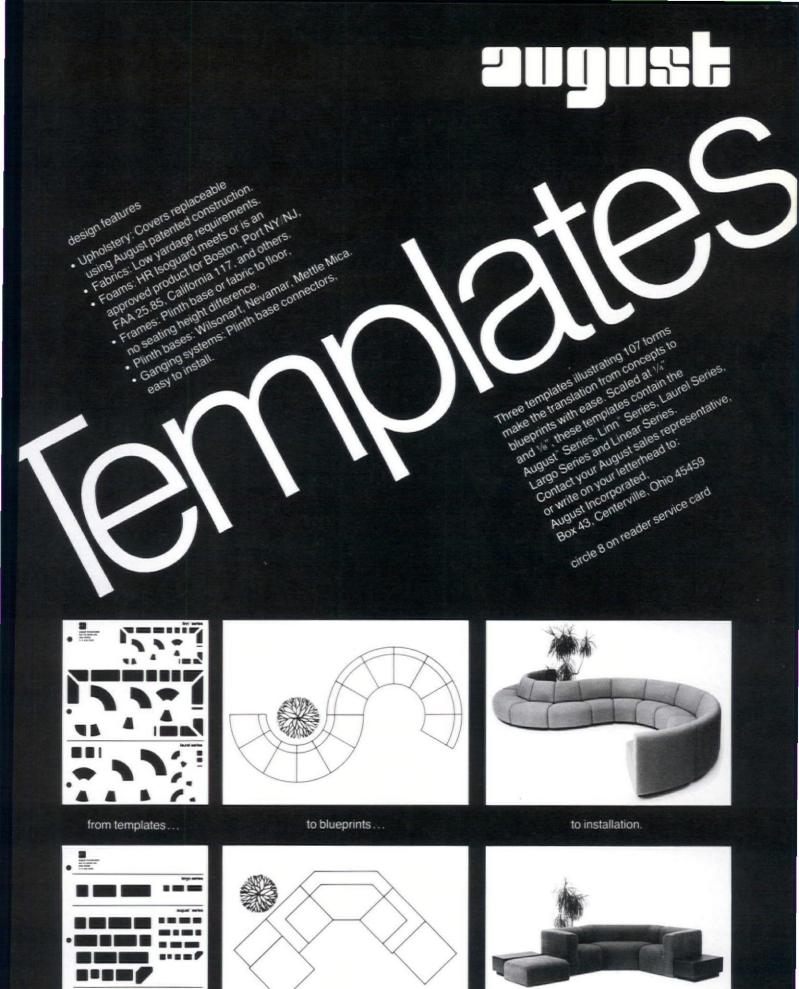




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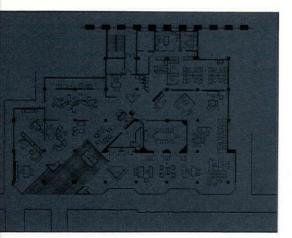


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#### **PRODUCT SHOWROOM**



Designer takes two routes to Kimball space



A cross the country, a twoshowrooms-in-one approach by Kimball International helps this company emphasize the separate qualities of its Artec and Kimball Office Furniture Co. divisions. At The Merchandise Mart in Chicago, design firm Counterpoint Inc., Knoxville, Tenn., led the space along two unique paths—one theatrical and the other more functional.

"We had two different goals so we needed two different approaches," says Counterpoint president Eugene Daniels, FIBD. The divisions have individual identities and different market orientations, with Artec targeting a high-end, executive market and Kimball Office Furniture zeroing in on executive management and operational needs.

The requirement of separate identities for separate divisions and a concern for attracting visitors during Neocon 17 led project designer Dana Keeling to create a theatrical and museum-like setting for Artec's product lines. Occupying 6,000 sq. ft. within the 13,000-sq.-ft. showroom, this display section became "a somewhat serious attempt at a theater stage so when the curtain came up at Neocon, visitors would be drawn in," says Daniels.

In creating the "stage," Keeling applied Zolotone to cut masonite walls for a three-dimensional, granite-like effect. Zolotone was also applied to sculpted columns and plywood pedestals. Chairs and other furniture items rest atop pedestals and display steps; an exposed ceiling and track lighting further the theatrical look.

By contrast, the 4,000-sq.-ft. Kimball Office Furniture space offers a diverse furniture line in a contemporary setting. A palette similar to that of the Artec side maintains balance and de-emphasizes architecture. Here, "floating clouds of sheetrock" form the ceiling.

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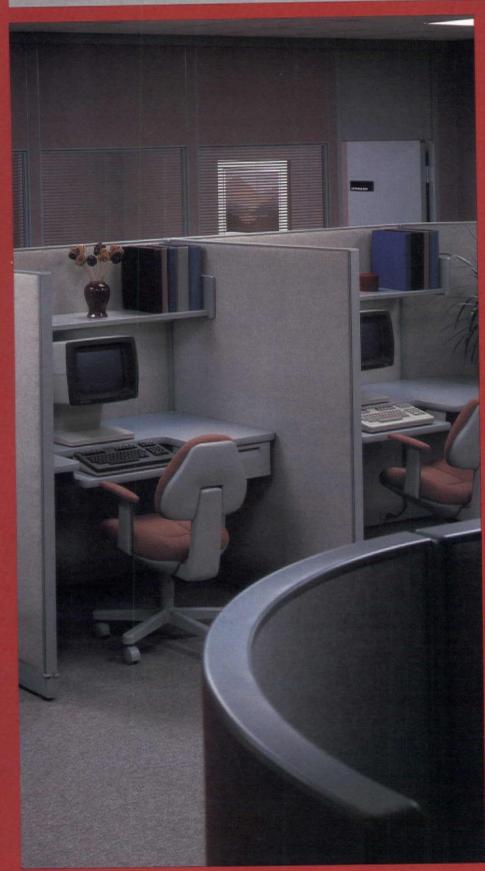


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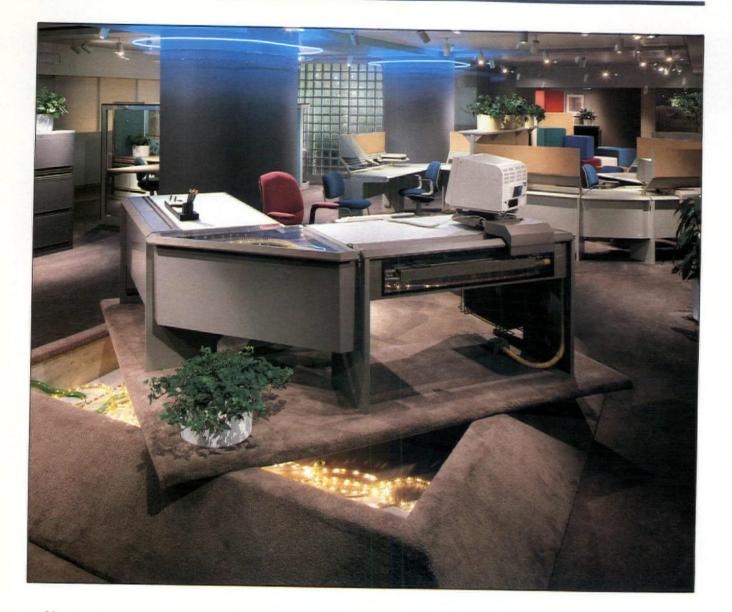
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#### **PRODUCT SHOWROOM**



# All-Steel, Chicago: In support of people & technology

Il-Steel's 6,500-sq.-ft. showroom in the Merchandise Mart, Chicago, was designed upon the premise that interiors and furnishings must support both people and technology. Thus, the space is divided into two equal sections, respectively representing the themes of "high touch" and "high tech."

The people portion of the showroom is purposely done in warm shades of taupe and features curved forms in walls and pillars. By contrast, the technology side is designed in cool pinks and has angular walls and pillars. Window graphics echo these themes in broad brushstrokes (people) and computer circuits (technology).

Notes George Simmons, George

Simmons/Design, Minneapolis, "All-Steel wanted to communicate the idea of people and end-users as being supported by their furnishings. It was important to show that furniture doesn't support just technology." Along with Tom Stakem, designer, All-Steel, he chose rectilinear forms for the technology side of the space and curvilinear shapes for the people side. Todd Nesser, Don Young, and Scott Sample, of Worrell Design, Minneapolis, were in charge of graphics.

All materials achieve volume and space expansion. A white, raised ceiling and monolithic, simplified forms were chosen. Aside from the pinks and taupes employed, color is injected by means of blue neon lighting mounted on beams spanning columns. Neon capitals on columns get higher toward the perimeter of the space and color treatments similarly grow paler away from the center of the space. Electric color was selected to symbolize the wire management capability of the firm's Syntrax system, prevalently shown in the space. A specially created display shows the system mounted on top of a floor cutaway, revealing wire capabilities in an esthetic treatment.

According to Stakem, "The space shows the progression Syntrax takes from the simplest clerical configuration to more complex executive workstations. In addition, new introductions are shown in the firm's wood accent line of panel systems.

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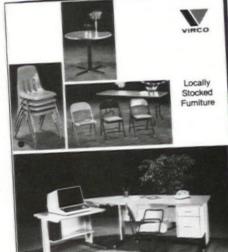
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# PEOPLE/NEWS

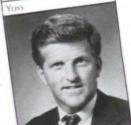
John Amell (shown) has become vice president, materials and logistics management, Haworth Inc. He has been with the office furniture systems manufacturer since 1982. Richard Codel was named vice president, international operations, and Bryant Eckert is the new senior design consultant.

Alma Yoss (shown) was appointed director, Boca Raton office, Duffy Incorporated Planners and Designers.

Christopher Cedergreen (shown), AIA, and E. Fay Rippon, AIA, have become partners of Charles Kober Associates/Los Angeles, an architectural firm.

Nucraft Furniture appointed Quentin Van Dore as vice president, sales and marketing. The wood furniture manufacturer is headquartered in the Grand Rapids, Mich. suburb of Comstock Park.

Richard Moses has become factory representative, New York City area, for Nienkamper.



Robert Anderson, AIA is the president of a new Pace Group company, The Anderson Partnership, Alexandria, Va. Carl Amthor serves as president and chief operating officer, The

Amol

Pace Group.

Following the merger of L & B Products and Empire State Chair, Alan Levin was promoted to executive vice president; Stanley Brosterman joined the firm as vice president of sales; and Glen Householder serves as midwest regional sales man-

The Marble Institute of America named these new officers and ager for the new company. directors: Jeffrey Matthews, Marvin L. Walker & Associates, was elected president, and John Hardtke, Jr., Hilgartner Natural Stone Co. Inc., was elected vice president.

Miami-based Leonard Parker Co. has branched out with an Operating, Supplies & Equipment division. Heading up the division are project managers Philip Parker and Joel Kulwin.

J. Josephson Inc. and its Manuscreens silk screen division have launched a major expansion into the commercial and hospitality markets with the appointment of several sales representatives. Showing the Vycon Contract 54 line of vinyl wallcoverings are: Mary Tilbury, Dallas; Gail Cote, southeast; Steve Beck, greater Houston; Design Resources, San Antonio, Tex.; and Given Wallcoverings, El Paso, Tex.

Ben Mondello has joined Thortel/Interspec, a producer of flame-retardant fabrics, as national sales manager. He for-

merly served with Coral of Chicago.

CONTRACT/January 1986

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Besign, Bonnell Design Associates Photography Budglah

"The whole idea of Office Landscape is supposed to be quick and easy arrangement and rearrangements. I think Domore's NEO 7 delivers." **Designer Don Albinson** approaches a definitive design/engineering solution, in an ongoing effort at Domore, to keep NEO 7 as au courant today as it was when it was introduced a year and a half ago. The pull-out work surface, now standard on NEO 7, is a

product of this commitment



to perfect performance. The cantilevered top-support brackets allowed us to add horizontal hinges which made it possible for anyone to move the top forward and back for easy access to the space behind the top without having to unload everything. The tube between the brackets carries the outlet box and the wire management basket which



holds power cords up and out of sight when the top is in place.

Another Albinson innovation is the new NEO 7 pedestal. Up to now drawers have been screwed to the work surface, which means you don't move them without hiring a crew. The NEO 7 way you can do it yourself. The drawer pedestal slides under the work surface on tracks permanently fastened to the left and right underside of the work surface. If you wish to remove the case, lift up and pull out. You don't need an expert for this. Think of the money that saves: you save money when the job is installed and later on when you want to change things around. The pull-out work surface and new pedestal are

and new pedestal are Domore *firsts*. They add to the many money saving features of NEO 7.

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#### PEOPLE/NEWS

Walker Group/CNI, retail design specialists, has made three appointments. Jaclynn Carroll is director of graphic design, Eric Bress is an associate and senior project executive, and Russell Sway (shown) was named associate with management responsibilities on retail specialty projects.

Hava Gelblum (shown) has been made an associate of The Kling Partnership.

Julia Monk (shown), project architect, Brennan Beer Gorman/ Architects, is now an associate member of the New York-based firm.

Michael Bell was named president, Harbinger Group Inc. Based in Norwalk, Conn., this consulting firm assists clients in the integration of advanced information and telecommunications systems within office environments.

Cannell & Chaffin named James Armstrong as project executive and Lalita Rho is project designer for the firm's San Diego design center.

J. Osby Borachardt became executive vice-president and chief operating officer, Customweave Carpets, a wholly owned division of World Carpets Inc.

Michael Whelan was appointed president, Lightolier Inc.

Kinetics has made four appointments in its Canadian sales organization. These include: Michael Sepetyk, Canadian sales manager; Dave Moretti, Toronto area manager; Jane Lillico, account manager; and Gail Campbell, sales.

Metropolitan Furniture Corp. has made an investment in The Tandem Group Inc., a southern California-based manufacturer of wood desks, systems, and office seating.

William Sanchez was promoted to market development supervisor, textiles group, Engineered and Fabricated Products, Fibers Division, Hercules Inc.

Alexander Bonvini, Jr. and Kristina R. Selles have announced the start of a new company, Bonvini Associates Inc., lighting consultants. Address is 130 W. 30th St., New York, NY 10001; 212/947-2030.

Davis Furniture Inds. appointed **Mike Luther** regional sales director. The firm manufacturers executive seating, wood casegoods, and conference room furniture.

Gregory H. Stevenson has been named institutional sales manager, Haworth Inc.





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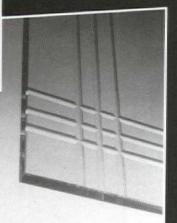
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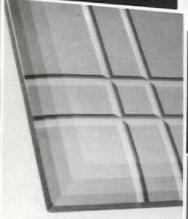


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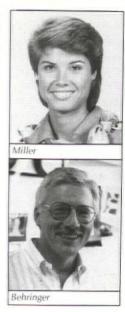
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#### PEOPLE/NEWS

**Deborah Clarkson-Miller** (shown) joined Harter Corp. as manager of marketing services. **JoAnn Pace Syverson** joined the seating and office furniture systems manufacturer as training manager.

As design consultant of JG Furniture Systems Inc., **John Behringer** (shown) is helping to design and implement a new marketing approach to the architectural and design community.

Harry Mills was promoted to senior vice president, Stratton Inds., and Warren J. Kenney was named vice president, marketing, for the firm. In addition, Lawrence Mueller was named vice president, manufacturing and development.



Jeffrey Howard & Associates, interior designers and space planners, Coral Gables, Fla., is opening an office in Toronto, Canada. **Kathleen Simpson** will direct the new office.

**Girsberger Inds. Inc.**, a manufacturer of ergonomic office seating, has started a quick-ship program. The program offers dealers a choice of more than 600 custom-manufactured chairs which can be shipped within 10 working days from receipt of order.

**Donna Kirby**, Donna Kirby & Associates Inc., space planners and commercial interior designers, was elected first vice president/president-elect, 1986-1987 term, North Florida Chapter of Interior Designers.



Kent

John D. Wunsch (shown) was promoted to vice president, Hellmuth, Obata & Kassabaum Inc. He serves as project manager/project architect.

Michael Kent (shown) was promoted to president of Modernfold, an American-Standard company.

Fixtures Furniture named **Melodie Pogue** marketing manager. She will work out of the firm's showroom in the International Design Center, New York City.

Wayne Horan is now national sales and marketing manager, Indal Furniture Systems Division, Indal Ltd. Formerly called Ram Partitions, the firm is located in Ontario.

Tony Schultz became project designer at Southwest Business Interiors.

Fredrick S. Sheldon has been appointed vice president, sales, Cole Business Furniture/LBF Office Systems, York, Pa.

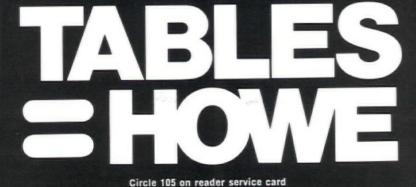
CONTRACT/January 1986

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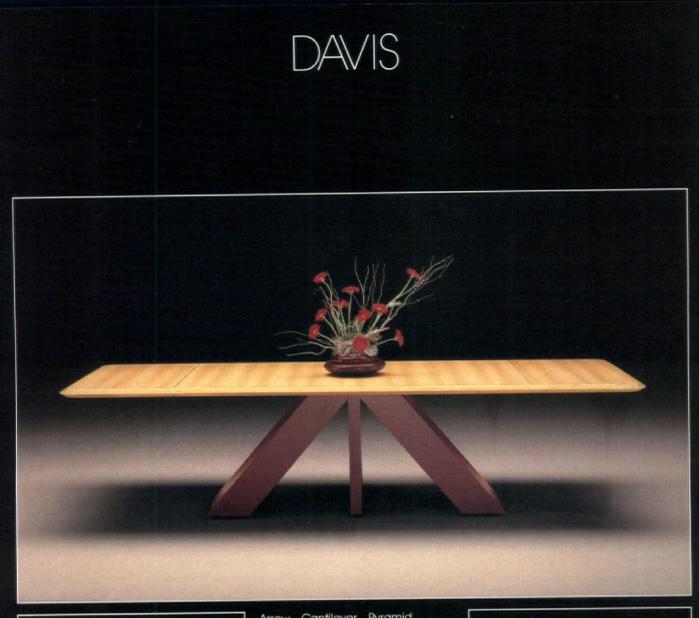


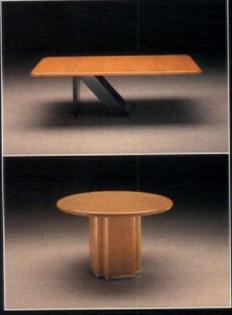
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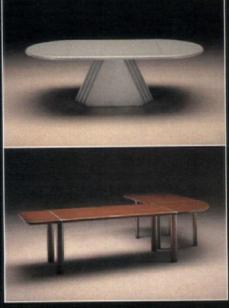
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#### 1986

January 18-21. Atlanta National Floor Coverings Market. Atlanta Merchandise Mart, Atlanta.

January 29-31. CONDES. Dallas Market Center, Dallas. February 1-3. Winter Furniture Market. Miami Beach Convention Center, Miami.

February 8-10. Atlantic City Furniture and Accessory Show. Atlantic City Convention Center, Atlantic City, N.J.

February 9-11. Upper Midwest Hospitality Restaurant and Lodging Show. Minneapolis Auditorium, Minneapolis, Minn.

March 12-14. 1986 Spring Intelligent Buildings Conference. Pier 66 Hotel/Marina, Ft. Lauderdale, Fla.

March 18-20. CE EXPO 86, including the Building Automation Systems Show. Hyatt Regency, Chicago.

April 2-4. Restaurant/Hotel International Design Expo and Conference. ExpoCenter/Chicago at The Merchandise Mart, Chicago. April 4-5. Presentations Northwest 86. Design Center Northwest, Seattle, Wash.

April 13-15. Spring Showroom Show. The L.A. Mart, Los Angeles. April 21-22. Student Design Rally. High Point, N. Car.

May 4-6. Pan Pacific Lighting Exposition and Conference. Concourse Exhibition Center and DataMart at Showplace Square, San Francisco. May 10-12. Surtex '86, a trade exhibition for surface design. Jacob K. Javits Convention Center, New York City.

May 11-13. Lighting World IV. The Los Angeles Convention Center, Los Angeles.

May 28-30. Workspace 86, exhibition and conference for the office environment. Moscone Center, San Francisco.

June 8-11. American Institute of Architects 1986 Annual National Convention. Henry C. Gonzalez Convention Center, San Antonio, Tex.

June 10-13. NEOCON 18. The Merchandise Mart, Chicago. June 23-27. A/E Systems '86, featuring AutoCAD Expo, June 24-26.

Mic 25-27. AC Systems 66, featuring AutoCAD Expo, June 24-26. McCormick Place, Chicago.

July 16-19. "Challenges of Change," American Society of Interior Designers 1986 National Conference. Century Plaza Hotel, Los Angeles.

September 28-October 3. Fall Showroom Show. The L.A. Mart, Los Angeles.

October 9-11. Designer's Saturday. New York City.

October 13-15. World of Window Coverings-West. Anaheim Hilton and Towers, Anaheim, Calif.

### Foreign

January 21-23. Contract Flooring Exhibition. Novotel Hotel, London. February 2-6. International Spring Fair. National Exhibition Centre, Birmingham, England.

February 6-9. International Swedish Furniture Fair 1986. Stockholm. February 12-19. Constructa '86 Hannover, an international building trade exhibition. Hannover Fairgrounds, Hannover, West Germany. March 2-9. Furnidec '86, International Fair for

Furniture-Decoration-Lighting Fixtures-Equipment-Machinery. Thessaloniki, Greece.

March 21-23. Canada Wood. Montreal, Quebec.

March 28-30. Woodworking and Machinery Supply Show. Toronto, Ontario.

May 4-11. Scandinavian Furniture Fair. Bella Center, Copenhagen. May 11-15. Interior Design International, contract furnishing and interior design exhibition. Olympia, London.

May 11-18. London International Furniture Show. Earls Court, London.

May 29-June 2. International Carpet and Floorcovering Exhibition. Parc des Expositions de Paris-Nord, Paris.

October 16-21. Orgatechnik, 6th international office trade fair. Cologne, West Germany.

CONTRACT/January 1986

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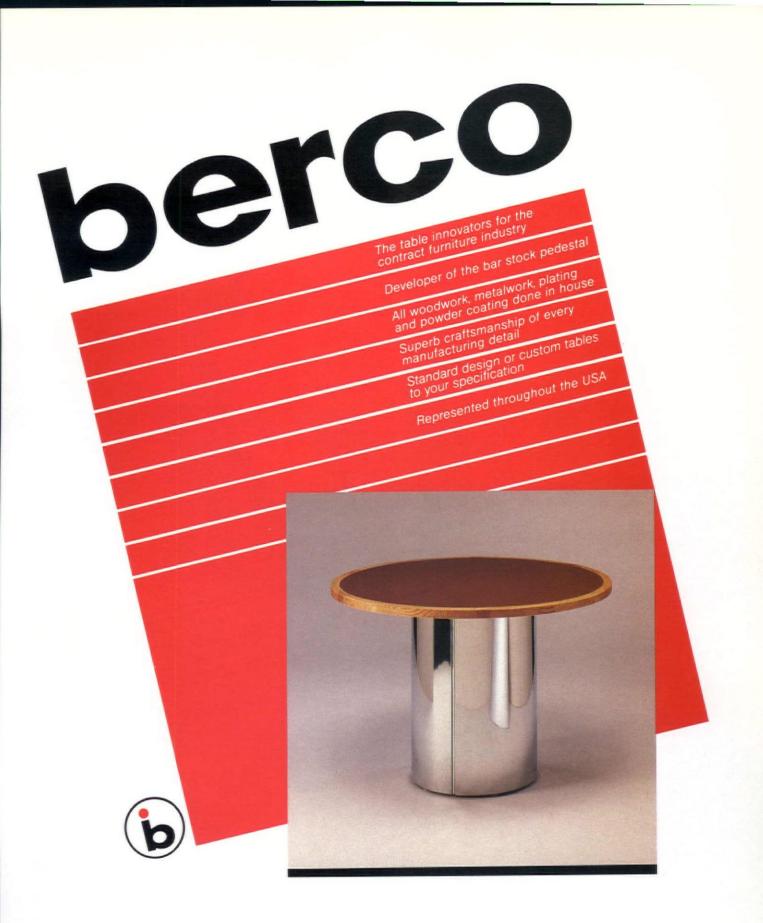
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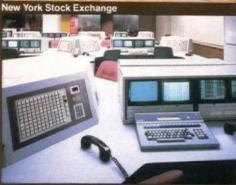
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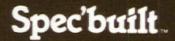


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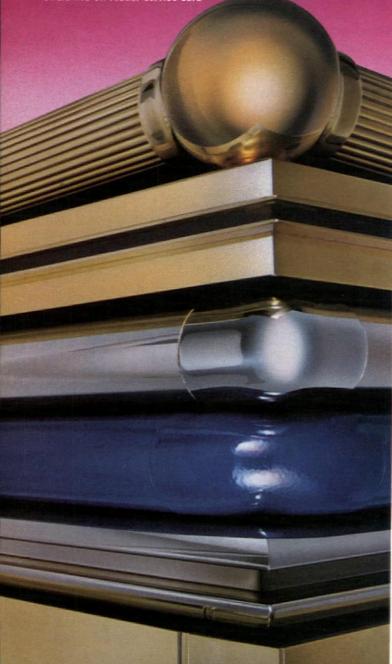
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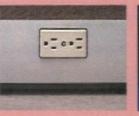


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# Technology, productivity, changing work styles shape new design directions for the late '80s

Contract, January 1986

# THE CONTRACT INDUSTRY TODAY

decade of contract dynamics" is how one spokesman describes developments in the contract design industry during the late '70s and first half of the '80s. So active and diverse were design innovations in those years that only the perspective of time will put them into proper focus.

Helping clarify some of the major industry changes and their implications for the future, CONTRACT's January issue covers '86-'88 color forecasts, dealer diversification, the new Orbit-2 study, and work of major professional associations in the field. In addition, readers will find information on computer design software, product "knock-offs," new tax regulations, a design firm's computer service corporation, and facilities research at a major corporation.

Following our feature coverage is a comprehensive product and source guide with listings across all product categories and an alphabetical section to help readers locate product lines.—**THE EDITORS** 



By SARA O. MARBERRY Associate Editor

# FORECASTERS OFFER WARM COLORS Cleaner pastels emerge, brights toned down

The latest forecasts have been released for contract colors through 1988 and the verdict is pastels. A look at palettes from the Color Association of the United States (CAUS), the Color Box for Interiors, and Color Marketing Group (CMG) indicates a shift from brighter colors to more muted pastels and neutrals. Darker reds, blues, and greens are forecasted to match softer, cleaner pastels and a few bright accents for multicolored effects. However, red continues as an overall dominant color, while a yellow influence is appearing in contract color palettes, along with a strong showing of greens.

This was the consensus of a group of color forecasters and stylists who met recently in New York City to talk about trends, philosophies, and applications of color at a roundtable discussion sponsored by CONTRACT magazine. Those present were: Margaret Walch, director, CAUS; Deborah Szwarce, director, The Color Box for Interiors; Patrice White, stylist/interior textiles, The Wool Bureau and CMG member; Victor Brown, chief stylist, Badische Corporation and CMG member; Sue Bernard, fashion coordinator, John Wolf Decorative Fabrics and CMG Northeast chairperson; Jay Wickum, manager, design research, the Kirsch Company and vice chairman, CMG color directions; and Susan Grant Lewin, creative director, Formica Corporation. The following is a condensed version of their conversation.

**CONTRACT:** What new color trends for 1986 do you as forecasters and stylists expect to be talking about with your clients and colleagues?

**Bernard:** From a textile viewpoint, CMG feels there is a continued desire for texture, a trend that is popular now. Multicolored effects are probably the most important. Color flecks achieved with spot- and space-dyed yarns, plus bright, rich colors on neutral backgrounds will provide enormous flexibility in the contract marketplace. For 1986, important trends include yellow influences and an emphasis on surface through luster, opalescence, pearlescence, and fluorescent metallic surfaces.



Original cut chip designs: Richard Zoehrer

**CAUS** color palette

# TO SOOTHE CONTRACT PALETTE & dark neutrals follow fashion trends

Szwarce: I think that the multicolored, textured look is part of a "homespunny" attitude about "nubs" and "slubs" in weaving. There is a very strong desire to combine either bright spots of color, or stronger pastel colors with neutral palettes of stuccos, putties, pumices, and yellowed influences.

White: We also see that happening at the Wool Bureau and will be promoting heathered yarns and subtle blending of color within yarns this year. In many cases, we will be adding bright flecks of accent colors.

**CONTRACT:** But this multicolored "flecked" look in carpeting and textiles is not new, so why is this significant?

**Brown:** The flecks themselves are not new as a color treatment, but the colors that are being used in them are new—the so-called "hot" colors. When I first saw these shades, I thought they were much too bright for carpet. Yet, when they were combined with more subdued yarns, they began to show the hot spots in a way that was acceptable. White: Yes, it's just beginning to catch on in carpeting. The flecked look allows many styling possibilities—it can be a soft, subtle combination or a strong, contrasting blend of yarns. It's definitely a more sophisticated look.

**CONTRACT:** Why are the bright colors being toned-down in the most recent color forecasts for the late '80s?

Walch: The summer of '85 was the highpoint of neon brights in fashion, which we all know influences contract and residential interior palettes. I think '86-'87 will be the peak of contract brights. The entire '80s will be characterized as a pastel decade. The newness in the CAUS forecast colors for '87-'88 are the purples, blues, and grayed-off pastels. The hot colors are still there, but the message of this card is that after the brights peak, the decade of the '80s is pastels. Nevertheless, I support CMG's yellow influence prediction, but would argue very strongly for greens, also.

CONTRACT: Green will be an up-and-coming color for the late '80s? (Continued)



# Green is an important '80s color

Walch: Yes. We've already seen it in apparel, from poppy to celadon, even that "yuck" avocado green from the late '60s.

**Szwarce:** I would agree. In the past six months, the Color Box has seen colors from our card being more readily accepted into the green family. The jade influence may have led us into seeing green more clearly, but for the first time, we see people gravitating towards warm greens, lichen, eucalyptus, sage, and celadon greens.

Wickum: But you know, forecasters have been talking about green and the rising of green for the past four or five years now. The real issue is that it hasn't happened until recently. The Kirsch Company has begun to see rapid movement in sales in the whole area of greens. We can cite Music Television, the hit TV show "Miami Vice," or America's renewed love affair with the outdoors and physical fitness as influences. Taking all of these greens and blues and warming them up is part of an overall slow trend that we're talking about. The time is right for greens. **Brown:** I happen to think that pink is one of the main reasons why green is showing up again. We see both of these colors used in fashion, home furnishings, and contract—the justification is there.

CONTRACT: We've talked about yellows, but where does orange fit in?

Walch: Orange is being revived. In fact, I think the freshest color on the newest CAUS card is terracotta. My guess is that we are looking back into the '60s for this color, maybe even at Howard Johnson's '50s colors for inspiration. But I find this terracotta a more acceptable orange than Howard Johnson's orange. Even the turquoise on the CAUS card is slightly better.

Szwarce: This is true. Pure orange is too bright for contract. I see orange being important only as an accent color or as an influence over yellows, browns, and russets that are becoming more important.



CMG color palette

#### CONTRACT: Which colors are descending colors?

Walch: I think that reds will have to decline and so will purples. Purple may end up like navy and be regarded as a classic. But it has to die as a fashion color. Some blues will also have to decline—we have seen too much royal and navy. Maybe baby blue will come back in along with baby pink. But the context of color is really the key now. There is a great subtlety of shades. It's not just black, it's which black.

Bernard: You say blue will have to decline. Does anybody here have sales figures of blue in contract? Is it doing well?

Lewin: Bright blue is one of Formica Corporation's most ancient colors. It is probably leftover from the Bauhaus era of the '50s. It has never changed. This blue has been in our line for 50 years now and sales are still going up.

CONTRACT: Do color forecasters and stylists cause trends?

White: We do cause trends to a degree because as we begin to put together color palettes, we are aware of what others are doing. But trends are not born in an instant, they evolve over time.

**Bernard:** This is true. In a sense we can cause trends by putting a product out on the marketplace. Whether it is a finish, window covering, fabric, upholstery, or carpet, if the product is in the marketplace, it has a chance to sell. But the end-user or consumer who purchases the product is the one who establishes whether or not it will be a short-lived fad or long-term trend.

Lewin: In terms of color that sells, I can tell you that Formica Corporation has a grid of 72 permanent colors that does not change. The sales figures on these colors go up and down, so apparently these 72 colors have trend colors within them. But, we also have a Color Trends collection of newer shades that we test and put out on the market. If they do not sell, we change them.



# Maintaining quality is color issue

**CONTRACT:** Do social and cultural influences have an effect on color tastes? For instance, last year we were talking about van Gogh, this year it seems to be the India exhibits.

Swarce: There are always social and cultural influences on color taste. However, I think that the India exhibit at the New York Metropolitan Museum probably won't have much of an impact because there are too many miniatures—the colors do not make a strong statement. But there are many other exhibits on Indian culture that will have more of an influence on how we look at color combinations. The use of strong, vibrant tones set against neutrals is one example.

**Brown:** When you say Indian colors, I think of saris and certain types of cotton and silk. This translated into product design means that there are certain colors that can be found in these artifacts. For instance, I have been looking for a certain red and finally found it in an Indian silk. But I don't know if when it is interpreted, it will be right for nylon carpet. **CONTRACT:** What are the issues for a contract designer working with color?

Walch: The major issue for contract designers today is how to maintain quality when the economy is tough and people are harassed psychologically. This is what color is about—making quality spaces when money or people to do it, do not exist.

Wickum: I agree that we are in a tough economy, but disagree that the money is not there. More than ever the money is there—it's just being spent a little bit more wisely because we're faced with so many changes in the market. I'll grant that the budget per-project isn't as big as that of 10 years ago. Designers just have to make it go farther.

Walch: I think the issue in contract is not how much money can be spent, but how little money can be spent. An intelligent contract approach is an economic one and an intelligent color approach is to figure out how to use it to save money.



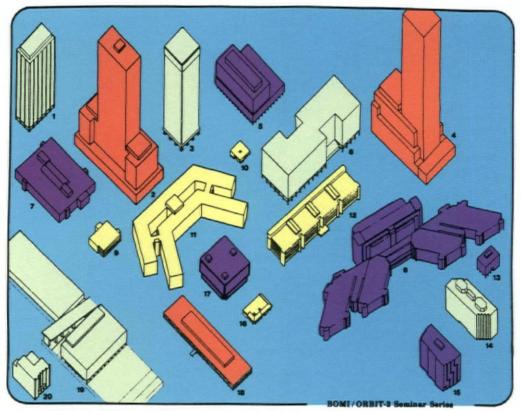
Color Box palette

Also, designers must recognize how color can create environments that people who are harassed in their ordinary lives can appreciate. Color must clarify, not confuse, or add additional stress.

**Bernard:** What we are doing in terms of science and technology to develop a more humanistic approach to the environment is an interesting and exciting area to address. New data is becoming available on what color does to humans in certain settings, whether it be a restaurant, hotel room, or office. This scientific approach is where the future is at in understanding color usage.

**Szwarce:** I agree. The warm, familiar colors in the neutral palettes are, in a way, a response to the harried pace of today. The perception that we're going to have to work so hard to get what we need means that office spaces, hospitality suites, restaurants, and so on have to be more homelike and create an enveloping kind of atmosphere.

Bernard: But I also want to point out that one of the biggest growth areas in contract design is in the retrofitting area. I spoke with several designers recently who have to go back every year and update clients' office spaces. They have to work with existing panel systems, carpeting, upholstery, and so on, for offices that have been intact for 10 to 12 years. Many times clients are not willing do implement a new color scheme and this is a big problem. If they have orange chairs, they want to replace them with orange. They do not want to hear that orange is "out." So contract designers really have to think practically about color changes that are available. The client might accept a concept that is based on those orange chairs, maybe with the addition of a multicolored product that also uses some orange. The bottom line is that it is too expensive to change every aspect of existing office spaces. Color has to blend with what is there. As product designers, we must look back to see where the palette has been and keep in mind that as a palette progresses, it is necessary that it works and flows with some continuity.



Orbit-2 rates building profiles to determine if facilities have adequate technological capacity.

# ORBIT-2 STUDY RATES BUILDING PERFORMANCE

New research tool assists in managing office change

> By LEN CORLIN Co-publisher/Editor

ot wanting to get caught with their antennae down, speculative builders, architects, space planners, and facility managers are anticipating the technological future by designing wiring capacity into new buildings that will accommodate evolving office technologies. An anticipated 40 million VDUs on American worksurfaces by 1990—only four years away—is moving the design community to exert as much influence as possible on those who control capital investment to invest in the future *now*.

#### Full year of study

That type of investment, however, raises more questions among developers and corporation executives who control purse strings. Does an existing building have sufficient technological capacity to accommodate electronic and data processing needs three- to seven-years from now? What specific features should be incorporated in new buildings to handle future technologies that now may only be in early development? What human factors conditions must be anticipated in early planning? What communications capacity will be required? How will building codes affect implementation of new technologies? How can facilities planners request budgets from corporate managers when the technology itself has neither been fully developed or costed out?

Enter Orbit-2, a one-year, multi-sponsor research project

Illustrations by Tony Limuaco



begun in 1984. It follows on the heels of an original study done in 1982 in England, ORBIT (Office Research Building and Information Technology), which examined the impact information technology would have on the shape and function of Great Britain's office buildings.

That study investigated both present and planned changes in the workplace and how those changes affect office environments and employees. Orbit-2, conducted by Harbinger Group, a subsidiary of Xerox Corporation, is the North American version of the British study, dealing with buildings that differ greatly from those in Great Britain.

It evolved out of a study called "Office '88" undertaken by Xerox to garner a more comprehensive understanding of its own corporate offices. Xerox then created Harbinger Group to do the companion study.

#### Space management tool

Michael A. Bell, Harbinger president, explains that decisions of great import to corporate America in regard to office facilities require expert assessments of the needs of the people who will live in future office spaces. The assessments must be undertaken by those who understand the boundaries of physical space and who are conversant and have expertise in the demands of technology.

"Development of Orbit-2," says Bell, "led to creation of a 'tool' to guide decisions germane to the smart building. "The office building is becoming a mainframe for distribution of work to workstations. The computer has escaped from the corporate cellar and is at every workplace, or soon will be.

"While there are now eight million computers in offices, 85 percent of which are networked, there will be 40 million units serving American business by 1990."

#### Paper here to stay

Bell points out that the network phenomenon is just beginning, that a panoply of new technologies are coming on line, such as laser printers, scanners, and other heat-producing equipment which will contribute to office complexity. Other developments include IBM announcing that it will allow its equipment to run on telephone wire; reduction in costs of all telephone services; development of environmental control centers for fire, security, lighting, and energy; and an array of new data-processing/electronic equipment.

Bell emphasizes that the wire management problem alone is almost incomprehensible. "There are numerous forces converging on office buildings," says Bell, "posing a tremendous problem in retrofitting. Telecommunications, changing work styles, changing economics, deregulation, explosive growth, and office automation are only a few of these forces."

Bell further points out that building standards today are not sensitive to these changes. Nor are furnishings. (Continued) Heat requirements on the increase

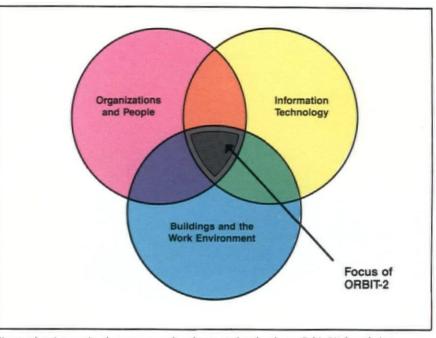


Figure plots interaction between people, places, and technology: Orbit-2's foundation.



As for the "paperless" office, both paper and electronics will be an integral part of the office scene for a long time to come, says Bell.

Other observations he makes stem from both the Orbit-2 and Office '88 studies. Bell says that the nature of tenancies is changing. Corporations are moving out of inner cities, leaving high-level marketing groups behind. Upwards of 10 percent of the workforce is working at home or away from the office.

#### To demand 'smart' spaces

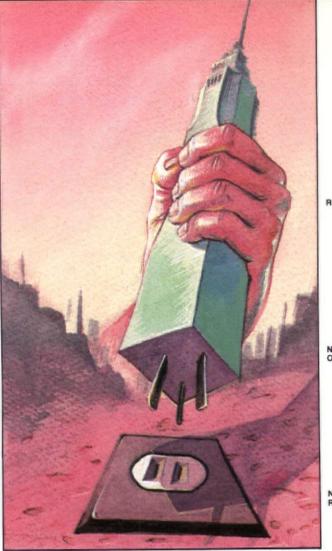
"Technology is not place-oriented," he elaborates. "Telephone and satellite technology go everywhere. And power needs are increasing exponentially—up to 12 watts per square foot.

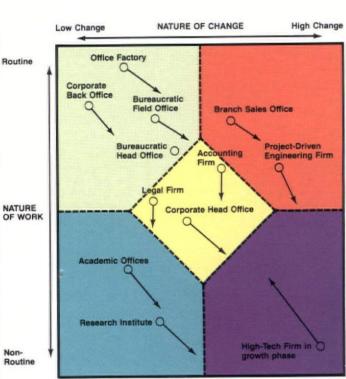
"Heat requirements also increase drastically as a result, further adding to power requirements. New buildings are not adding enough transformers."

All is not hopeless, however. Bell points out that fiberoptics, now an emerging technology, will help solve much of the wire problem. Office sizes are also destined to increase, despite attempts to squeeze more people into less space.

Bell's big point is that all problems in office design and configuration will have to be addressed in terms of people needs. And they will have to be justified on the basis of return on investment.

That is where Orbit-2 comes into the picture. It provides the means for examining the key element of a building—its





Multiple factors within an organization change to affect a corporation's facility requirements.

infrastructure. "The automated tenant will demand smart spaces," says Bell. "There will be a growing demand for integrated planning to link technology planning with building project planning.

"The goal of the Harbinger Group is to plan the integration of the office from the desk on out to the exterior building walls."

#### A planning tool for rating

Orbit-2, then, is a planning tool for rating and designing physical requirements of the intelligent building. It embodies an implicit and comprehensive "Building Rating Process" to measure a building's capacity to support both information technology systems and the organizations that must use them. According to Bell, it supplies prospective tenants, building owners, and building suppliers with a means to rate, and thus compare, different buildings and building fit-out solutions for supporting the automated office. "It is really the first time that an explicit tool has been designed to help owners and tenants truly measure the effects of information technology on buildings and building costs," notes Bell.

#### Logical judgments possible

Bell points out that for the first time, all factors can be given their proper weight when designing the use of present or planned space. The building owner, developer, or tenant can make logical judgments on the best use of space, equipment, and people for a particular organization's needs and growth patterns. A simple discrepancy score indicates how closely the building being rated comes to the acceptable or ideal score. The rating system itself is not complicated to use and can identify possible problems, providing cost guidelines based on various levels of acceptance or improvement.

Bell says that there are a variety of ratings and levels of information technology usage on the part of different businesses that will affect the selection of a building and the definition of what is "adequate" office space for the needs of a given organization over time.

#### Cost implications factored

Specific building characteristics, such as HVAC capacity, amount of vertical and horizontal ducting capacity, floorloading and electrical power per sq.-ft., are only a few of the factors considered in the selection of office space. Cost implications are also factored into the equation.

The idea for the North American study was that of Gerald Davis and Francoise Szigeti, both of whom are now at the Harbinger Group. The link to the original British study is maintained through the involvement of Franklin Becker and William Sims of Facilities Research Associates, consultants in facility programming and evaluation and in facility management. DEGW, London-based architects and space planners, and leaders of the original British Orbit project, continue to contribute to the program. □



By ROSEANN CAFFARO

# CAD INTERFACE: NEW BOND FOR CLIENT & DESIGNER

Time savings, greater accuracy result from compatible systems of clients & planners

s more corporations invest in CAD (Computer-Aided Design) systems, architects and designers serving these companies are recognizing the need for compatible systems in their own offices. Communication, the heart of smooth operations, is enhanced when information can be sent from one computer to another easily and accurately.

One such CAD interface between a corporate facilities department and an architect recently took place by means of an integrated CAD system supplied by Summit Computer Systems, New York. Summit offers an Integrated CAD System, selling for up to \$25,000, depending on options selected. Systems are based on IBM or compatible microcomputers.

Basic hardware is modified to provide very high resolution graphics and greatly expanded RAM (2.7MB) capacity. These systems are then networked (if required) to provide standalone processors that share disk libraries, plotters, and printers. Included is a project management program, a userprogrammable database, and a two-dimensional CADVANCE drawing system from CalComp Inc., a Sanders Co.

#### Speeding up to meet deadlines

Manual drafting of designs for a new 137,000-sq.-ft. corporate headquarters was taking too long for Vincent Opalka, director, facilities planning and control, Agfa-Gevaert, Teterboro, N.J. "There was a question of whether we could deliver the designs on time. We hired temporary help and went to outside sources," Opalka remembers.

Then he heard about Summit's Integrated CAD System and said, "Ship one over." It was installed on July 3 last year, and now, "everything is being done on time with the snap of a finger. We're on schedule thanks to the computer," Opalka says. Completion date for the facility in Ridgefield Park, N.J., is expected to be mid-1986. Space planner coordinator for Agfa-Gevaert, Nancy Murray, remembers what a difference the CAD system made. "We had hired temporary draftsmen to do the revisions on our preliminary drawings for each of the eight floors and the ground floor. Drawings were getting messed up by erasures going through the page, and the copy wasn't providing us with a clear blueprint. Each time a change was made in the base plan, seven or eight other drawings of electrical, plumbing, HVAC, or reflected ceiling equipment had to be altered by hand," Murray says.

#### Cuts design time in half

The Integrated CAD System did away with the need for extra draftsmen and cut design time in half. "I worked from one base plan originally designed for the first floor and then altered it to meet my needs for each additional floor. If a revision were needed, I made the change on the computer, and that change was automatically incorporated into all the drawings for that floor," Murray says. She had the option of making 127 layers for each floor, with each layer carrying plumbing, electrical, and other information.

One CADVANCE feature that saved Murray considerable time was the software's ability to store a design. Murray could design a room filled with furniture and save it as a "macro." The macro could then be inserted in future designs with a single keystroke.

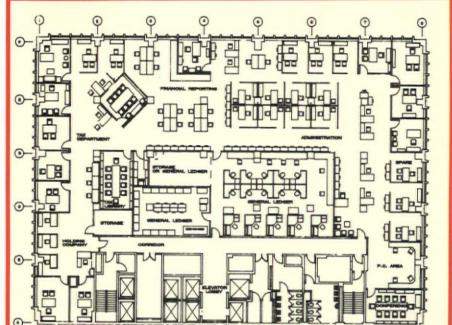
With CADVANCE, nested commands can be invoked while another command is active. Thus, Murray could pan, zoom, display a grid, or run a macro while still in the DRAW command. This dramatically speeds the design process by reducing switching between menu selections.

Once the headquarters drawings are completed, Opalka intends to load Agfa's other 40 facilities onto it. This includes large and small warehouses, office space, and labs located



"I strongly believe there should be a personal computer on every manager's desk. The computer will greatly enhance the manager's performance as well as his ability to plan ahead," says Vincent Opalka, director of facilities planning and control Agfa-Gevaert.

To meet a deadline, all drawings and plans for Agfa-Gevaert's headquarters in Ridgefield Park, N.J., were done on the Integrated CAD System.



across the U.S. for the privately held photographic products manufacturer. The facilities total 225,000 sq. ft.

"We're always making changes in carpeting and furnishings, or creating new offices and training centers. This work is much easier to do on the computer," Opalka said. With the Power Base software program, Murray is able to record all the pieces of Herman Miller furniture that she favors, along with prices. A distinct chair in Herman Miller's catalog will be represented by a symbol once Murray has set up the symbol list. Then, the computer will be able to print out a purchase order with prices for each room that she has designed.

Murray has also made up her own standard workstations and assigned them symbols as well. "I only have to draw the workstation once," she marvelled. It took two weeks for her to become familiar with the Integrated CAD System. "In the beginning I got frustrated. There are a lot of things to remember in using the computer. But once I got used to the method, it became timesaving. I cannot emphasize the versatility, flexibility, speed, and accuracy that the CAD system gives the user," Murray says.

"Some people are amazed at what I've accomplished in a short time. We've already given demonstrations to planners from subsidiary companies of our parent firm, Bayer," Murray says.

Peter Darmohraj, R.A., Darmohraj Associates, Saddle River, N.J. architects, counselled one of its clients, Newark's First Fidelity Bank, to buy a system compatible with the firm's own package. Following his advice, the bank became a customer of Summit Computer Systems. First Fidelity's three-person design staff is using the computer to manage one-million-plus sq. ft. of office space.

"We are going to develop a strong data base allowing us to access records for small renovations that we can handle inhouse. The base will also permit us to go to architectural firms for larger projects," says Stephen R. Bonsall, vice president, First Fidelity. It will be helpful for the bank's facilities planners to exchange information by computer with architects. "The corporate client is calling a lot of the shots, and will be demanding design compatibility," Bonsall says.

#### Can compete with larger firms

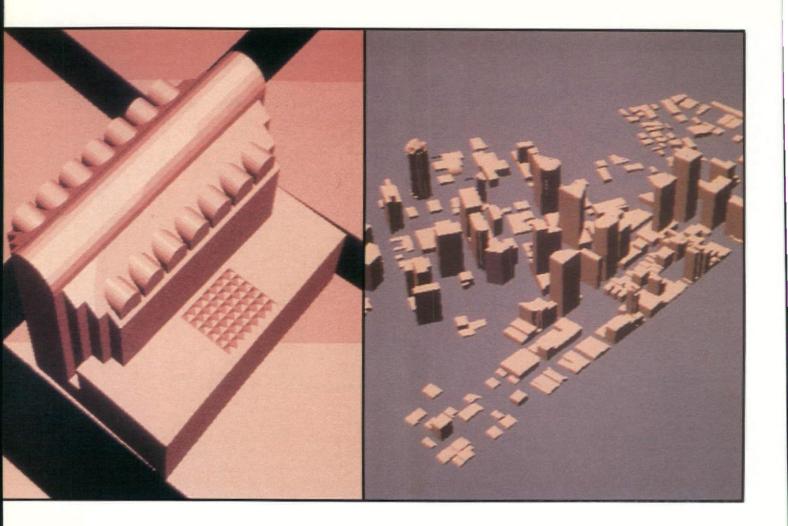
Darmohraj is an enthusiastic user of computers and makes the most of his equipment. "With six staffers, I can compete with much larger firms, thanks to computers," he says. Half the work he does is statistical in nature. Years ago, only large firms with access to mainframe computers could do this work.

"No architect who has corporate clients can afford to be without CAD systems in the next five years. In order to propose a bid, an architect will have to have a system compatible with the corporation's. Since the complete cost of a drafting system is under \$25,000, it's a realistic buy for even a two-person firm," Darmohraj states.

The architect began using computers for word processing and specifications, then moved up to spreadsheets for schedules and his books. He now programs for space studies. "The third step was to have the computer draw. The next step will be to tie the database in with the drawing," he explains.

In the near future, CADVANCE will also interface with professional 3-D wiring and solid modeling packages. For additional applications, drawings can also be transferred to Cal-Comp's System 25 without modification.

A CAD benefit not to be overlooked is the designer's ability to carry all his project drawings on a disk. "I can put the equivalent of three file drawers of drawings into my briefcase," says Darmohraj's associate James M. Lehner. "In the computer revolution, the drafting table will be replaced by the digitizing surface, and architecture will move from the drawing board to the keyboard," he declares. □



# INTEGRATED SOFTWARE SUPPORTS MANY TASKS

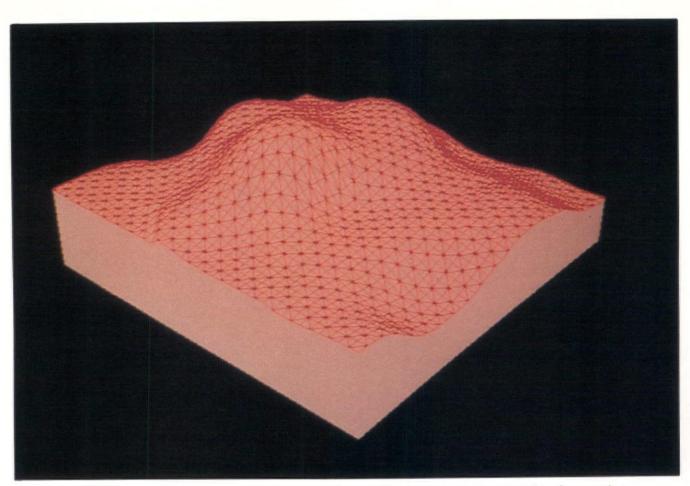
HOK launches subsidiary with in-house designed programs

> By DANA DUBBS Associate Editor

ary Silver, corporate director, Facilities Programming Group, Hellmuth, Obata, and Kassabaum (HOK) Inc., taps into a computer at his New York office. Within seconds, the software application in use culls diverse data on both a specific building and one of its tenants—including the facility's characteristics and the tenant's employee growth patterns—from a project database, enabling Silver to forecast future tenant space needs and generate alternative occupancy solutions.

Down the hall and around the corner, site manager Jan Carpenter works with a computer-aided design and drafting (CADD) system that allows her to use the same project database as Silver. At Carpenter's command, the relational database links CADD functions with such assorted job information as floor configuration, group space needs, and workstation dimensions to generate a floorplan best solving the space problem at hand. Other professionals involved in the same project also have access to that database and can retrieve and share information as needed.

The software systems used at HOK, a leading American multidisciplinary design firm, were developed in-house over the past few years to meet the shared needs of the firm's architects, interior designers, engineers, and facility programmers. Today, these fully integrated tools support a wide range of design, production, and management tasks and can be used throughout the life-cycle of a building. Approxi-



HOK Draw, a three-dimensional CADD system, generates contours (above) and is integrated with other HOK/CSC software products.

mately 30 applications are now in use or under development at HOK; some of them are already available to competing design firms and other institutions through the firm's subsidiary, Computer Service Corporation (HOK/CSC). Launched just one year ago, the spin-off company also markets turnkey systems and a full complement of training, consulting, and support services.

Gyo Obata, chairman of the board and president, HOK, St. Louis, attributes his firm's push into the A/E software market to several different factors. Apart from profit motive and payback (HOK spends a lot of money developing its systems), the move was prompted by the fact that CADD systems have become necessary tools for architects and designers. More importantly, he notes, this software was developed by architects, for architects.

"At this point in time, every architect has to have CADD capability," says Charles Atwood, AIA, HOK/CSC's chief executive officer and president. "They're going to have to buy something, so it might as well be a system that has proven architectural applications."

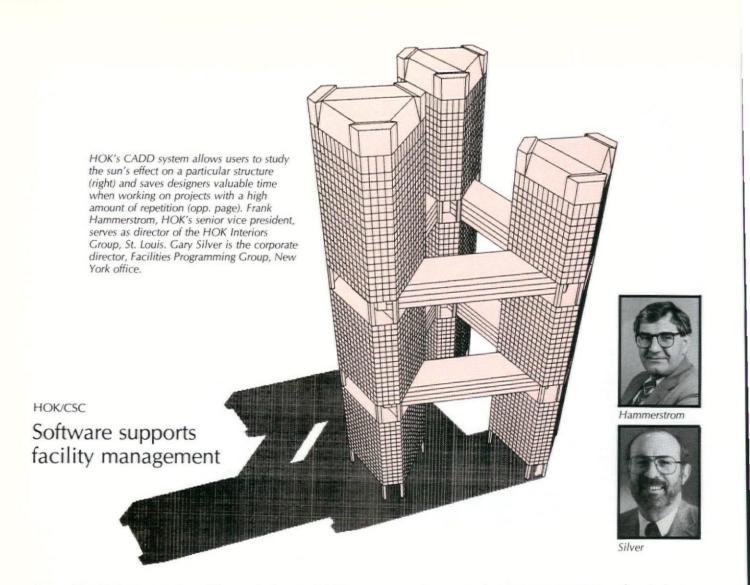
#### Competing design firms targeted

Though HOK/CSC includes competing design firms in its target market, company executives dismiss the idea that this could threaten HOK's own operations. "A firm gets commissions on the basis of its design ability—not on the basis of the software it uses," says Obata.

Applications supporting facility management tasks are among the offerings of HOK/CSC, and it is in this area that company executives envision the greatest potential software market. Developers, investors, and individuals who manage large amounts of space can employ these kinds of applications to, among other things, forecast facility needs, verify that a building's design is compatible with user requirements, determine the best distribution and arrangement of a user's space, and manage anticipated change effectively. Worker productivity also gets a boost in that these systems can be used to analyze and determine individual needs for workstation privacy, acoustics, componentry, power, and more.

"There are many more corporations and institutions than there are architecture and engineering firms," points out Silver. Furthermore, he predicts, it will be the facility managers who will buy the greatest number of available services, and this will lead to broader sales.

Computerization reached HOK about four years ago when Atwood joined the firm. The architect studied employee tasks and problem-solving methods and researched generic software systems to meet employee needs. Ultimately, he scrapped what he found, purchased INGRES (a relational database management system), and developed original software that would best serve the firm's goals. Atwood's CADD system was tested on more than 100 actual projects, particularly



those with a high amount of repetition, and what was initially employed as a production tool soon became an important design tool as well.

#### 'Flexible integration' is key

"The key concept behind our software system is 'flexible integration,' " says Atwood. "This means we've designed the systems to be integrated throughout the life-cycle of a building—through planning, design, construction, and management—and between all players involved in the process." At the same time, the systems have the flexibility to support individual needs and changing information demands: users can write their own symbols and customize menus; software applications store and display data in several formats. In addition, CSC-marketed hardware supports the corporation's own software as well as that of other vendors.

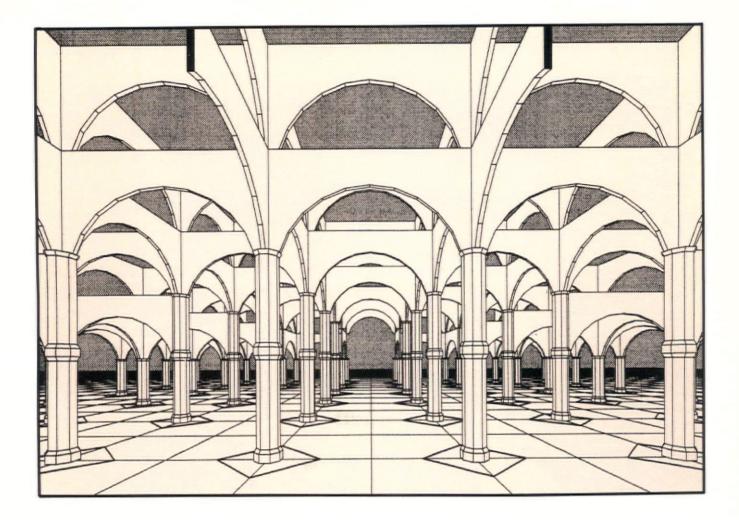
"An integrated database approach makes HOK an information-rich firm," says Frank Hammerstrom, senior vice president, HOK, and director, HOK Interiors Group, St. Louis. "This approach helps us gain a greater depth of understanding about a client and lets us give the client a more useful and more valuable design."

Though fully integrated, HOK/CSC's software products are organized into two major categories: Professional Service Systems and Facility Management Systems. Professional Service Systems addresses specific architectural and engineering issues and supports planning, programming, and project management functions. HOK Draw, the CADD system, is at the heart of this group, and among its many features are hidden line removal, wall generation, pan and zoom, instant switching from two-dimensional to three-dimensional format, and the ability to view a scene from any angle or perspective. The system is also capable of animation when used with a videotape camera, and it can generate full-color, realistic images; hard-copy drawings; or business graphics. Another plus: graphic information can be shared with other vendors' CADD systems by using HOK Translate, an application that converts data stored by HOK/CSC software systems to industry standard formats.

#### Eight interrelated programs

The Facility Management Systems category consists of a number of interrelated programs that support eight facility management tasks. These include: real estate management, space inventory, occupancy planning, facility accounting, design support, building management, project administration, and furniture and equipment management. Data obtained from the use of these software tools may be generated in several formats.

"All of our software is geared toward those who deal with high-volume churn within a building population," says Patricia Templeton, director of marketing, Facility Management



Systems, HOK/CSC, Dallas. "Right now, we're talking with fairly large corporations that are handling hundreds of thousands of square feet of space. These clients are trying to reduce the time it takes to manage that space by putting the necessary information into a computer."

Adds Obata, "A tool that accumulates and integrates information allows major corporations which lack a complete understanding of all of their space and equipment to get a stronger grip on managing fixed assets." Likewise, the facility manager's job becomes more effective because of the ability to better utilize the space at hand and the ability to better match groups to space. This results in a reduced number of errors and moves, plus lower occupancy costs.

#### Planning and designing functions

At the HOK Interiors Group, St. Louis, HOK Draw and HOK Space are the two most frequently used software applications. "We use Draw for spaces larger than 50,000 sq. ft. and where a lot of repetition is involved," says Hammerstrom. The computer's ability to repeat elements has been an important factor in reducing designing time, and this feature is used not only for layouts with many workstations, but for a number of other functions as well, including the testing of patterns. An entire parquet floor, for example, can be illustrated on a computer in seconds, enabling designers to see how that pattern works with all other aspects of a room. In speaking of a project in which designers did test a parquet floor for a large room, Hammerstrom says, "We could have conceived of parts of the pattern in relation to other elements of the space, but to have drawn the floor in its entirety would have taken days of drafting. With the computer, you get almost instant turnaround."

HOK Space, a tool to define group space needs, assists designers in creating new and updated space plans and in modeling alternative occupancy schemes.

"Integration of design, space planning, and engineering functions can become incredibly important on projects," notes Hammerstrom. "For example, when drawing a reflected ceiling plan on a computer that has a relational database, not only can all of the fixture patterns and plan details be seen very quickly, but each engineer and designer involved in the project can see what others are doing. We can enter and call up on the screen database tables showing fixture types, manufacturers, quantities, and costs."

For all its speed and accuracy in design work, the computer's greatest effect has been on improving project quality. "More of the designer's time has been freed by the computer, but designers are using that time to explore the options and find better quality solutions," says Hammerstrom. "In the future, we're going to try pushing the computer to its limits and have it become a real tool of communication for designers and clients."



tography by Bill Lindhour

### MILLER'S LIVING LABORATORY The Pavilion provides an experimental setting for clients & employees

erman Miller's latest addition to its constellation of west Michigan-based facilities, now totalling 40, is the 26,000-sq.-ft. Pavilion, a showcase for the manufacturer's extensive line in current and archival products.

The primary idea behind the Pavilion was to create a place where the company's sales force, dealers, customers, and employees could experience not only product, but corporate culture and imagination. Housed in a 1980 structure, the facility is designed by Donovan & Green with interior architecture by Daniel Brown. Collaboration with Herman Miller facilities staff and extensive, grass-roots research with employees helped frame the building as much as shape its purpose.

Expressing the Pavilion's aim to enliven experience is a free-floating theatrical interior. Product is shown in unlikely and uncommon uses, notes John Berry, director, corporate communications. There is the mannequin sporting a monitor "head" on her shoulders; interactive video challenging visitors for answers on the Equa seating line; a telephone ringing playfully at a vacant desk; papier mache mannequins popping up unexpectedly; and the mosehead relocated from Miller's little jewel, Marigold Lodge. Lighting design is the creation of acclaimed Broadway theater lighting specialist, Richard Nelson.

Incorporated into the site are ideas culled from a brainstorming session with employees. These include a company "store," a timeline or "histomap" showing relevant developments in Miller history, corporate art (evidenced in original Girard silk screens), test lab for fabrics, and video presentations on manufacturing processes. Also tapped for ideas was the 14-year-old Herman Miller Dealer Advisory Council, composed of 20 member-principals of various size dealerships nationwide. Among dealer concepts designed into the site are conference rooms offering amenities of foodservice and adjoining mock-up areas for client use.

Coined a "sand box" by Herman Miller vice president, marketing, David Armstrong, the Pavilion encourages experimentation by users. Since its opening last October, 100 groups have visited the building, many of them dealers bringing entire sales staffs for educational briefings. The Kendall School of Design and other local professional groups have sampled the building's offerings. Products range from classic Charles and Ray Eames pieces to work of Isame Noguchi, Bruce Burdick, George Nelson, and current designers Bill Stumpf and Don Chadwick.

On the ground floor can be found Ethospace, Action Lab, Action Factory, Equa seating, and Burdick (the latter grouping set up for a dinner party!). Notes Philip D. Strengholt, director, marketing operations, "The Pavilion concept was launched in January, 1984. We didn't want just a showroom or a training center, rather something like a World's Fair, an experimental resource." Applications of the facility are endless; displays are kinetic. Intended for the near future are "focus group" meetings with end-users from specialized markets.

"This is a real experimental laboratory. The Pavilion represents our corporate commitment to a new era of product marketing and service. It is the first of such facilities we plan to develop on a regional basis across the country," notes Strengholt.  $\Box$ —*R.W.* 

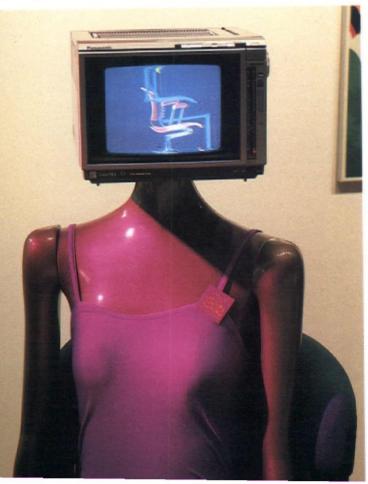
Pavilion interiors have a theatrical flavor suited to creative manipulation. Breakdown of the facility includes living rooms for small meetings, three dining rooms, employee cafe, two auditoriums, media resource center, as well as exhibit and mock-up areas.

#### SOURCES

Flooring—Interface Flooring Systems Ind. Lighting—Lightolier, Barbizon, Electric Co., Production Arts Lighting, Litcher Electric Co.

Interior design—Donovan & Green, Interior architecture—Daniel Brown. Lighting design—Richard Nelson.









Many licensed (and unauthorized) copies of classic seating comprise a boom market

# COPYING THE CLASSICS

#### By DEBORAH K. DIETSCH

s it the real thing or just a knock-off? For designers specifying classic modern furniture, this question has become increasingly hard to answer. The growing interest in vintage architect-designed furniture combined with its lack of patented protection for classic design, has spawned a booming market for unauthorized copies. From Marcel Breuer's Cesca chair, reputedly the most knocked-off chair in America, to Robert Mallet-Steven's metal stacking chair, one of the most recently reproduced, imitations of the modern classics are now available from a wide range of contract and residential sources offering a variety of prices and quality.

The increased popularity of such furniture has caused argument, both in and out of the courts, as to which manufactured reproduction is the most authentic. Most versions of the modern classics technically cannot be considered knock-offs since the original prototypes were either never patented or have patents which expired. However, among the spate of recent reproductions, there are "official" replicas produced under licensed agreement with the original designers' estates or affiliated foundations.

In this category is Atelier International, the U.S. licensee and distributor for Cassina, the Italian firm that produces an entire "Modern Masters" line (furniture by Le Corbusier,



Palazzetti manufactures this reproduction of the Red and Blue armchair (opp. page) designed by Cerrit T. Rietveld in 1918. A licensed copy of Le Corbusier's 1925 LC2 side chair (above, left) is manufactured by Cassina in Italy and distributed by Atelier International in the U.S. Palazzetti offers a version (above, right) of this chair.

Charles Rennie Mackintosh, Gerrit Rietveld, and new this year, Frank Lloyd Wright); ICF, the U.S. distributor for furniture designed by Alvar Aalto and Josef Hoffmann; Knoll International, a firm that has manufactured a line of Mies van der Rohe and Marcel Breuer chairs and tables since the early 1960s; and Furniture of the Twentieth Century, a relative newcomer to this prestigious group that distributes a line of Eileen Gray and Robert Mallet-Stevens furniture as well as other period pieces from the French company Ecart International.

#### Challenge from less expensive sources

Once secure in their pedigreed monopoly over the contract market, these firms are being challenged by distributors of less expensive, "unauthenticated" versions of the classics. Sergio Palazzetti of Palazzetti Inc., a New York-based importer of Italian-manufactured furniture, for example, offers reproductions of the modern classics, many based on original prototypes, at prices far below those of the major contract sources.

The difference in quality? According to Stephen Kiviat, president, Atelier International, "There's a vast difference. It's like comparing rhinestones to diamonds." He cites the Palaz-

zetti copy of Le Corbusier's "Grand Confort" armchair as displaying "large amounts of welding material around the joints," and lacking the chromed polish and refinement of the Cassina versions which reflect design changes made by Le Corbusier in 1965. Palazzetti, however, claims that his model, with its down-filled cushions, more closely follows the original design prototype of 1929.

Others in the contract furniture industry concede that the difference in quality between so-called authorized and unauthorized copies from distributors like Palazzetti is minimal. "These are not cheap knock-offs, but accurate reproductions," states Thonet former vice president of marketing and design, Joan Burgasser. Michael Steinberg, president, Furniture of the Twentieth Century, whose authentic version of the Mallet-Stevens stacking chair has been knocked off by another company, acknowledges that "inexpensive copies have their place in the market as a response to overprotected and overpriced designer furniture."

#### Legal protection limited

Legal protection from knock-offs of the modern classics is limited since furniture from the 1920s and '30s is too old to be protected by patents. In the States, a design patent is only



'Pedigreed' monopoly threatened

good for 14 years, a utility patent for 17 years. According to ICF executive vice president, Pat Hoffman, the American laws governing furniture copying are "very, very liberal." Manufacturers of estate-authorized products are more successful in taking unofficial copiers to court in Europe; Cassina, for example, has won six court cases over the protection of its Le Corbusier-designed furniture in Italy alone, forcing those unauthorized manufacturers to cease production of the architect's furniture.

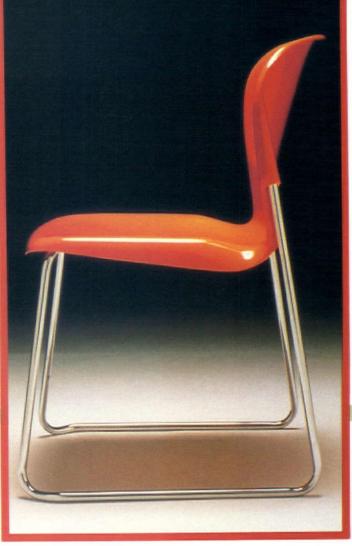
Often the best means of legal protection is through trademarks. In using this means as the basis upon which to defend their exclusivity, manufacturers must prove that a product has a unique and original design feature which has become so associated with the company as to act literally as a trademark. ICF, for example, took Palazzetti to court last year over the exclusivity of the name "Alvar Aalto" in marketing the architect's furniture which has been produced by the original factory in Finland since 1935. As a result of the court action, Palazzetti, whose version of the Aalto "Paimio" chair is produced utilizing the latest in laser technology, must state plainly in his product literature that his copies are "faithfully reproduced in Italy." Remarks Palazzetti, "How can a designer give a right to any one company to reproduce something that was designed more than 50 years ago? If technology changes and with it you can improve the quality of a classic, why not use it?"

#### Production methods improve on classics

Indeed, most of the modern furniture classics available on the contract market have been re-engineered over the years to incorporate current methods of production and more durable materials, as well as to meet changing market demands. Knoll International, for example, constructs its Mies van der Rohe Barcelona series with stainless steel rather than chrome-plated supports. Both Thonet and ICF market versions of a chair originally designed by Josef Hoffmann for the 1904 Fledermaus cafe in Vienna. While ICF's replica is reproduced under an agreement with the Austrian government and Hoffmann's estate, Thonet maintains that its copy more closely adheres to the cafe prototype. The upholstered back and vertical slats of the ICF models are variations of the original Fledermaus chair that appeared in catalogues of the period. Shelby Williams also sells a variation whose proportions are based on the needs of the current market.

Armed with the latest in production techniques, manufacturers of "unauthenticated" classics are able to sell their





This authorized copy (opp. page, right) of Aalto's Paimio chair is manufactured by Artek in Finland and distributed in the U.S. by ICF. The licensed replica of Josef Hoffman's 1904 Fledermaus cafe chair is marketed by ICF (opp. page, right), but Thonet also produces another version (above). Gerd Lange's design for the 1976 Nova chair (above, right) is licensed by Atelier International.

products at much lower prices. States Palazzetti, "Many of these modern pieces were originally created to be massproduced, but that never happened. Now we are in a position to do just as the architects intended and sell better quality at lower cost." But contract suppliers like Kiviat claim "you get what you pay for," and that his higher prices reflect higher quality materials and production techniques. They also reflect the fact that every time an authentic reproduction is sold, a royalty must be paid to the designer's estate, a fee which ranges from five- to 10-percent, according to patent lawyer Michael Ebert of the New York firm Hopgood and Calimafde.

Authentic reproduction or unauthentic copy, both are currently selling better than ever before. According to Palazzetti, "sales have doubled every year" since his U.S. business opened three years ago, and Kiviat reports a "dramatic increase" in sales of the firm's Modern Masters collection. The reason? "The sophistication of the specifier is increasing with the popularity of early modern design," comments Kiviat. "The more copies there are, the more aware designers are that our products exist." Palazzetti attributes his success to his marketing approach, appealing to both the retail and contract markets. "People never knew where to get these pieces before," he claims. "Atelier International and Knoll use the classics as showcase items drawing attention to other products."

#### Licensees assure appreciation in value

For a designer trying to select which version to specify, the choice of bonafide reproduction versus quality copy often is based on resale value. With furniture from the 1920s to as late as the 1960s now considered valuable antiques, distributors of licensed reproductions claim that the collecting value of their stamped and numbered pieces: "is always going up," according to Pat Hoffmann. Kiviat points out that a Cassina-produced Le Corbusier chaise recently sold for \$3,000 at a New York City antique shop.

Dear to the hearts of design-conscious contract manufacturers is convincing buyers of the ethical responsibility involved in supporting the authorized classics. "We feel we have a moral right to the classics that we sell since we are the only company approved by the original designer's estate or foundation to reproduce these pieces. They act as an authoritative body in guiding our production," declares Kiviat. Adds Hoffman, "As designers, we have a moral obligation to respect and support original work. When we specify copies and knock-offs, we insult the original designer and ourselves." □



# DESIGN GUIDELINES YIELD UP TO 50 PERCENT R.O.I.

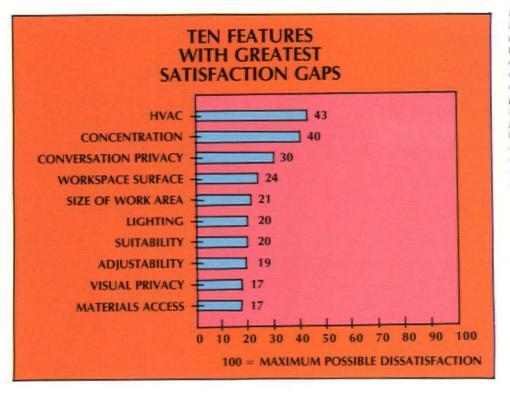
Applied to corporate renovations & moves, design criteria spring from worker involvement

#### By J. DOUGLAS PHILLIPS & DENISE M. SHAY

study of Merck & Co. Inc. facilities launched in 1981 is still yielding valuable furniture component and space design guidelines which have contributed productivity gains and up to 50 percent return-on-investment within a year following implementation.

A series of management-level interviews and staff questionnaires organized by a Merck committee with assistance from Duffy Incorporated planners, helped compile the guidelines which identify flexibility and ergonomics as key considerations for future planning. Affecting three "sub-environments" of Merck, guidelines respond to requirements of physical plant (facilities), technical features (office automation), and

J. Douglas Phillips is director, Corporate Planning, Merck & Co. Inc., Rahway, N.J. Denise M. Shay, formerly director of programming at Duffy Incorporated, has recently assumed a position with A-J Contracting Co. Inc., located in Los Angeles.



Merck's facility guidelines were based on interviews with 27 senior managers and a questionnaire sent to 2,000 employees. The employee poll yielded data on environmental features which are of greatest importance to personnel. Worker ranking of 10 features is shown to left. The guidelines study was launched due to Merck's involvement with advanced automation. Corporate communications (opp. page) center reception area was shaped by the study.

behavioral components (human resources). Criteria for workstation/workplace design are based on employee ratings of the importance of specific environmental factors. Among them, lighting, HVAC, privacy, and worksurface/workplace size.

Guidelines effectively react to four factors:

- · architectural configuration of the building in question
- necessary primary circulation patterns
- functional needs of intended occupants
- ergonomic requirements.

First issued in 1983, Merck's interiors guidelines have been used in three major renovation projects and two moves to leased buildings, involving more than 700 Merck office workers. Several additional projects are in the planning stages.

#### Beginning of an alliance

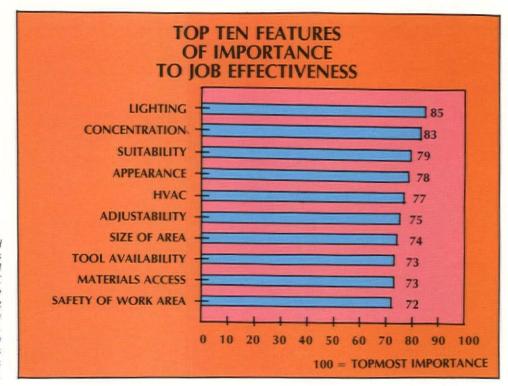
In the summer of 1981, Merck representatives from the departments of Facilities Management, Human Resources, and Office Technology met to discuss challenges they face in their respective departments. As an ad hoc committee, the group agreed that elusive productivity improvements could be realized only by a proper blend of enhancements in their three sub-environments.

Whatever the optimum blend, the committee agreed on four important points: 1) Focus of office planning should be on the office worker who would have to deliver expected productivity gains. 2) The physical atmosphere for work would have to be conducive to realizing expected improvements and promote health and well-being on, and off, the job. 3) Worker participation was deemed necessary. 4) Capital outlays would have to be made within company budget constraints and would have to yield an acceptable return-oninvestment.

As with any organization, top management support was essential. The ad hoc committee asked for and received permission to interview more than two dozen key senior executives about their satisfaction levels with existing facilities and office equipment as well as their expectations for the future. Management agreed that interviews would yield the best results if conducted by an unbiased third party. It was important that the third party be knowledgeable in space planning and design, including how to incorporate advanced office technology; able to identify corporate and organizational cultures and to translate these cultures into design recommendations; and be responsive to space planning and design needs driven by human resource considerations.

The committee embarked on a search for a suitable full partner in the process of creating design guidelines for office planning. After in-depth interviews and visits to the offices of several space planning firms, Merck also visited representative projects of the candidates under consideration.

Ultimately, Duffy Incorporated was selected as best fitting Merck's criteria. In a first step, Duffy proceeded to interview 27 senior Merck executives selected to help determine office



Gap analysis done by Merck and Duffy Inc. (shown to right) points out environmental features that fall short of worker expectation. HVAC was ranked as the feature with the highest dissatisfaction rating among employees. As part of an ongoing design guidelines study, the analysis has helped in design of new interiors and renovations for the company, such as Merck's communications center (opp. page).

#### MERCK FACILITY GUIDELINES HVAC, privacy pinpointed for improvement

features of greatest importance from a managerial perspective. A profile of corporate and sub-organization cultures was developed. An in-depth interview was also held with the head of the Office Technology Group to determine technical requirements for future office guidelines.

#### Office workers plan for change

Results of management interviews were used to help design a mail questionnaire sent to 2,000 office workers below the senior management level. Questionnaires were crosstabulated by building, organization, and job level for analysis purposes. The survey was conducted and analyzed by a Rutgers University Graduate School MBA team, under the direction of Duffy and Merck.

In addition to answering general questions on the impact of personal workstations on job satisfaction, respondents were asked to rate specific workstation features (see box on preceding page) from the perspective of personal satisfaction and influence on job effectiveness. Some 72 percent of those surveyed responded to the mail questionnaire.

As might be expected, almost all respondents (98 percent) considered their personal workstation to have a significant influence on overall attitude toward work. In rank order, specific workstation features of most importance to respondents were: lighting of worksurface, effect on concentration, suitability for work tasks, overall appearance, adequate HVAC, and adjustability.

Survey results also included a gap analysis which com-

pared respondent satisfaction ratings with their ratings of workstation feature importance. Features with the greatest satisfaction gaps were, in descending order: HVAC, effectiveness for concentration, conversational privacy, and overall workspace/worksurface size (see illustration, this page).

Results of senior management interviews and the mail survey were used not only as a foundation for developing new office guidelines, they were later used as a basis for analyzing post-occupancy survey results after work areas had been renovated.

Armed with the results of management and office technology interviews, as well as survey results, Duffy developed space/component guidelines and demonstration layouts in existing Merck buildings to illustrate how guidelines could be implemented.

#### Flexibility a key criteria

Flexibility was one of two key criteria identified by Merck. It was deemed important in accommodating changes in technology as well as in individualizing workstations based on job content, function, worker need, and varying electronic equipment requirements. The second criterion was ensuring employee health and well-being; all layout variations had to be ergonomically sound.

Guidelines address manager, secretarial, and clerical levels, comprising the vast majority of office workers at Merck. In a separate study, furniture component guidelines are being evaluated for director-level workers toward ensuring proper



integration of advanced office technology at this level.

Ultimately, Merck expects to develop a fully flexible interior design master plan, capable of responding to emerging needs as they become apparent.

#### Office workers involved in implementation

Office worker involvement is emphasized during the planning and implementation of a renovation or move. Various committees are formed to address key issues involved with a given project. For example, with Duffy as consultant, workers help select color schemes and art work for common areas, determine housekeeping guidelines, and get involved in deciding technical training priorities and work flow when technology is introduced. Considerable effort is devoted to helping workers make the transition to new workstations, including setting aside designated areas where workers can individualize workspace to suit personal taste.

As with color selections, housekeeping committee recommendations are circulated to all affected workers for review and comment prior to finalization. Participation varies, depending on the nature of the project and the willingness of workers to become involved.

Given a system driven by human resource considerations, Merck selected office furniture manufacturers and suppliers with the same care given to selecting a space planning and design consultant. The ad hoc committee's role expanded to include the purchasing function in choosing furniture systems. The committee looked beyond products to the organization behind the product. Budgetary restrictions limited candidates to a few manufacturers.

The committee felt it was important that the chosen supplier should be able to relate to Merck culture and personality, displaying a sensitivity to the concept of an office facilities management program driven by human resource considerations.

Haworth was finally selected as the primary supplier of Merck's furnishings. The manufacturer visited Merck projects under consideration for renovation or relocation and made recommendations it felt were appropriate, given preestablished cost constraints.

With input from Merck and Duffy, Haworth prepared training videos on how to use its office systems and how to adjust individual workstations for personal comfort and safety.

#### Alliance pays off

Return-on-investment calculations for Merck projects undertaken thus far have been 25 percent or greater. The most extensive renovation included a complete conversion to a full range of advanced office systems for a group of 74 workers in Merck's international division. The return-on-investment for this project, including purchase of advanced technology, was calculated to be to be in excess of 50 percent. Equally important, the division in question has reduced average turnaround time for each of more than 100,000 telexes handled annually from approximately four days to as little as 15 minutes in some cases. □

#### By SANDRA BUCHSBAUM

## 1986 TAX RETURNS TO REQUIRE MORE DOCUMENTATION

J oyous as the arrival of the new year was, the design community now turns to thoughts of April 15th and ways to legitimately save on taxes. While most business people rely on legal and financial advisors for tax guidance, they also have the responsibility of providing detailed and accurate records to tax specialists.

Tax advisors can only be as thorough as the tax records supplied to them. Because the design professional is in a service industry, he is faced with the added burden of keeping records for business entertaining, meals, gifts, travel, and entertainment-related activities.

Any deductions must be substantiated through proper record keeping, according to new tax law changes that directly affect business-related deductions.

When an individual carries on a trade or business for profit, expenses paid or incurred in that trade are deductible from adjusted gross income. Two requirements must be met for such expenses to be deductible: the expenses must be directly connected to the taxpayer's trade and expenses must be reasonable. Thus, an interior designer or architect can deduct such expenses as entertaining clients, giving business gifts, and even the expenses of a home office, if that is the practitioner's principal place of business.

#### Must record vital activity

One prominent New York tax and accounting firm indicates that record keeping requirements for 1986 and beyond have become more stringent. Prior to 1986, if a taxpayer was audited, general estimation of expenses was allowed by the IRS, even if substantiated records did not exist. The expenses were allowed if evidence that some deductible expenses did in fact exist. Particularly with respect to travel and entertainment expenses, estimation will no longer be permitted if there is no actual substantiation.

Adequate records of the amount, time, place, business purpose, and business relation of persons for whom deductions are taken will be required for all business-related deductions. Oral evidence of deductions will no longer be sufficient. A new requisite is the existence of evidence that has been recorded as close as possible to when the expense was incurred.

#### Diary of expenses recommended

Tax advisors recommend that taxpayers get in the habit of entering expenses on a daily basis. Such entries will have great value in the event of an audit.

The recommendation is that designers purchase a diary and enter expenses on a daily basis, together with all receipts collected that day. The receipts should be stapled to the respective diary page.

Each receipt should have as much substantiating information on it as possible. For example, whom you entertained and for what business purpose. Keep this as brief as needed to serve as a reminder of what occurred.

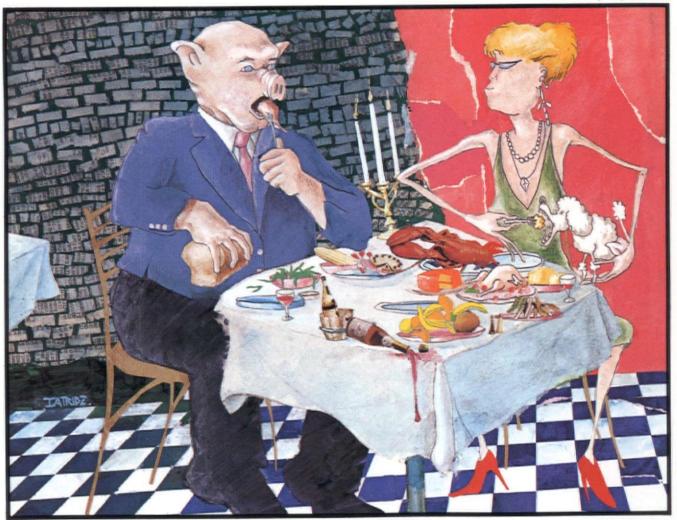
Paying by credit card can help with receipt keeping, but a record of cash expenditure may be as valid as the receipt itself, if it is entered in the diary as close as possible to the time of the event with all pertinent details recorded.

An extra minute devoted to this will afford greater probability that the deduction will not be disallowed under audit, say most tax advisors.

Other forms of record keeping documents which are easy to use and helpful include account books, trip sheets, and written statements of witnesses.

Sandra Buchsbaum is an attorney acting as legal consultant to interior designers. She manages her own New York design firm.

Illustrations by Tony C. latrides



Entertainment deductions taken by professionals must reflect business purpose in detail.

Records should be kept for a three-year period from the date of income tax filing. If the taxpayer requests an extension of the normal period for filing, he or she may be responsible for holding the records for a longer period.

In the event records are destroyed due to fire, flood, or other reason beyond the taxpayer's control, the IRS will allow the taxpayer to reconstruct expenses using records of prior and subsequent years as precedent. Therefore, it is important to keep substantiated records in a safe place (preferably fireproof) and for a longer period of time than the required three-year period.

In addition, if one fails to get an important receipt for any

reason, a written statement indicating the nature of the expense may suffice.

Of special consideration are the following business deductions: entertainment, business meals, travel, gifts, and home office deductions, requiring extensive documentation.

Deductible entertainment expenses include nightclubs, theatres, dues paid for country club membership, vacation trips, and the furnishing of food, beverages, and hotel rooms to clients.

For an entertainment deduction to be valid, the interior designer and architect should derive specific business benefit because of the entertainment itself. These expenses should

#### TAX REGULATIONS Substantiate through proper record-keeping

occur in a clear business setting such as a restaurant where business can be discussed. That is why the deductibility of entertainment expenses such as theater tickets can be questionable, according to tax advisors, who emphasize that giving a client theater tickets is an arguable entertainment expense because it does not take place in a proper business setting, although a business development objective may exist.

For an entertainment deduction to be valid, records should reflect the amount of the expenditure; time and place of the entertainment or use of entertainment facility; business purpose of the expenditure; and the business relationship to the taxpayer of each person entertained (or the entire class of people, if a group is entertained).

#### Entertainment items can be grouped

Entertainment expenditures can be grouped with other expenses, but should be listed in records as separate expenses. For example, if a client is taken to dinner and a baseball game, payments for dinner and the game should be entered in the diary as separate meal and entertainment expenses.

If a taxpayer's employee entertains a client, the taxpayer may take the deduction if the employee makes an accounting of all costs incurred. A prospective client or supplier may be entertained as a deductible expense if it is for the purpose of developing business.

An important requirement concerning entertainment deductions is whether the business discussion preceding the entertainment was "substantial." The design professional must show that there was active business discussion and negotiation to obtain income or benefit other than *just entertainment*. Although no specified length of time for the discussion is defined, more time should be devoted to business than to entertainment. Entertainment expenses for one's spouse may also be deducted if the circumstances make it logical that the spouse join in. Usually, entertainment occurs on the same day as the business discussion, but if one's client is from out of town, entertainment can occur on the day before or after a business discussion.

Country club, social, and athletic club dues are entertainment expenses, but these club memberships must be used primarily for business. One must establish how much of the club membership was used for business by recording each business meal, date, client, and nature of the business discussion.

#### Under Reagan, more restrictions

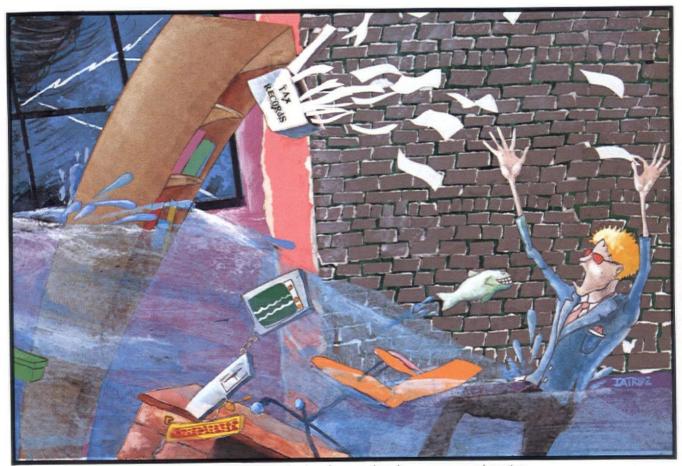
If President Reagan's proposals become law, deductions for business meals may be severely limited. At this time, no limitations on the dollar amount of deductions for a business meal exist, but this may change. Substantiation is still necessary. If for business purposes, a design professional takes a client to breakfast, lunch, or dinner, a receipt must be procured with the name and location of the restaurant, the date, amount spent, and separate charges noted for tips. This receipt should be entered in the daily journal along with an indication of what business purpose was discussed. If travel is done with a client, costs may be lumped together for all three meals under one meal heading.

No receipt for meals is necessary if the cost of the meal is less than \$25, although an entry in the daily journal is still necessary. If the tip brings the meal cost to over \$25, a receipt would be needed.

#### Travel requirement detailed

A design professional often finds it necessary to travel to a major design center in another city to shop for a client's specific needs. In this case, the hotel receipt must indicate the name and location of the hotel, date, and separate charges for items such as meals and telephone. An itemized paid bill with a cancelled check or credit card receipt would be adequate substantiation. In the log, the following documentation should be recorded: cost of transportation to the city, meals and lodging, date of departure and return, total number of days spent away from home, business purpose of the trip, and the nature of the business benefit expected to be derived. There is no need to separately itemize parking, public transportation, and other travel expense details. Such items can be lumped together as incidental, although a receipt is generally necessary where the expenditure for any business-related item is greater than \$25, as in the case of lodging.

It is the wise design professional who gives business gifts to clients. That practice shows a genuine interest and business



Keep back-up records in a safe place for more than three years to re-substantiate.

savvy. However, the IRS has strict rules about deductibility for business gifts given to clients. There is a limit of only \$25 per-recipient during the taxable year. While one may spend more than \$25 per-gift, no more than that amount can be deducted.

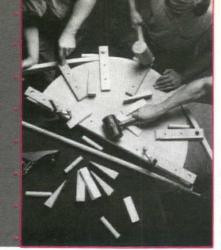
Journal entries should include the following information about the gift: cost, date, description, business purpose for giving the gift, and the benefit expected to be gained by the taxpayer. The name of the recipient and an indication that the gift will strengthen the business relationship by promoting goodwill also should be noted. A gift to a client's spouse may be justified if it will enhance the business relationship.

#### Home office deduction

Some design professionals work in a home office. This affords the designer or architect many legal deductions. If a portion of the dwelling unit is used exclusively on a regular basis as the *principal* place of business, a portion of rent for that space may be deducted. Office furnishings may be deducted, as can all expenses allocatable to that space. Note that if a taxpayer has an office outside the home, an additional workspace at home would not qualify for a home office deduction, because that home location is not the *principal* place of business.

Also deductible is the cost of a separately identifiable space used just for business inventory. Requirements are that the space be used solely for business purposes on a regular basis. A tax accountant will help identify whether the workspace used at home qualifies for a home-office deduction.

The IRS understands that documentation must be reasonable. As indicated, many expenses may be lumped together for convenience and others do not even need receipts. Thus, it is wise to document and substantiate as much as possible, so that in the event of an audit, the taxpayer is prepared.  $\Box$ 



FCI, New York, which styles itself as a "value-added" company, has diversified into several service areas to boost its competitive position. Among services now in operation under the sudsidiary FCI Services, are installation, furniture maintenance, project management, and computer software programs (illustrated on these pages).

#### By MARITA THOMAS

## PROFIT CENTERS FORM AS DEALERS DIVERSIFY

Services to customers expand while business profiles change

ntense competition among contract furniture dealers, resulting erosion of margins, and unpredictable peaks and valleys of the market have prompted an increasing number of dealers to diversify into new profit centers. New revenue sources often evolve from gaps that dealers identify in the course of operating their business. At other times, diversification requires the development of entirely different business methods, expertise, and markets, all without sacrifice to the original business base.

Here is how three dealer organizations in very different markets expanded through diversification. They are: Furniture Consultants Inc. (FCI), New York; BKM Enterprises, Hartford, Conn.; and Bank & Office Interiors, Seattle, Wash.

Although BKM has ventured further afield than the others, all three dealers' routes to diversification have similarities, and many of their added profit centers grew from the same internal and external influences.

#### Sell cheaper or offer more services?

The need to stabilize cash flow and improve overall margins was not the only factor that led FCI to diversify when the present partnership was assembled seven years ago. "We knew there were two basic routes to competing," explains David Itkin, vice president, marketing, for FCI. "These routes are to sell cheaper or offer more services. We wanted to take the service path, since we think of ourselves as a value-added company. Yet, we had little clout with outside service companies," he admits. "By developing our own service capabilities, not only could we add value for our existing clients, but we could also derive the kind of consistent quality that is crucial to servicing accounts well."

As a result, a subsidiary, FCI Services, was formed to provide in-house installation services for the three existing Furniture Consultants companies in New York City, New Jersey, and Long Island. It was set up with eight full-time furniture installers and one manager.

Soon after, a trained furniture maintenance crew, then FCI Woodworks (a custom cabinet shop), were natural additions to FCI Services, enhancing the parent company's value to its clients and giving it additional control over project outcome.

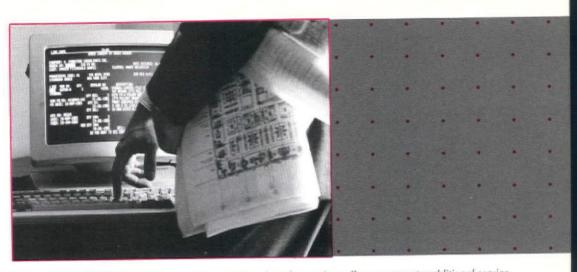
A Project Management service soon developed in tandem with FCI's expanded mechanical and technical capabilities. "That," says Itkin, "permitted us to provide a full-time commitment to a job from start to finish, while exerting total control over the outcome. In terms of professional pride, we looked for project managers with administrative expertise and good common sense. We wanted more than just good orderfillers. Logistical planning is their chief strength."

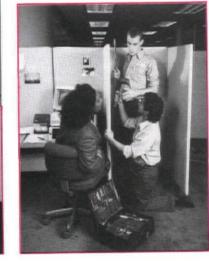
There are now five FCI project managers who supervise large installations from inception to punch-list and resolve all final details. Among other things, they consult on furniture selection; coordinate purchase, delivery and installation; and track job details.

A software program developed for this service incorporates a number of systems and safeguards that facilitate ordering and scheduling functions, plus verify billings.

Each area of FCI Services was set up as a separate profit center and each works on a fee basis. Before long, FCI Services reached beyond the parent company to provide services to clients who were not Furniture Consultants' customers.

Project Management soon led to development of another service, Inventory Management, which FCI Services operates for its original client-base—designers and architects, and for end-users. "Companies have become increasingly aware of their furnishings investment," says Itkin, "and of the need to keep track of all the elements in their furnishings inventory."





The Inventory Management arm of FCI Services takes a physical inventory by documenting furnishings with photos of each type of item. A record is also kept on item location, value, and condition. Every item is marked with an identifying code, enabling the company to track inventory over time, through facility moves, and refurbishing.

The correlation among the different profit centers within FCI Services is not lost on Furniture Consultants. "One or more of our fee services is often an entrée to additional service business and to furniture sales," Itkin says. "Selling furniture is still the most significant portion of our overall volume by far," he adds, estimating that diverse services now represent less than 15 percent of annual volume.

However, that percentage is added to Furniture Consultants' own growth. "Even more important," Itkin maintains, "it was all obtained *while* making us more important in the eyes of our original and enduring customer base."

#### No \$, but lots of profit potential

One FCI Service that is not a profit center is Library Services. Furniture Consultants' own full-time librarian develops resource libraries free of charge for design firms and establishes systems for keeping information current and accessible. "This service is of recognizable value to any firm that is wasting time and talent tracking down information," Itkin points out. "And it's our way of maintaining relationships with past customers while introducing our professionalism to new "One or more of our fee services offers an entree to additional service business and to furniture sales," says David Itkin, vice president, marketing, FCI (shown bottom, left). "Service makes us more important to our enduring customer base."

prospects in the marketplace."

The synergism that comes from adding services is also evident at Bank & Office Interiors, Seattle, and at BKM Enterprises, Hartford. While there are distinctions between these companies' service operations, each sprung from similar business philosophies and needs to yield similar benefits.

According to BKM president, Donald Greisdorn, BKM's cabinet-manufacturing operation, called BKM Woodworking, accounts for 1.5 percent of total company volume.

He believes that BKM Services, which operates as a separate entity and includes installation, maintenance, project management, and asset management, "has a very bright future. We have knowledge of all the many parts and pieces that systems furniture represents," he says, "and we have a software program that provides clients with monthly inventory accounting and documents activity over the previous month."

BKM's first step to diversification was to add product, not services. BKM Floorcovering was established in 1981 and targeted to the furniture dealership's existing customer base. "It was, and is, a totally different business, however," Greisdorn says, "and we put a contract flooring expert in charge of it." It now accounts for approximately 20 percent of BKM Enterprises' total sales volume and is a healthy contributor to increased furniture sales.

On the other side of the country, Albert Howell, president, Bank & Office Interiors, has added a carpeting service and floorcovering personnel. "Initially, I hired the wrong person to head the operation, and he simply tried to outbid the experts," Howell confesses. "The key to success has been in finding a person with technical floorcovering knowledge along with the ability to negotiate."

Almost two years ago, Howell expanded the floorcovering business by adding a full-service carpet tile dealership. "That is an area of tremendous growth potential," he predicts, "particularly with the already increasing use of furnishings systems, and the greater acceptance of flatwire.

"The architect and design community is very interested in the reliability of the dealer for these products," he reasons, "and carpet product additions are natural elements of our expansion and increased service capabilities."

This past summer, Howell renamed his Showroom 123

#### DEALER DIVERSIFICATION Varied services draw new business



"Bank & Office Interiors Contract Division." It marks the company's formal evolution beyond furniture sales, a process that had been several years in the making.

"When Showroom 123 was born 15 years ago, it provided the design community with a unique product and service center," he recalls. "Now, however, trade showrooms are the norm. We have expanded into a range of services, including project management, project assurance, computerized inventory management, and technical services that support those functions, such as furniture refinishing, rehabilitation of systems furnishings, reupholstery, and repair.

"These business entities are now offered through the Contract Division on a fee basis, with or without product procurement," he emphasizes, "and they also coordinate well with B&OI's existing contract sales efforts.

"In a period of dynamic change in offices and office furnishings," he concludes, "we have to continue to evaluate and supply not only the products, but also the services and support that architects and designers need."

#### Ahead of its time

The key to successful diversification lies in anticipating emerging needs and reacting to them. In one such scenario, BKM formed Dataware, a company that sells computer support equipment such as CRT tables, acoustical covers for printers, and computer storage and filing equipment. Although the company started too early, Greisdorn admits, the concept was good. Today, Dataware consists of a manager and five salespeople. Greisdorn believes it will grow at a faster pace as computers and their accompanying problems affect a larger proportion of the business market.



Bank & Office Interiors Contract Division offers services in project management, project assurance, computerized inventory management, and technical support. Notes Albert Howell (left), president, Bank & Office Interiors, Seattle, "In a period of dynamic change in offices, we have to continue to evaluate and supply products and services for the design community."

"One of the benefits of diversification," he says, "is that when one business area is soft, another can take up the slack.

Originally, as a way of getting rid of its mistakes, BKM opened Discount Office Furniture, a retail store designed to sell damaged and slow-moving goods from its own warehouse. "We didn't realize how different the retail business is from our original selling business," Greisdorn concedes. But the experience did confirm the existence of a market for lowto mid-price office furnishings that are sold, primarily, on a cash and carry basis to small companies.

Greisdorn describes BKM Office Center, a retail stationery and supply store in Danbury, Conn., as "our R & D project for 1984." The store sells discount office furniture in addition to stationery supplies, and is currently adding computer supplies. Despite the mix, however, it is a separate entity and does not share purchasing with Discount Office Furniture. "We didn't want to disturb an already successful retail business or cloud the Danbury experiment," he reasons.

Danbury represented a good-size market with a limited number of stationery supply outlets. He acknowledges that the pattern of the parent BKM's growth, expansion, and increased sophistication is beginning to bear some resemblance to the old days when office furniture dealers were also often stationery suppliers.

Has it come full circle? "In some ways, I do think there might be opportunity for tying together many of our smaller, diversified businesses into a kind of one-stop shopping source for certain businesses of from five-to-50 people. That is a market that is not being sufficiently or efficiently served," he suggests. However, he is not committing to the linkup of furniture, floorcovering, services, computers, computer equipment/supplies, and stationery supplies just yet. The Danbury experiment has not been fully evaluated.

Meanwhile, there is also BKM Realty, which is, by far, the most profitable of BKM's diversification ventures, according to Greisdorn. It owns and operates significant holdings of primarily freestanding office and warehouse space.

This year, BKM plans to grow by going back to its origins. It has opened Corporate Interiors, a Steelcase dealership, in Philadelphia. Greisdorn admits that Philadelphia is not only a larger market, but also a different one with much more competition in almost all of BKM's diverse business areas. "We will probably not put all of the different businesses together there. The success of any profit center," he emphasizes, "depends on getting the right person to manage it."

### 1986 UPDATE ON INDUSTRY ASSOCIATIONS

By ROBERTA WALTON Executive Editor ONTRACT's first-in-a-series on industry associations covers the AIA Interiors Committee, ASID, IBD, and IFMA. As the design industry grows, so does the need for professional representation of designers, architects, and other practitioners, providing a common voice on a wide range of issues. Among them, government legislation regulating the interior environment and the practice of design, professional qualification and certification, education/preparation for practice, and guidelines for professionalism.

Associations offer tangible means for designers to express their professional beliefs collectively. In our first overview of four leading organizations serving the contract interior planner, readers are updated on how industry groups are taking firm positions with regard to licensing of the profession, liability and training of designers, and a uniform code of ethics for practice.

Complex demands on the designer today include health, safety, and welfare of the commercial client/end-user. Such demands have spurred a unified campaign to assure and protect professional integrity. Encouraging news of collaboration among associations, including joint-meetings scheduled for '86, reflects the route of all future design. No longer can the fields of interior architecture, design, and facility management operate independently of each other when they share common goals.

Association series coverage begins on the following pages and will continue in upcoming issues throughout 1986.

# BD

#### INSTITUTE OF BUSINESS DESIGNERS

1155 Merchandise Mart Chicago, IL 60654 (312) 467-1950

Founded: 1969, as an arm of the National Office Products Assn. (NOPA).

Total number of members: 3,200; 28 chapters Description of member categories:

- Professional members have completed NCIDQ exam, are doing 80 percent contract work, have four-tofive years of design school training and two years' experience in contract design. Optionally, these members have had three years of training and three years' experience; or, six years of active commercial design experience.
- Affiliate members have engaged in 80 percent contract interior design and have one of the following:1) four-to-five years of design training; 2) three years of design training/one year of experience;3) or, four years' experience.
- Allied members have four years of experience in the profession of architecture, industrial design, product design, or other allied fields.
- Other categories include press affiliates, educators, trade members (firms and representatives), and fellows.
- Annual conference: National conference, June 9-10, Drake Hotel, Chicago, III.
- Special committees programs: Continuing Education, Contract Forms & Documents Manual, Candidacy Research, Trade Relations Council, Organizational Development, Legislative Action.
- Research/Education: "IBD Trends" Study, IBD Foundation including public education; student financial assistance; fund research; Design Research; Grant Research; \$13,000 in annual scholarship programs; Joel Polsky Endowment. "Industry-In-Depth" (a quarterly technical bulletin compiled by trade members).
- **Competitions:** Product Design Competition cosponsored with CONTRACT magazine; Student Design Competition; Interior Design Competition cosponsored with *Interior Design* magazine.
- Executives: Sandra L. Ragan, IBD, president; Carol A. Disrud, IBD, vice president of programs; Janet Kreig, IBD, vice president of membership; Jennie L. Pugh, IBD, vice president of public relations; Clara Smith, IBD, vice president of education; Debby Weber, IBD, treasurer; Jackie M. Braverman, IBD, secretary; Eugene M. Daniels, FIBD, past president; Rena F. Berke, CAE, executive director.

66 Currently, the profession of commercial interior design faces many challenges. Among them is the need to be informed, not only about training and education programs that foster professionalism, but about efforts under way to protect the integrity of our field. To serve complex information needs of practicing interior designers, IBD has embarked on a number of program initiatives.



Among them is a joint statement with ASID establishing guidelines for state licensing efforts. The origin of these guidelines is a national certification program for the design profession which adheres to four essential standards: a minimum design education and experience requirement; examination of minimum design competency qualifications; code of practice or code of ethics; and a guideline for continuing education.

"IBD firmly believes that certification is the best way to bring uniformity, professionalism, and excellence to the contract design industry. Unlike licensing, which requires state legislative approval, a certification program is a non-governmental endeavor to raise and preserve industry standards. We seek a full certification program that is equal across the States. IBD supports licensing efforts on a state-by-state basis, however, we believe that one of the difficulties of licensing is that it will necessarily take on various forms, depending on the legislative body behind it. Existing acts already evidence dissimilarities.

"In concert with this thinking, IBD is working with NCIDQ to re-evaluate its current examination of competency. In addition, last August, IBD approached NCIDQ to form a task force to explore developing and expanding the council's existing certification program. The first meeting of the task force is taking place this month.

"Within IBD, we are developing more continuing education programs for members and non-members. In addition, our second national conference will focus on building a culture of quality.

"In summary, we are asking our local chapters to become informed and judge the options before them. We believe that the future is best shaped through local initiative, not by an IBD national campaign. Our own self-monitoring as professionals can only complement state legislative efforts. ? ?

> Sandra L. Ragan, IBD President Institute of Business Designers



#### AMERICAN SOCIETY OF INTERIOR DESIGNERS

1430 Broadway New York, NY 10018 (212) 944-9220

Founded: 1975 through merger of the American Institute of Interior Designers (AID) and the National Society of Interior Designers (NSID).

Total number of members: 25,000; 48 chapters Description of member categories:

- Professional members have completed the NCIDQ examination and one of the following: 1) completion of four- or five-year B.A. program in interior design, two years' full-time experience, and one ASID "admission point"; 2) M.A. degree or threeyear professional program, two years' full-time experience, one admission point; 3) architectural registration, two years' full-time experience; 4) completion of secondary school, two years' full-time experience, six admission points.
- Associate members are engaged in fulfilling requirements for professional membership and have met one of the following criteria: 1) completion of a four- or five-year B.A. program; 2) completion of M.A. with admission point; 3) completion of three-year professional program; 4) architectural registration; 5) completion of secondary school, two years' experience, six admission points.
- Other member categories include students, educators, allied professionals/affiliates, and Industry Foundation (manufacturers).
- Annual conference: National conference, July 16-19, Century Plaza Hotel, Los Angeles.
- Special committees/programs: Development of code of ethics, chapter development of professional courses, nationwide title registration campaign, barrier-free design and fire protection programs. In addition, there are committees on membership, legislation, finance, industry, communications, and education.
- Research/education: "Current Directions in Office & Residential Design," 1983; "Designing For Productivity," 1984; "Trends & Developments in the Residential Design Market," 1985; "Elements of Hotel Design," 1985; ASID Educational Foundation (funds research scholarships); Attingham Grant-In-Aid, Dora Brahms Award, Yale R. Burge Competition, Environmental Design Award, ASID Joel Polsky Endowment.
- **Competitions:** Edward Fields Wool Rug Design, Kentucky Wood Floors, Halo/SPI Competition, ASID Interior Design Project Awards, ASID Product Awards, ASID Product Catalog Design Award.
- Executives: Janet S. Schirn, FASID, president; Joy Adcock, FASID, first vice president/president elect; Russell M. Stanley, FASID, secretary; Barbara Ebstein, ASID, treasurer, Gail Hayes Adams, FASID, past pres.

**66** Within the past decade following ASID's formation, the field of commercial interior design has grown to become a \$20 billion industry. As the business of design has matured, so have its responsibilities. Interior design today is a highly specialized and widely practiced service that affects the health, safety, and welfare of the public in almost all settings. Designers find themselves



on design teams for most commercial, industrial, healthcare, and educational buildings.

"Despite the constantly growing range of servicesand the increasingly critical nature of these servicesonly three states have instituted minimum competency standards for professional practice. Because of the complex responsibilities of designers in specifying safe finishes, furnishings, materials, and equipment, the American Society of Interior Designers feels that it is increasingly necessary to ensure that individuals who represent themselves as interior designers meet specific requirements of education, experience, and examination. Without attention to this concern, public health, safety, and welfare remains at risk. The public interest can only be protected by the enactment of laws to regulate standards relating to education, experience, and competence. The end result will be to elevate the overall quality of interior design services.

"Our goal is to institute uniform standards for the registration of interior designers, and ASID has drafted model legislation that includes education and experience requirements, a Code of Ethics, grandfather and reciprocity clauses, and a qualification examination based on the existing qualifying NCIDQ exam. Although the ASID and other design organizations have long agreed about the need for title registration of interior designers, we feel that now is the time for an intense and sustained drive to achieve it. **?** 

> Janet Schirn, FASID President American Society of Interior Designers



AMERICAN

#### INSTITUTE

OF

ARCHITECTS

#### AMERICAN INSTITUTE OF ARCHITECTS INTERIORS COMMITTEE

1735 New York Ave. N.W. Washington, DC 20006 (202) 626-7300

- Founded: 1975 as the AIA Committee on Interior Environment (a body of the 48,500-member AIA which has 289 chapters and was founded in 1875).
- Total number of members: 277 members; 12 local chapter interiors committees are liaison members of the national conference.
- Description of member categories: Steering group, AIA Commissioner, AIA Staff Director, Appointed Members, Liaison Members, Corresponding Members. Steering Group and Appointed Members must be AIA or Associate AIA Members and attend at least one of the three National AIA Interiors Meetings held per year. Corresponding Membership is open to any interested party.
- Conferences: During West Week, March 20-22, Los Angeles, on "International Practice;" Liability Insurance program, July 25, Washington DC.; Meeting with IFMA, October 27-29, Chicago.
- Special committees/programs: Brochure on interior design (in progress); Interiors Practice document; Speakers' Bureau; Student Design Competition; Membership Drive; National Program Development.
- **Research/education:** Occasional papers/three annually on areas of interest to practitioners. Scheduled thus far for this year are papers on Lease Evaluation and Project Management for Interiors. Plans exist for a compensation survey of the industry, and compilation of a list of services offered by the profession.
- **Competitions:** Student Design Competition, developed with AIAS (to be funded by a ceramic tile manufacturer in '86).
- Executives: Roslyn Brandt, Assoc. AIA, chair; Richard N. Pollack, AIA, vice chair; Kenneth E. Johnson, Assoc. AIA; Samuel A. Anderson III, AIA; Christina Johnson, AIA.

**6** There are two major issues we'll be addressing in '86 and later. These are the matters of liability insurance for all services and industries relating to construction, and education of interior designers. We live in a very litigious society and construction claims are increasing. In addition, interior designers are held more responsible for life, safety, and welfare of clients. In some cases, rates



for insurance have doubled or tripled. A July 25th open meeting at the national headquarters of AIA in Washington will be held to discuss this issue.

"As to education, there is a general questioning of the preparation designers get through the schools today. Are schools, in fact, doing an adequate job of preparing designers for professional practice? Basic training for newly hired designers is increasingly being undertaken by the employer—a costly and time-consuming effort. It is my personal belief that interior design training which is offered by schools of interior design within the Faculty of Architecture is the best. The crosscommunication in course work as well as in informal exchange that exists between architecture and interior design students is extremely beneficial to their training.

"In March, 1987, a major AIA Interiors Committee program will be held in Boston following on many interim visits that committee members will have with directors of academic programs. This year, directors of such programs plan to meet to discuss common issues. Educators are very interested and willing to engage in dialogue with practitioners. **9** 

> Roslyn Brandt, Assoc. AIA Chair AIA Interiors Committee

# i fillei

#### The International Facility Management Association 11 Greenway Plaza

Suite 1410

Houston, TX 77046

(713) 623-4362

Founded: 1980 in Ann Arbor, Mich.; moved to Houston in 1985.

Total number of members: 2,400; 30 chapter affiliates. Description of member categories:

- Professional members must be in-house facility management executives and managers with minimum three years' experience in two facility functions.
- Associate members are in-house staff managing one facility function.
- Academic members are instructors of students in facility management.
- Affiliate members are consultants providing service to facility management personnel.
- Allied members are representatives of vendors whose products or services deal with facility management.
- Annual conference: October 26-29, Merchandise Mart, Chicago.
- Special committees/programs: Education, Research, Publications, Membership, Office Automation, Legislation.
- Research/education: Currently, IFMA Report #2 is under development to provide comprehensive job descriptions for the field, data on salaries, staffing, operations. It will offer updated information following IFMA Report #1. Certification program under study.
- **Competitions:** Awards program offered to recognize outstanding contributions to field.
- Executives: Arthur Hahn, president; Edmond Rondeau, vice president; David Cotts, secretary; Erik Lund, treasurer; Joan Dent Patterson, newsletter editor.

6 Our primary mission in the year ahead is to establish close ties with industry associations, interior designers, and architects, among other professional groups. It is a little-known fact that the architectural and design community actually originated the need for facility management and contributed the forces behind it. We continue, as a result, to want to work with this community. Our efforts



express our willingness to reach out for a common understanding of facility management. As part of this program, we have launched an initiative with the AIA to discuss areas of mutual interest. We plan to meet jointly with the AIA Interiors Committee during our Chicago national conference in October.

"Another joint meeting with an association was held last October with the National Office Products Association (NOPA). An outgrowth of the meeting was the decision to collaborate further on research and education programs. Since we are rather new as an organization, we plan to examine existing educational programs being offered in facility management which are attended by our members; among the latter are those offered by the Facilities Management Institute and Integrand. Plans exist to approach organizations nationally to see whether they would like IFMA's endorsement for their programs.

"By the end of this year, we would like to establish a clearinghouse on education programs, spearheaded by our Arizona chapters. There is a lot of ambiguity about facility management. We believe that there is a need to approach manufacturers, educators, and associations to advise them on what our profession is all about with the aim of working together more productively. **?** 

Arthur Hahn President IFMA



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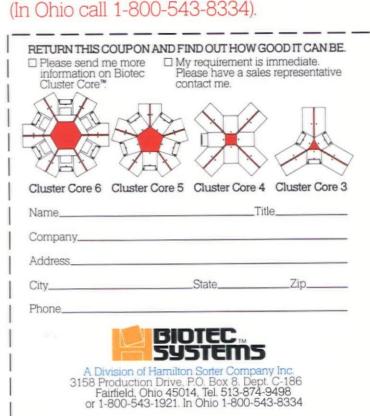
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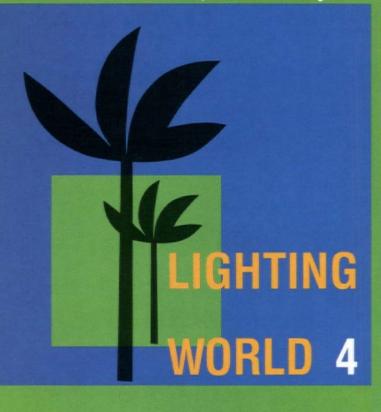
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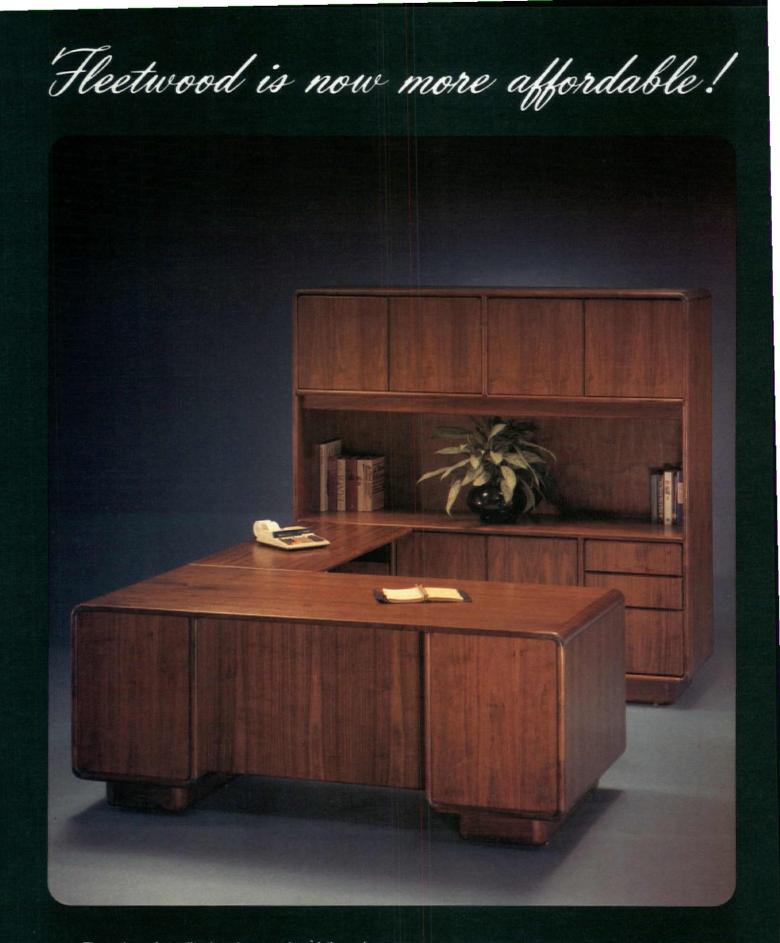
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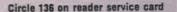
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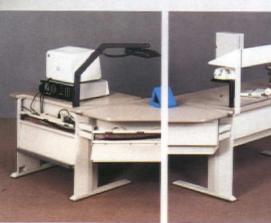
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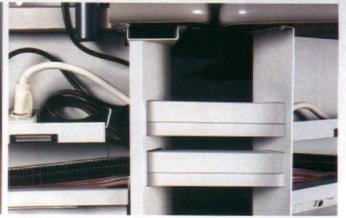


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urniture, Computer Support
urniture, Office Equipment
Furniture, Open Plan/Landscape
urniture Refinishers
Furniture, Specialized
nterior Construction Companies
Laminates
Lighting & Lamps
Maintenance Services & Equipment
Masking Sound Systems
Mats, Matting, Stair Trends, Cove Molding
Mirrors & Frames
Open Plan Installers
Plants & Planters
Power/Electric Sources
(Electricity, Communications Independent of
Furniture Systems)
Protective Finishes
Railings & Rail Systems
Screens & Partitions
Shelves, Shelf/Wall Systems
Signage
Stands
Store Equipment
Tables & Table Parts
Tableware
Tile
Tubular Structural Systems
Wallcoverings
Walls
Window Shades & Blinds
Miscellaneous

### ALPHABETICAL LISTING

# CONTRACT MANUFACTURERS '86

1

A & B America, 530 Neperhan Ave., Yonkers, NY, 10701 ACL AX, P.O. Box 720615, Atlanta, GA, 30328	(914) 423-3580
	(404) 998-5869
A.G.I. Industries Inc., P.O. Box 142, High Point, NC, 27261 See p. 73 for above company's ad.	(919) 434-5011
AMP Special Industries, P.O. Box 1776, Southeastern, PA, 19399	(215) 647-1000
A/R Incorporated, 3602 W. Sample St., South Bend, IN, 46619	(219) 232-4447
ASI Sign Systems, 13344 Beach Ave., Marina Del Rey, CA, 90292	(213) 821-0600
AWI, Inc., 605 Tower Rd., Mundelein, IL, 60060	(312) 566-8550
Aarkash Chair Co. of Canada Ltd., 1350 Tellier St., St. Vincent de Paul, Laval H7C 2H2, Que, Canada	(514) 661-1271
Able Art, Inc., 1100 Bryn Mawr, Bensenville, IL, 60106	
Abstracta Structures, Inc., 347 Fifth Ave., New York, NY, 10016	(312) 766-6663
iee p. 277 for above company's ad.	(212) 532-3710
ACCO International Inc., 770 S. Acco Plaza, Wheeling, IL, 60090	(212) 541 0500
Accuride, 12311 S. Shoemaker Ave., Santa Fe Springs, CA, 90670	(312) 541-9500
Acme National Sales Co. Inc., 99 W. Hawthorne Ave., Valley Stream, NY,	(213) 944-0921
11580	(516) 872-9595
Acme Office Group, 211 Lombardy St., Brooklyn, NY, 11222	
Acme Steel Partitions, 513 Porter Ave., Brooklyn, NY, 11222	(718) 387-6400
Acme Visible Records, 1000 Allview Dr., Crozet, VA, 22932	(212) 384-7800
Acousti-Forms Inc., 7831 Hickory Dr. N.E., Fridley, MN, 55432	(804) 823-4351
Acoustical Partitions Corp., 144 Race St., Holyoke, MA, 01040	(612) 571-6033
coustone Corp., 80 Wythe Ave., Brooklyn, NY 11211	(413) 533-3986
	(718) 782-5560
dam Furniture Industries, P.O. Box 581, Lakewood, NJ, 08701 dam James Textiles, Inc., 59 Gilpin Ave., P.O. Box 11248, Hauppauge,	(201) 363-9200
NY, 11788 dam Springfield, Div. Acoustical Screens Corp., 79 Industrial Dr., East	(516) 582-4300
Longmeadow, MA, 01028	(413) 525-6613
danlock-Jamestown, Div. Blasius Ind., 55 Jones-Gifford Ave., Jamestown, NY, 14701	(716) 483-1551
dd Interior Systems, Inc., 515 Crocker St., Los Angeles, CA, 90013	(213) 629-2421
dden Furniture, Inc., 26 Jackson St., Lowell, MA, 01852	(617) 454-7848
delphia Graphic Systems, 302 Commerce Dr., Exton, PA, 19341	(215) 363-8150
djustable Fixture Co., 3726 N. Booth, Milwaukee, WI, 53212 (414) 964-26.	
djustable Steel Products, 276 Fifth Ave., New York, NY, 10001	(212) 686-1030
dvance Casual Furniture, 4165 Silver Star Rd., Orlando, FL, 32808	(305) 299-4020
dvance Design Panel Systems, 1 Peru Rd., Dubuque, IA, 52001	(319) 556-0457
dvance Office Concepts, 507 Shoreview Park Rd., Shoreview, MN, 55112	(612) 481-0151
dvanced Technology Inc., 311 Regional Rd. S., Greensboro, NC, 27409	(919) 668-0488
eroshade Inc., P. O. Box 559, Waukesha, WI, 53187	(414) 547-2101
etnacraft Industries Inc., American Tubecraft Div., 69 Second Ave.,	(212) 769 0772
Brooklyn, NY, 11215	(212) 768-8773
gati Designs, 2257 S. Troy St., Chicago, IL, 60623	(312) 522-0504
hrend USA, 3781 Presidential Pkwy., Atlanta, GA, 30340	(404) 457-9800
insley Contract Lighting, 1099 Flushing Ave., Brooklyn, NY, 11237	(212) 366-5400
irguide Instrument Co., 2210 Wabansia Ave., Chicago, IL, 60647	(800) 621-3058
justo Equipment Co., 20163 Haskins Rd., Bowling Green, OH, 43402 Jaddin Mills, Inc., Broadloom Carpet Div., P. O. Box 2208, Dalton, GA,	(419) 244-4983
30720	(404) 277-1100
lba Inds., 4301 Valley, Los Angeles, CA, 90032 (213) 225-4181 (800) 554-8886(CA) (800) 624-8309(US) (	800) 325-6645(LA)
Ibrass Enterprises, Albrass Architectural Designs, 2801 E. 11 St., Los Angeles, CA, 90023	(213) 269-9495
Ican Building Products, 2401 Parkman Rd. N.W., Warren, OH, 44485	(216) 841-3330
lex Stuart Design, 20735 Superior St., Chatsworth, CA 91311 ee.p. 148 for above company's ad.	(818) 998-1332
ick Alexander Ltd., P.O. Box 129, Saratoga, WY, 82331	(307) 326-5074
lexander Smith Carpet, 1755 The Exchange, Atlanta, GA, 30339	(404) 955-4002
LKCO, Subsidiary of Jac Jacobson Industries, 11500 W. Melrose Ave.,	1404/ 333-4002
P.O. Box 1389, Franklin Park, IL, 60131	(312) 451-0700
II-Steel Inc., Rte. 31 & Ashland Ave., Aurora, IL, 60507	(312) 859-2600
llianceWall Corp., P.O. Box 48545, Atlanta, GA, 30362	(404) 447-5043

Allibert/Triconfort, 119 W. 57 St., New York, NY, 10016	(212) 247 7780
Allied Corp., Allied Fibers, P.O. Box 31, Petersburg, VA, 23804	(212) 247-7780
See p. 50 for above company's ad.	(804) 520-3599
Allied Mechanical Tube Div., An Atcor Co., 16100 S. Lathrop Ave.,	
	(800) 225-5433
Allied Trend System Inc., 245 Seventh Ave., New York, NY, 10001	(212) 243-0754
Allyn Bank Equipment Co., 2616 Peterson Ave., Chicago, IL, 60659	(312) 274-3731
Alma Desk Co., P.O. Box 2250, High Point, NC, 27261	(919) 885-4101
See p. 60 for above company's ad.	
Alma Plastics Co., 6910 N. Shadeland Ave. #203, Indianapolis, IN, 46220	(317) 842-5671
Alumax, Magnolia Div., P.O. Box 40, Magnolia, AR, 71753	(501) 234-4260
Ambi-Lite, Inc., P.O. Box 34981, San Antonio, TX, 78265	(512) 650-3196
Ambiant Systems Ltd., 76 Richmond St. E., Toronto, Ont, M5C 1P1,	(312) 030-3190
Canada	1110 000 0000
	(416) 863-0863
Amcoa, 6301 N.E. 4 Ave., Miami, FL, 33138	
(305) 751-2202 (800) 432-4003(FL) (80	
American Caster Corp., 141 W. Ave. 34, Los Angeles, CA, 90031	(213) 227-8377
American Chair Inc., P.O. Box 161294, Memphis, TN, 38116	(901) 346-1123
American Cyanamid Co., Fibers Div., One Cyanamid Plaza, Wayne, NJ,	
07470	(201) 831-2000
American Electro-Coatings, Inc., 716 Westgate Plaza, 20325 Center Ridge	
	(216) 333-9161
See p. 259 for above company's ad.	(210) 333-9101
American Enka Co., 111 W. 40 St., New York, NY, 10018	(212) 382-5555
American Frame Corporation, 1340 Tomahawk Dr., Maumee, OH, 43537	(800) 537-0944
American Leather Míg. Co., 2195 Elizabeth Ave., P.O. Box 1151, Rahway,	
NJ, 07065	(201) 382-1700
American of Martinsville, Contract Div., Martinsville, VA, 24115	(703) 638-2379
American Olean Tile Co., Div. of National Gypsum Co., 1000 Cannon	
Ave., Lansdale, PA, 19446	(215) 855-1111
American Seating Co., 901 Broadway N.W., Grand Rapids, MI, 49504	(800) 253-8104
Americraft Corp., Sign Prod. Div., 904 Fourth St., Palmetto, FL, 33561	(000) 253-0104
(800) 237-3984	
Amertex Carpet, 3434 Dallas Trade Mart, Dallas, TX, 75258	(214) 747-3512
Ames Color-File, 12 Park St., P.O. Box 120, Somerville, MA, 02143	(617) 776-1142
Ametex Contract Fabrics, 261 Fifth Ave., New York, NY, 10016	(212) 696-0535
Amoco Fabrics Co., Fibers & Yarns Div., 550 Interstate Pkwy, N., Atlanta	
GA, 30339	(404) 955-0935
See p. 114 for above company's ad.	(101) 503 0300
Amoco Fabrics and Fibers, 550 Interstate N. Pkwy., Atlanta, GA, 30339	(404) 955-0935
Amotek/LUSA, Inc., 37 North Ave., Norwalk, CT, 06851 (203) 847-4877	(800) 242-4/77
AMP Products Corp., AMP Special Inds., AMP Distributor Mktg., P.O. Box	
1776, Southeastern, PA, 19399	(215) 647-1000
Amsterdam Corp., 150 E. 58 St., New York, NY, 10155	(212) 644-1350
Amsterdam Fabricators Corp., 451 Avenue P, Brooklyn, NY, 11223	(718) 627-7700
Amstore Systems Inc., Old Norris Rd., Liberty, SC, 29657	(803) 843-9327
Amtab Mfg. Co., 1747 W. Grand Ave., Chicago, IL 60622	(312) 421-3444
See p. 279 for above company's ad.	
Amtico Flooring Div., P.O. Box 6146, Lawrenceville, NJ, 08648	16001 806 2000
	(609) 896-3000
	(212) 326-2023
Andco Industries Corp., 4615 Sellars Ave., Greensboro, NC, 27407	(800) 334-9650
Anderson Desk Inc., 5040 San Fernando Rd., Glendale, CA, 91204	(213) 246-8133
Anderson Hickey, P.O. Box 80, Henderson, TX, 75652	(214) 657-9531
Anderson Power Products, 145 Newton St., Boston, MA, 02135	(617) 787-5880
Andre's Originals, Inc., 200 Lexington Ave., New York, NY, 10016	(212) 683-8405
Anevka, Inc., P.O. Box 460, Morganton, NC, 28655	(704) 433-0992
Angus Stuart, P.O. Box 6156, Anaheim, CA, 92806	(714) 956-9529
Anthro Corp., 3221 N.W. Yeon, Portland, OR, 97210	
APCO Graphics, Inc., 388 Grant St. S.E., Atlanta, GA, 30312	(404) 688 0000
Apollo Woodworking & Metal Corp., P.O. Box 685, Old Saybrook, CT,	(404) 688-9000
	(202) 200 1227
	(203) 388-1237
Applicon Inc., 32 Second Ave., Burlington, MA, 01803	(617) 272-7070
Applied Radiant Energy Corp., 2432 Lakeside Dr., Lynchburg, VA, 24501	(804) 525-5252
Appropriate Technology Corp., P.O. Box 975, Brattleboro, VT, 05301	(802) 257-4501
Aranjo Systems, 2100 West End Ave., Nashville, TN, 37203	(615) 329-4546
Arc-Com Fabrics, 33 Ramland S., Orangeburg, NY, 10962	(914) 365-1100
Arcadia Chair, 15610 S. Main St., Gardena, CA, 90248	(213) 770-4353

Architectural Antiques Exchange, 709-15 N. Second St., Philadelphia, PA,	(215) 922-3669	
19123 Architectural Fiberglass, P.O. Box 8100, Green Bay, WI, 54308	(414) 468-8100	
Architectural Paneling Inc., D&D Bldg., 979 Third Ave., Dept. C, New		
York, NY, 10022	(212) 371-9632	
Architectural Pottery, 3601 Aviation Blvd., Manhattan Beach, CA, 90266	(213) 679-1103	
Architectural Stoneware, Inc., 3970-H Sorrento Valley Blvd., San Diego,	(619) 455-9690	
CA, 92121	(015) 433-3030	
Architectural Supplements Inc., Sub. of Habitat International, 341 E. 62 St.,	(212) 758-0922	
New York, NY, 10021	(800) 544-7900	
Architectural Wall Systems, 3637 Sysco Court S.E., Grand Rapids, MI, 48508	(800) 621-0827	
Architex International, 625 W. Jackson Blvd., Chicago, IL, 60606	(416) 272-0727	
Arconas Corp., 580 Orwell St., Mississiauga, L5A 3V7, Ont., Canada Arconas Corp., 150 E. 58 St., New York, NY, 10022	(212) 753-4960	
Ardco, 12400 S. Laramie Ave., Chicago, IL 60658	(312) 388-4300	
See p. 141 for above company's ad.		
Ardison Fabric Mills, 523 6 Ave., New York, NY 10011	(212) 807-7750	
Arenson Office Furnishings Inc., 315 E. 62 St., New York, NY, 10021	(212) 838-8880	
Armento Inc., Box 39, 1011 Military Rd., Buffalo, NY, 14217	(716) 875-2423	
ArmStar, P.O. Box 820, Dept. 103, Lenoir City, TN, 37771	(615) 986-4040	
Armstrong World Industries, Inc., P.O. Box 3001, Lancaster, PA, 17604	(717) 397-0611	
The Arnold Group, 400 Coit St., Irvington, NJ, 07111	(201) 399-0505	
Arras, 203 E. Broadway, Glendale, CA, 91205	(818) 244-7297	
Arrigoni Technology Inc., 14127 Capri Dr., Los Gatos, CA, 95030	(408) 370-1400	
Art Advisory Services, Inc., 530 Park Ave., New York, NY, 10021	(212) 935-1272 (314) 863-1895	
Art Directions, 6120 Delmar Blvd., St. Louis, MO, 63112	(213) 278-2348	
The Art Group, Inc., P.O. Box 2128, Beverly Hills, CA, 90213	(212) 831-6465	
Art for Institutions, 1158 Fifth Ave., New York, NY, 10029 Art People, Inc., 594 Broadway, New York, NY, 10012	(212) 431-4828	
Art Spectrum, Div. Mitch Morse Gallery Inc., 305 E. 63 St., New York, NY,	1212/ 451 1020	
10021	(212) 593-1812	
Art Source L.A., 671 N. La Cienega Blvd., Los Angeles, CA, 90069	(213) 652-9285	
Artafax Systems Ltd., 670 N. Commercial St., P.O. Box 568, Manchester,		
NH, 03105	(603) 669-3162	
Artec, Div. of Kimball Intl., 1600 Royal St. Jasper, IN, 47546	(812) 482-1600	
See p. 25 for above company's ad.		
Artemide Inc., 150 E. 58 St., New York, NY, 10155	(212) 980-0710	
See p. 1 for above company's ad.	(800) 851-8671	
Artex International Inc., 1405 Walnut St., Highland, IL, 62249	(516) 295-0195	
Artifax Display Industries, Inc., 910 Railroad Ave., Woodmere, NY, 11598 Artisan Seating, B-W Chair Co., 413 S. 12 St., Omaha, NE, 68102	(402) 346-0570	
Artisian's Guild, P.O. Box 345, High Point, NC, 27261	(919) 889-1223	
Artists Posters, 1919 W. Clybourn Ave., Chicago, IL 60614	(312) 249-7713	
See p. 253 for above company's ad.		
Artmark Fabrics Co., Inc., 480 Lancaster Pke., Frazer, PA, 19355	(215) 647-3220	
ARTMET Products Inc., 15935 - 114 St., Edmonton, T5M 2Z3, Alta., Canada	(403) 452-7522	
See p. 211 for above company's ad.		
Artopex Inc., 2121 Berlier St., Laval, H7L 3M9, Que., Canada	(514) 332-4420	
Ashley Contract Carpets, P.O. Box 220, Ringold, GA, 30736	(800) 921-9202	
Aspects, Inc., 11615 Pendleton St., Sun Valley, CA, 91352	(818) 768-9000	
Astor Wallcoverings, Div. of Pantasote Inc., 85 Lincoln Hwy., South	1000 011 1070	
Kearny, NJ, 07032	(201) 344-1371	
Astra Bent Wood Furniture Co., East Arlington, VT, 05252	(802) 375-6511 (212) 644-0400	
Atelier International, Ltd., 595 Madison Ave., New York, NY, 10022	(919) 575-6523	
Athol Mfg. Corp., P.O. Box 105, Butner, NC, 27509 Atlanta Architectural Textiles, Div. Curran Assoc., P.O. Drawer 52106,	(3131 37 3-0323	
Atlanta, GA, 30355	(404) 231-9318	
Atlantic Stairworks, Inc., P.O. Box 244, Newburyport, MA, 01950	(617) 462-7502	
August Inc., P.O. Box 43, 7901 N. Congress Park, Centerville, OH, 45459	(513) 434-2520	
See p. 123 for above company's ad.		
Aurora Steel, 580 S. Lake St., Aurora, IL, 60507	(312) 892-7696	
Austin Productions Inc., 815 Grundy Ave., Holbrook, NY, 11741	(516) 981-7300	
See p. 44 for above company's ad.		
Automated Graphic Systems Inc., 2900 N. Loop W. Suite 570, Houston,	(713) 057 0033	
TX, 77092	(713) 957-0022	
A contract LICA 0607 Malkore Ave Pacific Design Center # 267 Los Angeles.		

Avante USA, 8687 Melrose Ave., Pacific Design Center #267, Los Angeles, CA, 90069

B & B America, 745 Fifth Ave., New York, NY, 10151 (212) 752-5234 BIF, Inc., 2230 Tubeway Ave., City of Commerce, CA, 90040 BLI Corp., 507 Canal St., Stamford, CT, 06902 (213) 725-0711 (203) 325-3883 BMG Framed Graphics, Inc., 200 Airport Executive Park, Spring Valley, NY (914) 356-1881 19077 See n. 284 for above company's ad. BMK Ltd., Western United States, 1144-D Chelsea Ave., Santa Monica, CA, (213) 829-3389 90403 (201) 798-0100 B.P.C. Industries, Adams at 11, Hoboken, NJ, 07030 (804) 887-6441 Badische Corp., Drawer D, Williamsburg, VA, 23187 e n. 118-119 for above noany's ad Baker Drapery Corp., 1116 Pioneer Pky., Peoria, IL, 61615 Baker Furniture/Contract Div., Exec. Offices & Natl. Showroom, 917 (800) 447-2846 (312) 329-9410 Merchandise Mart, Chicago, IL, 60654 Louis Baldinger & Sons, Inc., 19-02 Steinway St., Astoria, NY, 11105 (718) 204-5700 (212) 678-0414 Baldwin Brass Co., Inc., 250 Adams Blvd., Box 308, Farmingdale, NY, (516) 694-6950 11735 Baldwin Hardware Corp., 841 Wyomissing Blvd., Box 82, Reading, PA, (215) 777-7811 19603 76 for above commany's ad-Bangkok Industries Inc., Gillingham & Worth Sts., Philadelphia, PA, 19124 Bangor Cork Co., Inc., William & D St., Pen Argyl, PA, 18072 (215) 537-5800 (215) 863-9041 Bank Building Corp., 1130 Hampton Ave., St. Louis, MO, 63139 Bannerworks, Inc., 558 1st Ave. S., Seattle, WA, 98104 Barclay Fabrics, A Division of United Fabrics Inc., 9115 Pennsauken Hwy., (800) 325-9573 (206) 622-8734 P.O. Box 559, Pennsauken, NJ, 08110 Barricks Mfg. Co., P.O. Box 1612, Gadsden, AL, 35902 (609) 665-2040 (205) 442-2600 Barrier Free Architectural Products Inc., P.O. Box 87768, Houston, TX, (713) 941-8285 77287 The Barrit Corp., Castor & Sedgley Aves., Philadelphia, PA, 19124 (215) 533-3900 Bassick Div., Stewart-Warner Corp., 960 Atlantic St., Bridgeport, CT, 06602 (203) 366-3671 Basta Sole Umbrellas, 4901 E. 12 St., Oakland, CA, 94601 Bates Fabrics Inc., 70 W. 40 St., New York, NY, 10018 Bates Mfg. Co., Newburgh Rd., Hackettstown, NJ, 07840 (415) 436-8616 (212) 840-1700 (201) 852-9300 (203) 334-4124 Bead Chain Mfg. Co., P.O. Box K, Bridgeport, CT, 06605 Beauti-Glide Co./L.S.I., 885 N. Chestnut St., Seymour, IN, 47274 (812) 522-5130 Beaver Furniture Corp., 42 Greene St., New York, NY, 10013 (212) 226-1850 (212) 243-6314 Bed Bedder, 37 W. 20 St., New York, NY, 10011 Beelner & Thomas, 475 E. Duarte Rd., Monrovia, CA, 91016 (818) 357-6051 (800) 533-0480 Belart, 743 Centennial Dr., Kenyon, MN, 55946 Belati, 743 Cememinal Dr., Nenyon, Min, 35340 Belflow Systems, Inc., 904 Brighton Lake Rd., Brighton, Ml, 48116 Gretchen Bellinger Inc., 979 Third Ave., New York, NY, 10022 Bendix Mouldings, Inc., 235 Pegasus Ave., Northvale, NJ, 07647 Benedetti Corp., 1500 S. Evergreen Ave., Los Angeles, CA, 90023 George B. Bent Co., Inc., 424 Main St., Gardner, MA, 01440 (312) 227-4034 (212) 688-2850 (201) 767-8888 (213) 261-3000 (617) 632-8400 Bentley Mills, Inc., 14641 E. Don Julian Rd., City of Industry, CA, 91749 (800) 423-4709 See p. 24 for above comp (314) 772-4700 Berco Industries, 1120 Montrose Ave., St. Louis, MO, 63104 See p. 147 for above company Bergamo Fabrics, Inc., 37-20 34 St., Long Island City, NY, 11101 (718) 392-5000 (201) 842-8900 Bergen Art Metal & Lighting, Inc., 36 Gilbert St., Tinton Falls, NJ, 07701 (213) 855-1241

Miami, FL, 33172 Avenger Designs, P.O. Box 712, Oakville, L6J 5C1, Ont., Canada Avery Boardman-Headbed, 979 Third Ave., New York, NY, 10022 Aviante Casual Furniture, 6590 Darin Way, Cypress, CA, 90630 Axiom Designs, 200 Kansas, #25, San Francisco, CA, 94103 Azrock Floor Products, P.O. Box 34030, San Antonio, TX, 78265

Avanti Products Inc., Div. of The Mackle Co., Inc., 8885 N.W. 23 St.,

(305) 592-7830 (416) 845-3338 (212) 688-6611 (714) 893-3575 (415) 864-6688 (512) 341-5101

### CONTRACT MANUFACTURERS

Joel Berman Associates, Stretchwall Div., 42-03 35 St., Long Island City,	
NY, 11101	(718) 729-2020
Bernhardt/Contract, P.O. Box 740, Lenoir, NC, 28645	(704) 758-8195
See p. 56 for above company's ad. Best Imports Inc., 1451 Wycliff Ave., Dallas, TX, 75207	(214) 631-1902
Best Mfg. Co., Best Sign Systems, 1202 North Park Ave., Montrose, CO,	(214) 031-1902
81401	(303) 249-2378
Bethlehem Furniture Co., 241 N. Front St., Allentown, PA, 18102	(215) 437-9869
Bevco Precision Mfg. Co., 831 Chicago Ave., Evanston, IL, 60202	(312) 328-4254
Beveled Glass Inc., 16329 George O'Neal Rd., Baton Rouge, LA, 70816	(504) 291-8996
Bevis Custom Tables, Inc., P.O. Box 2280, Florence, AL, 35630	(205) 766-6497
Beylerian Ltd., 305 E. 63 St., New York, NY, 10021 Bieffe (USA) Inc./Bieffeplast, Div. of Bieffe USA Inc., 227 W. 17 St., New	(212) 755-6300
York, NY, 10011	(212) 255-9325
Bigelow-Sanford, Inc., P.O. Box 3089, Greenville, SC, 29602	(803) 299-2000
Binswanger Mirror Products, 965 Ridge Lake Blvd., P.O. Box 171173,	
Memphis, TN, 38187	(901) 767-7111
	3 (800) 452-4786
Black Mfg. Co., Inc., P. O. Box 259, Fort Payne, AL, 35967 A. Blank Inc., 88 Broad St., New York, NY 10004	(205) 845-0346
See p. 274 for above company's ad.	(212) 269-8884
Milton A. Bleier Corp., 41 Madison Ave., New York, NY, 10010	(212) 889-0655
Block House, 121 First Ave., Red Lion, PA, 17356	(717) 244-1397
J.P. Blomquist Co., 3507 Westchester, Austin, TX, 78759	(512) 345-1580
Mort L. Bloom Design, 172 Madison Ave., Rm. 204, New York, NY, 10016	(212) 889-9122
Bloomcraft Inc., 295 Fifth Ave., New York, NY, 10016	(212) 683-8900
Bloomsburg Carpet Industries Inc., 919 Third Ave., New York, NY, 10022	(212) 688-7447
Julius Blum & Co., Inc., P. O. Box 292, Carlstadt, NJ, 07072	(201) 438-4600
Julius Blum, Inc., Hwy. 16-Lowesville, Stanley, NC, 28164	(704) 827-1345
See p. 92 for above company's ad.	
Norton Blumenthal Wallcoverings, 979 Third Ave., New York, NY, 10022 Boling Co., P. O. Box 409, Siler City, NC, 27344	(212) 752-2535
Bolt, Beranek & Newman, Inc., 50 Moulton St., Cambridge, MA, 02138	(919) 663-2400 (617) 491-1850
Bolta Wallcoverings, Div. DiversiTech General, 401 Hackensack Ave.,	(017) 431-1030
Hackensack, NJ, 07601	(201) 489-0100
Bonar & Flotex Inc., Loboflor, 3650 Trade Mart, Dallas, TX, 75207	(800) 334-7331
Bonaventure, Inc., 894 Bloomfield Ave., Montreal, H2V 3S7, Que., Canada	(514) 270-7311
Bonsal, Box 241148, Charlotte, NC, 28224	(704) 525-1621
John Boos & Co., 315 S. First St., Effingham, IL, 62401	(217) 347-7701
See p. 127 for above company's ad.	
Borg Textile Corp., 211 W. Chicago Ave., Ste. 115, Hinsdale, IL, 60521 Boris Kroll Fabrics Inc., 979 Third Ave., New York, NY, 10022	(312) 323-2140
See p. 5 for above company's ad.	(212) 755-6200
Borning Corp., S. 161 Adams, Spokane, WA, 92204	(509) 747-4000
Borroughs Div., Lear Siegler Inc., 3002 N. Burdick St., Kalamazoo, MI,	ALL
49007	(616) 342-0161
See p. 8 for above company's ad.	(415) 431 4300
Boyd Lighting Co., 56 12 St., San Francisco, CA, 94103 Bradley Contract Lamps, Att: Jack M. Ayers, 412 N. Orleans St., Chicago,	(415) 431-4300
IL, 60610	(312) 337-4665
Bramson House, Inc., Bramson World Contract Inc., 5 Nassau St., Rockville	10103 003 1000
Center, NY, 11570	(516) 764-5006
Brand-Rex, Telecommunications Div., P.O. Box 498, Willimantic, CT,	
06226	(203) 423-7783
Brandrud Furniture Inc., 1502 20 St. N.W., Auburn, WA, 98001 See p. 83 for above company's ad.	(206) 838-6500
Brass Smith, 2625 Walnut St., Denver, CO, 80205	(800) 662-9595
Brayton Textile Collection, P.O. Box 7288, 255 Swathmore Ave., High	(000) 002-9393
Point, NC, 27264	(919) 434-4151
Brayton International Inc., P.O. Box 7288, 255 Swathmore Ave., High	
Point, NC, 27264	(919) 434-4151
See p. 71 for above company's ad.	
	(518) 462-4366
Bremworth Carpets, Western Merch. Mart, 1355 Market St., Space 492, San Francisco, CA, 94103	(415) 626-0602
The Breneman Co., 4476 Park Dr., Norcross, GA, 30093	(404) 925-0550
Bretford/Knox, 9715 Soreng Ave., Schiller Park, IL, 60176	(312) 678-2545
	(800) 243-8198
See p. 89 for above company's ad.	
Brickel Associates Inc., 515 Madison Ave., New York, NY, 10022	(212) 688-2233
See p. 78-79 for above company's ad.	
Brigadoon Int'l Flooring, 200 Lexington Ave., New York, NY, 10016	(212) 684-5900
Bright Chair Co., 51 Railroad Ave., Middletown, NY, 10940 Brintons Carpets, U.S.A., Ltd., 919 Third Ave., New York, NY, 10022	(914) 343-2196
annons carpets, C.S.A., Etc., 212 Third Ave., New York, NY, 10022	(212) 832-0121

Brodart Inc., 1609 Memorial Ave., Williamsport, PA, 17705	(717) 326-2461
Brookside Veneers, Ltd., 215 Forrest St., Metuchen, NJ, 08840	(201) 494-3730
D. S. Brown Co., Pacific Design Ctr. SP 272, 8687 Melrose Ave., Los	12011 494-3730
Angeles, CA, 90069	(213) 659-1239
Brown-Jordan Co., P.O. Box 5688, El Monte, CA 91734	(213) 443-8971
See p. 90 for above company's ad.	(213) 443-0771
Brueton Industries, 979 Third Ave., New York, NY, 10022	(212) 838-1630
See p. 125 for above company's ad.	(#1#) 000-1000
Brunschwig & Fils Inc., 979 Third Ave., New York, NY, 10022	(212) 838-7878
See p. 48 for above company's ad.	(min) usu / u/u
Buchtal, 5780 Peachtree Dunwoody Rd. #450, Atlanta, GA, 30342	(404) 256-0999
Buckstaff Co., 1127 S. Main St., Oshkosh, WI, 54901	(414) 235-5890
Budd Looms Inc., 306 E. 61 St., New York, NY, 10021	(212) 758-4460
Claud Bunyard Design Inc., 5 Summer Dr., Winchendon, MA, 01475	(617) 297-2660
See p. 134 for above company's ad.	
Burlington Glass Fabrics Co., 1345 Ave. of the Americas, New York, NY,	
10105	(212) 621-1100
Burlington House, Div. Burlington Industries, 1345 Ave. of Americas, New	
York, NY, 10019	(212) 333-5620
Burndy Corp. (Flexway), Norwalk, CT, 06856	(203) 838-4444
Burtco Inds., P.O. Box 1015, Green Rd. & Hwy. 225, Chatsworth, GA,	
30705 (404) 695-458	88 (800) 241-4019
Business Accessories Inc., 165 Creekside Dr., P.O. Box 610, Amherst, NY,	
14226	(716) 691-2777
Business Environments, Design by Ron Brejtfus, 5005 S. Ash Ave., Tempe,	
AZ, 85282	(602) 820-1414

C	
C	
CAC, 4737 Gretna, Dallas, TX, 75207	(214) 621 6222
CAS The Sign Systems Company, 10909 Tuxford St., Sun Valley, CA,	(214) 631-5732
91352	(818) 768-7814
CEO, Curran Executive Office Furniture Inc., 1410 Danmar St., High Poin	t,
NC, 27260	(800) 334-8192
CFS Computer Furniture Systems, 266 Somer St., Boston, MA, 02210	(617) 423-4073
CHF Inds., 150 Pine St., Grayslake, IL, 60030	(312) 233-1900
See p. 154-155 for above company's ad.	
C.I. Designs, 574 Boston Ave., P.O. Box A1, Medford, MA, 02155	(617) 391-7800
CIS (Certified Industrial Services Inc.), 4 Park Ave., New York, NY, 10016 C-Line Products, 1530 E. Birchwood Ave., P.O. Box 1278, Des Plaines, II	
60018	(312) 827-6661
C-Tec Inc., 3433 Lousma Dr. S.E., Grand Rapids, MI, 49508	(616) 243-2211
CW Design Inc., 1618 Central Ave. NE, Minneapolis, MN, 55413	(612) 789-5685
CAB-TEK, 11 Riverside St., Nashua, NH, 03062	(603) 889-1961
Cadillac Engravers, 4521 N.E. Fifth Terr., Fort Lauderdale, FL, 33334	(305) 772-2440
Cado/Royal System Inc., 155 Helen St., S. Plainfield, NJ, 07080	(201) 561-7080
California Metal Enameling Co., Cameo, 6904 E. Slauson Ave., Los Angele	
CA, 90040	(213) 726-1616
Callaway Carpets Inc., Div. Milliken & Co., Design Center, P.O. Box 2956 LaGrange, GA, 30241	
Cambray Mills, Inc., 14066 Borate St., Santa Fe Springs, CA, 90670	(404) 883-5814 (213) 921-5929
Cambridge Wire Cloth Co., P.O. Box 399, Cambridge, MD, 21613	(800) 638-9560
Canadian General Tower, 457 Reynolds St., Oakville, L6J 5C8, Ont.,	(000) 050 5500
Canada	(416) 844-3213
Cannon Products Inc., 230 N. 13 St., P.O. Box 422, Elwood, IN, 46036	(317) 552-2112
Cano Corp., 225 Industrial Rd., Fitchburg, MA, 01420	(617) 342-0953
Capaul, 1300 Division St., Plainfield, IL, 60544	(815) 436-8500
Capri Chair, Div. of Trian Furniture Inc., 150 Connie Cres., Unit 5,	water constants
Concord, L3T 5G5, Ont., Canada	(416) 738-0767
Capri Lighting, 6430 E. Slauson Ave., Los Angeles, CA, 90040	(213) 726-1800
Captive Sea, Pacific Design Center, Space #109, 8687 Melrose Ave.,	
Los Angeles, CA, 90069 See p. 9 for above company's ad.	(213) 657-3232
Cardinal Corporation of Stanley, Wisc., E. Maple St., Stanley, WI, 54768	(715) 644-5531
Carnegie Fabrics Inc., 110 N. Centre Ave., Rockville Centre, NY, 11570	(516) 678-6770
Carolina Seating Co., P. O. Box 2127, High Point, NC, 27261	(919) 885-8026
Carpet Innovations Inc., 185 Madison Ave., New York, NY, 10016	(212) 889-3112(NY)
Carpet Showrooms, Inc., 979 Third Ave., New York, NY, 10022	(212) 832-7789

(312) 744-7676 Carson Pirie Scott & Co., 13-127 Merchandise Mart, Chicago, IL, 60654 Jack Cartwright Inc., P.O. Box 2798, High Point, NC, 27261 Casa Bella Imports Inc., 3750 Biscayne Blvd., Miami, FL, 33137 (919) 885-6077 (305) 573-0800 Case ula Lighting, 111 Rhode Island, San Francisco, CA, 94103 Caseworks Furniture Mfg., 1520 S. Warren, Tucson, AZ, 85713 Castec, Inc. Architectural Shading Systems, 7531 Coldwater Canyon Ave. (415) 626-9600 (602) 884-8500 (818) 503-8300 (800) 828-2500 North Hollywood, CA, 91605 Castelli Furniture, Inc., 116 Wilbur Pl., Bohemia, NY, 11716 Cee-Kay, 5713 N. Lake Rd., Oconomowoc, WI, 53066 (516) 589-0707 (414) 567-2639 CEKA International, Subs. of Ceka Germany, 110 Greene St., New York, (212) 219-8407 NY, 10012 Celanese Fibers Marketing Co., 1211 Ave. of Americas, New York, NY, (212) 764-8048 10036 Celia, Inc., Corporate Offices, 2619 W. Exposition Blvd., Los Angeles, CA, 90018 (213) 734-8746 (813) 871-4811 Celotex Corp., 1500 N. Dale Mabry, Tampa, FL, 33607 Celotex Corp., Insul-Coustic Div., Jernee Mill Rd., Sayerville, NJ, 08872 (201) 257-6674 Center Core Inc., Safegaurd Scientific, 250 Corporate Ct., S. Plainfield, NJ, (201) 561-7755 07080 Centrac Industries, 2650 St. Clair Ave. W., Toronto, M6N 1M2, Ont., (416) 763-4551 Canada Central Shippee, Inc., P.O. Box 135, Bloomingdale, NJ, 07403 (800) 631-8968 Century Chair, A Div. of Century Furniture Co., P.O. Box 608, Hickory, NC, 28603 (704) 328-1851 Century Strand Lighting, 20 Bushes Ln., Elmwood Park, NJ, 07407 Ceramacor Corp., 3502 Gulf Breeze Pkwy., Gulf Breeze, FL, 32561 (201) 791-7000 (904) 932-9306 Ceramic Design, Inc., 342 W. Sunset Rd., San Antonio, TX, 78209 (512) 824-5572 CERDA Industries Intl., Wicker and Cane, 905 Louis Dr., Warminster, PA, (215) 441-8200 18974 Cervitor Kitchens, 1500 Santa Anita Ave., South El Monte, CA, 91733 (213) 283-0841 See p. 272 for above company's ad (704) 495-8291 Chaircraft Inc., P.O. Box 3466, Hickory, NC, 28601 See p. 243 for above company's ad. (212) 292-0600 Chairmasters, Inc., 200 E. 146 St., Bronx, NY, 10451 See p. 153 for above company's ad (416) 252-3531 Chairtex Mfg. Ltd., 39 Newcastle St., Toronto, M8Y 1A2, Ont., Canada Challenger Lighting Co. Inc., 11222 Green Valley Dr., Olive Branch, MS, (601) 895-3333 38654 (203) 358-7000 Champion International Corp., One Champion Plaza, Stamford, CT, 06921 Robert Charles Inc., P.O. Box 185, Milford, NJ, 08848 Charleston Carpets, P.O. Box 364, Calhoun, GA, 30701 (201) 996-6998 (404) 629-7351 (517) 543-4210 Charlotte Co., Charlotte, MI, 48813 (617) 537-9121 Charlton Co., Inc., 111 Crawford St., Leominster, MA, 01453 W. A. Charnstrom Co., 9801 James Circle, Minneapolis, MN, 55431 Charvoz-Carsen Corp., 5 Daniel Rd. E., Fairfield, NJ, 07006 (800) 328-2962 (201) 227-6500 Chatham Manufacturing Co., P.O. Box 620, Elkin, NC, 28621 Check-Mate Interior Systems, Inc., 433 Liberty St., Little Ferry, NJ, 07643 Chelsea Clock Co., 284 Everett Ave., Chelsea, MA, 02150 (919) 835-2211 (201) 440-5720 (617) 884-0250 Chelsea Decorative Metal Co., 6115 Cheena Dr. - Dept. SN1, Houston, TX, (713) 721-9200 77096 (212) 242-4220 Chelsea Lighting Inc., 110 W. 18 St., New York, NY, 10011 Chemical Char, P.O.B. 929, 132 Water St., Norwalk, CT, 06854 Chemical Chair House, Div. Cone Mills, Rte. #2, Box 149A, Trinity, NC, (203) 866-5256 (919) 431-7174 Chesley Industries, Inc., 20775 Chesley Dr., Farmington, MI, 48024 Chicago Metallic Corp., 4849 S. Austin Ave., Chicago, IL, 60638 China Seas, 21 E. 4 St., 4th Flr., New York, NY, 10003 Chingos & Sons Inc., 818-20 Ave. of Americas, New York, NY, 10001 27370 (800) 521-1996 (312) 563-4600 (212) 420-1170 (212) 689-0476 Chromcraft/Monarch Furn. Corp., Contract Furniture Div., One Quality Ln., (601) 562-8203 Senatobia, MS, 38668 Chrysler Corp. - Sandusky Vinyl Products, 3130 Monroe St., Sandusky, OH, (419) 627-3281 44870 Cig-Jan Products Inc., 3240 68 St., Grand Rapids, MI, 49316 (616) 698-9070 Cinco Carved Chair Corp., 719 W. Lee St., P.O. Box 444, Greensboro, NC, (919) 273-0356 27402 (212) 586-3939 City Knickerbocker, Inc., 781 Eighth Ave., New York, NY, 10036 (904) 732-8734 Clairson International, 720 S.W. 17 St., Ocala, FL, 32674 Claridge Products & Eqpt. Inc., P.O. Box 910, Harrison, AR, 72602 Clarin Corp., 927 N. Shore Dr., Lake Bluff, IL, 60044 (501) 743-2200 (312) 295-2200 (312) 750-9800 Clark Contract Co., 231 S. Green, Chicago, IL, 60607 Classic Illumination Inc., 2743 Ninth St., Berkeley, CA, 94710 (415) 849-1842 (619) 566-6850 Clastor Furniture, 8725 Production Ave., San Diego, CA, 92121 Click Systems, Inc., 160 E. 56 St., New York, NY, 10022 Coburn Corp., 1650 Corporate Rd. W., Lakewood, NJ, 08701 (212) 371-0370 (201) 367-5511

Cohama Specifier Contract Fabrics, Div. of United Merchants & Mfrs., Inc., 200 Madison Ave., New York, NY, 10016 Cold Spring Granite, 202 S. 3 Ave., Cold Spring, MN, 56320 (212) 561-8680 (800) 328-7038 Cole Business Furniture, Div. Joyce Intl., Inc., 640 Whiteford Rd., P.O. Box (717) 854-1545 M-26, York, PA, 17405 Collezione Simon Ltd., Allendale Industrial Pk., 4 Pearl Ct., Allendale, NJ, (201) 825-1151 07401 Collier-Keyworth Co., One Tuttle Place, Gardner, MA, 01440 (617) 632-0120 Collins & Aikman, Carpet Div., 210 Madison Ave., (212) 578-1217 New York, NY, 10016 (305) 689-3099 Color Optics Display, 5660 Corporate Way, West Palm Beach, FL, 33407 Color Place, 1330 Conant, Dallas, TX, 75207 (214) 631-7174 (818) 843-1200 Colortran, Inc., 1015 Chestnut St., Burbank, CA, 91506 Columbus Coated Fabrics, Div. Borden Chemical, 1280 N. Grant Ave., (614) 225-6115 Columbus, OH, 43216 See p. 288-289 for above company's ad. Combeau Industries, 1400 Welsh Rd., N. Wales, PA, 19454 Comforto, Inc., P.O. Box 917, Lincolnton, NC, 28092 See p. 12-13 for above company's ad. (215) 641-2000 (704) 732-2267 Commercial Chair Co., 16000 Phoenix Dr., City of Industry, CA, 91745 (213) 968-0444 Commercial Drapery Contractors Inc., 2510 Riva Rd., Annapolis, MD, (800) 638-4820 21401 Commercial Interior Products, 9575 LeSaint Dr., Fairfield, OH, 45014 (513) 874-9925 Commercial Interior Specialists Inc., 18101 S. Figueroa, Gardena, CA, (213) 515-0990 90248 Commonwealth Contract Furnishings, Subs. of Bassett, P.O. Box 667, (703) 629-3351 Bassett, VA, 24055 Compatible Computer Furniture, Div. Atlantic Cabinet Corp., 3013 Sharron Dr., Foristell, MO, 63348 (314) 673-2752 (412) 793-6659 Complete Installation Services, Inc., 5919 Verona Rd., Verona, PA, 15147 (214) 691-1125 Composil, 8222 Douglas, Dallas, TX, 75225 Compuage Furniture Corp., 9850 Chartwell, Dallas, TX, 75243 (214) 340-3718 Computer Furniture Corp., 500 Charvert, Danis, 1A, 7223 Computer Aided Planning, 169 Monroe, N.W., Grand Rapids, MI, 49503 Computer Furniture & Accessories, 515 W. 132 St., Gardena, CA, 90248 (616) 454-0000 (213) 327-7710 See n. 263 for above company (617) 275-1800 Computervision Corp., 201 Burlington Rd., Bedford, MA, 01730 Concepts Furnishings Inc., c/o Phoenix Design Plaza, 4700 N. Central, #205, Phoenix, AZ, 85012 Concord Fibers Inc., P.O. Box 200, Jamestown, SC, 29453 (602) 234-3004 (803) 257-2224 (415) 864-8666 Conde House, 200 Kansas St. #225, San Francisco, CA, 94103 (213) 774-8300 Condi, 1965 E. Vista Bella Wy., Compton, CA, 90220 See p. 2 for above company Congoleum Corp., Kinder Div., P.O. Box 1207, 2323 S. 17 St., Elkhart, IN, (219) 293-3531 46515 Congoleum Corp., Resilient Flooring Div., 195 Belgrove Dr., Kearny, NJ, (201) 991-1000 07032 Everett Conklin & Co., Inc., 7 Brook Ave., Montvale, NJ, 07645 Conrad Imports Inc., 575 Tenth St., San Francisco, CA, 94103 (201) 391-7300 (415) 626-3303 Consolidated Aluminum, 11960 Westline Industrial Dr., St. Louis, MO, (314) 878-6950 63146 Consoweld Corp., 700 DuraBeauty Ln., Wisconsin Rapids, WI, 54494 (715) 423-2900 (800) 233-8493 Construction Specialties, Inc., P. O. Box 380, Muncy, PA, 17756 (404) 993-7654 Contec, P.O. Box 76540, Atlanta, GA, 30328 Contemporary American Furniture Co., 1821 W. Berteau, Chicago, IL, (312) 348-4355 60613 Contemporary Hides, 4250-D Morena Blvd., San Diego, CA, 92117 (619) 272-2025 (800) 257-2911 Contemporary Products Inc., 7 Grand Blvd. N., Brentwood, NY, 11717 (212) 936-0433 ee p. 130 for ab Contemporary Shells Inc., 45 Cherry Valley Rd., West Hempstead, NY, (516) 292-1363 11552 (201) 546-9660 Continental Creative Sales, Inc., 141 Lanza Ave., Garfield, NJ, 07026 Continental Felt Co., 22 W. 15 St., New York, NY, 10011 Continental Graphics, CADD Div., 2016 Riverside Dr., Los Angeles, CA, (212) 929-5262 (213) 664-2161 90039 (215) 482-8000 Continental Imports, Inc., 3901 Main St., Philadelphia, PA, 19127 Contract Art Inc., P.O. Box 520, Falls River Offices, Essex, CT, 06462 Contract Carpets International, Inc., P.O. Box 70095, Marietta, GA, 30007 (203) 767-0113 (404) 587-2244 Contract Distributors Corp., 41 E. 60 St., New York, NY, 10022 Contract Information Services, 323 E. Williams St., Ann Arbor, MI, 48104 (212) 308-3111 (212) 206-6338 Contract & Leisure Seating, Inc., 133 W. 19 St., New York, NY, 10011 Contract Lighting System, 31 Grove St., New Canaan, CT, 06840 (203) 966-9550 Contract Seating & Assoc., Costanso Corp., 16511 S. Main St., Gardena, (213) 516-9925 CA, 90248

### **CONTRACT MANUFACTURERS**

Contract Seating Intl., 16511 S. Main St., Gardena, CA, 90248	(213) 516-9946	
Contract Technology, Inc., P.O. Drawer 76540, Atlanta, GA, 30328	(404) 993-7654	
Contract Wallcoverings, Inc., 2700 N.E. Andresen Rd., Ste. E4, Vancouver,	110 11 202 1 001	
WA, 98661	(206) 696-1507	
Contractors Rail Systems Co., Div. of The Unusual Emporium, Inc., 14600	(200) 030-1307	
Lanark St., Van Nuys, CA, 91402	(818) 786-4700	
Control Electronics Co., Inc., 107 Allen Blvd., Farmingdale, NY, 11735	(516) 694-0125	
Copperlite Corp., 10 Research Dr., Stratford, CT, 06497	(203) 334-5717	
Coral of Chicago, 2001 S. Calumet Ave., Chicago, IL, 60616	(800) 621-5250	
Cordemex-USA Inc., 14500 S. Outer 40 Rd., Chesterfield, MO, 63017	(314) 434-3373	
Corona Decor Co., 260 39 Ave. E., Seattle, WA, 98102	(206) 325-0972	
Corporate Collections, Div. of Etchings International, 200 E. 58 St., New York, NY, 10022		
Corry Contract, 21 Maple Ave., Corry, PA, 16407	(212) 752-5434	
Corry Jamestown Corp., 844 E. Columbus Ave., Corry, PA, 16407	(814) 665-8221	
Corvin Furniture Ltd., 21-03 41 Ave., Long Island City, NY, 11101	(814) 664-4611	
Counterpoint, 129 W. 29 St., 9th Fl., New York, NY, 10001	(718) 392-8008	
Couristan Inc., 919 Third Ave., New York, NY, 10022	(212) 947-4957	
Covington Fabrics Corp., 267 Fifth Ave., New York, NY, 10016	(212) 371-4200	
Covington Furniture, P.O. Box 130, Arlington, TN, 38002	(212) 689-2200	
Craftex/Suede 21, 40 E. 34 St., New York, NY, 10016	(901) 867-2986	
Craftlight Inc., Hadco Div., Box 128, Littlestown, PA, 17340	(212) 685-6778	
Craftsman Office Furniture Co., 14113 S. McKinley Ave., Los Angeles, CA,	(717) 359-7131	
90059	(212) 628 6110	
Craig-Martin Intl., 150 E. 58th St., New York, NY, 10022	(213) 638-6118	
Cramer Inc., 625 Adams St., Kansas City, KS, 66105	(212) 758-2611	
Craxton Products, Inc., 5979 Golden Valley Rd., Minneapolis, MN, 55422	(913) 621-6700	
Crayton Furniture Corp., 964 Third Ave., New York, NY 10155	(612) 546-3436	
Creative Dimensions Co., 1255 E. Lincoln Ave., Nappanee, IN, 46550	(212) 758-2611	
See p. 283 for above company's ad.	(219) 773-2411	
Creative Seating, P.O. Box 1130, 505 Greentree Ln., Galax, VA, 24333		
(703) 236-6888 (800) 824 Crescent Cardboard Co., 100 W. Willow Rd., Wheeling, IL, 60090		
Criterion Mills Inc., Rte. 2, Hwy. 41 S., Cartersville, GA, 30120	(312) 537-3400	
Crouse-Hinds Lighting, P.O. Box 824, Vicksburg, MS, 39180	(404) 386-2121	
Crown Inds., 338 Grove St., Newark, NJ, 07103	(601) 638-1522	
	(201) 371-1700	
Crown Wallcovering Corp., 979 Third Ave., New York, NY, 10022	(212) 421-1270	
Croydon Furniture Systems, Inc., 1 Hespeler Rd., P.O. Box 340, Cambridge, N1R 5V4, Ont., Canada		
Crystallux, 6 Park Ave., Towaco, NJ, 07082	(519) 621-6300	
	(201) 263-2067	
Cubicon Corp., 3825 Laclede Ave., St. Louis, MO, 63108 Cullar/LaCuesta, 495 Carolina St., San Francisco, CA, 94107	(314) 535-3020	
	(415) 863-9344	
Cumberland Furniture Corp., 40 E. 49 St., New York, NY, 10017	(212) 759-8444	
Cumberland Mills Inc., Duvall Rd., P.O. Box 189, Chatsworth, GA, 30705		
	(800) 241-4086	
Cumberland Woodcraft Co. Inc., P.O. Drawer 609, Carlisle, PA, 17013	(717) 243-0063	
Curtis Products Ltd., P.O. Box 2011, Cobourg, K9A 4P9, Ont., Canada	(416) 372-2184	
Custom Designs, 5809 N. Federal Hwy., Boca Raton, FL, 33431	(305) 997-6391	
Custom Looms Rug Mills, Inc., 275 Warner Ave., Roslyn Heights, NY, 11577	15 1 ( ) 40 - 05 0 -	
	(516) 484-0522	
Custom Resource Inc., 50 W. 23 St., New York, NY, 10010	(212) 477-5009	
See p. 292 for above company's ad.		
Customweave Carpets Inc., 7400 Hazard Ave., Westminster, CA, 92683		
(714) 894-5301 (800) 472-8435(CA) (80		
Customwood Mfg. Co., P.O. Box 26208, Albuquerque, NM, 87125	(505) 344-1696	
CYRO Industries, 155 Tice Blvd., P.O. Box 8588, Woodcliff Lake, NJ,		
07675	(201) 930-0100	

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 DFI/Systems, 11801 S. Apopka-Vineland Rd., Orlando, FL, 32819
 (305) 239-4677

 DGS Corp., 222 W. Huron St., Chicago, IL, 60610
 (312) 337-0344 (800) 621-1260(outside LL)

 D.G. Shelter Products, P.O. Box 610, Marion, VA, 24354
 (703) 783-8161

 DM Electro-Coatings Inc., P.O. Box 8, Prole, IA, 50229
 (515) 223-5568

 DMI Furniture Inc., 10400 Linn Station Rd., Louisville, KY, 40223
 (502) 426-4351

 DMO, Inc., Braemar Business Ctr., 7736 W. 78 St., Minneapolis, MN, 55435
 (612) 944-8800
 (612) 944-8800 (219) 293-5688 DSI, P.O. Box 364, 700 Collins Rd., Elkhart, IN, 46514

Da-Lite Screen Co., Inc., P.O. Box 137, Warsaw, IN, 46580	(219) 267-8101	
Daglee Seating Co., Div. DSC, Ind., Inc., 21 St. & Godfrey Ave., P.O. Box	(219) 207-0101	
6582, Philadelphia, PA, 19138	(215) 549-9090	
Dan River, Contract Carpet Div., P.O. Box 167, Greenville, SC, 29602	(803) 879-8000	
Danjell Creations, Inc., 24 East St., Columbus, OH, 43228	(614) 878-6870	
Peter Danko & Assoc. Inc., 7492 F Old Alex Ferry Rd., Clinton, MD,	(014) 070-0070	
20735 (301) 292-165	3 (800) 882-5300	
Dansanna Intl., 8256 Mackle Rd., Montreal, H4W 1B2, Que., Canada		
Danwood, 21616 87 Ave. S.E., Woodinville, WA, 98072	(206) 485-8524	
Dapco Industries, 1542 W. 130 St., Gardena, CA, 90249	(213) 770-0273	
Dar Ran Industries, P.O. Box 7614, High Point, NC, 27264	(800) 334-7891	
See p: 115 for above company's ad.		
Data-Mate, The Main Mfg. Co., P.O. Box 408, Nashua, NH, 03061		
(603) 882-514	2 (800) 258-1768	
See p. 214 for above company's ad.		
Datadjust, R.J. Collins Intl. Corp., 2 Henry Adams St., Ste. 365, San	Constant and the	
Francisco, CA, 94103	(415) 621-2862	
Datum Filing Systems, Inc., 270 Adams Blvd., Farmingdale, NY, 11735	(516) 293-4651	
Datus Industries, Inc., 147 Rural St., P.O. Box 242, Hartford, WI, 53027	7 (800) (34 (433	
David & Dash, 2445 N. Miami Ave., Miami, FL, 33137	7 (800) 624-6433	
See p. 64 for above company's ad.	(305) 573-8000	
David-Edward Ltd., 3501 Marmenco Ct., Baltimore, MD, 21230	(201) 700 0700	
James David, Inc., P.O. Box 7240, St. Louis, MO, 63177	(301) 789-0700	
Davis Cabinet, P.O. Box 60444, Nashville, TN, 37206	(314) 569-3808	
Davis Furniture Industries, Inc., P.O. Box 2065, 602 W. Linden, High	(615) 244-7100	
Point, NC, 27260	(919) 889-2009	
See p. 145 for above company's ad.	(313) 003-2003	
Davson Division of, Eldon Industries Inc., 306 E. Hellen Rd., Palatine, IL,		
60067	(312) 358-7322	
Dazian Inc., 423 W. 55 St., New York, NY, 10019	(212) 307-7800	
Dazor Mfg. Corp., 4455 99 Duncan Ave., St. Louis, MO, 63110	(314) 652-2400	
Dean Kent Ltd., P.O. Box 342, Woodbury, CT, 06798	(203) 758-8289	
John Deason Intl., Inc., Captive Sea, 8687 Melrose Ave., Space 109, Los	(203) 7 30 0203	
	(24.2) (22.2)	
Angeles, CA, 90069	(213) 657-3232	
	(213) 657-3232 (312) 543-8050	
Angeles, CA, 90069 Decar Corp., 96 W: Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562	(312) 543-8050	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101		
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733	(312) 543-8050	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756	(312) 543-8050 (608) 836-1911 1 (800) 348-0748	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA,	(312) 543-8050 (608) 836-1911	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur, Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decordive Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336	(312) 543-8050 (608) 836-1911 1 (800) 348-0748	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Card Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad.	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002	(312) 543-8050 (608) 836-1911 (1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur, Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorlom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur, Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E. Kilgore RJ, Kalamazoo, MI, 49002 Decorative Kerst, George, 4606 East West Hwy, Bethesda, MD, 20014 Decoustics Ltd., 65 Disco Rd., Rexdale, M9W 1M2, Ont., Canada	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Card Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decoustics Ltd., 65 Disco Rd., Rexdale, M9W 1M2, Ont., Canada Deconaty, Highway 51 North, Arlington, KY, 42021	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorlave Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorlave Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorlave Veneer, Inc., 3635 I. Kilgore Rd., Kalamazoo, MI, 49002 Decorlave Veneer, Inc., 3635 I. Kilgore Rd., Kalamazoo, MI, 49002 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decoustics Ltd., 65 Disco Rd., Rexdale, M9W 1M2, Ont., Canada Deena Products, Highway 51 North, Arlington, KY, 42021 Deering Milliken, Inc., Milium Div., 1045 Ave. of Americas, New York, NY.	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur, Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E. Kilgore Rd, Kalamazoo, MI, 49002 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decoustics Ltd., 65 Disco Rd., Rexdale, M9W 1M2, Ont., Canada Deena Products, Highway 51 North, Arlington, KY, 42021 Deering Milliken, Inc., Milium Div., 1045 Ave. of Americas, New York, NY, 10018	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983 (555-6711)	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decoustics Ltd., 65 Disco Rd., Rexdale, M9W 1M2, Ont., Canada Deena Products, Highway 51 North, Arlington, KY, 42021 Deering Milliken, Inc., Milium Div., 1045 Ave. of Americas, New York, NY, 10018 Del Mar Window Coverings, 7150 Fenwick Ln., Westminster, CA, 92683	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E, Kilgore Rd., Kalamazoo, MI, 49002 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorative Veneer, Inc., 3635 E, Kilgore Rd., Kalamazoo, MI, 49002 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorative Veneer, Inc., Milium Div., 1045 Ave. of Americas, New York, NY, 10018 Del Mar Window Coverings, 7150 Fenwick Ln, Westminster, CA, 92683 Delco Associates Inc., 55 Old Field PL, Rd., P.O. Box 423, Greenwich, CT.	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983 (502) 655-6711 (212) 819-4263	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur, Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorlom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorlom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorotive Lid., 65 Disco Rd., Rexdale, M9W 1M2, Ont., Canada Deena Products, Highway 51 North, Arlington, KY, 42021 Deering Miliken, Inc., Milium Div., 1045 Ave. of Americas, New York, NY, 10018 Del Mar Window Coverings, 7150 Fenwick Ln., Westminster, CA, 92683 Delco Associates Inc., 55 Old Field PL, Rd., P.O. Box 423, Greenwich, CT, 06830	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983 (502) 655-6711 (212) 819-4263 (714) 891-4311	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E, Kilgore Rd., Kalamazoo, MI, 49002 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorative Veneer, Inc., 3635 E, Kilgore Rd., Kalamazoo, MI, 49002 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorative Veneer, Inc., Milium Div., 1045 Ave. of Americas, New York, NY, 10018 Del Mar Window Coverings, 7150 Fenwick Ln, Westminster, CA, 92683 Delco Associates Inc., 55 Old Field PL, Rd., P.O. Box 423, Greenwich, CT.	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983 (502) 655-6711 (212) 819-4263	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur, Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorotive Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorlom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorotive Ltd., 65 Disco Rd., Rexdale, M9W 1M2, Ont., Canada Deena Products, Highway 51 North, Arlington, KY, 42021 Deering Miliken, Inc., Milium Div., 1045 Ave. of Americas, New York, NY, 10018 Del Mar Window Coverings, 7150 Fenwick Ln., Westminster, CA, 92683 Delco Associates Inc., 55 Old Field PL, Rd., P.O. Box 423, Greenwich, CT, 06830	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983 (502) 655-6711 (212) 819-4263 (714) 891-4311 (800) 243-8528	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur, Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Preser, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorloom Fabric Co., 4606 East West Hwy, Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy, Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy, Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy, Nu M2, Ont., Canada Deena Products, Highway 51 North, Arlington, KY, 42021 Deering Milliken, Inc., Milium Div., 1045 Ave. of Americas, New York, NY, 10018 Del Mar Window Coverings, 7150 Fenwick Ln., Westminster, CA, 92683 Delco Associates Inc., 55 Old Field Pt. Rd., P.O. Box 423, Greenwich, CT, 66830 Delta Mfg. & Sales, Inc., 728 111 St., P.O. Box 1527, Arlington, TX, 76010	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983 (502) 655-6711 (212) 819-4263 (714) 891-4311 (800) 243-8528 (817) 640-1550	
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorlative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorlative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decoustics Ltd., 65 Disco Rd., Rexdale, M9W 1M2, Ont., Canada Deena Products, Highway 51 North, Arlington, KY, 42021 Deena Products, Highway 51 North, Arlington, KY, 42021 Deering Milliken, Inc., Millium Div., 1045 Ave. of Americas, New York, NY, 10018 Delto Associates Inc., 55 Old Field PL, Rd., P.O. Box 423, Greenwich, CT, 06830 Delta Mfg. & Sales, Inc., 728 111 St., P.O. Box 1527, Arlington, TX, 76010 Donald DeMars Assoc., 15635 Saticoy St., Van Nuys, CA, 91406	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983 (502) 655-6711 (212) 819-4263 (714) 891-4311 (800) 243-8528	
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Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101 Decar Corp., 7615 University Ave., Middleton, WI, 53562 Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216 Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756 Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336 Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542 See p. 161 for above company's ad. Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hwy., Bethesda, MD, 20014 Decorloom Fabric Co., 4606 East West Hybrid Context Context Lt., 40018 Dela Associates Inc., 55 Old Field Pt. Rd., P.O. Box 423, Greenwich, CT, 06830 See p. 275 for above company's ad. Delta Mfg. & Sales, Inc., 728 111 St., P.O. Box 1527, Arlington, TX, 76010 Donald DeMars Assoc., 15635 Saticoy St., Van Nuys, CA, 91406 Dennison Monarch Systems, Inc., P.O. Box 4081, New Windsor, NY,	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983 (502) 655-6711 (212) 819-4263 (714) 891-4311 (800) 243-8528 (817) 640-1550	
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<ul> <li>Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL, 60101</li> <li>Decar Corp., 7615 University Ave., Middleton, WI, 53562</li> <li>Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN, 46733 (219) 724-216</li> <li>Deco/Gard Products, P.O. Box 400, Muncy, PA, 17756</li> <li>Decorative Designs, Inc., 4709 Fulton Industrial Blvd., S.W., Atlanta, GA, 30336</li> <li>Decorative Firsts, P.O. Box 270, Huntingburg, IN, 47542</li> <li>See p. 161 for above company's ad.</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI, 49002</li> <li>Decorative Veneer, Inc., 3635 F. Kilgore Rd., Kalamazoo, MI, 49018</li> <li>Deenage Miliken, Inc., Milium Div., 1045 Ave. of Americas, New York, NY, 10018</li> <li>Del Mar Window Coverings, 7150 Fenwick Ln., Westminster, CA, 92683</li> <li>Delta Mfg. &amp; Sales, Inc., 728 111 St., P.O. Box 4031, New Windsor, NY, 12550</li> <li>Dennison Monarch Systems, Inc., P.O. Box 4081, New Windsor, NY, 12550</li> <li>Dennison National Co., P.O. Box 791, Holyoke, MA, 01041</li> <li>Denstor Mobile Storage Systems, 24715 Crestview Ct., Farmington Hills, MI, 48018</li> <li>Dependable Furniture Mfg. Co., 45 Williams Ave., San Francisco, CA, 94124<td>(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983 (502) 655-6711 (212) 819-4263 (714) 891-4311 (800) 243-8528 (817) 640-1550 (818) 901-1230 (914) 562-3100 (413) 539-9811 (313) 473-9211 (415) 822-3232 (213) 457-1091 (312) 644-5860</td><td></td></li></ul>	(312) 543-8050 (608) 836-1911 1 (800) 348-0748 (717) 546-2255 (800) 241-7812 (812) 683-2804 (616) 342-9710 (301) 656-2122 (416) 675-3983 (502) 655-6711 (212) 819-4263 (714) 891-4311 (800) 243-8528 (817) 640-1550 (818) 901-1230 (914) 562-3100 (413) 539-9811 (313) 473-9211 (415) 822-3232 (213) 457-1091 (312) 644-5860	
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Design Tex Fabrics Inc., 56-08 37 Ave., P.O. Box 7708, Woodside, NY,		Ont
11377 See p. 33 for above company's ad.	(212) 335-9000	Dyrlund, Dyrotech
Design Trac, Inc., P.O. Box 8023, Youngstown, QH, 44505 Designer Imports International, Inc., 4202 W. Jefferson Blvd., Los Angeles,	(216) 759-2669	1 20
CA, 90016	(213) 732-9448	
Designers View Group, 550 N.W. Sixth Ave., Miami, FL, 33136	(800) 327-6016	
Designs By Bock Inc., 5825 Excelsior Blvd., Minneapolis, MN, 55416	(612) 927-1888	
Designweave, 15305 Valley View, Santa Fe Springs, CA, 90670	(714) 522-5671	
Desso Carpets, 8687 Melrose Ave., Space 209, Los Angeles, CA, 90069 Dinac Corporation, 2208 Hawkins St., Charlotte, NC, 28203	(213) 855-1842 (704) 377-9135	
Directory & Bulletin Board Inc., 4531 N.E. Fifth Terr., P.O. Box 23370, Ft.		
Lauderdale, FL, 33307 Displicare, 3089 Neil Ave., Columbus, OH 43202	(305) 772-4958 (614) 262-1538	EMU US
See p. 281 for above company's ad.		EST Co., See p. 2
Display Graphics Inc., 137 Wellington Dr., Stamford, CT, 06903 Diversa Mfg. Co., Simon Sign Co., 6530 Carnegie Ave., Cleveland, OH,	(203) 322-3856	Eagle Co
44103	(216) 431-4866	Eagle Ph
Diversified Drapery Products, 5929 Kester Ave., Van Nuys, CA, 91411	(818) 782-8973	070
Diversified Furniture Imports Inc., 14 Troy Hills Rd., P.O. Box B,		Earthgen
Whippany, NJ, 07981	(201) 428-5440	CA, Eastern
Diversitech General, Inc., Coated Fabrics Div., P.O. Box 875, Toledo, OH, 43696	(419) 729-3731	065
See p. 250-251 for above company's ad.	(415) 7 62-37 31	Eastman
Dixie Mfg. Co., 110 Colley Ave., Norfolk, VA, 23510	(804) 625-8251	Eastwoo
D'Lights, 533 W. Windsor Rd., Glendale, CA, 91204	(213) 956-5656	913
Paul L. Dodds Designs for Dining, P.O. Box 338, Buena Park, CA, 90620	(714) 521-9400	Ebco Co
Domore Corporation, 2400 Sterling, P.O. Box 1289, Elkhart, IN, 46515	(219) 293-0621	Ebco M Eck-Ada
See p. 139 for above company's ad.	(404) 396-2200	Eclipse
Domtar Ind. Inc. 26 Perimeter Ctr. E N.E., Atlanta, GA, 30346 Domus Italia Inc., 1583 Northern Blvd., Manhasset, NY, 11030	(516) 365-4025	Edelmar
Donghia Furniture, 485 Broadway, New York, NY, 10013	(212) 925-2777	Edelmar
Donn Corp., 1000 Crocker Rd., Westlake, OH, 44145	(216) 871-1000	Egan Vi
Dor-Val Mfg. Ltd., 2760 Laurentian Blvd., St. Laurent, Montreal, H4K 2E1,		Eggers 1
QUE, Canada	(514) 336-7780	800 Mir
Douglass Inds., Inc., P.O. Box 701, Egg Harbor City, NJ, 08215	00 012 010000	100 Eldon C
(800) 257-8551(US) (8	00) 642-9169(NJ)	CA
Dow Chemical U.S.A., Marketing Communications, 2020 Dow Center, Midland, MI, 48640	(517) 636-1000	Electri-C
Dow Chemical USA, Urethane Floor Covering Business, 1404 Prosser Dr.	(404) 277-1133	Electrix
S.E., Dalton, GA, 30720 Dow Corning Corp., Box 0994, Midland, MI, 48686	(517) 496-4000	Electro
Downs Carpet Co., Inc., P. O. Box 475, Willow Grove, PA, 19090	(215) 672-1100	Electro
Drapery Corp. of America, 42 Home Pl., Lodi, NJ, 07644	(201) 546-3180	Electron
Draw-Matic Corp., 2970 Frembes, P.O. Box 68, Drayton Plains, MI, 48020	(313) 674-4629	90
Drier Industries, 631 W. 48 St., Holland, MI, 49423	(616) 396-6296	Ben Elfr Elgem,
Drier Open Office Furniture, Div. of MTS Seating, 1244 W. Dean Rd., Temperance, MI, 48182	(313) 847-6647	Elite/Bil
DuBarry Furniture of Canada Limited, 23 Connell Ct., Toronto, M8Z 1E8		See p. 1
Ont., Canada	(416) 251-2295	Elkay M Elkhart
du Cor Inc., 3121 E. 11 Ave., Hialeah, FL, 33013	(305) 693-9044	Elliptipa
Dukane Corp., Communications System Div., 2900 Dukane Dr., St. Charles, IL, 60174	(312) 584-2300	Elmo M
Dunk ar Furniture, 601 S. Fulton St., Berne, IN, 46711	(219) 589-2111	Emco, I
E.I. DuPont de Nemours & Co., Marketing Communications Dept.,		Emeco
Wilmington, DE, 19898	(302) 774-2421	Emerso
See p. 34-35 for above company's ad.		Emjay (
E. I. DuPont de Nemours & Co., Textile Fibers Dept., Centre Road Bldg.,		Empire
Wilmington, DE, 19898	(302) 999-2947	Endura, Enginee
Du Quaine Lectern Mfg. Corp., 303 Dodge St., P.O. Box 56 W, Kewaunee, WI, 54216	(414) 388-3790	Ra
Durable Mat Co., 75 N. Pleasant, P.O. Box 290, Norwalk, OH, 44857	0.0001 537 1(0)	See p. 2
	8 (800) 537-1603 (312) 945-2000	Entol In Envel I
Duraclean International, Deerfield, IL, 60015 Duracote, 350 N. Diamond St., Ravenna, OH, 44266	(216) 296-9600	Enviror
Duraform, 1435 S. Sante Fe Ave., Compton, CA, 90221	(213) 637-1121	Ar
	6 (212) 355-3888	Enviror
Durham Mfg. Co., 84 Main St., Durham, CT, 06422	(203) 349-3427	55
Durkan Patterned Carpet, P.O. Box 1006, 441 Virgil Dr., Dalton, GA,		Epic M
30720	(404) 278-7037	Epping
DUX Interiors, 305 E. 63 St., New York, NY, 10021 Dwyer Products Corp., Calumet Ave., Michigan City, IN, 46360	(212) 752-3897	See p. 1
Dever Products Lorp Calumet Ave Michigan Lify IN 46360	6 (800) 248 8508	Esselte
(210) 874-523		
(219) 874-523 Dyna-Systems, 5371 Tennyson, Denver, CO, 80212	(303) 455-5400	Essex \

Ont., Canada Dyrlund, P.O. Box 49, Allegade 12-14, DK-2000 Frederiksberg, Denmark Dyrotech Industries, Inc., P.O. Box 2429, Joliet, IL, 60434

(416) 454-2233 (01) 317733 (815) 727-5000

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	(10.0.251.00()
MU USA Inc., 24 Bennett St. N.W., Atlanta, GA, 30309	(404) 351-8866
ST Co., P.O. Box 25 F, Grafton, WI, 53024	(414) 377-3270
ee p. 237 for above company's ad.	(800) 223-3962
agle Computer Furniture Systems, P.O. Box 586, Easton, PA, 18042	10007 225 5752
agle Plywood & Door Mfg. Inc., 450 Oak Tree Ave., South Plainfield, NJ, 07080	(201) 668-1460
arthgender, Inc., Architectural Pottery, 3056 Bandini Blvd., Los Angeles,	
CA, 90023	(213) 263-7401
astern Woodwork Co., 44 Railroad Ave., Drawer 232, West Haven, CT,	
06516	(203) 933-5493
astman Kodak Co., 344 State St., Rochester, NY, 14650	(716) 724-4000
astwood Chair, by Sawin & Co., Inc., 9419 Mason Ave., Chatsworth, CA,	(213) 873-4733
91311 bco Contract Furniture, 1221 Erie Ave., Sheboygan, WI, 53081	(414) 458-8731
bco Mfg. Co., 265 N. Hamilton Rd., Box 13150, Columbus, OH, 43213	(614) 861-1350
ck-Adams Corp., 347 N. Lindbergh Blvd., St. Louis, MO, 63141	(314) 993-8100
clipse Solar Systems, Inc., 750 Kenilworth Blvd., Kenilworth, NJ, 07033	(201) 245-5700
delman-Jankow Co., Inc., 1275 S. Campbell Ave., Chicago, IL, 60608	(312) 226-5023
delman Leather, 1 Rowan, Danbury, CT, 06810	(203) 794-1601
gan Visual Inc., 300 Hanlan Rd., Woodbridge, L4L 3P6, Ont., Canada	(416) 851-2826 (414) 793-1351
Bgers Industries, P.O. Box 88, 1819 E. River, Two Rivers, WI, 55421 00 Mirrors, Div. Mechanical Mirror Works, 230 5 Ave., New York, NY,	(414) / 33-1331
10001	(212) 889-3036
Idon Office Products, Div. Eldon Industries, Inc., 1130 E. 230 St., Carson,	
CA, 90745	(213) 518-1600
lectri-Cable Assemblies, Inc., 549 Howe Ave., P.O. Box 2040, Shelton,	
CT, 06484	(203) 735-4414
lectrix Inc., 45 Spring St., New Haven, CT, 06519	(203) 776-5577 (801) 487-6111
lectro Controls, 2975 5. 300 W., Salt Lake City, UT, 84115 lectro Refinishing, 891 Bloomfield Ave., Clifton, NJ, 01012	(201) 779-0200
ectronic Systems Furniture Co., 17129 S. Kingsview Ave., Carson, CA,	12017 11 5 0200
90746	(213) 538-9601
Ben Elfman & Son, Inc., 124 Second St., Chelsea, MA, 02150	(617) 884-8600
Igem, Inc., 4620 Flatlands Ave., Brooklyn, NY, 11234	(212) 338-9500
itte/Biltrite, 10251 Ray Lawson Blvd., Montreal, H1J 1L7, Que., Canada ee p. 129 for above company's ad.	(514) 352-7770
Ikay Mfg. Co., 2222 Camden Ct., Oak Brook, IL, 60521	(312) 986-8484
Ikhart Door, Inc., P.O. Box 2177, Elkhart, IN, 46515	
lliptipar Inc., 145 Orange Ave., West Haven, CT, 06516	(203) 932-2266
Imo Mfg., 70 New Hyde Park Rd., New Hyde Park, NY, 11040	(516) 593-3030
mco, Inc., 14405 W. 106 St., Lenexa, KS, 66215	(913) 492-7414 (717) 637-5951
meco Industries, Inc., 805 Elm Ave., P.O. Box 233, Hanover, PA, 17331	(/1/) 03/-3331
merson Electric-Omega, 270 Long Island Expwy., Melville, NY, 11747 mjay Graphic Products, 16 W. 22 St., New York, NY, 10010	(212) 924-5807
mpire State Chair Co., Inc., 305 E. 63 St., New York, NY, 10021	(212) 421-9470
indura, Div. of Biltrite Corp., 22 Willow St., Chelsea, MA, 02150	(617) 884-1700
ingineering & Testing Laboratories, Inc., 3033 Madison Ave. S.E., Grand	
Rapids, MI, 49508	(616) 247-0515
ee p. 294 for above company's ad.	
Entol Industries Inc., 8180 N.W. 36 Ave., Miami, FL, 33147	(305) 696-0900
Envel Design Corp., 1940 Cotner Ave., Los Angeles, CA, 90025	(213) 478-2524
Environmental Graphic Systems, Inc., 2035 S. Arlington Hts. Rd. #118, Arlington Heights, IL, 60005	• .
Environmental Graphics, Inc., 15295 Minnetonka Blvd., Minnetonka, MN,	
55345 (612) 938-1	300 (800) 328-3869
	(412) 351-3913 (203) 329-1984
Epic Metals Corp., 11 Talbot Ave., Rankin, PA, 15104	
Eppinger, P.O. Box 8088, Stamford, CT, 06905	
Eppinger, P.O. Box 8088, Stamford, CT, 06905 Ergonom Corp., 10848 Cantara St., Sun Valley, CA, 91352	
Eppinger, P.O. Box 8088, Stamford, CT, 06905 Ergonom Corp., 10848 Cantara St., Sun Valley, CA, 91352 See p. 273 for above company's ad.	(818) 504-0020
Eppinger, P.O. Box 8088, Stamford, CT, 06905 Ergonom Corp., 10848 Cantara St., Sun Valley, CA, 91352	

### **CONTRACT MANUFACTURERS**

Estel Inc., 6695 Peachtree Ind. Blvd., Ste. 212, Atlanta, GA, 30360 Eurotex Inc., 165 W. Ontario St., Philadelphia, PA, 19140 (215) 739-8844 See p. 28 for above company's ad.	(404) 446-0933 4 (800) 523-0731
EVCO Office Products/Computer Acc., 7151 Evco Circle, DeForest, WI,	
53532	(608) 846-4282
Executive Furniture, Inc., P.O. Box 167, Co. Rd. 400 West, Huntingburg,	
IN, 47542	(812) 683-3334
See p. 62-63 for above company's ad.	
Executive Furniture Mfg. Corp., 349A N. Briery Rd., Irving, TX, 75061	(214) 399-8313
Executive Office Concepts, Inc., 1705 Anderson Ave., Compton, CA,	
90220	(213) 979-2643
See p. 45 for above company's ad.	
Executive Suite Furniture, Inc., 100 B. King St., Everman, TX, 76140	(817) 572-1061
Expanko Cork Co., Inc., P. O. Box 384, West Chester, PA, 19380	(800) 345-6202
Expo Competence/Bang & Olufsen of America, 1150 Feehanville Dr., Mt.	
Prospect, IL, 60656	(312) 299-6972
Express Signs International, 15534 Cabrito Rd., Van Nuys, CA, 91406	
	0 (800) 423-2292
See p. 287 for above company's ad.	
Exxon Chemical Americas, 380 Interstate N., Suite 375, Atlanta, GA, 30339	(404) 955-2300
F	c.
FDL, Flair Designs Ltd., 1701 N. Market, P.O. Box 606, Kokomo, IN,	
46901	(317) 452-6008

FAB-U-GARD, P.O. Box 39430, Phoenix, AZ, 85069 (602) 252-3991 Fabra-Wall Ltd., 9 Greenfield Estates, St. Albert, T8N 2G2, Alta., Canada Fabrica International, 2801 Pullman St., Santa Ana, CA, 92705 Fabrique Wallhangings, 4236 N. 12 St., Phoenix, AZ, 85014 (403) 458-4825 (714) 261-7181 (602) 277-8967 FabriTrak, 201 E. 28 St., New York, NY, 10016 (212) 532-2393 Facility Management Institute, 3971 S. Research Park Dr., Ann Arbor, MI, 48104 (313) 994-0200 Falcon Products Inc., 9387 Dielman Industrial Dr., P.O. Box 21569, St. Louis, MO. 63132 (314) 991-9200 Fantastic Graphics, 3905 W. Cypress, Tampa, FL, 33607 (813) 870-3090 Fantoni USA Inc., 104 Greene St., New York, NY, 10012 (212) 219-2321 Faulkner-Fain Co. Inc., P.O. Box 92, 601 E. Maple, Nicholasville, KY, 40356 (606) 885-6016 Faull & Son, Box 627, 515 Holford St., Niles, OH, 44446 (216) 652-4341 Faultess Caster Corp., 1421 N. Garvin St., Evansville, IN, 47411 Feldman Co., 612 S. Wall St., Los Angeles, CA, 90014 Felmar Plastics Corp., 50 Amor Ave., Carlstadt, NJ, 07072 Fiandre/Transceramica, P.O. Box 795, Elk Grove Village, IL, 60007 (812) 425-1011 (213) 627-6731 (201) 460-0660 (312) 350-1555 FIBER-SEAL International, Inc., 10755 Sanden Dr., Ste. 100, Dallas, TX, 75238 (214) 349-8374 See p. 241 for above comp Fiberesin Industries, Inc., P.O. Box 88, Oconomowoc, WI, 53066 (414) 567-4427 e p. 276 for above compan Fiberglass Specialities Inc., 4401 Eastern Ave., Baltimore, MD, 21224 (301) 675-2121 Fidelity Arts, 9000 Beverly Blvd., Los Angeles, CA, 90048 (213) 278-6611 for above co c ad Fieldcrest Mills, 60 W. 40 St., New York, NY, 10018 (212) 536-1200 Edward Fields Inc., 232 E. 59 St., New York, NY, 10018 Edward Fields Inc., 232 E. 59 St., New York, NY, 10022 Filex, Inc., 230 Montgomery St., San Francisco, CA, 94111 Filing Equipment Corp., P.O. Box 457, Ringgold, CA, 30736 Fine Art Resources, Inc., 2179 Queensburg Ln., Palatine, IL, 60074 Finealum Corp., 40-24 22 St., Long Island City, NY, 11101 Finkel Outdoor Products Inc., 141 Lanza Aue, Cardial ML, 67076 (212) 310-0400 (800) 241-5246 (312) 991-2301 (718) 937 - 3172Finkel Outdoor Products, Inc., 141 Lanza Ave., Garfield, NJ, 07026 Finmark, 300 Crescent St., Jamestown, NY, 14701 (201) 772-7700 (716) 483-1025 Fire King International, 900 Park Pl., New Albany, IN, 47150 (812) 948-8400 Firesafe Products Corp., 42 E. 29 St., New York, NY, 10016 (212) 684-6740 Firth Carpet, 1755 The Exchange, Atlanta, GA, 30339 (800) 241-3570 Fixtures Furniture, 1642 Crystal, P.O. Box 6346, Kansas City, MO, 64126 (816) 241-4500 23 for above Sam Flax Art & Drafting Supply Co., 111 8th Ave., New York, NY, 10011 (212) 620-3000 Flex-O-Lators, Inc., P.O. Box 617, Carthage, MO, 64836 (417) 358-4095 See p. 204 for above company's ad.

Flex-Y-Plan Industries, Inc., 3200 W. 22 St., P.O. Box 8263, Erie, PA,	
16505	(814) 838-3583
Flexco Co., P.O. Box 553, Tuscubia, AL, 35674	(205) 383-7474
Flexi-Wall Systems, Div. Wall & Floor Treatments Inc., P.O. Box 88.	(203) 303-7474
Liberty, SC, 29657	(803) 855-0500
Flexible Furniture Division, Kewaunee Scientific Equipment Corp., Plainwell,	(005/055-0500
MI, 49080	(616) 685-6831
Flexible Materials Inc., 11209 Electron Dr., Louisville, KY, 40299	(502) 267-7717
Plexsteel Industries Inc., Contract Division, P.O. Box 877, Dubuque, IA	
52001	(319) 556-7730
Floating Floors, Inc., 795 Berdan Ave., P.O. Box 6627, Toledo, OH, 43612	(419) 476-8772
Floorgraphix Inc., Box 1351, Cartersville, GA, 30120	(404) 386-0310
Floral Glass & Mirror, 895 Motor Pkwy., Hauppauge, NY, 11787	(516) 234-2200
Florenco Foliage Systems Worldwide, 920 E. 149 St., Bronx, NY, 10455	(212) 402-0500
Foamex Products Inc., P.O. Box 4159, 823 Waterman Ave., East	
Providence, RI, 02914	(401) 438-0900
Focal Point Inc., 2005 Marietta Rd., Atlanta, GA, 30318	(404) 351-0820
Foldcraft Co., 743 Centennial Dr., Kenyon, MN, 55946	(507) 789-5222
Foliage Plant Systems, Inc., P.O. Box 727, 219 Changebridge Rd.,	
Pinebrook, NJ, 07058	(201) 263-3200
Forbo North America, Inc., 218 W. Orange St., Lancaster, PA, 17603	(717) 291-5874
Forecast Lighting Co., 500 N. Oak St., Inglewood, CA, 90302	(213) 678-5151
Forma Gallery, 149 Union Ave., Memphis, TN, 38103	(901) 523-1496
Formica Corp., Berdan Ave., Wayne, NJ, 07470 See p. 53 for above company's ad,	(201) 831-4232
Forms & Surfacer Inc. P. O. Ben 1911 Come Back and Company's ad	
Forms & Surfaces, Inc., P. O. Box 5215, Santa Barbara, CA, 93150	(805) 969-7721
Forster Textile Mills Inc., Airport Rd., P.O. Box 1006, Laurinburg, NC, 28352	
Fortress Inc., 8801 Beverly Blvd., Los Angeles, CA, 90048	(919) 844-3976
Fostoria Industries, Inc., 1200 N. Main St., Fostoria, OH, 44830	(213) 273-5800
Four Seasons Greenhouses, 425 Smith St., Farmingdale, NY, 11735	(419) 435-9201
See p. 266 for above company's ad.	(516) 694-4400
Frank Eastern Co., 599 Broadway, New York, NY, 10012	
Frankel Associates, Inc., 1122 Broadway, New York, NY, 10012	(212) 219-0007
See p. 144 for above company's ad.	(800) 221-4670
Franklin Picture Co., 4300 N. Knox Ave., Chicago, IL, 60641	12122 207 0070
Fredrick Ramond, Inc., 16121 S. Carmenita Rd., Cerritos, CA, 90701	(312) 286-9070
Fritz Chemical Co., Drawer 1740, Dallas, TX, 75217	(213) 926-1361
Froelich Leather Craft Co., Inc., 63-20 Austin St., Rego Park, NY, 11374	(214) 285-5471
Frontline Products, 1915 W. Glen Oaks Blvd., Glendale, CA, 91362	(718) 897-7000 (818) 843-1860
Fuller Contract Accessories Corp., 10-16 44 Dr., Long Island City, NY,	(010) 043-1860
11101	(212) 688-2243
Functional Office Furniture, 1281 Anderson Dr., San Rafael, CA, 94901	
Funder America Inc., Funder Dr., P.O. Box 888, Mocksville, NC, 27028	(415) 457-4143 (704) 634-3501
Fupoflex/USA, 13450 Farmington Rd., Livonia, MI, 48150	(313) 525-4150
Furniture Consultants Inc., 228 E. 45 St., New York, NY, 10017	(212) 935-9218
Furniture Systems Specialist Co., 179 Chelmsford St., Lowell, MA, 01851	(617) 452-4767
Future Foam Inc., 2210 Parview Rd., Middleton, WI, 53562	(800) 356-9606
	10001 330-9606

G	
GF Furniture Systems, 4944 Belmont Ave., P.O. Box 1108, Youngstown, OH, 44501	
	(216) 759-8888
GHP, Inc., 11453 Hilguard Rd., Dallas, TX, 75243	(214) 343-0004
GMT Go-Met-Tile Associates Inc., 1255 Oak Point Ave., Bronx, NY, 10474	(212) 991-8500
G/O Furniture, Inc., 2392 E. 48 St., Los Angeles, CA, 90058 (213) 589-9181 G.W. Furniture (1983) Inc., 5525 Cote deLiesse, Montreal, H4P 1A1, Que.,	
Canada	(514) 748-7306
Gail International Corp., Sub. Gail Ceramics, 14791 Myford Rd., Tustin, CA,	
92681	(714) 731-8361
Naomi Gale/Custom Wall Systems, 305 E. 63rd St., New York, NY, 10021	(212) 421-2118
Gallery of Financial History, 72 Pioneer Dr., Nashua, NH 03062 See p. 292 for above company's ad.	(603) 883-4211
Garcy Corporation, 1400 N. 25 Ave., Melrose Park, IL, 60160	(312) 261-1800

Gardco Lighting, 2661 Alvarado St., San Leandro, CA, 94577

Gardisette U.S.A., Inc., Hwy. 24, P.O. Box 2586, Anderson, SC, 29622 Gargoyles, Ltd., 512 S. Third St., Philadelphia, PA, 19147 (415) 357-6900

(800) 845-8751

(215) 629-1700

Garrett Industries, 802 E. King St., Garrett, IN, 46738 (219) 357-4161	(800) (	528-1945
Gas Spring Company, Fichtel and Sachs Industries, 92 Country Line Rd., Colmar, PA, 18915	(215)	822-1982
See p. 282 for above company's ad.	(0.1.() -	759-2234
Gasser Chair Co., Inc., 4136 Loganway Ave., Youngstown, OH, 44505 Gatto Furniture Ind. Inc., 3750 Ravenswood Rd., Ft. Lauderdale, FL, 33312		584-6400
Gayeski Furniture Coordinates, Inc., 3825 Hwy. 390, Panama City, FL,	(004)	785-6177
32405		272-1330
Geller Originals, 9014 Lindblade St., Culver City, CA, 90230		632-6800
Gem Industries, Inc., 314 Main St., P.O. Box 400, Gardner, MA, 01440		924-7200
General Drapery Services Inc., 635 W. 23 St., New York, NY, 10011		422-1600
General Electric Co., Plastics Group, 1 Plastics Ave., Pittsfield, MA, 01201 General Electric Co., Silicone Products Div., Waterford, NY, 12188		237-3330
General Electric Co., Dept. 4152, Lamp Marketing Dept., Nela Park,		266-2121
Cleveland, OH, 44112 General Felt Industries, Park 80 Plaza West-One, Saddle Brook, NJ, 07662		843-0900
General Felt Industries West Coast Div., P.O. Box 22111, Los Angeles, CA,		728-0151
90022		262-7500
General Foam Corp., W. 100 Century Rd., Paramus, NJ, 07652 General Fountains Corp., 264 W. 40 St., New York, NY, 10018		391-3920
General Mica Corp., 1850 N.E. 144 St., North Miami, FL, 33181		949-7247
General Tire & Rubber Co., 401 Hackensack Ave., Hackensack, NJ, 07601 General Tire & Rubber Co., 401 Hackensack Ave., Hackensack, NJ, 07601		489-0100
Plastics Facilities, 1700 Factory Ave., Marion, IN, 46952	(317)	662-2511
Genon Wallcoverings, DiversiTech General/a GenCorp Company, 401		
Hackensack Ave., Hackensack, NJ, 07601 Georgian Art Lighting Designs, Inc., P.O. Box 325, Lawrenceville, GA,	(201)	489-0100
30246	(404)	963-6221
Gerard Metal Craftsmen, Inc., Times-2 Filing Div., 151 W. Rosecrans Ave.,		
Gardena, CA, 90249		321-4713
Charlany Executive 2020 Post Oak Blvd., Houston, TX, 77056	(713)	871-0330
Giftcraft Leather Co., Inc., 35-57 Ninth St., Long Island City, NY, 11106		204-1222
Gilbert Int'l, 2945 Stuart Dr., Fort Worth, TX, 76104		921-5331
Cilford Inc. 19 W 21 St. New York, NY, 10010	(212)	243-2700
Ginns Business Furniture & Interiors, 1103 19 St. N.W., Washington, DC,	-	
20036		463-5100
The Ginsberg Collection, 190 San Bruno, San Francisco, CA, 94103		621-6060
Girsberger Office Seating, P.O. Box 1990, Smithfield, NC, 27577 See p. 163 for above company's ad.	(919)	934-0545
Claro Inc. 735 Old Willets Path, Hauppauge, NY, 11788	(516)	234-1717
Glasique Lighting, Ltd., P.O. Box 20338, Greeley Sq. Sta., New York, NY, 10001	(212)	532-4520
Glass & Mirror Craft Inds., 2111 Haggerty Rd., Walled Lake, MI, 48088		
(313) 624-505 See p. 142 for above company's ad.	0 (800)	521-2200
Glassform, Div. of Century Plastics, Inc., 1435 S. Santa Fe, Compton, CA,		
90221	(213)	603-8991
Glassmasters, Inc., 27 W. 23 St., New York, NY, 10010	(212)	929-7978
Classper Comporation, 10344 S.W. 187 St., Miami, FL, 33157	(305)	255-8444
Glidden Coatings & Resins, Div. SCM Corp., 925 Euclid Ave., Cleveland,		
OH 44115	(216)	344-8216
Global Upholstery Co., Ltd., 560 Supertest Rd., Downsview, Ont., M3J 2M6, Canada	(416)	661-3660
Globe-Amerada Glass Co., 2001 Greenleaf Ave., Elk Grove Village, IL,		
60007 (312) 364-290 Globe Business Furniture, Inc., 90 Volunteer Dr., Hendersonville, TN,		
37075		822-4968
Globe Industries, 2638 E. 126 St., Chicago, IL, 60633		646-1300
Clowtex Lighting Products Inc., P.O. Box 6261, Erie, PA, 16512		453-7184
Go-Met-Tile Associates, Inc., 1255 Oakpoint Ave., Bronx, NY, 10474 Gold Bond Bldg. Products, Div. National Gypsum Co., 2001 Rexford Rd,		991-8500
Charlotte, NC, 28211		365-0950
Cold Medal Inc., 1700 Packard Ave., Racine, WI, 53403		637-6700
B. F. Goodrich, Decorative Products, 500 S. Main St., Akron, OH, 44318 See p. 133 for above company's ad.		) 374-4082
Gordon International, 200 Lexington Ave., New York, NY 10016		) 532-0075
Gordon Mfg. Co., 5250 52nd St., Grand Rapids, MI, 49508 See p. 131 for above company's ad.	(616	) 698-6060
Graber Industries, Inc., Graber Plaza, Middleton, WI, 53562	(608	836-1011
Grahl International, Inc., P.O. Box 345, Coldwater, MI, 49036		) 278-5179
Grant Hardware Co., Div. Grant Industries Inc., 181A High St., West		
Nyack, NY, 10994 Graphic Encounter Inc., 4621 W. Washington Blvd., Los Angeles, CA,	(914	) 358-4400
Authors are agained used to a stranger and a stranger and		

#### Grauduss Inc., 2045 N. Union Rd., Dayton, OH, 45426 Greeff Fabrics Inc., 150 Midland Ave., Port Chester, NY, 10573 Green Horizons Interiorscaping Inc., 825 Berkshire Valley Rd., Wharton, NJ, (513) 854-1441 (914) 939-6200 (201) 361-8550 07885 Morris Greenspan Lamps, 1307 Hill Ave., P.O. Box 078678, West Palm Brach El 33407 (305) 848-9746 (800) 252-5267 Beach, FL, 33407 Gregson Furniture Industries, 206 E. Frazier, P.O. Box 1496, Liberty, NC, (919) 622-2201 27298 Grifftex Commercial Carpet, Div. West Point Pepperell, 120 E. Morris St., P.O. Box 1208, Dalton, GA, 30720 Grippi Gallery, Inc., 315 E. 62 St., New York, NY, 10021 (404) 272-1400 (212) 759-6083 Grosfillex, Inc., Hotel/Contract Div., 4201 Pottsville Pke., Reading, PA, (215) 921-9151 Grosvenor Press, 230 Park Ave., New York, NY, 10169 Groundworks, Inc., 79 Fifth Ave., New York, NY, 10003 Group Four Furniture Inc., 25-5 Connell Ct., Toronto, M8Z 1E8, Ont., 19605 (212) 661-8165 (212) 620-0700 (416) 251-1128 Canada Gruen Lighting, 3453 Caribeth Dr., Encino, CA, 91436 GTE Sylvania Lighting Products, Sylvania Lighting Center, Danvers, MA, (213) 990-0657 (617) 777-1900 01923 CTR Wallcovering Co., 401 Hackensack Ave., Hackensack, NJ, 07601 Guilford Inds., Inc., 350 Fifth Ave., New York, NY, 10118 (201) 488-3979 (212) 594-1090 Gulden Gallery, H.C. Gulden Mfg. Co., P.O. Box 66, Legacy Ln., Aspers, (717) 677-7544 PA, 17304 Gulistan Carpet, Div J. P. Stevens & Co., Inc., P.O. Box A, Aberdeen, NC, (919) 944-2371 28315 See p. 281 for above company's ad. The Gunlocke Company, One Gunlocke Dr., Wayland, NY, 14572 Guth Lighting, Sub. of Jac Jacobsen, Inc., 2615 Washington Blvd., P.O. 7079, St. Louis, MO, 63177 (716) 728-5111 (314) 533-3200 (213) 264-3924

Guy Chaddock & Co., 653 S. Clarence St., Los Angeles, CA, 90023

90016

Н	
H.D.I., 57 Hamilton Ave., Waterbury, CT, 06702	(203) 575-9992
HGH Design Group, P.O. Box 524, Canal Street Station, New York, NY,	
10013	(212) 925-5925
HON Co., 200 Oak St., Muscatine, IA, 52761	(319) 264-7100
HSP Computer Furniture, P.O. Box 5545, Birmingham, AL, 35207	(205) 251-0500
Hafele America Co., 203 Feld Ave., High Point, NC, 27261	(919) 889-2322
Hag USA, Inc., P.O. Box 4109, 1052 The Merchandise Mart, Chicago, IL,	
60654	(312) 222-1166
Hagen International, 140 Potrero Ave., San Francisco, CA, 94103	(415) 626-3655
Halcon Corp., 1811 2 Ave. N.W., Stewartville, MN, 55976	(507) 533-4235
F. E. Hale Mig. Co., P.O. Box 751, Herkimer, NY, 13350	(315) 866-4250
See p. 287 for above company's ad.	
Haller Gallery, 979 Third Ave., New York, NY, 10022	(212) 832-1180
Haller Systems, Inc., 17741 Cowan Ave., Irvine, CA, 92714	(714) 660-1555
Hallmark Carpet Mills, 15905 Commerce Way, Cerritos, CA, 90701	(213) 924-5535
Halo Lighting, Cooper Industries, Inc., 400 Busse Rd., Elk Grove Village, IL,	
60007	(312) 956-8400
Hamilton Adams Imports Ltd., 104 W. 40 St., New York, NY, 10018	(212) 221-0800
Hamilton Industries, 1316 18 St., P.O. Box 137, Two Rivers, WI, 54241	(414) 793-1121
Hamilton Sorter Co. Inc., P.O. Box 8, 3158 Production Dr., Fairfield, OH,	
45014	(513) 874-9498
See p. 207 for above company's ad.	
Hansa Co. Ltd., Hwy. 26 at 7, P.O. Box 1240, Meaford, NOH 1YO, Ont.,	
Canada (416) 844-	9882 (519) 538-4747

Harbinger Carpets, Box 1209, Calhoun, GA, 30701	(404) 625-0918
Harbo Furnishings Dallas, Inc., 529 World Trade Center, P.O. Box 581008,	
Dallas, TX, 75258	(214) 653-1864
Harbor Universal, Inc., 1900 Marina Blvd., San Leandro, CA, 94577	(415) 352-2100
See p. 32 for above company's ad.	
Harbour House Furniture, 737 Canal St., Bld. No. 16, Stamford, CT,	
06902	(203) 348-6906
Hardwood House, Inc., 569 Lyell Ave., Rochester, NY, 14606	(716) 254-0600

See Cov. IV for above company's ad.

(213) 930-2410

### CONTRACT MANUFACTURERS

Hardwood Visuals, P.O. Box 8526, Minneapolis, MN, 55408 (612) 633-1155 Harmon Div., Coast Craft, P.O. Box 1464, Tacoma, WA, 98401 (206) 383-5367 Harris-Hub Co., Inc., 15600 S. Commercial Ave., Harvey, IL, 60426 (312) 928-8585 e p. 151 for above company's ad. S. Harris & Co., Inc., 991 Francisco St., Torrance, CA, 90502 (213) 538-4900 Harris-Tarkett Inc., 333 E. Maple St., P.O. Box 300, Johnson City, TN. 37605 (615) 928-3122 Hartco Inc., c/o Tibbals Flooring Co., P.O. Box 1001, Oneida, TN, 37841 (615) 569-8526 Harter Corp., 400 Prarie Ave., Sturgis, MI, 49091 Harvard Interiors Mfg. Co., 4321 Semple Ave., St. Louis, MO, 63120 (616) 651-3201 (314) 382-5590 Harvard Mfg. Co., 24300 Solon Rd., Bedford Heights, OH, 44146 (216) 232-0548 Haskell of Pittsburgh, 231 Haskell Ln., Verona, PA, 15147 (412) 828-6000 Sunar Hauserman Inc., 5711 Grant Ave., Cleveland, OH, 44105 Hausmann Industries, Inc., 130 Union St., Northvale, NJ, 07647 (216) 883-1400 (201) 767-0255 Haworth Inc., One Haworth Center, Holland, MI, 49423 Haydock Caster Co., 7500 N. Caldwell, Niles, IL, 60648 (616) 392-5961 (312) 647-0022 Hayes Mfg. Co., 1036 47th Ave., Oakland, CA, 94601 (415) 534-4511 (800) 922-7876 Havnes Vermont Barnboard, Box 577, Wilmington, VT, 05363 Helikon Furniture Co. Inc., 607 Norwich Ave., Taftville, CT, 06380 Heliko Systems Furniture, Subs. of Jac Jacobsen Ent., 3314 2nd St. E., P.O. (802) 464-2254 (203) 886-2301 Box 712, Cornwall, K6H 5T5, Ont., Canada Heller Group, P.O. Box 5184, Beverly Hills, CA, 90210 Hemisphere Steel Products Corp., 56 N. 11 St., Brooklyn, NY, 11211 (613) 938-0492 (213) 659-6606 (718) 388-6705 Henderson Furniture, 199 Upper Edison, St. Lambert, J4R 2R3, Que., (514) 671-7221 Canada Hendrick Textiles, Ltd., P.O. Box 2428, Grand Rapids, MI, 49501 (616) 774-8506 Hercules Incorporated, Fibers Marketing, 3169 Holcomb Bridge, Norcross, GA, 30071 (404) 447-9120 Herculite Products, Inc., 1107 Broadway, New York, NY, 10010 (212) 691-7550 Hermes Leather Corp., 45 W. 34 St., New York, NY, 10001 Hermsdorf Fixture Mfg. Co., Inc., 108 Franklin St., Manchester, NH, 03101 Hesco Industries Inc., P.O. Box 7, Charlestown, IN, 47111 (212) 947-1153 (603) 623-8833 (812) 256-3323 Hettich America Corp., 12428 Sam Neely Rd., Charlotte, NC, 28210 Heuga U.S.A. Inc., 185 Sumner Ave., Kenilworth, NJ, 07033 (704) 333-1269 (800) 526-4062 S. M. Hexter Co., 2800 Superior Ave., Cleveland, OH, 44114 (216) 696-0146 Hickory Business Furniture, P.O. Box 8, Hickory, NC, 28603 Hickory Chair Co., P.O. Box 2147, Hickory, NC, 28603 (704) 328-2064 (704) 328-1801 Hickory Leather Co., Rte. 3, Box 423, Vale, NC, 28168 (919) 775-2761 Hickory Mfg. Co., Box 998, Hickory, NC, 28603 Hiebert, Inc., 19801 S. Santa Fe Ave., P.O. Box 626, Carson, CA, 90749 (704) 322-8624 (213) 603-0441 High Point Furniture Ind., Corporation Dr., P.O. Box 2063, High Point, NC, (919) 431-7101 27261 Cov Hill-Rom, A Hillenbrand Inds., Hwy. 46, Batesville, IN, 47006 Hismith Company, P.O. Box 800, Ft. Atkinson, WI, 53538 Hitchcock Chair Co., Rt. 219, P.O. Box 369, New Hartford, CT, 06057 (812) 934-7777 (203) 379-8531 Hoboken Wood Floors, 969 Third Ave., New York, NY, 10022 (212) 759-5917 Hoechst Fibers Industries, 1515 Broadway, New York, NY, 10036 (212) 869-3850 Holcomb & Hoke Mfg. Co., 1545 Van Buren St., P.O. Box A3 3900, Indianapolis, IN, 46203 Holly Imports, 5-13 Aspen Way, Doylestown, PA, 18901 Hollytex Carpet Mills, Inc., 300 N. Baldwin Park Blvd., P.O. Box 1255, City (317) 784-2444 (215) 348-8346 of Industry, CA, 91749 (818) 369-3661 Homan Company, 904 Brighton Lake Rd., Brighton, Ml, 48116 Homasote Co., P.O. Box 7240, West Trenton, NJ, 08628 (313) 227-4034 (609) 833-3300 Home & Castle Architectural Window Shading Systems, 7531 Coldwater Canyon Ave., N. Hollywood, CA, 91604 (800) 828-2500 Homecrest Industries Inc., Box 350, Wadena, MN, 56482 (218) 631-1000 e p. 4 for above compa Homestead Fabrics, Contract Division, 135 W. 41 St., New York, NY, (212) 221-4700 10036 Hoosier Desk Co., P.O. Box 32, French Lick, IN, 47432 (812) 482-4367 Hoosier Panel Co., P.O. Box 499, New Albany, IN, 47150 (812) 944-6477 Hoover Systems Inc., Acoustical Screens in Color Inc., 12118 Corporate Dr., Dallas, TX, 75228 (214) 270-6471 Hoover Universal, Inc., Furniture Components Div., Showalter Dr., Georgetown, KY, 40324 (502) 863-3910 Host/Racine Industries, Inc., 1405 16 St., P.O. Box 1648, Racine, WI, 53401 (800) 558-9439 Hough Mfg. Corp., P.O. Box 591, Janesville, WI, 53547 (608) 756-1241 House of Dansk, 4385 N.E. 12 Ter., Fort Lauderdale, FL, 33334 (305) 565-0003

Howe Furniture Corp., P.O. Box 0386, 12 Cambridge Dr., Trumbull, CT, 06611 (203) 374-7833 See p. 143 for above company's ad. Harvey Hubbell Wiring Systems, P.O. Box 3999, State St. & Bostwick Ave., Bridgeport, CT, 06605 (203) 333-1181 Human Factor Technologies, 55 Harvey Rd., P.O. Box 235, Londonderry, (603) 432-4495 NH, 03053 Hunt Country Furniture, Inc., 128 Webatuck Rd., Wingdale, NY, 12594 Hunter Douglas Inc., 87 Rte. 17 N., Maywood, NJ, 07607 (800) 431-3281 (201) 368-2600 Hunter Douglas Inc., Window Fashion Div., 601 Alter St., Broomfield, CO, 80020 (303) 466-1848 Huntington Ead, Inc., Insulating Curtain Wall, 2750 Industrial Ln., Broomfield, CO, 80020 (303) 465-4000 Hyde Park, 36 S. Main St., Orange, MA, 01364 Hyde Park Chair, Inc., 1101 Destrehan, St. Louis, MO, 63107 Hygenic Corp., 1245 Home Ave., Akron, OH, 44310 (314) 231-2853 (216) 633-8460

ICF, Inc., 305 E. 63 St., New York, NY, 10021	(212)	750-0900
ICI Fibres, A Div. of ICI Americas, 812 N. Elm St., Greensboro, NC, 27401		379-0050
IEM Marketing, Inc., 251 W. Garfield Rd., Aurora, OH, 44202 (216) 562-0777	(800)	633-7653
iil international, 7005 Fulton Industrial Blvd. S.W., Atlanta, GA, 30336		344-1100
I.O.I. Installations, 1550 W. Fort St., Detroit, MI, 48216		961-2357
See p. 270 for above company's ad.	(313)	101-2007
IPP Intl., P.O. Box 905, 11-13 Maryland Ave., Paterson, NJ, 07503	(201)	345-7440
IP 20 of America, P.O. Box 771644, Houston, TX, 77215		785-0822
Ideation, Inc., 222 So. State, Ann Arbor, MI 48104		761-4360
See p. 209 for above company's ad.	(313)	701-4500
Illumalights Mfg, Inc., 4250 Veterans Hwy., Ste. LL110, Holbrook, NY,		
11741	(516)	588-9000
Image Connection, Inc., 5504 W. Clinton Ave., Milwaukee, WI, 53223	4	222-9277
See p. 248-249 for above company's ad.	(000)	666-3611
	15031	500 0000
Importex, 1201 Story Ave., Louisville, KY, 40206		583-8382
Indiana Cash Drawer Co., 1315 S. Miller St., Shelbyville, IN, 46176		398-6643
Indiana Chair Co., Inc., P.O. Box 70, Jasper, IN, 47546		482-3143
Indiana Desk Co., 1224 Mill St., Jasper, IN, 47546		482-5727
Industrial Acoustics Co., Inc., 1160 Commerce Ave., Bronx, NY, 10462	(212)	931-8000
Inner Concepts Inc., The Design Exchange Bldg., 712 Broadway, Kansas	(0.1.5)	0.40 0717
City, MO, 64105		842-0717
Innerface Intl., 597 Cooledge Ave. N.E., Atlanta, GA, 30306		875-6412
Innocrete Systems Inc., 49 Meeker Ave., Cranford, NJ, 07016		272-0573
Innovations, Inc., 969 Third Ave., New York, NY, 10022	(212)	935-6996
Innovative Ceiling Systems, 19901 Ventura Blvd., Woodland Hills, CA, 91364	(010)	710 1335
	(818)	710-1225
Innovative Plastics, Gilbert Plastics Div., 2720 Lexington Ave., Mohegan	(01.4)	
Lake, NY, 10547	(914)	528-3537
Innovative Products for Interiors, Inc., Contract Div., 315 E. 62 St., New York, NY, 10021	(212)	828 2000
		838-2900
Inside Outfitters, 5704 Avery Rd., Amlin, OH, 43002		766-1444
The Installation Group, Inc., 2605 S. Laredo Ct., Aurora, CO, 80013		337-2660
Instant Turf Industries Inc., P.O. Box 748, Dalton, GA, 30720	(404)	226-6969
Institutional Carpet Mills, 6540 Powers Ferry Rd., Ste. 330, Atlanta, GA,		
30339	(404)	951-2075
Insul-Art Acoustics Corp., 107 Allen Blvd., Farmingdale, NY, 11735		
(516) 694-0002		
Intalite Louvers & Ceilings Inc., 3611 Commercial, Northbrook, IL, 60062	(312)	564-1570
Integrated Ceilings, Inc., 11500 Tennessee Ave., P.O. Box 64750, Los		
Angeles, CA, 90064	(213)	478-0781
Interact, Acoustical Screens Corp., 79 Industrial Dr., Drawer 545, East		
Longmeadow, MA, 01028	(413)	525-6613
See p. 6 for above company's ad.		
Interactive Graphics Services Company, Inc., 1479 Chain Bridge Rd.,		
McLean, VA, 22101	(703)	556-0910
Interface Flooring Systems, P.O. Box 1503, Orchard Hill Rd., La Grange,		
GA, 30241	(404)	882-1891

House-O-Lite, 4041 S. Emerald Ave., Chicago, IL, 60609

(312) 376-9780

Intergraph Corp., 1 Madison Industrial Pk., Huntsville, AL, 35807 Interior Crafts, Inc., 2513 W. Cullerton Ave., Chicago, IL, 60608 Interior-Scape Inc., 27 Sugar Hollow Rd., Rt. 7, Danbury, CT, 06810 Interior Woods Inc., 16318 Meridian S., Puyallup, WA, 98373 Interlacken, 11-12 30 Dr., Long Island City, NY, 11102	(205) 772-2000 (312) 376-8160 (203) 792-6062
Interior Crafts, Inc., 2513 W. Cullerton Ave., Chicago, IL, 60608 Interior-Scape Inc., 27 Sugar Hollow Rd., Rt. 7, Danbury, CT, 06810 Interior Woods Inc., 16318 Meridian S., Puyallup, WA, 98373	(203) 792-6062
Interior-Scape Inc., 27 Sugar Hollow Rd., Rt. 7, Danbury, CT, 06810 Interior Woods Inc., 16318 Meridian S., Puyallup, WA, 98373	
Interior Woods Inc., 16318 Meridian S., Puyallup, WA, 98373	
Interior Woods Inc., 10 Dr. Long Island City, NY 11102	(206) 848-2200
	(718) 278-0330
Interna Designs Ltd., 6-168 Merchandise Mart, Chicago, IL, 60654	
International Contract Furnishings Inc., 305 E. 63 St., New York, NY, 10021	(212) 750-0900
International Design, 16000 Phoenix Dr., City of Industry, CA, 91745	(818) 968-0444
See p. 40 for above company's ad.	
International Designer Imports, 89 N.E. 27 St., Miami, FL, 33137	(305) 573-0760
International Fabrics, Div. of Shelby Williams Ind., Inc., P.O. Box 1448,	
High Point, NC, 27261	(919) 434-4121
International Furniture Systems, 82 Riverside Ave., Westport, CT, 06880	(203) 222-7100
International Glide Mfg. Corp., 1805 Flower St., P.O. Box 3744, Glendale,	
CA, 91201	(213) 246-2300
International Linen Promotion Commission, 200 Lexington Ave., New York,	
NY, 10016	(212) 685-0424
International Systems Group Inc., System-Rite Seating, 316 California Ave.,	
Reno, NV, 89509	(702) 789-2631
International Terra Cotta, 690 N. Robertson Blvd., Los Angeles, CA, 90069	(213) 657-3752
InterRoyal Corp., One Park Ave., New York, NY, 10016	(212) 686-3500
Intervinyls, P.O. Box 2649, Muscle Shoals, AL, 35660	(205) 383-0124
Intex Plastics, 1255-A Lynnfield Rd., Ste. #257, Memphis, TN, 38119	(901) 761-1370
Intrends International, P.O. Box 241, Scarsdale, NY, 10583	(914) 472-5866
Intrex, Inc., 305 E. 63rd St., New York, NY, 10021	(212) 758-0922
Inventory Networking, 301 W. Cocopah, Phoenix, AZ, 85009	(602) 278-7684
Invincible Metal Furniture, 26 & Franklin Sts., P.O. Box 607, Manitowoc,	
	(414) 682-4601
WI, 54220 See p. 256 for above company's ad.	
Inwood Office Furniture, P.O. Box 646, Jasper, IN, 47546	(812) 482-6121
See p. 247 for above company's ad.	(213) 268-1847
Iron Classics, 2801 E. 11 St., Los Angeles, CA, 90023	(800) 621-1937
Ironmonger, 1822 N. Sheffield Ave., Chicago, IL, 60614 (616) 784-25	66 (616) 784-2621
	00 (010) 704-2021
Island Furniture of Sarasota, Inc., 8554 Whitfield Park Loop, Sarasota, FL,	(813) 753-5644
33580 No. 10017	(212) 686-3978
The Itkins, Contract Div., 290 Madison Ave., New York, NY, 10017	(212) 972-5240
Itoki of America, Inc., 489 5 Ave., New York, NY, 10017	(203) 348-9090
IZCO Seating, Inc., 2001 W. Main St., Stamford, CT, 06902	2037 340-3030

JG	Furniture	Systems,	A	Div.	of	Burlington	Industries,	Quakertown, PA,
	10071							

G Furniture Systems, A Div. or Burlington industries, Quakertown, FA,	
18951	(215) 536-7343
J & J Industries, Inc., P.O. Box 1287, J & J Dr., Dalton, GA, 30720	(404) 278-4454
Jackson-Allen Furniture Corp., 305 E. 63 St., New York, NY, 10021	(212) 753-2010
Jackson Northeast, 245 Market St., Lawrence, MA, 01842	(617) 687-7212
Leif Jacobsen Ltd., 130 Yorkland Blvd., Willowdale, M2J 1R5, Ont., Canada	(416) 491-3333
Jaff Bros. Woodworks Inc., 41-43 37 St., Long Island City, NY, 11101	(718) 784-1477
Jansko, Inc., 1800 S.W. 34 St., Fort Lauderdale, FL, 33315	(305) 522-6791
Jason Industrial Inc., Rubber Floor Div., 340 Kaplan Dr., Fairfield, NJ,	
07006	(201) 227-4904
Jasper Chair Co., P. O. Box 311, Jasper, IN, 47546	(812) 482-5239
Jasper Desk Co., P. O. Box 111, Jasper, IN, 47546	(812) 482-4132
Jasper Seating Co., P. O. Box 231, Jasper, IN, 47546	(812) 482-3204
Jasper Wood Products, Inc., P.O. Box 271, Jasper, IN, 47546	(812) 482-3454
Jayden Inc., P.O. Box 200, Hyde Park, NOM 1Z0, Ont., Canada	(519) 471-3010
Jefsteel Business Equipment, 1345 Halsey St., Brooklyn, NY, 11237	(212) 497-4004
Jensen International, Inc., 150 Milner Ave., Unit 39, Scarborough, M1S	
3R3, Ont., Canada	(416) 299-6466
Joanna Western Mills Co., 2141 S. Jefferson St., Chicago, IL, 60616	(312) 226-3232
Jofco, 13 & Vine Sts., Jasper, IN, 47546	(812) 482-5154
See p. 29 for above company's ad.	
John Paul Associates, P.O. Box 551, Franklin, MI, 48025	(313) 626-9558
Johnson Industries Inc., 1424 Davis Rd., Elgin, IL, 60120	(312) 695-1242
particular independent in a manual and and	

ohnson	Rubber	Co.,	Flooring	Produc	ts Div.	, 16025	Johnson St.,	
	ddlefield,							
Jonells I	Products	Co.,				Tarzana,	CA, 91356	

Jones & Morris Photo Enlarging Ltd., 24 Carlaw Ave., Toronto, M4M 2R7, Jones & Morris Photo Enlarging Ltd., 24 Carlaw Ave., Toronto, M4M 287 Ont., Canada J. Josephson, Inc., 20 Horizon Blvd., S. Hackensack, NJ, 07606 Juhasz Inc., 4515 W. Adams Blvd., Los Angeles, CA, 90016 Juno Lighting, 2001 S. Mt. Prospect Rd., P.O. Box 5065, Des Plaines, IL, 60017

(416) 465-5466 (201) 440-7000 (213) 731-6789

(312) 827-9880

(216) 632-1611 (818) 708-2565

K	
KCR Fabrics Inc., 867 Merchandise Mart, Chicago, IL, 60654	(312) 644-4287
KD/Context, One KD Dr., Belmont, MS, 38827	(601) 454-3451
See p. 140 for above company's ad.	
KVTV Ltd., P.O. Box 12702, Oklahoma City, OK, 73157	(405) 947-0950
Vladimir Kagan Designs, Inc., 232 E. 59 St., New York, NY, 10022	(212) 371-1512
Kaleidoscope Limited, Inc., P.O. Box 66, Lamont, FL, 32336	(904) 997-4569
Kamar Products Inc., 2 S. Buckhout St., Irvington-on-Hudson, NY, 10533	(914) 591-8700
Karastan Rug Mills, 919 Third Ave., New York, NY, 10022	(212) 980-3434
Kardex Systems, Inc., P.O. Box 171, Marietta, OH, 45750	(614) 374-9300
Karman Ltd., 7931 Deering Ave., Canoga Park, CA, 91304	(818) 888-3818
Kasparians Inc., 815 S. Fremont Ave., Alhambra, CA, 91803	(818) 289-7895
See p. 11 for above company's ad.	
Kay Springs Inc., 175 Eileen Wy., Syosset, NY, 11791	(516) 364-2010
Kebo Healthcare Systems, 1809 Elmdale Ave., Glenview, IL, 60025	(312) 729-5700
Keene Corp., Genlyte, 346 Claremont Ave., Jersey City, NJ, 07305	(201) 333-5120
Keene Lighting Products, Industrial Way, Wilmington, MA, 01887	(617) 657-7600
Keilhauer Contract Seating, 946 Warden Ave., Toronto, M1L 4C6, Ont.,	(0117) 007 1000
Canada	(416) 421-8400
Keleen Leathers, 1281 Merchandise Mart, Chicago, IL, 60654	(312) 644-6290
Kemos Carpets Intl., 8687 Melrose Ave., Space #377, Los Angeles, CA,	10127 011 0200
90069	(213) 657-6580
Kemos Carpets Intl., 1135 Shallowford Rd., Marietta, GA, 30066	(404) 926-6194
Kemos Carpets Int'l., Interface Flooring Systems, 200 Lexington Ave., New	(404) 320-0134
York, NY, 10016	(212) 683-6622
Kendall U.S.A., P.O. Box 8839, 2900 S. Horseshoe Dr., Naples, FL, 33963	(813) 774-4808
Kenlin Enterprises, 1530 Old Skokie Rd., Highland Park, IL, 60035	(312) 831-2300
Kenmore Carpet Corp., 979 Third Ave., New York, NY, 10022	(212) 755-8400
Kenmore Furniture Co., Inc., 352 Park Ave. S., New York, NY, 10022	(212) 683-1888
Kenney Drapery Assoc., Inc., 1785 Broad Causeway, N. Miami, FL, 33181	(305) 895-2224
Kentile Floors, Inc., 58 Second St., Brooklyn, NY, 11215	(718) 768-9500
Kentucky Wood Floors, 4200 Reservoir Ave., Louisville, KY, 40213	(502) 451-6024
Kewaunee Scientific Equipment Corp., Lab Div., P.O. Box 5400, Hwy. 21	(302) 431-0024
North, Statesville, NC, 28677	(704) 873-7202
Kiesling-Hess, 300 W. Bristol St., Philadelphia, PA, 19140	(215) 457-0906
See p. 82 for above company's ad.	
Kimball Office Furniture Co., 1600 Royal St., Jasper, IN, 47546	(812) 482-1600
Kimric Products, 162 Eastern Ave., Lynn, MA, 01902	(617) 598-1400
C. Kind & Co., Inc., 137 W. 28 St., New York, NY, 10001	(212) 947-2130
Kinetics, 110 Carrier Dr., Rexdale, M9W 5R1, Ont., Canada	(416) 675-4300
King Arthur Inc., 965 Bethel Ave., Pennsauken, NJ, 08110 (609) 662-9	010 (800) 257-7244
King Arthur Chair Co., Inc., 5501 N.W. 36 Ave., Miami, FL, 33142	(305) 635-6650
King Refrigerator Corp., 7602 Woodhaven Blvd., Glendale, NY, 11385	(718) 897-2200
See p. 112 for above company's ad.	
Kirsch Co., Div. Cooper Industries, Inc., 309 N. Prospect St., Sturgis, MI,	
49091	(616) 651-0211
Carl Kisabeth Furniture, 5320 Glenview Dr., Ft. Worth, TX, 76117	(817) 281-7560
Kittinger Co., General Mills, Inc., 1893 Elmwood Ave., Buffalo, NY, 14207	(716) 876-1000
Kleen-Tex Inds., Inc., Weaving Div., La Grange, GA, 30241	(404) 882-8134
Kliegl Brothers, 32-32 48 Ave., Long Island City, NY, 11101	(212) 786-7474
Knape & Vogt, 2700 Oak Industrial Dr. N.E., Grand Rapids, MI, 49505	(616) 459-3311
Knipp & Co. Inc., 3401 S. Hanover St., Baltimore, MD, 21225	(301) 355-0440
Knoll Carpet, 655 Madison Ave., New York, NY, 10021	(212) 207-2200
Knoll International, 655 Madison Ave., New York, NY, 10021	(212) 207-2200
Knoll Textiles, 655 Madison Ave., New York, NY, 10021	(212) 207-2200
Koch & Lowy, Inc., 21-24 39th Ave., Long Island City, NY, 11101	(718) 786-3520

## CONTRACT MANUFACTURERS

Kofabco, Inc., P.O. Box 165, 21 E. Riverside Dr., Peru, IN, 46970 KorPine Div., Willamette Industries, P.O. Box 1245, Bend, OR, 97701 George Kovacs Lighting, Inc., 230 Fifth Ave., New York, NY, 10001 Kraus Carpet Mills Ltd., 65 Northfield Dr., Waterloo, N2J 4J4, Ont., Canada Kravet Fabrics Inc., 201 E. 56 St., New York, NY, 10022 Krefab Corp., 240 N. Oak St., Copiague, NY, 11726 Kroin Inc., Charles Sq., Ste. 300, Cambridge, MA, 02138 Kron u.s.a., 1321 N.W. 65 Pli, Ft. Lauderdale, FL, 33009 Kroy Inc., P.O. Box C-4300, Scottsdale, AZ, 85261 Krueger, P.O. Box C. 100, Green Bay, WI, 53400 (800) 441-1100 (503) 382-6001 (212) 683-5744 (519) 884-2310 (212) 421-6363 (212) 895-1862 (617) 492-4000 (305) 973-6911 (602) 948-2222 (800) 328-1306 (414) 468-8100 Krueger, P.O. Box 8100, Green Bay, WI, 54308 54-55 for abov Krug Furniture Inc., 111 Ahrens St. W., Kitchener, Ont., N2H 4C2, Canada Kustom Fit Mfg. Co., Guaranty of CA. Div., 10520 Sessler St., South Gate, (519) 743-8281

CA, 90280 Kwik File, Inc., 700 Colorado Ave. S., Golden Valley, MN, 55416 Kwik Wall Co., P.O. Box 3267, Springfield, IL, 62708 (213) 283-7155 (612) 546-1980 (217) 522-5553

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L	
LBF Office Systems Collection, Div. Joyce Intl., 640 Whiteford Rd., P.O.	
Box M-26, York, PA, 17405	(717) 854-154
L&B Mfg. Corp., 2144 Colorado Ave., Santa Monica, CA, 90404	(213) 870-5771
L&B Products Corp., 3232 Lurting Ave., Bronx, NY, 10469	(212) 882-5400
LP Products, Div. of Eldon Industries Inc., 14817 S. McKinley Ave., Posen, IL, 60469	
LSI Corp. of America, Inc., 2100 Xenium Ln., Minneapolis, MN, 55441	(312) 597-6097
LUI-Laminates Unlimited, Inc., 550 E. Lombard St., Baltimore, MD, 21224	(612) 559-4664
See p. 150 for above company's ad.	(301) 522-4133
La-Z-Boy Contract, 1284 N. Telegraph Rd., Monroe, MI, 48161	(212) 242 444
See p. 26 for above company's ad.	(313) 242-1444
Labofa, 1281 Anderson Dr., San Rafael, CA, 94901	(415) 457 0000
Lackawanna Leather Co., P.O. Box 939, Conover, NC, 28613	(415) 457-9933
	(704) 322-2015 17 (800) 535-5002
Lambrecht, Mandell & Assoc., 6511 E. State Rd. 46, Bloomington, IN,	17 (000) 535-5002
47401	(812) 334-0417
amica Corp., Rte. 59, P.O. Box W, Hillburn, NY, 10931	(914) 368-1200
amin-Art, Inc., 1330 Mark St., Elk Grove Village, IL, 60007	(800) 323-7624
aminating Services, Inc., P.O. Box 32159, Louisville, KY, 40232	(502) 458-2614
ee p. 284 for above company's ad.	(302) 430-2014
aminite Plastics, 1 Laminite Dr., Morristown, TN, 37815	(615) 586-7582
andes Mfg. Co., Box 2197, Gardena, CA, 90247	(213) 327-1777
andscape Forms, Inc., 431 Lawndale Ave., Kalamazoo, MI, 49001	(616) 381-0396
ane's Floor Coverings, Inc., 192 Lexington Ave., New York, NY, 10016	(212) 532-5200
ack Lenor Larsen, 41 E. 11 St., New York, NY, 10003	(212) 674-3993
aserColor Laboratories, P.O. Box 027536, Fairfield Dr., West Palm Beach,	
FL, 33402	(305) 848-2000
attoflex Div., of Slatopedic/Dyn Corp., 285 Palisade Ave., Cliffside Pk., NJ,	
07010	(201) 945-6662
avi Industries, 8577 Canoga Ave., Canoga Park, CA, 91304	(800) 624-6225
ee p. 156 for above company's ad.	
awrence Metal Products, Inc., P.O. Box 400 M., Dept. C., Bayshore, NY,	
11706	(516) 666-0300
ee p. 158 for above company's ad.	
. H. Lawson Co., 801 Evans St., Cincinnati, OH, 45204	(513) 251-2400
azarus Contract, 9303 E. 46 St., Tulsa, OK, 74145 (800) 331-385	50 (800) 331-3850
eaf Designs, 999 E. Mandoline, Madison Heights, MI, 48071	(313) 585-1374
eathercraft Inc., P.O. Box 755, Conover, NC, 28613	(704) 322-3305
ectrosonics, Inc., 2100 Atrisco Dr. N.W., Box 12617, Albuquerque, NM,	
87195	(505) 831-1010
edu Corp., 25 Lindeman Dr., P.O. Box 358, Trumbull, CT, 06611	(203) 371-5500
ee/Jofa, 800 Central Blvd., Carlstadt, NJ, 07072	(201) 438-8444
ees Carpets, Div. Burlington Industries Inc., Valley Forge Corporate Ctr.,	
King of Prussia, PA, 19406 (215) 666-777	0 (800) 523-5647
eggett & Platt, Inc., P.O. Box 757, Carthage, MO, 64836	(417) 358-8131
eggett & Platt Inc., Masterack, 905 Memorial Dr., Atlanta, GA, 30316 ehigh-Leopold, Div. Joyce Intl., One Joyce Dr., Burlington, IA, 52601	(404) 525-5501
ee n. 267 for above company's ad	(800) 553-2371 -

e p. 267 for above company

Leisurelite Industries, Inc., 7988 N.W. 56 St., Miami, FL, 33166, (305) 592-9239

Let There Be Neep BO Box 227 Could faith the Mid and and	
Let There Be Neon, P.O. Box 337, Canal St. Sta., New York, NY, 10013 Leteron, 3305 Kashiwa St., Torrance, CA, 90505 (213) 534-1630	(212) 966-4772
Lettering Specialists Inc. 8142 Million addition Studies (213) 534-1630	0 (800) 446-5050
Lettering Specialists Inc., 8142 N. Lawndale Ave., Skokie, IL, 60076 Level of Winchendon, Div. Mason & Parker Mfg. Co., 28 Front St.,	(312) 674-3414
Winchendon, MA, 01475	(617) 297-1500
Leviton Mfg. Co., Inc., 59-25 Little Neck Pkwy., Little Neck, NY, 11362	(212) 229-4040
Levolor Lorentzen, Inc., 1280 Wall St. W., Lyndhurst, NJ, 07071	(201) 460-8400
Lewittes Furniture Ent. Inc., 171 Madison Ave., New York, NY, 10016	(212) MU4-2255
See p. 261 for above company's ad.	
Libbey Glass div., Owens-Illinois, Inc., One SeaGate, Toledo, OH, 43666	(419) 247-5296
Liberty Hardware, 499 Old Tarrytown Rd., White Plains, NY, 10603	(914) 683-1200
Library Bureau, Inc., 801 Park Ave., Herkimer, NY, 13350	(315) 866-1330
Lifeline Industries, 330 E. Main St., Swainsboro, GA, 30401	(912) 237-6611
Light/Inc., 1162 Second Ave., New York, NY, 10021	(212) 838-1130
Lighting Associates, Inc., 305 E. 63 St., New York, NY, 10021	(212) 751-0575
Lighting Products, Inc., P.O. Box 608, Gurnee, IL, 60031	(312) 360-0010
Lighting Services, Inc., 150 E. 58 St., New York, NY, 10155	(212) 838-8633
Lightolier, Inc., 346 Claremont Ave., Jersey City, NJ, 07305	(201) 333-5120
Lightron of Cornwall Inc., 65 River Rd., New Windsor, NY, 12550	(914) 562-5500
Lightworks, 3345 W. Hunting Park Ave., Philadelphia, PA, 19132	(215) 223-9200
See p. 80 for above company's ad.	
Linguanotto Inc., 450 Southlake Blvd., Richmond, VA, 23236	(800) 521-3015
See p. 68 for above company's ad.	
Lino Ambiante, Div. General Drapery, 635 W. 23 St., New York, NY,	
10011	(212) 924-7200
Lista Int'l, 2520 Miramer, Long Beach, CA, 90815	(213) 498-0097
Litecontrol Corp., Hawks Ave., P.O. Box 247, Hanson, MA, 02341	(617) 293-5421
Litelab Corp., 251 Elm St., Buffalo, NY, 14203	(716) 856-4300
The Christopher Lloyd Collection, Inc., 3 Loomis Pl., New Haven, CT,	
06511	(203) 624-2433
Loewenstein/Oggo, 1801 N. Andrews Ave. Extension, P.O. Box 10369,	
Pompano Beach, FL, 33061-6369	(305) 975-2447
F. W. Lombard, Co., 34 Pleasant St., South Ashburnham, MA, 01466	(617) 827-5333
Lombardo & Co., 300 Richardson St., Brooklyn, NY, 11222	(212) 388-4024
London Gardens, P.O. Box 333, Ridgefield, CT, 06877	(203) 438-3005
Robert Long Lighting, 55 W. Grant, P.O. Box 770, Healdsburg, CA, 95408	(707) 431-1050
Lonseal Inc., Bldg. A, 928 E. 238 St., Carson, CA, 90745	(213) 775-4048
Lopez Morton, 3819 Fondren, Houston, TX, 77063	(713) 975-9721
Lotus Carpets, P.O. Box 1238, Columbus, GA, 31902	
Loughman, 2121 Walton Rd., St. Louis, MO, 63114	(314) 428-0321
Louverdrape, Inc., 1100 Colorado Ave., Santa Monica, CA, 90401	(213) 450-6100
Louvertec Ltd., 9855 Meilleur St., Montreal, H3L 3J6, Que., Canada	(514) 382-2044
Lubike Mobelwerke, c/o Pieter Schat, P.O. Box 202, Sta. M, Toronto, M65	
4T3, Ont., Canada	(416) 769-0812
Lumen Design, Inc., P.O. Box 5172, Beverly Hills, CA, 90210	(213) 855-1185
Lumex Inc., 100 Spence St., Bay shore, NY, 11706 (516) 273-2200	(800) 645-5272
Luminaire Contract, Inc., 7300 S.W. 45 St., Miami, FL, 33155	(305) 264-0485
Lundia, Inc., 600 Capitol Way, Jacksonville, IL, 62650	(217) 243-8585
Harry Lunstead Designs, Inc., 8655 S. 208, Kent, WA, 98031 See p. 15 for above company's ad.	(206) 872-8835
Lutron Electronics, Coopersburg, PA, 18036	(215) 282-3800
Luxo Lamp Corp., Monument Park, P.O. Box 951, Port Chester, NY, 10573	(914) 937-4433
Luxor Corp., 2245 Delany Rd., Waukegan, IL, 60085	(312) 244-1800
Luxout Products, P.O. Box 1118, Richmond, VA, 23208	(804) 644-2355
J.M. Lynne Wallcoverings, 59 Gilpin Ave., P.O. Box 1010, Smithtown, NY, 11788	
	(800) 645-5044

M/B Designs, Inc., 737 Second St., Oakland, CA, 94607	(415) 835-2080
MDC Wallcoverings, 1200 Arthur Ave., Elk Grove Village, IL, 60007	(312) 437-4000
M. & J. Desk Mfg. Co., 14440 Don Julian Rd., City of Industry, CA, 91746 See p. 212 for above company's ad.	(818) 333-7487
M & M Engraving, 5320 Ivanhoe Dr., Kalamazoo, MI, 49002 MPC, Inc., Noise Control Products Div., 835 Canterbury Rd., Westlake,	(616) 344-3908
OH, 44145	(216) 835-1405
MTS Seating, Drier Div. of Michigan Tube Swagers & Fab. Inc., 1244 W. Dean Rd., Temperance, MI, 48182	(313) 817 3075
See p. 205 for above company's ad.	(313) 847-3875
Hugh Mackay, Heller Group, P.O. Box 5184, Beverly Hills, CA, 90210	(213) 858-0454

MACNEEL Systems Corp., 4700 Industrial Dr., Clarklake, MI, 49234 Macotta Corp., Leaf Fiberglass Designs, 999 E. Mandoline, Madison Heights, MI, 48071

Madison Furniture Industries, P.O. Drawer 111, Canton, MS, 39046 Magna Design Inc., 5804 204 St. S.W., Lynnwood, WA, 98036 Magna Visual, Inc., 1200 N. Rock Hill Rd., St. Louis, MO, 63124 Magni-Flood, 1085 Prospect Ave., West Islip, NY, 11795 Magnuson Group, 161 Tower Dr., Burr Ridge, IL, 60521

Maharam Fabric Corp., P.O. Box 300, Rasons Ct., Hauppauge, NY, 11788 Anton Maix Fabrics Inc., P.O. Box 21306, Ft. Lauderdale, FL, 33335

Major Partitions, P.O. Box 2167, Irwindale, CA, 91706 Malcolite Corp., 590 Monterey Pass Rd., Monterey Park, CA, 91754 Malden Mills Ind. Inc., Malden Contract Velvets, 450 Seventh Ave., New York, NY, 10123

Mallin Co., Inc., 22011 Ventura Blvd. Ste. 200, Woodland Hills, CA, 91364 Manchester Intl. Inc., P.O. Box 1463, Calhoun, GA, 30701 Joseph Manley Co., 10632 Tesshire Dr., Box 29317, St. Louis, MO, 63126 Cy Mann Designs Ltd., 979 Third Ave., New York, NY, 10022

Karl Mann Associates, 232 E. 59 St., New York, NY, 10022 R. A. Manning Co., Inc., 1810 North Ave., Sheboygan, WI, 53081 Mannington Mills Inc., P.O. Box 30, Salem, NJ, 08079 Manuscreens, 20 Horizon Blvd, S. Hackensaf, V. N. 07606 Marathon Carey-McFall Co., P.O. Box 500, Montgomery, PA, 17752 Marble Technics Ltd., 150 E. 58 St., New York, NY, 10155 Marden Mfg. Inc., 5823 N. Ravenswood, Chicago, IL, 60660

Mark's International Oriental Rugs & Carpets, 5512 Johnson Dr., Mission, KS, 66202

R.T. Marks, 1718 Hiline, Dallas, TX, 75207 Marlock Inc., Route 2, Box 3A, Maynardville, TN, 37807 Marnay Sales & Mfg. Co., Inc., 41 E. 42 St., New York, NY, 10017 Marsh Chalkboard Co., P.O. Box 467, Dover, OH, 44622 Martin Instrument Co., 13450 Farmington Rd., Livonia, MI, 48150 Marushka, Inc., P.O. Box 246, Grand Haven, MI, 49417 Marvel, Div. Dayton-Walther Corp., P.O. Box 997, Richmond, IN, 47374 Marvel Metal Products, Inc., 3843 W. 43 St., Chicago, IL, 60632 Mary Street Studio, 346 Mary St., Saugatuck, MI, 49453 Masland Carpets, P.O. Box 40, Carlisle, PA, 17013 Masonite Corp., Commercial Div., 202 Harger St., Dover, OH, 44622 Masonite Corp., Commercial Div., P.O. Box 1048, Laurel, MS, 39440 Masonite Corp., MC Div., 2901 Anaconda Rd., Tarboro, NC, 27886 Massey Seating, P.O. Box 5658, 100 Taylor St., Nashville, TN, 37208 Master Caster Co., Div. Master Manufacturing Co., 9200 Inman Ave., Cleveland, OH, 44105 Master Metal Works, 1805 Potrere Ave., South El Monte, CA, 91733 Matel Mfg. Co., Inc., 157 W 27 St., Los Angeles, CA, 90007 Matthews Intl. Corp., Architectural Div., 1315 W. Liberty Ave., Pittsburgh, PA. 15226 S.A. Maxwell, 1406 N. Milwaukee Ave., Chicago, IL, 60622 Mayline, 619 N. Commerce St., Sheboygan, WI, 53081 Maynard Plastics, 49 Congress St., Salem, MA, 01970

### McDonald Products Corp., 2685 Walden Ave., Buffalo, NY, 14225

McInnis & Co., 431 N. Western Ave., Chicago, IL, 60612 McPhilben Lighting, 270 Long Island Expwy., Melville, NY, 11747 Mecho Shade Corp., Div. Joel Berman & Assoc. Inc., 42-03 35 St., Long Island City, NY, 11101

Medallion Leisure Furniture, 2900 N.W. 77 Ct., Miami, FL, 33122 Mega Cadd, Inc., 401 Second Ave. S., Seattle, WA, 98104 Meilink Safe Co., 6245 Industrial Pkwy., P.O. Box 2458, Whitehouse, OH, 43571

43571 Meisel Photographic Design Div., P.O. Box 222149, Dallas, TX, 75222 Melded Corp., 1307 E. Warner Ave., Santa Ana, CA, 92705 Mepla, Inc., P.O. Box 1469, 1117 Sherman Rd., High Point, NC, 27261 Meridian, 6830 Grand Haven Rd., Spring Lake, MI, 49456 Metal-Weave Products Corp., 111 Cedar St., New Rochelle, NY, 10801 Metalewave Products, P.O. Box 399, Libertyville, IL, 60048 Metalstand Co., 11200 Roosevelt Blvd., Philadelphia, PA, 19115 Metror Mg, 749 S. Kohler St., Los Angeles, CA, 90021 Metcor Mfg., 749 S. Kohler St., Los Angeles, CA, 90021 See p. 93 for above company's ad.

(313) 271-7920 (313) 585-1374 (601) 859-8000 (800) 233-2304 (314) 962-9804 (516) 669-4500 (312) 850-9088 (516) 582-3434 (800) 327-3716 (213) 686-1998 (818) 289-0115 (212) 563-0404 (818) 992-4838 (404) 625-0810 (314) 843-5848 (212) 758-6830 (212) 688-7141 (414) 458-2184 (609) 935-3000 (201) 440-7000 (800) 233-8756 (212) 750-9189 (312) 769-5100 (913) 722-2242 (214) 748-7693 (615) 992-8552

(212) 682-0920
(216) 343-8825
(313) 525-1990
(616) 846-3510
(800) 428-6644
(800) 621-8846
(616) 857-4722
(717) 249-1866
(216) 343-6621
(601) 425-3611
(919) 823-2011
(615) 242-2561
(216) 641-0500
(213) 444-8818
(213) 747-2152
(412) 344-4200
(312) 276-1520
(414) 457-5537
(617) 744-8000
(716) 684-7200
(312) 243-5254
(516) 293-8500
(718) 729-2020
(305) 592-1661
(206) 623-6245

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(312) 276-1520	
(414) 457-5537	
(617) 744-8000	
(716) 684-7200	
(312) 243-5254	
(516) 293-8500	
(718) 729-2020	
(305) 592-1661	
(206) 623-6245	
(419) 877-5352	
(214) 350-6666	
(714) 957-5789	k.
(019) 883.7171	

Methods Research, Asbury Ave., Dept. CT, Farmingdale, NJ, 07727	
(201) 938-60	000 (800) 631-2233
Metropolitan Ceramics Inc., 1201 Millerton Rd., S.E., P.O. Box 9240, Canton OH 44711 (216) 484-4876 (800) 453-0333(	excent AK HI OH)
	except ring the orth
Metropolitan Furniture Corp., 245 E. Harris Ave., South San Francisco, CA, 94080	(415) 871-6222
Meuble Design International, P.O. Box 19188, Washington, DC, 20036	
Micarta Div., Westinghouse Electric Corp., Chatham Ctr., P.O. Box 1017,	
Pittsburgh, PA, 15230	(412) 255-4520
Micro-Vector, Inc., 1 Byram Brook Place, Armonk, NY, 10504	(914) 273-8700
Microdyne Co., 5 W. Sixth St., P.O. Box 1056, Mansfield, OH, 44901	
(419) 522-0001 (800) 537-5573 (	800) 472-5731(OH)
Mid Atlantic Graphics, Inc., 7025 West Chester Pike, Upper Darby, PA,	
19082	(215) 877-6500
Mid Channel Design & Mfg., P.O. Box 668, Elkhart, IN, 46515	(219) 264-5929
Mid Channel Design & Mig., P.O. Box 600, Ekilari, 14, 40515	(704) 249-3931
Mid-State Tile Co., P.O. Box 1777, Lexington, NC, 27293	
Middletown Leather Co., 200 Valentine St., P.O. Box 607, Hackettstown,	(201) 852-6400
NJ, 07840	(412) 323-5400
Midland-Ross Corp., P.O. Box 1548, Pittsburgh, PA, 15230	(513) 526-3662
Midmark, 60 Vista Dr., Versailles, OH, 45380	
Midwest Custom Brass, 208 E. Main St., Round Lake Park, IL, 60073	(312) 546-2820

(816) 421-0209 Midwest Embrodiery Co., 1515 Swift Ave., North Kansas City, MO, 64116 Midwest Folding Products, 1414 S. Western Ave., Chicago, IL, 60608 Mill Craft Furniture, 5930 E. Shull St., Bell Gardens, CA, 90201 (312) 666-3366 (213) 581-6261 Miller Desk, 1212 Lincoln Dr., P.O. Box 5728, High Point, NC, 27262 Herman Miller Inc., 2855 44 St., Grandville, MI Howard Miller Clock Co., 860 E. Main, Zeeland, MI, 49464 (919) 886-7061 (616) 531-8860 (616) 772-9131 Miller Ltg.-Hubbell Ltg. Div., Harvey Hubbell Inc., 2000 Electric Way, (703) 382-6111 Christiansburg, VA, 24073 Milliken Contract Carpets, P.O. Box 2956, LaGrange, GA, 30241 (404) 883-5511 (212) 885-2426 John Mini Indoor Landscapes Ltd., 233 Fordham St., City Island, NY, 10464 Mira-X International Furnishings Inc., 246 E. 58 St., New York, NY, 10022 (212) 752-3618 (800) 647-6472 (213) 204-4400 Miroir Brot, 5555 S. Sepulveda Blvd., Culver City, CA, 90230 Mirror of Sweden, Inc., 1032 Hercules Ave., Houston, TX, 77058 Mirrorlite, Div. Kamar Products Inc., 2 S. Buckhout St., Irvington on (713) 480-3310 (914) 591-8700 Hudson, NY, 10533 Missouri Oak Chair, 6509 Hadley, Raytown, MO, 64133 Mitchell Designs, 416 Junipero Serra Drive, San Gabriel, CA, 91776 (816) 353-8485 (213) 283-0471 (414) 645-8140 Mitchell Mfg. Co., 2740 S. 34 St., P.O. Box 15523, Milwaukee, WI, 53215 Mitsubishi Chemical Industries America Inc. (MCIA), 81 Main St., White (914) 761-9491 Plains, NY, 10601 (800) 523-2470 Mobi Contract Furniture, P.O. Box 303, Ft. Washington, PA, 19034 Mod-Systems Inc., P.O. Box 585, Greer, SC, 29652 Modar, Inc., 1394 E. Empire Ave., P.O. Box 1407, Benton Harbor, MI, (803) 879-3850 (800) 253-6186 49022 Mode Corp., 14700 Doolittle Dr., San Leandro, CA, 94577 Modern Contract Furniture, Inc., 74 Sand St., P.O. Box 278, Gardner, MA, (415) 895-8570 (617) 632-4700 01440 (415) 568-6650 Modern Mode, Inc., P.O. Box 5555, San Leandro, CA, 94577 Modern Partitions, Div. Trendway Corp., P.O. Box 728, Holland, MI, (616) 399-3900 49423 Modern Plastics Corp., 152 Horton St., Wilkes Barre, PA, 18702 Modernfold, American-Standard Co., P.O. Box 310, New Castle, IN, 47362 (717) 822-1124 (317) 529-1450 Modernfold Doors Inc., 168 S. Van Brunt St., Englewood, NJ, 07631 (201) 871-0150 Modeworks, 41 White St., New York, NY, 10013 Modu-Build Inc., 1750 Steeles Ave. W., Ste. 9A, Concord, L4K 2L7, Ont., (212) 226-4079

(416) 738-0970 Canada Modu Form Inc., 172 Industrial Rd., P.O. Box 400, Fitchburg, MA, 01420 Modular Cleaning Services, 46-26 Flatlands Ave., Brooklyn, NY, 11234 (617) 345-7942 (212) 258-4242 Modular Cleaning Services, 46-26 Flatiands Ave., Brookiyi, Ki, Fil23 Modular Concepts Inc., 333 W. Merrick Rd., Valley Stream, NY, 11580 Modular Design Inc., 15541 Mosher St., Tustin, CA, 92680 Modular Office Installation, P.O. Box 1513, Bridgeview, IL, 60455 Modular Systems, 169 W. Park St., Fruitport, MI, 49415 (516) 561-7800 (714) 838-8560 (312) 436-4818 (616) 865-3167 Modulex, 2920 Wolff St., Racine, WI, 53404 Modulightor, 54 W. 57 St., New York, NY, 10019 (414) 632-5330 (800) 632-4321 (212) 765-1480 Mohawk Carpet, Mohasco Corp., 1755 The Exchange, Atlanta, GA, 30339 (404) 951-6000 (516) 334-2885 Molla, Inc., 110 State St., Westbury, NY, 11590 Mondo Rubber Canada Ltd., 2655 Francis Hughes St., Chomedy Indl. Pk., (514) 668-7600

Laval H7L 358, Que., Canada Monel Contract Furniture Inc., P.O. Box 291, Oakland Gardens, NY, 11364 (718) 225-8535

## CONTRACT MANUFACTURERS

Monitor, Div. of The L.J. Kelley Co., 3000 S. Alaska, P.O. Box 9038,	
Tacoma, WA, 98409	(206) 475-5800
Monsanto Textiles Co., 320 Interstate N. Pkwy., Atlanta, GA, 30339	(404) 955-4000
Montel Inc., P.O. Box 130, Montmagny, G5V 355, Que., Canada	(418) 248-0235
Monteverdi-Young, 8687 Melrose Ave., Los Angeles, CA, 90069	(213) 659-7220
Montisa Office Furniture, Div. Northland Corp., 701 Ranney Dr., P.O. Box	
114, Greenville, MI, 48838	(616) 754-5601
See p. 105 for above company's ad.	
Monumental Construction & Moulding, 1512 14 St. N.W., Washington, DC,	
20005	(202) 745-0658
Benjamin Moore Co., 51 Chestnut Ridge Rd., Montvale, NJ, 07645	(201) 573-9600
Ted Morris & Assoc., 1933 S. Broadway, Los Angeles, CA, 90007	(213) 747-0381
Moser Contract Furniture, P.O. Box 68, New Gloucester, ME, 04260	(207) 926-4883
J.L. Motif Co., 139-43 85 Dr., Jamaica, NY, 11435 (212) 361-0830	(212) 523-4123
Mount Airy Furniture, Box 1247, Mount Airy, NC, 27030	786-8383
Mount Hope Finishing Co., 111 W. 40 St., New York, NY, 10018	(212) 840-7272
Mueller Furniture Corp., P. O. Box 2624, 514 Fifth St. N.W., Grand Rapids,	
MI, 49501	(616) 451-2738
Multiplex Display Fixture, 1555 Larkin Williams Rd., Fenton, MO, 63026	(314) 343-5700
Murphy-Miller Co., Div. HON Co., P.O. Box 1220, Owensboro, KY, 42301	(502) 684-4221
R. C. Musson Rubber Co., 1318 E. Archwood, P.O. Box 7038, Akron, OH,	
44306	(216) 773-7651
See p. 279 for above company's ad.	
Muzak Corp., 1000 Shames Dr., Westbury, NY, 11590	(516) 997-6300
Myrtle Desk Co., P.O. Box 2490, High Point, NC, 27261	(919) 885-4021

NM Industries, 3580 Pierce Dr., Atlanta, GA, 30341	(800) 554-922
Naco Fabrics, 145 Plant Ave., Hauppauge, NY, 11788	(516) 231-820
Namesign Corp., 23011 Moulton Pkwy., Laguna Hills, CA, 92653	(714) 586-615
Nanik, 7200 W. Stewart Ave., Wausau, WI, 54401	(715) 842-465
National Art Services Co., Inc., 5411 Feagan, P.O. Box 70165, Houston,	
TX, 77007	(713) 869-586
National Carpet Mills, Inc., 6540 Powers Ferry Rd., Ste. 330, Atlanta, GA	
30339	(404) 951-207
National Floor Products Co., Inc., P.O. Box 354, Florence, AL, 35631	(205) 766-023-
National Gypsum Co., Corporate Pl. 128, Bldg. 3, Ste. 25, Wakefield, MA 01880	
	(617) 246-513(
National Products, Inc., 900 Baxter Ave., Louisville, KY, 40204	(502) 583-3038
Naturescapes, Inc., 24 Mill St., Newport, RI, 02840	(401) 847-7464
Navan Carpets Inc., 919 Third Ave., New York, NY, 10022 (212) 752	-9117 (800) 223-2044
Neal Slate Co., 7975 Wallace Rd., Eden Prairie, MN, 55344	(612) 937-2404
Negev Ceramics, 465 Park Ave., Ste. 302, New York, NY, 10022	(212) 753-1202
Nello Systems Co., Inc., Spec-Built Furniture/Wall Systems, 7079 Brookda	
Dr., Baltimore, MD, 21227	(301) 796-3750
Nelson-Adams Co., Acoustical Screen Div., 1872 Rollins Rd., Burlingame, CA, 94010	
	(415) 589-3787
Nelson-Harkins Inds., 5301 N. Kedzie Ave., Chicago, IL, 60625 Hugh Nelson Incorporated, 1015 Chestnut St., Ste. 714, Philadelphia, PA,	(312) 478-6243
19107	
Nemschoff Chairs, 2218 W. Water, Sheboygan, WI, 53081	(215) 592-6501
Neo-Ray Lighting Products, 537 Johnson Ave., Brooklyn, NY, 11237	(414) 457-7726
Nessen Lamps Inc., 621 E. 216 St., Bronx, NY, 10467	(212) 456-7400
Neudorfer, Inc., P.O. Box 501, Waterbury, VT, 05676	(212) 231-0221
Nevada Western Supply Inc., 930 W. Maude, Sunnyvale, CA, 94086	(802) 244-5338
Nevamar Corporation, 8339 Telegraph Rd., Odenton, MD, 21113	(408) 737-1600
iee p. 30-31 for above company's ad.	(301) 569-5000
evers Inds., Inc., 14125 21 Ave. N., Minneapolis, MN, 55441	(612) 553-1632
levins Worldwide Inc., 4342 W. 12 St., Houston, TX, 7705	(713) 681-4274
lew Harmony, Inc., 10125 Jefferson Blvd., Cluver City, CA, 90230	(213) 559-1756
lew York Graphic Society Ltd., P.O. Box 1469, Greenwich, CT, 06836	(203) 661-2400
lichols Homeshield, Inc., 3755 E. Main St., St. Charles, IL, 60174	(312) 377-7900
liedermaier Design, 2835 N. Sheffield Ave., Chicago, IL, 60657	(312) 528-8123
Vienkamper, 415 Finchdene Sq., Scarboro, M1X 1B7, Ont., Canada	(416) 298-5700
lightingale Industries Ltd., 354 Wellington St. W., Toronto, M5V 1E2, Ont	
Canada	(416) 593-2501
to Sag Products, Div. Lear Siegler, 3500 W. 11 Mile Rd., Berkley, MI,	
48072	(800) 521-0974
lora Flooring, Div. Robus Products Corp., 4201 Wilson Ave., Madison, IN	
47250	(812) 273-1852

lorcold Inc., Sub. of The Stolle Corp., 1501 Michigan St., Sidney, OH,	
45365	(513) 492-1111
lorix Group, Inc., P.O. Box 298, Batavia, IL, 60510	(312) 879-6160
lormbau, Inc., 1040 Westgate Dr., Addison, IL, 60101	(312) 628-8373
orsons Industries, Inc., P.O. Box 606, Brooklyn, NY, 11215	(212) 522-6060
orth American Philips Lighting Corp., One Westinghouse Plaza,	(212) 522-0000
Bloomfield, NJ, 07003	(201) 429-3000
orthtown Glass, Division of NTG Industries Inc., 2074 George St., Melrose	(201) 423-3000
Park, IL, 60160	(312) 865-1400
orton-Blumenthal Inc., 979 Third Ave., New York, NY, 10022	
he Novak Co., Inc., 55 Old Field Point Rd., Box 423, Greenwich, CT,	(212) 752-2535
06830	(203) 661-5101
ovikoff Inc., 2100 E. Richmond, Fort Worth, TX, 76104	(817) 535-0826
ucraft Furniture Co., 5151 West River Dr., Comstock Park, MI, 49321	
Sound Commune Co., STOT West River Dr., Comstock Park, MI, 49321	(616) 784-6016

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OFMCO, P.O. Box 592, Sikeston, MO, 63801 (314) 471-7045 OFS - Office Furniture Systems, A Div. of Styline/Ferdinand, P.O. Box 100, Huntingburg, IN, 47542 OJVM Wallcoverings, 48 Marlboro Industrial Pk., P.O. Drawer O, (812) 683-4848 Marlboro, NJ, 07746 (201) 780-3202 O'Brien Partition Co., 5301 E. 59 St., Kansas City, MO, 64130 (800) 821-3595 October Co. Inc., Easthampton, MA, 01027 (413) 527-9380 Odyssey Products, Inc., 3606 Dividend, Garland, TX, 75042 (214) 272-5141 295 for ab Office Accents Inc., Gift Craft Leather Co., 35-57 Ninth St., Long Island City, NY, 11106 (212) 204-1222 Office Interiors, Inc., 33 Chubb Way, Branchburg, NJ, 08876 (201) 231-1600 Office Specialty, 440 N. Wells St., Chicago, IL, 60610 (312) 661-0067 Office Suites Inc., 359 N. Wells St., Chicago, IL, 60610 (312) 467-6290 Office Systems Installation Co., 2647 Market St., Garland, TX, 75041 Old Deerfield, Inc., 134 Sand Park Rd., Cedar Grove, NJ, 07009 (214) 278-2116 (201) 239-6600 Old Hickory Furniture Co. Inc., 403 S. Noble St., Shelbyville, IN, 46176 (317) 398-3151 (800) 232-BARK Old World Moulding & Finishing, 115 Allen Blvd., Farmingdale, NY, 11735 (516) 822-2280 Olin Corp., Omalon Carpet Foundation, 1290 Summer St., P.O. Box 1355, Stamford, CT, 06904 (203) 356-2450 Omalon Mktg., One Imperial Plaza, P.O. Box 5160, Allentown, PA, 18105 (215) 398-8300 Omega Lighting, Div. Emerson Electric Co., 270 Long Island Expressway, Melville, NY, 11747 (516) 293-8500 Omni International Incorporated, 12th St., S.W., P.O. Box 669, Vernon, AL, 35592 (205) 695-9173 Omni Wallcoverings, Jnc., 5203 Creek Rd., Cincinnati, OH, 45242 (513) 891-7373 (800) 543-7162 On The Level Company, 551 Toll Gate Rd., Ste. A, Elgin, IL, 60120 (312) 888-8220 Open Office Products, Inc., 3031 N. 31 Ave., Phoenix, AZ, 85017 (602) 272-6773 Open Plan Accessories, Inc., 3696 Patterson S.E., Grand Rapids, MI, 49508 (616) 949-4310 Optima Scientific-Atlanta, 2166 Mountain Industrial Blvd., Tucker, GA, 30084 (404) 939-6340 Optimum Management Inc., 1370 Sargent Ave., Winnipeg, R3E 0G5, Man., Canada (204) 772-0333 Optimum Space Systems, 5 Thomas Mellon Cir., Ste. 249, San Francisco, CA, 94134 (415) 467-9325 Opto International, Inc., 65 E. Palatine Rd., Ste. 109, Prospect Heights, IL, 60070 (312) 541-6786 Oravisual Co., Inc., A Heritage Communications Co., P.O. Box 11150, St. Petersburg, FL, 33733 Ordo S.A., 450 Southlake Blvd., Richmond, VA, 23236 (813) 822-4549 (804) 794-9460 n. 86 for above com Orfield Associates, Inc., 4551 Bloomington Ave., Minneapolis, MN, 55407 (612) 721-2455 Oriental Rugs & Carpost, 5512 Johnson Dr., Mission, KS, 66202 Original Print Collectors Group, Corporate Art Div., 215 Lexington Ave., (913) 722-2242 New York, NY, 10016 (212) 685-9400 Originals 22, 931 Via Alondra, Camarillo, CA, 93010 (805) 987-7122 Originals 22, 931 Via Alonara, Cantanno, CA, Socio Via Characteria Carlo Continuar Kiene Cabinet Co., Inc., P.O. Box 116, St. Anthony, IN, 47575 Otten Products, 1500 Old Country Rd., Plainview, NY, 11803 Outlook in Plastics Div., Chem-Tainer Industries, 361 Neptune Ave., North (812) 326-2361 (516) 694-2236

Babylon, NY, 11704 (516) 661-8300

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Outwater Plastics, 4 Passaic St., Wood Ridge, NJ, 07075 Owens Corning Fiberglas Corp., Fiberglas Tower, Toledo, OH, 43659 Owens-Corning Fiberglas Corp., Interior Products Operating Div., Fiberglas Tower, Toledo, OH, 43659 Ozite Corp., 1755 Butterfield Rd., Libertvville, IL, 60048

(201) 340-1040 (419) 248-8000 (419) 248-6860 (312) 362-8210

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P-Q-R	
PPG Industries, One PPG PL, Pittsburgh, PA, 15272	(412) 434-3131
The Pace Collection Inc., National Headquarters, 11-11 34 Ave., Long	
Idand City NY 11106	(212) 721-8201
Pace Callery & Editions 32 E 57 St., New York, NY, 10022	(212) 421-3237
Pacific Euroiture, 1965 E. Vista Bella Way, Compton, CA, 90220	(213) 774-8300
Packard Industries Inc., 1515 U.S. 31 N., Niles, MI, 49120	(800) 253-0866
See p 239 for above company's ad	11
B-Least las 215 Levington Ave New York, NY, 10016	(212) 684-1199
Claveland OH 44128	04 (800) 482-7758
Panel Concepts Inc., P.O. Box C-25100, Santa Ana, CA, 92799	(714) 979-3680
See p. 47-43 for above company's ad.	1205 (00.2501
Panelfold, Inc., 10700 N.W. 36 Ave., Miami, FL, 33167	(305) 688-3501
Paoli, Inc., P.O. Box 30, Paoli, IN, 47454	(800) 457-7415
See p. 113 for above company's ad.	
Paraflex Industries Inc. P.O. Box 920, Beacon, NY, 12508	(914) 831-9000
Paragon Furniture Corp., P.O. Box 37, Huntingburg, IN, 47542	(812) 683-4460
Parisi, Inc., 3031 Red Lion Rd., Philadelphia, PA, 19114	(215) 632-4495
Park Charman Inc. 465 Fagle Rock Ave., Roseland, NJ, 07066	(201) 228-3600
Parker Interior Plantscape, 1325 Terrill Rd., Scotch Plains, NJ, 07076	(201) 322-5552
5. Parker Hardware, P.O. Box 9882, Englewood, NJ, 07631	(201) 569-1600
Pateraft Mills Inc. P.O. Box 1087, Dalton, GA, 30720	(404) 277-2133
Patrician Furniture Co., P.O. Box 2353, High Point, NC, 27261	(800) 334-9309
E	
Patrick Carpet Mills 2937 Maria St., Rancho Dominguez, CA, 90221	(213) 631-8631
Deul Associates Inc. 42-05 Tenth St. Long Island City, NT, 11101	(212) 784-2244
Deuling Corp. Standard Products Div. 157 Charles Colman Divd., Fawiling,	
NV 13ELA (000) 342-2424(141)	(800) 431-3456(US)
Bestedy Noise Control Inc. P.O. Box 655 Dublin, OH, 43017	(614) 889-0480
Peerless Carpet Corp., P.O. Box 944, Place Bonaventure, Montreal, H5A	
1E8 Oue Canada	(514) 878-6800
Develop Electric Co. P.O. Box 2556 Berkeley, C.A. 94/U2	(415) 845-2760
Pegulan of America, Inc., 95 Sunnyside Blvd. Ext., Woodbury, NT, 11797	(516) 364-8100
	(312) 584-3523
Deservicionalia Willion Carpet Co. Alleghenv Ave. & C.St., Philadelphia, PA,	830 (800) 523-3827
10124	030 (000) 323-3027
Penwall Partition Systems, Div. Porta-Fab Corp., 2319 Grissom Dr., St.	(314) 567-4444
Louis MO 63146	(213) 979-0815
Peter Pepper Products Inc., 17929 S. Susana Rd., Compton, CA, 90221	(213) 515-1216
Eliano Penner Ltd 18101 S. Figueroa, Gardena, CA, 90200	(516) 369-1600
Perceptive Concepts, Rt. 58 & Doctors, Riverhead, NY, 11901	(215) 822-6366
Performance Seating Inc., P.O. Box 901, Doylestown, PA, 10901	(502) 826-3937
Period, Inc., P.O. Box 578, Henderson, KY, 42420	(215) 565-1575
PermaGrain Products, Inc., 13 W. Third St., Media, PA, 19063	141.37 3335-1313
Norman Perry, Div. Erwin-Lambeth, 501 W. Green Dr., High Point, NC,	(919) 889-1555
27260	(413) 584-2472
Perstorp Components, 238 Nonotuck St., Florence, MA, 01060	(618) 684-5614
Peterson Design Ltd., 430 South 19 St., Murphysboro, IL, 62966	(914) 482-4445
Départial Hardware Co. Inc. Route 52, leffersonville, NT, 14/40	
Philadelphia Carpet Co., Div. Shaw Inds., 616 E. Walnut Ave., Dalton, GA,	(404) 278-3812
30720	
Philadelphia Enameling Works, A Div. of Mid Atlantic Graphics, Inc., 7025	(215) 877-6500
West Chester Pike, Upper Darby, PA, 19082 Phillips Fibers Corp., Sub. Phillips Petroleum Co., P.O. Box 66, Greenville,	
	(803) 242-6600
SC, 29602 Photographic Specialties, Inc., 225 Border Ave. N., Minneapolis, MN,	
Photographic specialities, Inc., 223 Border Ave. 14, Minineapolis, Mini-	(612) 332-6303
55405 Photophilia, A C Graphics, P.O. Box 887, San Rafael, CA, 94915	(415) 456-0363
Distance for Business Inc. 226 F 54 St. New York, NY, 10022	(212) 752-3545
	(215) 634-0700
Pieri Creations, Inc., 100 W. Oxford St., Hindelping, H., Veren, Carlstadt, NJ. Pilot Woodworking Co., Inc., P.O. Box 353, 105 Amor Ave., Carlstadt, NJ.	
07072	(201) 100 0000
Pinecrest Inc., 2118 Blaisdell Ave. S., Minneapolis, MN, 55404	(612) 871-7071
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Pioneer Manufacturing Inc., Lemmons Mill Rd., P.O. Box 523, Georgetown (502) 863-9900 KY, 40324 Pioneer Plastics, Div LOF Plastics Inc., Pionite Rd., Auburn, ME, 04210 Pittsburgh Corning Corp., 800 Presque Isle Dr., Pittsburgh, PA, 15239 Plan Hold Corp., 17421 Von Karman Ave., Irvine, CA, 92714 (207) 784-9111 (412) 327-6100 (714) 660-0400 Plantation Lighting Inc., P.O. Drawer 2436, Smyrna, GA, 30080 William Plante Co., 14132 E. 10 Mile Rd., Warren, MI, 48089 (404) 432-0128 (800) 521-5663 Planter Technology, 999 Independence Ave., Ste. F-11, Mountain View, (415) 962-8982 CA, 94043 Plasticoid Manufacturing, Inc., P.O. Box 526, North Rd., Warehouse Pt., (203) 623-4471 CT, 06088 Plastiglide Mfg. Corp., 2701 W. El Segundo Blvd., Hawthorne, CA, 90250 (213) 777-8108 (402) 455-0652 Plastrglas Inc., 4200 N. 30 St., Box 11038, Omaha, NE, 68111 (800) 222-3322 Pleion Corp., 1402 E. Chestnut, Santa Ana, CA, 92701 Plymold Booths, Div. Foldcraft Co., 743 Centennial Dr., Kenyon, MN, (507) 789-5222 55946 Polaris Mills, 2907 Log Cabin Dr., Smyrna, GA, 30080 Polychromic Designs, P.O. Box 354, Bellmore, NY, 11710 (404) 351-6202 (516) 643-4227 (516) 249-5011 Polyplastic Forms Inc., 49 Gazza Blvd., Farmingdale, NY, 11735 Pompeii Casual Furniture, Div. Miami Metal Products, Inc., 260 N.W. 25 (305) 576-3600 St., Miami, FL, 33127 p. 128 for abo (501) 727-5543 Portasound, Route 3, Morrilton, AR, 72110 Porter Carpet Mills, Inc., P.O. Drawer 688, Cartersville, GA, 30120 (800) 241-2071 Porter Carpet Mills, Inc., P.O. Drawer bob, Cartersvine, CA, 30120 The Position People Corp., 6344 Riverdale St., San Diego, CA, 92120 Poster House, Inc., P.O. Box 299, Little Neck, NY, 11362 Poster Originals Ltd., 924 Madison Ave., New York, NY, 10021 Potlatch Corp., P.O. Box 916, Stuttgart, AR, 72160 Pouliot Designs Corp., 4700 Valley Industrial Blvd. S., Shakopee, MN, (619) 281-9848 (212) 631-4338 (212) 861-0422 (501) 673-1606 (612) 445-8600 55379 See p. 85 for abo (203) 693-0751 Power Access Corp., Bridge St., P.O. Box 235, Collinsville, CT, 06022 Precision Mfg. Inc., 2200 52 Ave., Lachine, Montreal, H8T 2Y6, Que., (514) 631-2120 
 Canada
 (514) 631-2120

 Prestige Products, 1004 Fairway Dr., Bensenville, IL, 60106
 (312) 595-8000

 Prestige Wallcoverings, 1500 Potters Ln., Jeffersonville, IN, 47130
 (812) 288-4242

 Prima Products Inc., 2102 Adams Ave., San Leandro, CA, 94577
 (415) 569-6991

 Prime Computer Inc., Prime Park, Natick, MA, 01760
 (617) 655-8000

 Pro-Fielie Systems, Inc., 4711 W. Armitage, Chicago, IL, 60639
 (312) 237-4000

 Pro-Tection, 333 Weymouth St., Rockland, MA, 02370
 (617) 337-7718

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

 Product Crafters. Inc., 646 Hwy. #18. Ste. 211. E. Brunswick. NI, 08816
 (201) 238-1470
 Canada Product Crafters Inc., 646 Hwy. #18, Ste. 211, E. Brunswick, NJ, 08816 Product Sales Associates, 170 Cherry Valley Ave., W. Hempstead, NY, (516) 485-9181 11552 Productive Business Interiors, 202 W. Berry, Fort Wayne, IN, 46802 Productive Office Furniture Installers, 2370 N.W. 150 St., Miami, FL, 33054 (219) 423-3482 (305) 681-8219 Professional Software Applications, 599 S. Barranca Ave., Ste. 555, Covina, (213) 915-5771 CA, 91722 Profile Corporation, 1440 S.W. 28 Ave., Pompano Beach, FL, 33069 (305) 973-4004 (215) 289-1200 Progress Lighting, P.O. Box 12701, Philadelphia, PA, 19134 Protection National Inc., 333 Weymouth St., Rockland, MA, 02370 Protection National Inc., 333 Weymouth St., Rockland, MA, 02370 Puccio Collection, 232 E. 59 St., New York, NY, 10022 (313) 851-2463 (617) 337-7718 (212) 688-1351 (212) 226-5147 Putnam Rolling Ladder Co., 32 Howard St., New York, NY, 10013 (617) 678-1951 Ouaker Fabric Corp., 941 Grinnell St., Fall River, MA, 02721 The RCA Rubber Co., 1833 E. Market St., P.O. Box 9240, Akron, OH, (216) 784-1291 44305 (212) 686-8900 R & G Affiliates, 200 Lexington Ave., New York, NY, 10016 RHC-Spacemaster, 1400 N. 25 Ave., Melrose Park, IL, 60160 RPI Designs, 7079 Peck Rd., Marlette, MI, 48453 (312) 261-1800 (517) 635-7465 (514) 747-1171 R. S. Furniture Inc., 395 Ste Croix St., Montreal, H4N 2R6, Que., Canada (414) 457-4833 R-Way, 7405. Commerce, Sheboygan, WI, 53081 See p. 27 For above company s-att. Raceway Components Inc., 263 Hillside Ave., Nutley, NJ, 07110 Racine Inds., 1405 16 St., Racine, WJ, 53403 Radiation Technology, P.O. Box 185, Rockaway, NJ, 07866 Rain Jet Fountains, 27671 La Paz Rd., Laguna Niguel, CA, 92677 Rainbow Lamp Corp., 4524 Brazil St., Los Angeles, CA, 90039 Page Participes, Div Judit, Ltd. 135, Octobel 94, Development 4 (201) 661-1116 (800) 558-9439 (201) 625-8400 (714) 643-0444

(213) 245-3033 Ram Partitions, Div. Indal, Ltd., 125 Oakdale Rd., Downsview, M3N 1W2, (416) 745-2244 Ont., Canada

### CONTRACT MANUFACTURERS

Ram Products Co., 1111 N. Centerville Rd., Sturgis, MI, 49091 Rambusch, 40 W. 13 St., New York, NY, 10011 Rattan Specialties, 330 S. 9 Ave., P.O. Box 7065, City of Industry, CA, (616) 651-9351 (212) 675-0400 91746 (818) 968-9347 Recticel Foam, Morristown Div., P.O. Box 1197, Morristown, TN, 37814 Redco Mfg., Div. LHL, P.O. Box 1608, Grand Rapids, MI, 49501 (615) 581-8350 (800) 253-8106 e p. 159 for abc Redirack Ltd., 114 Clayson Rd., Westin, M9M 2H3, Ont., Canada Reece Galleries Inc., 24 W. 57 St., New York, NY, 10019 (716) 834-4389 (212) 333-5830 Reed Wallcoverings, P.O. Box 105293, Atlanta, GA, 30348 Reese Enterprises, Inc., P.O. 1-A, Rosemont, MN (404) 329-0300 (612) 423-1126 Reeve Co., P.O. Box 276, Pico Rivera, CA, 90660 (213) 723-4791 Reff Inc., 1000 Arrow Rd., Weston, Ont. M9M 2Y7, Canada (416) 741-5453 46.47 for abo Reflector Hardware Corp., 1400 N. 25 Ave., Melrose Park, IL, 60160 (312) 261-1800 Reliance Upholstery Supply Co., Inc., 137 E. Alondra Blvd., Gardena, CA, 90247 (213) 321-2300 Reneer Films Corp., P.O. Box 429, Auburn, PA, 17922 (717) 366-1051 Republic Storage Systems/LTV, 1038 Belden Ave. N.E., Canton, OH, 44705 Resistflame, 7115 Miami Ave., Cincinnati, OH, 45243 (800) 321-0216 (513) 561-5223 Ron Rezek Lighting & Furniture, 5522 Venice Blvd., Los Angeles, CA, 90019 (213) 931-2488 Richards Mfg. Co., 6000 E. Slauson Ave., Commerce, CA, 90040 Richards-Wilcox Mfg. Co., 135 Third St., Aurora, IL, 60507 Richardson Brothers Co., P.O. Box 157, Sheboygan Falls, WI, 53085 (213) 263-9501 (312) 897-6951 (414) 467-4631 Richardson Seating Co., 10, 80x 157, Sneboygan Falls, WI, 53085 Richardson Seating Corp., 2545 W. Arthington St., Chicago, IL, 60612 Ro-Tile Inc., 1615 S. Stockton St., Lodi, CA, 95240 (312) 829-4040 (209) 334-1380 Robbins, Inc., P.O. Box 44238, Cincinnati, OH, 45244 Robertex Associates, 572 Armour Circle, N.E., Atlanta, GA, 30324 (800) 543-1913 (800) 241-5515 Roberts Consolidated Inds., P.O. Box 1250, 600 N. Baldwin Park Blvd. City of Industry, CA, 91749 (818) 36 H. H. Robertson Co., 400 Holiday Dr., Pittsburgh, PA, 15220 Rockaway Metal Products Corp., 175 Rogers Ave., Inwood, NY, 11696 Rockland Mills, P.O. Box 17293, Baltimore, MD, 21203 (818) 369-7311 (800) 423-9467 (412) 928-7500 (800) 645-2214 (301) 522-2505 Roctronics Entertainment Lighting Inc., 100-COY Roctronics Park, Pembroke, MA, 02359 (617) 826-8888 Edward Axel Roffman Associates, Inc., 430 E. 59 St., New York, NY, 10022 Rogan Inds., Inc., 201 W. 138 St., Los Angeles, CA, 90061 W.T. Rogers Company, 1401 W. Badger Rd., Madison, WI, 53713 (212) 753-4252 (213) 516-6050 (608) 257-2227 Rohm & Haas Co., Independence Mall W., Philadelphia, PA, 19105 (215) 592-3000 Rok-A-Chair Mfg. Co., P.O. Box 484, Coffeyville, KS, 67337 Romac Fabrications, Inc., P.O. Box 37111, Charlotte, NC, 28237 (316) 251-3340 (704) 334-4795 Romweber Co., 4 S. Park Ave., Batesville, IN, 47006 (812) 934-3485 Roppe Rubber Corp., 1602 N. Union St., Fostoria, OH, 44830 Ben Rose Inc., 6828 N. Clark St., Chicago, IL, 60626 Rose Johnson, 1111 Godfrey Ave. S.W., Grand Rapids, MI, 49503 (419) 435-8546 (312) 274-8185 (616) 246-0246 Rose Johnson, The Timber-Line Collection, 1111 Godfrey Ave. S.W., Grand Rapids, MI, 49503 (616) 245-6284 emount Office Systems Inc., P.O. Box 909, Lakeville, MN, 55044 Ros (612) 469-4416 ee p. 157 for aboy Rossville Mills Inc., 950 28 St. S.E., Grand Rapids, MI, 49508 (616) 245-5463 Rotocast Plastic Products, Inc., P.O. Box 1059, Brownwood, TX, 76801 (800) 351-1363 Rotunda Rubber Flooring, 3129 Pinewood Dr., Arlington, TX, 76010 Round Office Inc., 501 Pacific Ave., San Francisco, CA, 94133 Roxter Corp., 10-11 40 Ave., Long Island City, NY, 11101 (817) 649-4200 (415) 986-5994 (718) 392-5060 Royal Haeger Lamp Co., Contract Office, 230 Fifth Ave., Rm. 211, New York NY, 10001 (212) 889-3825 Royal Lounge Co., Inc., 30 Elm St., West Haven, CT, 06516 Royal Seating Corp., P.O. Box 753, Cameron, TX, 76520 (203) 934-1000 (817) 697-6421 Royalweve Carpet Mills, Inc., 2310 E. 52nd St., Los Angeles, CA, 90058 Rubber Products, Inc., 4521 W. Crest Ave., Tampa, FL, 33614 (800) 372-6420 (813) 870-0390 Rubbermaid Commercial Products, Inc., 3124 Valley Ave., Winchester, VA. 22601 (703) 667-8700 Rudd International, 1025 Thomas Jefferson St. NW #201, Washington, DC, 20007 (202) 333-5600

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S. K. Products Corp., 19430 Arenth Ave., City of Industry, CA, 91748 SL Waber, 300 Harvard Ave., Westville, NJ, 08093

(800)	457-5742
(714)	594-2708
(609)	456-5400

SMC Furniture Co., 3333 Sanyo Rd., Forrest City, AK, 72335	(501) 633-5030
SM Products (USA), Inc., 10311 Jefferson Blvd., Culver City, CA, 90232	(213) 559-6405
SPI Lighting, McGraw-Edison Co., Halo Lighting Div., 400 Busse Rd., Elk	
Grove Village, IL, 60007	(312) 956-8400
STO Inds., Inc., P.O. Box 219, Quality Ln., Rutland, VT, 05701	(802) 775-4117
Safco Products, 9300 W. Research Center Rd., New Hope, MN, 55428	(800) 328-3020
Sainberg & Co. Inc., 63-20 Austin St., Rego Park, NY, 11374	(718) 897-7000
St. Timothy, Div. of Classic Leather, Inc., Off Old Hwy. 70A E., Hickory,	
NC, 28601	(704) 322-7125
Salman Associates, Div. of Albert Salman Assoc., Inc., 6935 Hermosa	
Circle, Buena Park, CA, 90620	(714) 994-0990
Samsonite Furniture Corp., Box 189, Samsonite Blvd., Murfreesboro, TN,	
37130	(615) 893-0300
Fred Samuel Co., Inc., 39-30 24 St., Long Island City, NY, 11101	(718) 361-9780
Saturn Office Furniture Div., Hespler Craft Inds., 2299 Drew Rd., Unit 18,	
Mississauga, L5S 1A3, Ont., Canada	
Sauder Mfg. Co., 600 Middle St., Archbold, OH, 43502 (800) 537-1530 (8	300) 472-2722(OH)
Walter P. Sauer & Sons, Inc., 3028 Starr Ave., Long Island City, NY, 11101	(718) 937-0600
Saunders-Roe Developments, Inc., Westland Group, P.O. Box 5536,	
Winston-Salem, NC, 27103	(919) 765-4521
Scalamandre Inc., 37-24 24 St., Long Island City, NY, 11101	(212) 361-8500
See p. 95 for above company's ad.	
Scandecor Inc., 430 Pike Rd., Southhampton, PA, 18966	(215) 355-2410
Scandiline Industries Inc., 1217 W. Artesia Blvd., Compton, CA, 90220	(213) 537-6411
Schafer Bros., Inc., 12300 Edison Way, Garden Grove, CA, 92641	
(714) 891-4691 (800) 821-0120(CA) (	800) 446-5274(US)
Schneider-Banks, 2551 Farrington St., Dallas, TX, 75207	(214) 631-1211
Schubert Industries, 1510 Bauer Blvd., Akron, OH, 44305	(216) 733-8302
F. Schumacher & Co., Schumacher Fabrics/Waverly Fabrics, 939 Third	
Ave., New York, NY, 10022	(212) 415-3930
Schwab Safe Co., Inc., 3000 Main St., P.O. Box 5088, Lafayette, IN, 47903	(800) 428-7678
SCI-O-Tech, Contract Div., 501 Richardson Dr. Lancaster PA 17603	(717) 397-0308
scope Furniture, Ltd., 407 W. 13 St., New York, NY, 10014	(212) 243-0488
The Scott Group, 23533 Mercantile Rd., Cleveland, OH, 44122	(216) 464-5940
Scott Machine Development Corp., 139 Stockton Ave., P.O. Box 88,	
Walton, NY, 13856	(607) 865-6511
Scott Plastics Co., P.O. Box 2958, Sarasota, FL, 33578	(813) 355-5171
See p. 278 for above company's ad.	
Sculpture Design Imports Inc., 416 S. Robertson Blvd., Los Angeles, CA,	
90048	(213) 858-8266
Seabrook Wallcoverings, P.O. Box 22597, 1325 Farmville Rd., Memphis,	12107 030 0200
IN, 38122	(901) 458-3301
See p. 97 for above company's ad.	11017 100 0001
Sealtex Co., 5906 Grand Haven Rd., Muskegon, MI, 49441	(616) 798-3761
Sealy Connecticut Inc., Contract Div., 25 Hillside Ave., Oakville, CT, 06779	(203) 274-9221
Sedus North America, 2547 Farrington Ave., Dallas, TX, 75207	(214) 638-8463
Sedus North America, 2547 Farrington St., Dallas, TX, 75207	(214) 631-2737
Selby Furniture Hardware Co. Inc., 17 E. 22 St., New York, NY, 10010	(212) 673-4097
Sellers & Josephson, 335 Chesnut St., Norwood, NJ, 07648	(201) 767-6977
Sempatap Inc., 600 E. Hermosa Ave., San Gabriel, CA, 91775	(213) 286-8954
Sentinel Lighting, Div. Airey-Thompson Co., 3653 Sierra Pine Ave., Los	12137 200-0334
Angeles, CA, 90023	(213) 264-1533
Sentry Safes, John D. Brush & Co., 900 Linden Ave., Rochester, NY, 14625	(716) 381-4900
Serta of New York, Div. of Sleepmaster Products Co., Inc., 280 Wilson	0.10/ 301-4300
Ave., Newark, NJ, 07105	(201) 589-4800
Sewelson's Carpets International, (Thai Carpets Inc.), 979 Third Ave.	12017 303 1000
#1611, New York, NY, 10022	(212) 371-4560
Shafer Commercial Seating Inc., 4101 E. 48 Ave., Denver, CO, 80216	(303) 322-7792
Shaw-Walker Co., P.O. Box 209, Muskegon, MI, 49443	(616) 722-7211
Sheerplas Inc., P.O. Box 907, Mooresville, NC, 28115	(704) 663-1468
Shelby Williams Industries, Inc., P.O. Box 1028, Morristown, TN, 37814	(615) 586-7000
See p. 38 for above company's ad.	(013) 300-7000
Shelmark Industries Inc., 1100 Steelwood Dr., Columbus, OH, 43212	1111 100 5334
Shepherd Products U.S. Inc., 203 Kerth St., St. Joseph, MI, 49085	(614) 486-5234
The Sherwin-Williams Co., Chemical Coatings Div., 11541 S. Champlain	(616) 983-7351
Ave., Chicago, IL, 60628	(900) 931 3800
Ship'N Out, 8 Charles St., Pawling, NY, 12564	(800) 821-3800
Shogun International Corp., 22 W. Ontario, Chicago, IL, 60610	(914) 855-5947
Shorewood Fine Art Reproductions, Inc., 27 Glen Rd., Sandy Hook, CT,	(312) 828-0090
06482	(202) 426 8100
Showroom Online, 1211 Ave. of the Americas, New York, NY, 10036	(203) 426-8100 (212) 556-8650
Shure Mfg. Corp., 1601 S. Hanley Rd., St. Louis, MO, 63144	
SICO Inc., 7525 Cahill Rd., P.O. Box 1169, Minneapolis, MN, 55440	(314) 781-2505 (612) 941-1700
	(012) 341-1700

Sigma Design Inc., 7306 S. Alton Way, Englewood, CO, 80112

Signature Office Furniture Inc., 6033 S. Central Ave., Los Angeles, CA,

(800) 525-7050

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00001	(213) 233-41
90001 Signets, Inc., 7820 Industrial Park Blvd., Mentor, OH, 44060	(216) 946-86
Signets, Inc., 7820 Industrial Park Bird., Mentol, Orand Rapids, MI, 49501 Silent Sound Systems Inc., P.O. Box 2476, Grand Rapids, MI, 49501	(616) 784-38
Silent Sound Systems Inc., P.O. Box 2476, Grand Rapids, Int, 4960	(212) 421-23
I. Silverman & Son Inc., 305 E. 63 St., New York, NY, 10021	(212) 349-18
Simplex Ceiling Corp., 521 Fifth Ave., New York, NY, 10175	
Sinclair Wallcovering & Fabric, 2500 S. Atlantic Blvd., Los Angeles, CA	(213) 268-41
90040	(818) 333-84
Sincol of America, 15308 E. Valley Blvd., City of Industry, CA, 91744	
Singer Safety Co., 3800 N. Milwaukee Ave., Chicago, IL, 60041	(800) 621-00
Character 40.25 Crescent St. Long Island City, NY, 11101	(718) 729-49
Skandia Draperies, Div, Skagfield Corp., P.O. Box 809, Tallahassee, FL,	
32302	(800) 874-3
Slater Lighting, Div. Slater Electric, 45 Sea Cliff Ave., Glen Cove, NY,	
	(516) 671-7
11542 CDW ide Park NIL 07010	(201) 945-6
Slatopedic-Dyn, 285 Palisade Ave., Cliffside Park, NJ, 07010	(717) 295-1
The Slidex Corp., 78 Pitney Rd., Lancaster, PA, 17602	(616) 392-7
Sligh Furniture Co., 1201 Industrial Ave., Holland, MI, 49423	(716) 873-3
Emith Metal Arts Co. Inc. 1721 Elmwood Ave., Bullalo, NT, 14207	(612) 636-3
Smith System Mfg. Co., P.O. Box 64515, St. Paul, MN, 55104	(612) 030+5
See p. Cov. II for above company's ad.	
Smith & Watson, 305 E. 63 St., New York, NY, 10021	(212) 355-5
Smith & Walson, 303 E. 03 L. Roselle, NJ, 07203 Smokador, Inc., 470 W. First Ave., Roselle, NJ, 07203	(201) 241-5.
Snap-Drape Inc., 2605 Willowbrook Rd., Dallas, TX, 75220	(214) 350-2
Snap-Drape Inc., 2605 Willowbrook Rd., Dallas, 18, 75220	
Soft Wall Systems Div., Jules Edlin Inc., 30 W. 26 St., New York, NY,	(212) 243-4
10010	
Sol-R-Veil, Div. General Drapery, 635 W. 23 St., New York, NY, 1001	
Commer Wallcoverings 965 letterson Ave., Union, NJ, 07003	14011 201 2
Found Ab Soch Inc. 603 Broad Ave Ridgetield, NJ, U/05/ (201) 5	45-1213 (800) 872-6
	1845 (617) 685-3
South Carolina Applied Technology Inc., 1830 Marion St., Columbia, S	
South Carolina Applied Technology men, rese	(800) 526-7
29201 Southeast Contract, Div. of S.E. Wholesale Furn. Co., 764 Miami Circle	e
Southeast Contract, Div. of S.E. Wholesale Fully, Co., For Human Co.	(404) 262-1
N.E., Atlanta, GA, 30324	
Southern California Wood Inds., 6330 S. Alameda St., Huntington Park	(213) 585-8
90255	(501) 372-6
Southern Office Services, Inc., 2317 Cantrell, Little Rock, AK, 72202	(212) 686-2
Souweran Eabrics Corp. 212 Fifth Ave., New York, NT, 10010	
Forcemakers Inc. Foot of Cropsey Ave., Brooklyn, NY, 11224	(212) 996-0
Spaceswer Corn 1450 Janesville Ave., Ht. Atkinson, WI, 53530	(414) 563-6
Spacesaver Colp., 910 Railroad Ave., Woodmere, NY, 11598	(516) 295-0
See p. 257 for above company's ad.	
See p. 237 for above company side.	(215) 797-8
Spandex U.S.A., 902 S. Fourth St., Allentown, PA, 18103	(312) 664-2
Spanjer Bros., 1160 N. Howe St., Chicago, IL, 60610	(212) 473-2
Spanjer Sign Corp., 189 Chrystie St., New York, NY, 10002	
Spaulding/Indalux, Div. Kidde, 1736 Dreman Ave., Circinnan, Ori, 4	
Spec'built, 105 Amor Ave., Carlstadt, NJ, 07072	(201) 438-
See p. 152 for above company's ad.	
Come ROO2 W/ Ave San Antonio TX 78213	(512) 340-9
Specialized Modular Furniture Co., (NATCO), 4300 Rhode Island Ave.	
Specialized Modular Furniture Co., (14,11,00), (500 the com	(301) 277-0
Brentwood, MD, 20722 Specialty Fabric Products, Inc., 1412 Broadway, Rm. 407, New York,	
Specialty Fabric Products, Inc., 1412 broadway, Kill, 407, 1417	(212) 764-3
10018 No. 1 10018	(212) 764-3
Specialty Products Corp., 1412 Broadway, New York, NY, 10018	(305) 264-2
Specified Designs, Inc., 4874 S.W. 75 St., Miami, FL, 33135	
Spectra Galleries, 13401 Sherman Way, North Hollywood, CA, 91603	(818) 764-0
Spectra Studios P.O. Box 5163, Arlington, TX, 76011	(017) 407-)
Spectrums of Light 2628 Washington Blvd., St. Louis, MO, 63103	(314) 533-(
Spinneybeck, 744 10 St., Niagara Falls, NY, 14301 (716)	285-2118 (800) 482-
Sponge Cushion Inc., 900 Armstrong St., Morris, IL, 60450	(815) 942-
Sponge Cusition Inc., 500 Annationg Su, morris, 10, 50 and	
See p. 286 for above company's ad.	
Sport Seating Co, Inc., 1540 Chestnut St., P.O. Box 449, Emmaus, PA	(800) 345-
18049	(914) 699-
Springer Penguin, Inc., 11 Brookdale Pl., Mount Vernon, NY, 10550	
Springs Industries, Ultrasuede, 104 W. 40 St., New York, NY, 10018	(212) 556-
See n 88 for above company's ad.	
Seware D.Co. College Corper Pike, Oxford, OH, 45056	(513) 523-
Square D Co., Conege Corner File, Oktobry, Cr., 285 Emmet, Newark, 1 Stacor Corp., Sub. of Visual Electronics Corp., 285 Emmet, Newark, 1	NI,
stacor corp., sub. or visual crectionics corp., and annual, rectaining	(201) 242-
07114 For Lake Chara Blvd, Painesville, OH, 44077	(216) 357-
Stafast Products, Inc., 505 Lake Shore Blvd., Painesville, OH, 44077	(914) 691-
Staff Lighting Corp., P.O. Box 1020, Highland, NY, 12528	(607) 687-
Stakmore Co. Inc. Owego, NY, 13827	(419) 634-
Dick Stambaugh, Inc., 513 N. Main St., Ada, OH, 45810	(817) 332
Stamco 420 S. Ballinger, Ft. Worth, TX, 76104	(817) 332

Stamco, 420 S. Ballinger, Ft. Worth, TX, 76104 See p. 96 for above company's ad.

Stanco Inc., Bulletin & Directory Board Div., Signage Sy

		Madison Ave., Los Angeles, CA, 90004
	(213) 233-4132	Standard Textile Inc., P.O. Box 37852, Cincinnati, OH, 4
4060	(216) 946-8676	Stanwood Corp., 711 N. Broadway, Stanley, WI, 54768
, MI, 49501	(616) 784-3835	Star Desk Pad Co. Inc., 60 McLean Ave., Yonkers, NY, 1
0021	(212) 421-2369 (212) 349-1890	Starfire Lighting Inc., 317 St. Pauls Ave., Jersey City, NJ,
0175	(212) 349-1050	Stark Carnet Corp. 979 Third Ave., New York, NY, 1004
os Angeles, CA,	(213) 268-4191	Della Starr Associates, Inc., Merchandise Mart, Rm. 1362
CA 01744	(818) 333-8433	60654
ry, CA, 91744	(800) 621-0089	Starroo Co. Inc. 1515 Fairview Ave., St. Louis, MO, 631
, 60641	(718) 729-4900	Statesville-Ross Mfg., P.O. Box 991, Statesville, NC, 286,
1	(/10//23-4900	Steelcase, Inc., 901 44th St., S.E., Grand Rapids, MI, 49
Tallahassee, FL,	(800) 874-3168	See p. 20-21 for above company's ad.
C	1000/ 0/4-3100	Steeltech Electropainting Inc., 421 W. 28 St., Hialeah, FL
en Cove, NY,	(516) 671-7000	Steeler, Inc., 370 - 36 St. S.E., Grand Rapids, MI, 49508
		Stein Furniture & Fixture Co., P.O. Box 31, Fredericksbur
7010	(201) 945-6662	Chester B. Stem Co. Inc., P.O. Box 69, New Albany, IN,
	(717) 295-1444	Stendig Intl. Inc., 410 E. 62 St., New York, NY, 10021
19423	(616) 392-7101	Sterner Lighting Systems, 351 Lewis Ave., Winsted, MN,
, NY, 14207	(716) 873-3083	J.P. Stevens Co., 1185 Ave. of Americas, New York, NY,
55164	(612) 636-3560	Stiffel Co., 700 N. Kingbury St., Chicago, IL, 60610
		Stirling Plastics, Sheffield St., Mountainside, NJ, 07092
	(212) 355-5615	Storage Systems, Inc., 2101 Ninth Ave., Ronkonkoma, N
	(201) 241-5300	Storage Systems, Inc., 2101 Ninth Ave., Konkonkond, 4
220	(214) 350-2337	Storagewall, 105 Greenbay Rd., T-3, Lake Bluff, IL, 6004
lew York, NY,		Storwal International Inc., 1 Yongue St., Toronto, MSE 1
	(212) 243-4145	Stow & Davis, A Steelcase Co., 25 Summer N.W., Gran
York, NY, 10011	(212) 924-7200	49504
07083	(201) 964-3737	Strand Century, Inc., P.O. Box 9004, Rancho Domingue
657 (201) 945-12	3 (800) 872-6088	Stratford Hall Inc., 2946 Stuart Dr., Fort Worth, 1X, 761
ndover, MA, 01845	(617) 685-3521	Stratton Industries, Inc., P.O. Box 1007, Cartersville, GA
st., Columbia, SC,	10117 2021212	Structural Concepts Corp., 17237 Van Wagoner Rd., Sp
it., columbia, se,	(800) 526-7228	49456
64 Miami Circle		John Stuart International, 979 3rd Ave., New York, NY,
64 Mildriff Circle	(404) 262-1002	Style Technologies, 295 Fifth Ave., New York, NY, 100
Huntington Park, CA,	(1011 202	Style-Tex Decorative Products, Div. National Gypsum C
Tuntington Fark, CA,	(213) 585-8700	128, Bldg, 3, Ste. 25, Wakefield, MA, 01880
L AK 70000	(501) 372-6716	Styley Inc. P.O. Box 38, Delanco, NI, 08075
k, AK, 72202	(212) 686-2006	Stylume Products Inc., 14475 N.W. 26 Ave., Opa Lock
10010		Suedetex USA, 245 Newtown Rd., Plainview, NY, 1180
, 11224	(212) 996-0700	Summitville Tiles Inc., Summitville, OH, 43962
/1, 53538	(414) 563-6362	Sun & Leisure Ltd., P.O. Box 1892, Murray Hill Sta., No
1598	(516) 295-0055	Sunbilt Solar by Sussman, 109-10 180 St., Jamaica, NY,
		Sunburst Outdoor Furniture & Aluminum Umbrellas, Me
03	(215) 797-8249	Sunburst Outdoor Furniture & Aluminant Onbrenas, inte
	(312) 664-2900	W. 84 St., Hialeah, FL, 33014 Suncast Corporation, 701 N. Kirk Rd., Batavia, IL, 605
0002	(212) 473-2507	Suncast Corporation, 701 N. Kirk Rd., Datavia, 10, 000
cinnati, OH, 45223	(513) 541-3486	See.p. 160 for above company's ad.
	(201) 438-1864	Sunset Lamps, 6000 S. Slauson Ave., City of Commerci
		Suntrend Products, Inc., 8401 Whitfield Park Loop, Sar
	(512) 340-9557	Sunwall of America, Bordon Inc., 181 Wheeler Ct., Lar
ode Island Ave.,	10.001 0.00 0.001	Supwall of America, 3044 Northwoods Circle, Norcros
oue island rively	(301) 277-0081	Superba Caster Corp., 7503 N. Caldwell, Niles, IL, 606
07, New York, NY,	(301) 217 0001	Superior Chaircraft Corp., P.O. Box 725, Belton, TA, 7
UZ, New TORK, NT,	(212) 764-3705	Superior Electric Co., 383 Middle St., Bristol, CT, 0001
	(212) 764-3705	Superior Furniture Mfg. Inc., 2044 47 St., Sarasota, FL,
NY, 10018		Superior Furniture Systems Mfg. Inc., 11415 168 St., E
3155	(305) 264-7313	Alb Canada
ood, CA, 91605	(818) 764-0510	Superior Woodcraft, Inc., R #1, Box 8, Union City, N
	(817) 467-7321	Supersine Co., 6000 E. Davison Ave., Detroit, MI, 482
MO, 63103	(314) 533-0002	Supreme Aluminum Industries Ltd., Contract Div., 360
(716) 285-21	18 (800) 482-7777	Scarborough, M1N 2E6, Ont., Canada
0450	(815) 942-2300	Supreme Equipment & Systems Corp., 170 53 St., Bro
		Supreme Equipment & Systems Corp., 170 55 510 210
9, Emmaus, PA,		See p. 94 for above company's ad.
	(800) 345-3141	Supro Building Products, 48-16 70 St., Woodside, NY,
n, NY, 10550	(914) 699-3200	Suspa, Inc., 3970 Roger B. Chaffee Dr. S.E., Grand R
ork, NY, 10018	(212) 556-6000	See p. 208 for above company's ad.
and the former	and the second second	Swedish Comet AB, Storagatam 43, 264 Kleppaam, St
6	(513) 523-4171	Swivelier Co., Inc., 33 Rt. 304, Nanuet, NY, 10954
56 November NI	(010/020-41/1	Sylvan Designs, 8921 Quartz Ave., Northridge, CA, 9
met, Newark, NJ,	(201) 242-6600	Sylvan Designs, 8921 Quartz Ave., Norminge, erg 9 Syma Systems, Inc., 115 Dell Glen Ave., Lodi, NJ, 07
011 11077	(216) 357-5546	Syma Systems, Inc., 115 Den Clen Ave., 200, 14) or
e, OH, 44077		Syme & Associates, 2062 Trans Canada Hwy., Dorva
528	(914) 691-6262	Canada
	(607) 687-1616	Synthetic Industries, 309 Lafayette Rd., Chickamauga,
310	(419) 634-5971	
	(817) 332-8311	Syroco Inc., Contract Div., P.O. Box 4875, Syracuse,
		System Seating Inc., 4147 W. Ogden Ave., Chicago,
Systems Div., 225 N.		SystemGraphics, P.O. Box 280, Chapin, SC, 29036

45222 3 10705 , 07306 022 62A, Chicago, IL,

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teelcase, Inc., 901 44th St., S.E., Grand Rapids, Inc. 45505	
ee p. 20-21 for above company's ad.	(305) 434-4400
teeltech Electropainting Inc., 421 W. 28 St., Hialeah, FL, 33010	(800) 544-0200
	(512) 997-7611
Euroiture & Fixture Co. P.O. Box 31, Fredericksburg, TA, 70024	(812) 945-6646
bester B. Stem Co. Inc., P.O. Box 69, New Albany, IN, 4/150	(212) 838-6050
topdig lat loc 410 F. 62 St., New York, NY, 10021	
Lighting Systems 351 Lewis Ave., Winsted, MN, 55395	(800) 328-7480
P. Stevens Co., 1185 Ave. of Americas, New York, NY, 10036	(212) 930-2131
tiffel Co., 700 N. Kingbury St., Chicago, IL, 60610	(312) 664-9200
tiding Plastics Sheffield St. Mountainside, NJ, 07092	(201) 233-7600
torage Systems, Inc., 2101 Ninth Ave., Ronkonkoma, NY, 11779	(516) 585-7900
torage systems, Inc., 2101 Rdi, T-3, Lake Bluff, IL, 60044	(312) 295-1860
topual International Inc. 1 Yongue St., Toronto, MSE TES, Ont., Canada	(416) 862-1322
tow & Davis, A Steelcase Co., 25 Summer N.W., Grand Rapids, MI,	(616) 456-9681
49504	(213) 637-7500
trand Century, Inc., P.O. Box 9004, Rancho Dominguez, CA, 90224	(817) 926-7741
stratford Hall Inc., 2946 Stuart Dr., Fort Worth, TX, 76104	(404) 382-9350
tratton leductries Inc. P.O. Box 1007. Cartersville, GA, 30120	(404) 302-3330
Structural Concepts Corp., 17237 Van Wagoner Rd., Spring Lake, MI,	
49456	(616) 846-3300
ohn Stuart International, 979 3rd Ave., New York, NY, 10022	(212) 421-1200
to In Tachaologios 205 Fifth Ave New York, NY, 10010	(212) 683-5696
Style-Tex, Decorative Products, Div. National Gypsum Co., Corporate Pl.	
Style-Tex, Decorative Products, Div. National Cypsum con, Corp.	(617) 246-5130
128, Bldg. 3, Ste. 25, Wakefield, MA, 01880	(609) 461-5600
Stylex, Inc., P.O. Box 38, Delanco, NJ, 08075	(305) 681-8507
Stylume Products Inc., 14475 N.W. 26 Ave., Opa Locka, FL, 33054	(516) 249-7466
Suedetex LISA, 245 Newtown Rd., Plainview, NY, 11603	(216) 223-1511
Commitville Tiles Inc. Summitville OH, 43962	
Sing & Loisure Ltd. P.O. Box 1892, Murray Hill Sta., New York, NY, 10156	(212) 683-3394
Curbili Colar by Sussman 109-10 180 St. Jamaica, NY, 11433	(718) 297-6040
Contract Outdoor Euroiture & Aluminum Umbrellas, Metal Tech. Inc., 050	
W 84 St Hialeah FL 33014 (305) 623-340	0 (800) 325-3260
Suncast Corporation, 701 N. Kirk Rd., Batavia, IL, 60510	(312) 879-2050
See-p. 160 for above company's ad.	(213) 726-6959
Sunset Lamps, 6000 S. Slauson Ave., City of Commerce, CA, 90040	(813) 756-4541
Sunset Lamps, 6666 S. States and Sunset Loop, Sarasota, FL, 34243 Suntrend Products, Inc., 8401 Whitfield Park Loop, Sarasota, FL, 34243	(215) 757-1350
Enough of America, Bordon Inc., 181 Wheeler Ct., Langhorne, PA, 1904/	
Supurall of America 3044 Northwoods Circle, Norcross, GA, 30071	(404) 447-5212
Superba Caster Corp. 7503 N. Caldwell, Niles, IL, 60648	(312) 647-0027
Superior Chaircraft Corp., P.O. Box 725, Belton, 1X, 76513	(817) 939-3517
Superior Electric Co., 383 Middle St., Bristol, CT, 06010	(203) 582-9561
Superior Furniture Mfg. Inc., 2044 47 St., Sarasota, FL, 33580	(813) 335-8523
Superior Furniture Systems Mfg. Inc., 11415 168 St., Edmonton, T5M 3S1,	
Superior Furniture Systems wig. Inc., 11415 100 Stil, Edit	(403) 452-7830
Alb., Canada	(517) 741-8751
Superior Woodcraft, Inc., R #1, Box 8, Union City, MI, 49094	(313) 892-6200
Supersine Co., 6000 E. Davison Ave., Detroit, MI, 48212	
Supreme Aluminum Industries Ltd., Contract Div., 3600 Danforth Ave.,	(416) 691-2141
Scarborough M1N 2E6 Ont. Canada	(718) 439-3800
Supreme Equipment & Systems Corp., 170 53 St., Brooklyn, NY, 11232 See p. 94 for above company's ad.	(7 18) 439-3000
Supro Building Products, 48-16 70 St., Woodside, NY, 11377	(212) 429-5110
Suspa, Inc., 3970 Roger B. Chaffee Dr. S.E., Grand Rapids, MI, 49508	(616) 531-9600
See p. 208 for above company's ad.	
Swedish Comet AB, Storagatam 43, 264 Kleppaam, Sweden	
Swivelier Co. Inc. 33 Rt. 304, Nanuet, NY, 10954	(914) 623-3471
Sulvan Designs 8921 Quartz Ave., Northridge, CA, 91324	
System Designs, over sentences in the sentences of	(818) 998-6868
Suma Systems Inc. 115 Dell Clen Ave., Lodi, NJ, U/644	
Synal Design, Oc., 115 Dell Clen Ave., Lodi, NJ, 07644 Syna Systems, Inc., 115 Dell Clen Ave., Lodi, NJ, 07644	(818) 998-6868
Syme & Associates, 2062 Trans Canada Hwy., Dorval, H9P 2N4, Que.,	(818) 998-6868
Syme & Associates, 2062 Trans Canada Hwy., Dorval, H9P 2N4, Que., Canada	(818) 998-6868 (201) 340-8686
Syme & Associates, 2062 Trans Canada Hwy., Dorval, H9P 2N4, Que., Canada Scatbolic Industries, 309 Lafavette Rd., Chickamauga, GA, 30707	(818) 998-6868 (201) 340-8686 (514) 685-1865
Syme & Associates, 2062 Trans Canada Hwy., Dorval, H9F 2N4, Que., Canada Synthetic Industries, 309 Lafayette Rd., Chickamauga, GA, 30707 (404) 375-31	(818) 998-6868 (201) 340-8686 (514) 685-1865 (21 (404) 226-7515
Syme & Associates, 2062 Trans Canada Hwy., Dorval, H9P 2N4, Que., Canada Scatbolic Industries, 309 Lafavette Rd., Chickamauga, GA, 30707	(818) 998-6868 (201) 340-8686 (514) 685-1865

(312) 277-9400 (803) 787-7282 (800) 845-1080

(213) 384-2568 (513) 761-9255 (715) 644-5775 (914) 963-9400 (201) 656-7888 (212) 752-9000

(312) 644-2420 (800) 325-4259 (704) 873-2526 (616) 247-2710

## CONTRACT MANUFACTURERS

Systems Furniture Co., 2727 Maricopa St., Torrance, CA, 90503 Systems Mfg. Corp., 13 Broad St. P.O. Box 343, Binghamton, NY, 13902

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(213) 533-1212 (607) 723-6344

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TCI Inc., Box 5867, High Point, NC, 27262	(919) 889-170
TSAO Designs, Inc., 31 Grove St., New Canaan, CT, 06840	(203) 966-955
TSG Inc., Synfin Div., 1400 Welsh Rd., North Wales, PA, 19454	(215) 628-200
TSR Finishes, 7115 Miami Ave., Cincinnati, OH, 45243	(513) 561-522.
Tab Products Co., 1400 Page Mill Rd Palo Alto CA 94304	(415) 852-240
Tami International Corp., 2485 N. Airport Rd., Ft. Myers, FL 33907	(813) 936-820
The Tandem Group, Inc., 6905 Aragon Cir., Buena Park, CA, 90620	(0137 330-020
(714) 004	441 (213) 946-2418
Tarkett Inc., 800 Lanidex Plaza, P.O. Box 264 Parsionany, NIL 07054	(201) 428-9000
Tate Architectural Products, 7510 Montevideo Rd., Jessup, MD, 20794	(301) 799-4200
Shiney Tattersheld Ltd., 4101 Lauriston St., Philadelphia, PA, 19128	(215) 232-0430
Tavola International, 15438 Ventura Blvd., Sherman Oaks, CA, 91403	(818) 783-1357
Taylor Chair, 75 Taylor St., Bedford, OH, 44146	(216) 232-0700
Tech Furniture, Inc., 299 Wordin Ave., Bridgeport, CT, 06605	(203) 579-9892
Tech Lighting, 300 W. Superior, Chicago, IL, 60610	(312) 337-0759
Technal Inc., 4761 E Hugh Howell Rd., Tucker, GA, 30084	(404) 493-8300
Techniques in Wood, P.O. Box 594, Rochester, NY, 14602 (716) 3	28-3800(NY Collect
Techtonic Corp., 2315 Parview Rd., P.O. Box 264, Middleton, WI, 53562	(608) 836-7717
Tectum Inc., 1055 Sixth St., P.O. Box 920, Newark, OH, 43055	(614) 345-9691
Teknion Furniture Systems Inc., 607 Canarctic Dr., Toronto, M3J 2P9, Ont.,	
Canada	(416) 661-3370
Teledyne Big Beam, P.O. Box 518, Crystal Lake, IL, 60014	(815) 459-6100
Telescope Folding Furniture Co., Inc., Granville, NY, 12832	(518) 642-1100
See p. 268 for above company's ad.	
Tella Systems, Inc., 161 Stirling Ave., La Salle, H8R 3P3, Que., Canada	(514) 364-0511
Tenex Corp., 1850 E. Estes Ave., Elk Grove Village, IL, 60007	(800) 323-6699
Tennsco Corp., P.O. Box 606, Dickson, TN, 37055	(615) 446-8000
Tepromark International, Inc., 206 Mosher Ave., Woodmere, NY, 11598	
(516) 569-4	533 (800) 645-2622
Terra Firma Tile, 2906 N. Fitzhugh, Dallas, TX, 75204	(214) 827-0552
Terra Furniture Inc., 17855 Arenth Ave., City of Industry, CA, 91744	(213) 912-8523
Terrestris Greenhouses, 409 E. 60 St., New York, NY, 10022	(212) 758-8181
Terry Hinge & Hardware Co., 14606 Arminta St., Van Nuys, CA, 91409	(213) 787-9000
rextile Rubber & Chemical Co., Inc., Kangaback Div., Tiarco Dr., Dalton,	
GA, 30720	(404) 277-1300
Textile Wallcoverings International Ltd., 1691 Sands Pl., Ste. A&B, Marietta,	
GA, 3006/	(404) 952-9834
Texwood Furniture Corp., Box 6280, Austin, TX, 78762	(512) 385-3323
Thayer Coggin Institutional, Inc., 427 South Rd., P.O. Box 5867, High	
Point, NC, 27262	(919) 883-0111
ThermaSol Ltd., ThermaSol Plaza, Leonia, NJ, 07605	(201) 947-6222
Thomas & Betts Co., 920 Rte. 202, Raritan, NJ, 08869	(201) 685-1600
Thomasville Furniture Industries, Thomasville Contract, Thomasville, NC,	
2/360	(919) 475-1361
Thompson Butcher Block Co., C.P.O. 1729, Kingston, NY, 12401	(914) 338-4746
Thonet, Box 1587, 491 E. Princess St., York, PA, 17405	(717) 845-6666
Thortel Fireproof Fabrics, Inc., Interspec Div., P.O. Box 172, Allenwood,	
NJ, 08/20	(201) 938-4114
3M, Broadcasting & Related Products Div., 225-35-07 3M Center, Saint	
Paul, MN, 55144	(612) 733-9073
3M, Building Service & Cleaning Products, 223-65-03 3M Center, Saint	
Paul, MN, 55144	(612) 733-0635
3M, Commercial Graphics Div., 220-6W-06 3M Center, St. Paul, MN,	
55144	(612) 736-0977
3M, Energy Control Products, 225-4S-08 3M Center, Saint Paul, MN,	
55144	(612) 736-2388
Thunder & Light, 147 41 St., Brooklyn, NY, 11232	(212) 499-3777
Thybony Wallcoverings, 2435 W. Belmont Ave., Chicago, IL, 60618	(312) 525-1300
see p. 72 for above company's ad.	10.00 000
Tibbet Inc., 155 S. Superior St., P.O. Box 2266, Toledo, OH, 43603	(419) 244-9558
Tiffany Stand & Furniture, 9666 Olive Blvd., St. Louis, MO, 63132	(314) 991-1700
Tile Tops Inc., 413 Londondary, St. Louis, MO, 63011	(314) 576-6117
Timbercraft Inc., 7569 Woodman Pl., Van Nuys, CA, 91405	(818) 988-2174
Tivoli Industries, Inc., P.O. Box 11523, Santa Ana, CA, 92711	(714) 957-6101
Toltec Fabrics, Inc., 295 Fifth Ave., New York, NY, 10016	(212) 684-2380
Top Grade, 212 Durham Ave., Metuchen, NJ, 08840	
Topsiders, Div. Inn Plant, 120 S. Verity Pkwy., Middletown, OH 45044	(201) 321-1660
See p. 280 for above company's ad.	(513) 423-0117
Torxon Inc., 917 Center St., San Carlos, CA, 94070	(415) 595-5035

orxon Inc., 917 Center St., San Carlos, CA, 94070	(415) 595-5035
ower Carpet, Div. Carriage Industries, P.O. Box 542, Calhoun, GA, 30701	(404) 629-9234
oyad Corp., P. O. Box 30, Latrobe, PA, 15650	(412) 537-9000

Tracy Ltd. Inc., 5414 New Peachtree Rd., P.O. Box 47373, Atlanta, GA, 30362 (404) 451-0201 Tradewinds Outdoor Furniture, 16301 N.W. 15 Ave., Miami, FL, 33169 (305) 624-4411 See p. 49 for above c Tradex Corporation, 10875 Chicago Dr., Zeeland, MI, 49464 (616) 772-1630 Transwall Corp., 143 Pennsylvania Ave., Malvern Indl. Pk., Malvern, PA, 19355 (215) 647-3040 Trawood Mfg. Co. Inc., P.O. Box 1044, Elkhart, IN, 46515 Trend Inds., 11333 W. Melrose St., Franklin Park, IL, 60131 (219) 293-3591 (312) 455-4350 Trendler Metal Products Inc., 1750 S. Kilbourn, Chicago, IL, 60623 (312) 762-3300 Trendway Corp., 13467 Quincy St., Holland, MI, 49423 (616) 399-3900 See p. 135 for above company 16 and Tri-Guards, Inc., 953 Seton Ct., Wheeling, IL, 60090 (312) 537-8444 Tri-Mark/Tulip, 1006 Arch St., Philadelphia, PA, 19107 Trim Trac Lighting Corp., 800 N.W. 159 Dr., Miami, FL, 33169 Triple R, Div. of Tee & R Industries, Inc., 13140 N.W. 45 Ave., Opa Locka, (215) 923-2077 (305) 621-4416 FL, 33054 (305) 685-6521 Trips in Resin, 3595 Lawson Blvd., Oceanside, NY, 11572 (516 Tropical Foliage, Div. of Green Horizons, 825 Berkshire Valley Rd., Wharton, NJ, 07885 (516) 764-2606 (800) 645-2606 (201) 361-8550 Tropitone Furniture Co. Inc., P.O. Box 3197, Sarasota, FL, 33578 (813) 355-2715 See p. 58-59 for above company Tropilone Furniture Co., Inc., 5 Marconi, Irvine, CA, 92714 Tubular Specialties Mfg. Inc., 13011 S. Spring St., Los Angeles, CA, 90061 (714) 951-2010 (213) 515-4801 Tuohy Furniture Corp., 400 First Ave. North, #316, Minneapolis, MN, 55401 (612) 338-5018 See p. 37 for above company's ad. Typhoon International Corp., 121 Ninth St., San Francisco, CA, 94103 (415) 621-5480

U V	
U-Line Corp., 8900 N. 55 St., Milwaukee, WI, 53223	(414) 354-0300
U.S. Bronze Sign Co., 101 W. 31 St., New York, NY, 10001	(212) 563-5670
USCOA International Corp., P.O. Box 578, St. George, SC. 29477	(803) 563-4561
U.S. Ceramic Tile Co., P.O. Box 8049, Canton, OH, 447-8511	(216) 866-5531
USG Acoustical Products Co., 101 S. Wacker Dr., Chicago, IL, 60606	(312) 321-4000
USG Industries, Inc., 101 S. Wacker Dr., Chicago, IL, 60606	(312) 321-4000
Ulster Carpet Mills, Ltd., 10-150 Merchandise Mart. Chicago. II. 60654	(312) 321-1147
Ultraflex Corp., P.O. Box 1669, 2108 S. Elm St., High Point NC 27261	(919) 886-4131
Uni Corp. Display Products, Subs. Gordon Tube Products Inc., 540 Manida	10.07 000 4131
SL, Bronx, NY, 10474	(212) 378-1700
UNICOR, Federal Prison Industries, 320 First St. N.W., Washington, DC,	
20534	(202) 272-6608
Unika-Vaev USA Inc., 305 E. 63 St., New York, NY, 10021	(212) 750-0900
Union Products Int'l, One Industrial Dr., Cromwell, IN, 46732	(219) 856-2196
Uniroyal Inc., 312 N. Hill St., Mishawaka, IN, 46544	(219) 255-2181
Unistrut Building Systems, 35005 Michigan Ave., Wayne, MI, 48184	(313) 721-0403
United Chair Co., P.O. Box 96, Leeds, AL, 35094	(205) 699-5181
See p. 65 for above company's ad.	
United Lighting & Ceiling Corp., 513 Independent Rd., Oakland, CA, 94621	(415) 569-6700
United Marketing, Inc., 14 & Laurel Sts., Pottsville, PA, 17901	(717) 622-7715
United States Gypsum Co., 101 S. Wacker Dr., Chicago, IL, 60606	(312) 321-4000
United States Testing Co., Inc., Textile Svcs. Div., 1415 Park Ave., Hoboken, NJ, 07030	
United Technical Products Inc., 960 Turnpike St., Canton, MA, 02021	(201) 792-2400
Unitex Industries Inc., 6611 West North Ave., Oak Park, IL, 60302	(617) 821-1752
Universal Building Systems, Inc., 2270 N. First St., San Jose, CA, 95131	(312) 559-0800
USABBCO Corp., 16250 Ventura Blvd., Encino, CA, 91436	(408) 946-5445
V.I.P. Sales Inc., P.O. Box 1776, Dalton, GA, 30720	(818) 784-7646
V.P.I., 3123 S. Ninth St., Sheboygan, WI, 53082	(404) 278-3301
Joyce Vagasy Textiles, Div. Amicale Fabrics, 1040 Ave. of Americas, New	(414) 458-4664
York, NY, 10018	(212) 398-0300
Valley Forge Fabrics, 7 W. 22 St., New York, NY, 10011	(212) 691-1776
Valli Furniture Mfg. Corp., 430 Lincoln St., P.O. Box 1090, Easton, PA, 18042	
	(215) 253-2093
Van San Corp., 16735 E. Johnson Dr., City of Industry, CA, 91745 Vanguard Studios, 14660 Arminta St., P.O. Box 4750, Panorama City, CA, 91412	(818) 961-7211
	(213) 991-3350
Varitronics Systems Inc., 9959 Valley View Rd., Eden Prairie, MN, 55344 See p. 213 for above company's ad.	(612) 944-5070
Vaustan Walls Inc. 1050 Hand D. Lain TV TRACK	

Vaughan Walls Inc., 1950 Hurd Dr., Irving, TX, 75062

(214) 659-0659

(214) 641-2860 Vecta Contract, 1800 S. Great Southwest Pkwy., Grand Prairie, TX, 75051 (603) 669-4892 Velcro, 406 Brown Ave., P.O. Box 5218, Manchester, NH, 03108 (802) 459-3311 Vermont Marble Co., 61 Main St., Proctor, VT, 05765 Verosol USA Inc., 224 Park West Dr., Pittsburgh, PA, 15275 Versa Tec Corp., Compucart Div., P.O. Box 2095, Tampa, FL, 33601 (412) 787-9810 (800) 237-9024 (812) 482-3043 Versteel, P.O. Box 106, Jasper, IN, 47546 (213) 731-1986 Vertex Furniture Inc., 4912 W. Jefferson Blvd., Los Angeles, CA, 90016 Vescom USA Inc., 950 Third Ave., New York, NY, 10022 (212) 355-2117 (201) 366-2020 Vicrtex, 170 N. Main St., Wharton, NJ, 07885 124 for Victor Systems & Equipment, P.O. Box 171, Marietta, OH, 45750 (814) 355-8449 Victorian Lighting Works, 160 Dunlap St., Bellefonte, PA, 16823 Victory Upholstered Seating Co., 232-40 N. California, Chicago, IL, 60647 Viking Acoustical Corp., Airlake Industrial Park, Lakeville, MN, 55044 (312) 252-2000 (800) 328-8385 (312) 594-1111 Viking Metal Cabinet Co., 5321 W. 65 St., Chicago, IL, 60638 (213) 532-3570 Virco Mfg. Corp., 1331 W. Torrance Blvd., Torrance, CA, 90501 e p. 138 for above company (703) 672-2800 Virginia Metal Industries Inc., P.O. Box 709, Orange, VA, 22960 Virginia Metalcrafters, Inc., 1010 E. Main St., Waynesboro, VA, 22980 Visa Lighting, 8600 W. Bradley Rd., Milwaukee, WI, 53224 The Viscusi Rosan Group Inc., 220 E. 57 St., New York, NY, 10022 (703) 949-8205 (414) 354-6600 (212) 371-0220 See p. 14 for above com Vista Industries, Inc., 4644 Illinois Ave., Louisville, KY, 40213 (502) 454-3628 Vista Lighting Corp., Subs. of Jac Jacobsen Inds., 2200 S. Anne St., Santa (714) 549-9765 Ana, CA, 92704 Vista Mfg., Rt. 1 - Box 409-2, Mash Branch Rd., Denton, TX, 76205 Vitra Inc., 410 E. 62 St., New York, NY, 10021 Vitro Products Inc., 201 Madison St., P.O. 5440, St. Louis, MO, 63147 Vivid Software, 900 Lafayette St., #604, Santa Clara, CA, 95050 Vogel-Peterson Co., Rt. 83 & Madison St., Elmhurst, IL, 60126 Vorgel-Peterson Co., Rt. 83 & Madison St., Elmhurst, IL, 60126 (817) 566-4704 (314) 241-2265 (408) 241-1921 (312) 279-7123 Vomar Products, Inc., 16641 Roscoe Pl., P.O. Box 2637, Sepulveda, CA, (818) 894-7174 91343 (414) 634-1956 Von Schrader Co., 1600 Junction Ave., Racine, WI, 53403 Vran Associates, P.O. Box 277, Chalfont, PA, 18914 (215) 822-7006 Vricotex America, 214 E. Elm Ave., Ste. 200, Monroe, MI, 48161 Vycon Contract 54, 20 Horizon Blvd., S. Hackensack, NJ, 07606 Vycor Corp., 1055 Thomas Jefferson St. N.W., Washington, DC, 20007 (313) 243-6603 (201) 440-7000 (202) 467-5510

#### WW Graphics, Inc., 5211 W. Adams Blvd., Los Angeles, CA, 90016 (213) 931-1201 William J. B. Waite Co., Div. of Tropicane Industries, Inc., 200 Kansas St., #221, San Francisco, CA, 94103 (415) 861-3495 (218) 728-4434 Walker Systems, Inc., 534 S. 21 Ave. E., Duluth, MN, 55812 See p. 278 for above company's ad. Walker & Zanger, Inc., P.O. Box 241, Scarsdale, NY, 10583 Wall Fabrics Inc., 932 Market St., P.O. Box 1949, Paterson, NJ, 07509 Wall Pride Inc., 7050 Valjean Ave., Van Nuys, CA, 91406 Wall Solutions, 1400 Potters Ln., Jeffersonville, IN, 47130 Wallace, 31st & Jefferson Sts., Philadelphia, PA, 19121 Wallamates Vinyls, Inc., 1305 Newbridge Rd., North Bellmore, NY, 11710 Walch & Simmons Seating, 2511 Jours M. St. Lutis, MO. 63104 See p. 278 for above compan (914) 472-5666 (201) 274-9168 (213) 997-2700 (812) 288-2500 (215) 232-9900 (516) 826-2330 Walsh & Simmons Seating, 2511 Iowa St., St. Louis, MO, 63104 Walter Carpets, Div. West Point Pepperell, 14528 E. Bonelli St., City of Industry, CA, 91749 (314) 664-1215 (818) 968-1464 (718) 784-7777 Walter Sign Corp., 36-35 36 St., Long Island City, NY, 11106 (714) 847-8800 The Walton Company A-3, P.O. Box 1998, Huntington Beach, CA, 92647 Watercolors Inc., Carrison on Hudson, NY, 10524 Waterford Crystal Inc., 225 Fifth Ave., New York, NY, 10010 (914) 424-3327 (212) 683-8899 Watson Furniture Systems, 12715 Miller Rd. N.E., Bainbridge Island, WA, (206) 842-6601 98110 (612) 890-0055 Waymar Inds., Inc., 11545 12th Ave. S., Burnsville, MN, 55337 (812) 526-2601 David R. Webb Co., 206 S. Holland, Edinburgh, IN, 46124 Webb Designs, Inc., P.O. Box 1405, 1155 Johnson Ave., El Cajon, CA, (619) 442-0391 92020 (415) 543-2151 Helen Webber Designs, Ltd., 410 Townsend, San Francisco, CA, 94107 Weber Costello, P.O. Box 2687, Jackson, TN, 38301 Wegman Associates, Inc., 3 Dunwoody Pk., Ste. 103, Atlanta, GA, 30338 (901) 422-4440 (404) 391-9884 Wellco Business Carpet, Sub. Mannington Mills, P.O. Box 281, Calhoun, (404) 629-7301 GA, 30701 Welton Mfg., P.O. Box 129, Saratoga, WY, 82331 (307) 326-5074 (800) 326-5074 (803) 839-6341 Wendell Fabrics Corp., Blacksburg, SC, 29702

Wenger Corp., 555 Park Dr., Owatonna, MN, 55060	(507) 451-3010
Werzalit/Plexowood Div., 40 Holly Ave., P.O. Box 373, Bradford, PA,	
16701	(814) 362-3881
West Coast Inds., 3150 18 St., San Francisco, CA, 94110	(415) 621-6656
Mort West Mills, Div. Crest Carpet Co., 205 Lexington Ave., New York,	(212) 889-5588
NY 10016	(212) 689-5566 (214) 647-2323
Westgate Fabrics Inc., 1000 Fountain Pkwy., Grand Praire, TX, 75050	(214) 04/-2323
Westinghouse Electric Corp., Decorative Micarta Div., P.O. Box 248,	(803) 943-2311
Hampton, SC, 29924	(003) 343-2311
See p. 87 for above company's ad.	
Westinghouse Furniture Systems, 4300 36 St. S.E., Grand Rapids, MI,	(616) 949-1050
49508	(612) 484-3329
Westin-Nielsen Corp., 3752 N. Dunlap St., St. Paul, MN, 55112	(012) 404-3323
See p. 77 for above company's ad.	(312) 647-7415
WESTNOFA USA, Inc., 7040 N. Austin Ave., Niles, IL, 60648	(201) 684-8484
Westwood Lighting Group, Inc., 177 Genesee Ave., Paterson, NJ, 07503.	(206) 924-2345
Weyerhaeuser, Tacoma, WA, 98477	(201) 272-6700
White Machine Co., 30 Boright Ave., Kenilworth, NJ, 07033	(518) 853-3451
White Mop Wringer Co., P.O. Box 277, Fultonville, NY, 12072	(201) 272-8888
White Office Systems, Inc., 50 Boright Ave., Kenilworth, NJ, 07033	
See p. 121 for above company's ad.	(305) 757-3407
Whitecraft Rattan Inc., P.O. Box 380309, Miami, FL, 33138	(404) 277-3414
Whitecrest Carpet, Cross Plains Industrial Park, Dalton, GA, 30720 Whitecrest Carpet, Cross Plains Industrial Park, Dalton, GA, 30720	11011 211 211
Whitehall Furniture, Inc., 800 Moreland St., P.O. Box 745, Owensboro, KY,	(502) 683-3585
42302 Wicklund Associates Design Inc., P.O. Box 539, Long Lake, MN, 55356	(612) 473-9066
Wicklund Associates Design Inc., P.O. Box 539, Long Lake, Mill, 5355	(212) 421-1200
John Widdicomb Co., 979 Third Ave., New York, NY, 10022 Williams Office Furniture Co., 47 W. 34 St., New York, NY, 10001	(212) 695-6766
Williams Office Furniture Co., 47 W. 34 St., New York, 11, 1000 Willow-Tex Inc., 38-01 23 Ave., Long Island City, NY, 11105	(718) 726-9890
Andrew Wilson Co., 616 Essex St., Lawrence, MA, 01842	(617) 683-2403
Wilson Jones, 6150 Touhy Ave., Chicago, IL, 60648	(312) 774-7700
Ralph Wilson Plastics Co., 600 General Bruce Dr., Temple, TX, 76501	(817) 778-2711
Kalph Wilson Plastics Co., 600 General Bruce Dr., reinpic, ris, read	
See p. 17 for above company's ad. Winkelman Industries, 5737 E. Rosedale, Fort Worth, TX, 76112	(817) 654-3004
The Winn Corp., 5700 6 Ave. S., P.O. Box 80096, Seattle, WA, 98108	(206) 763-9544
Winona Industries Inc., P.O. Box 9, Winona, MN, 55987	(507) 454-1860
The Wiremold Co., 60 Woodlawn St., West Hartford, CT, 06110	(203) 233-6251
The Witt Co., 4454 Steel Pl., Cincinnati, OH, 45209	(513) 871-5700
John Wolf Decorative Fabrics 261 5th Ave., New York, NY, 10016	(212) 683-4800
Wolf-Gordon, Inc., Wallcoverings & Upholstery, 132 W. 21 St., New York,	
NY, 10011	(212) 255-3300
Wolff Wire Inc., P.O. Box 668, 902 Rowe St., Ludington, MI, 49431	(616) 845-1574
Wolverine Leather Div., Rockford, MI, 49351	(616) 866-9521
Wood Design, Beechwood Ave., French Lick, IN, 47432	(812) 936-9977
C. P. Wood Inc. 1801 Progress Wy. Clarksville, IN, 4/130	(812) 288-9201
Lee L. Woodard, Inc., 2951 28 St., Santa Monica, CA, 90405	(800) 221-9694
Woodbridge Designs Inc. 38 E. 29 St., New YORK, NY, 10010	(212) 684-6740
Woodlee Euroiture Corp. 132 Beckwith Ave., Paterson, NJ, 07503	(201) 684-1111
The Woodsmiths 2660 N.E. 7 Ave., Pompano Beach, FL, 33064	(305) 942-8840
Woolums Mfg. Inc., 1540-19 St. N., St. Petersburg, FL, 33713	(813) 822-4685
Wooster Products, 124 Spruce St., Wooster, OH, 44691	
Worden Co., 199 E. 17 St., Holland, MI, 49423	(616) 392-1848
Course 16 for above company's ad	
Work Space International, 2100 Powers Ferry #405, Atlanta, GA, 50555	(404) 955-0496
World Carpets Inc. World Plaza, Dalton, GA, 30720	(404) 278-8000
Wright Line Inc., A Unit of Barry Wright Corp., 160 Gold Star Blvd.,	
Worcester, MA, 01606	(800) 225-7348
See p. 265 for above company's ad.	
Wyandot Seating, P.O. Box 969, Bucyrus, OH, 44820	(419) 562-1000
Wycombe Meyer Co., Inc., 305 E. 63 St., New York, NY, 10021	(212) 753-2010
San a 255 for above company's ad	(214) 420 5050
Jim Wylie & Company, 3410 Century Circle, Irving, TX, 75062	(214) 438-5050

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X-Y-Z	

Xception Design Ltd., 2875 Industrial Blvd., Laval, Que. H7L 3V8, Canada	(514) 668-0710
Xebron Corp., P.O. Box 7909, Ann Arbor, MI, 48107	(313) 994-0100
Xylem, 35 High St., Mineral Point, WI, 53565	(608) 987-3510
Yorkraft, Inc., Contract Dept., 550 S. Pine St., P.O. Box 2386, York, PA,	
17405	(717) 845-3666
Z-Brick Company, VMC Corp., 13929 N.E. 190 St., P.O. Box 628,	
Woodinville, WA, 98072	(206) 483-8041
Zographos Designs Ltd., 150 E. 58 St., New York, NY, 10022	(212) 421-6650
Zumtobel, P.O. Box 1381, 311 Rte. 46 W., Fairfield, NJ, 07007	(201) 882-9600

CONTRACT/January 1986

## MARTS & PERMANENT TRADE EXHIBITS

Architects & Designers Building, 150 E. 58 St., New York, NY 10155 Architects Samples Corp., 275 Madison Ave., New York, NY 10016 Atlanta Decorative Arts Center (ADAC), 351 Peachtree Hills Ave., N.E., Atlanta, GA 30305

Atlanta Market Center, 240 Peachtree St., N.W., Atlanta, GA 30043 Atlanta Merchandise Mart, 240 Peachtree St., Atlanta, GA 30043 See p. 70 for above company's ad.

The Boston Design Center, 6 St. James Ave., Boston, MA 02116 Contract Center, 650 7th St., San Francisco, CA 94103 COSMIT, Corso Magenta 96, 1-20123 Milan, Italy Dallas Market Center, 2100 Stemmons Frwy., Dallas, TX 75229 Decoration & Design Building, 979 Third Ave., New York, NY 10022 Decorative Arts Center, 305 E. 63 St., New York, NY 10021 Denver Design Center, 595 S. Broadway, Denver, CO 80209 Denver Merchandise Mart, Inc., 451 E. 58 Ave., Denver, CO 80216 The Design Center, 5001 Baum Blvd., Pittsburgh, PA 15213 Designer Center at The Icehouse, 1801 Wynkoop St., Denver, CO 80202 Design Center Northwest, 5701 Sixth Ave. S., Seattle, WA 98108 Design Center of Los Angeles, 433 S. Spring St., Los Angeles, CA 90013

Design Center of the Americas, 1855 Griffin Rd., Dania, FL 33004 Design Center South, 23811 Aliso Creek Rd., Laguna Niguel, CA 92656 Design Collection Denver, Blake St. between 20th & 21st Sts., Denver,

CO 80202 The Design Exchange, 712 Broadway, Kansas City, MO 64105

Design Resources Center of Greater St. Louis, 3226 Olive St., St. Louis, MO 63103

- The Eight-Five-Hundred Melrose Avenue Design Center, 8500 Melrose Ave., West Hollywood, CA 90069
- Furniture Mart, 192 Lexington Ave., New York, NY 10016 Galleria Design Center, 101 Henry Adams St., Showplace Square, San Francisco, CA 94103

Hickory Furniture Mart, P.O. Box 2644, Hickory, NC 98603

Houston Design Center, 20 Greenway Plaza, Houston, TX 77046

Innova, 20 Greenway Plaza, Houston, TX 77046

Interior Resource Center of Houston, 7026 Old Katy Rd.,

Houston, TX 77920

Interior Showplace,Ltd., 1020 Auahi St., Bld. 6, Honolulu, HI 96814 International Design Center, New York, 30-20 Thomson Ave., Long Island City, NY 11101 See p. 107 for above company's ad.

International Market Square, 275 Market St., Minneapolis, MN 55405 See p. 96A-96B for above company's ad.

0	Ital Center Inc., 841 Merchandise Mart, Chicago, IL 60654	(212) 822 0246
	Karel Exposition Mgmt., 2301 Collins Ave., Suite 105, Miami, FL 33119	(312) 822-0346 (305) 534-7469
	Lenora Square, 1000 Lenora, Seattle, WA 98121	(206) 326-2992
	Lighting/Accessories Center, 230 Fifth Ave., New York, NY 10001	(200) 528-2992 (212) 532-4555
	Los Angeles Home Furnishings Mart, 1933 S. Broadway, Los Angeles, CA	
2	90007	(213) 749-7911
	The Marketplace, 2400 Market St., Philadelphia, PA 19103	(215) 561-5000
	The Merchandise Mart, Suite 470, Chicago, IL 60654	(312) 527-4141
	Miami Decorating & Design Center, NE 2nd Ave., & 39th St., Miami, FL 33137	(305) 573-8116
)	Miami International Merchandise Mart, 777 N.W. 72nd Ave., Miami, FL	(305) 261-2900
1	33126	
,	Michigan Design Center, 1700 Stutz Dr., Troy, MI 48084	(313) 649-4772
	New York Design Center, 200 Lexington Ave., New York, NY 10016	(212) 679-9500
1	New York Merch. Mart, 41 Madison Ave., New York, NY 10010	(212) 686-1203
)	Northwest Home Furnishings Mart, 121 Boren Ave. N., Seattle, WA 98109	(206) 343-8100
)	Oak Lawn Plaza, 1444 Oak Lawn Ave., Dallas, TX 75207	(214) 689-4222
1	Ohio Design Centre, 23533 Mercantile Rd., Beachwood, OH 44122	(216) 248-7770
	Pacific Design Center, 8687 Melrose Ave., Los Angeles, CA 90069 See.p. 117 for above company's ad.	(213) 657-0800
	Palace Square International Resource Marketplace, 830 S. Hill St., Los Angeles, CA 90014	(213) 623-8300
	See p. 240 for above company's ad.	
	Pendleton Square Design Center, 1118 Pendleton St., Cincinnati, OH 45210	(513) 621-7619
	Phoenix Design Plaza, 4700 N. Central Ave., Phoenix, AZ 85012	(602) 266-4700
	Piedmont Center, 10 Piedmont Center, Suite 300, 3495 Piedmont Rd., Atlanta, GA 30305	(404) 261-3667
	Place Bonaventure, P.O. Box 1000, Place Bonaventure, Que. H5A 1G1,	(514) 397-2216
	San Francisco Design Center, 9th, Bryant & Brannon Streets, San Francisco, CA 94103	(415) 461-7970
	Showplace Square, 2 Henry Adams St., San Francisco, CA 94103	(415) 864-1500
	Six-One-Hundred Bld., 6100 4th Ave. S., Seattle, WA 98108	
	South Florida Trade Mart, 1313 NW 167th St., Miami, FL 33169	(206) 767-6800
		(305) 891-1100
	St. Paul's Church Mart, 1117 Pendleton St., Cincinnati, OH 45210	(513) 579-1922
K.	Two-Twenty-Five Fifth Ave. Association, 225 Fifth Ave., New York, NY 10010	(212) 532-4412
	Two-Thirty Fifth Ave. Market Center, 230 Fifth Ave., New York, NY 10010	(212) 532-4555
	The Washington Design Ctr., 300 D St., Washington, DC 20024	(202) 554-5053

(612) 338-6250

(703) 528-0700

(312) 885-1025

(312) 280-6000

(212) 265-4506

(202) 626-7463

(312) 944-6780

(212) 944-9220

(202) 466-7730

See p. 18 for above company

(212) 644-6555

(212) 683-1400

(404) 231-1720

(404) 688-8994

(404) 658-5672

(617) 542-4271

(415) 864-8541

(214) 655-6100

(212) 759-2964

(212) 838-7736

(303) 733-2455

(303) 292-6278

(412) 683-6200

(303) 623-0770

(206) 762-1200

(213) 625-1100

(305) 920-7997

(714) 643-2929

(303) 292-6446

(816) 842-2177

(314) 531-7222

(213) 659-4460

(212) 685-3685

(415) 864-1500

(704) 332-3510

(713) 963-9955

(713) 963-9955

(713) 862-6677

(808) 524-5420

(718) 937-7474

02/4988361

## **ASSOCIATIONS & SOCIETIES**

- American Furniture Manufacturers Association, 223 S. Wrenn, P.O. Box (919) 884-5000 HP-7, High Point, N.C. 27261 Air-Conditioning & Refrigeration Institute, 1501 Wilson Blvd., Suite 600. (703) 524-8800
- Air-Conditioning & Refrigeration Institute, 1501 Wilson Blvd., Suite 600, Arlington, VA 22209

American Association of School Administrators, 1801 N. Moore St., Arlington, VA 22209

American Hardware Manufacturers Association, 931 N. Plum Grove Rd., Schaumburg, IL 60195

American Hospital Association, Div. of Design & Construction, 840 N.

- Lake Shore Dr., Chicago, IL 60611 American Hotel & Motel Association, 888 Seventh Ave., New York, NY
- 10019 American Institute of Architects, 1735 New York Ave., N.W., Washington, DC 20006

American Library Association, 50 E. Huron St., Chicago, IL 60611

American Society of Interior Designers, 1430 Broadway, New York, NY 10018

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Belgian Consulate General, Trade Section, 50 Rockefeller Plaza, 11th floor, New York, NY 10020	(212) 586-5110
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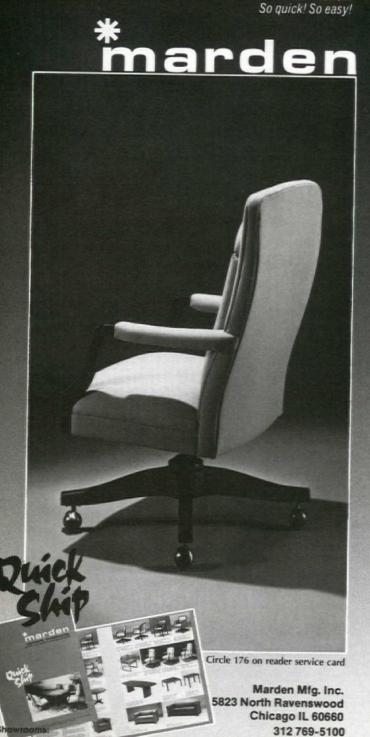
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(at, d, p, tr, w) The Pace Collection Inc., National Headquarters Pan Nam Imaging, Div. Horizons Research Inc. (m) Park Sherman Inc. Paul Associates Inc. Peter Pepper Products Inc. (at, au, ba, c, d, p, tr, w)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)         Photographic Specialties, Inc.
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)         Photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (cm, d)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)         Photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (m)         Platicoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.         (r)         Portasound
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (m)         Platicoid Manufacturing, Inc.         (crm, d)         Plymold Booths, Div. Foldcraft Co.         (t)         Portasound
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba, photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (cr, d)         Plymold Booths, Div. Foldcraft Co.         (l)         Pouliat Designs Corp.         (au, p, tr)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (m)         Plasticoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.         (tr)         Portasound         (l)         Pul Designs         (au, r)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (m)         Platicoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.         (th)         Portasound         (l)         Pollot Designs Corp.         (au, p, tr)         Reto Mig., Div. LHL         (p)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (m)         Plasticoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.         (l)         Pouliot Designs Corp.         (au, tr)         Redco Mfg., Div. LHL         (p)         Wo.T. Rogers Company
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)         Photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (cr, d)         Portasound         (l)         Pouliot Designs Corp.         (au, p, tr)         Rel co Mfg., Div. LHL         (p)         W.T. Rogers Company         (d)         Rubbermaid Commercial Products, Inc.
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (m)         Photographic Specialties, Inc.         (m)         Plymoid Booths, Div. Foldcraft Co.         (m)         Portasound         (1)         Polliot Designs Corp.         (au, p, tr)         Redco Mfg., Div. LHL         (p)         W.T. Rogers Company         (d)         Rubbermaid Commercial Products, Inc.         (at, au, cm, d, tr, w)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba, p)         Plymold Booths, Div. Foldcraft Co.         (m)         Polymold Booths, Div. LHL         (m)         Polegins         (au, rr)         Redco Mfg., Div. LHL         (m)         W.T. Rogers Company         (d)         Rubbermaid Commercial Products, Inc.         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba, p)         Plymold Booths, Div. Foldcraft Co.         (m)         Polymold Booths, Div. LHL         (m)         Polegins         (au, rr)         Redco Mfg., Div. LHL         (m)         W.T. Rogers Company         (d)         Rubbermaid Commercial Products, Inc.         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba, point)         Photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.         (l)         Pouliot Designs Corp.         (au, tr)         Redco Mfg., Div. LHL         (p)         W.T. Rogers Company         (d)         Nubbermaid Commercial Products, Inc.         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.         (m)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Pfanstiel Hardware Co. Inc.       (ba)         Photographic Specialties, Inc.       (m)         Plymoid Booths, Div. Foldcraft Co.       (tr, d)         Portasound       (l)         Politoit Designs Corp.       (au, p, tr)         RPI Designs       (au, tr, w)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, d, -tr, w)         Shorewood Fine Art Reproductions, Inc.       (m)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba)         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.       (ba)         Photographic Specialties, Inc.       (m)         Plymold Booths, Div. Foldcraft Co.       (tr)         Portasound       (l)         Poliot Designs Corp.       (au, p, tr)         Redco Mfg., Div. LHL       (p)         W.T. Rogers Company       (d)         Rubbermaid Commercial Products, Inc.       (at, au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Shigh Furniture Co.       (c)         Shigh Furniture Co.       (c)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)         Photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.         (f)         Pouliot Designs Corp.         (au, r)         Redco Mfg., Div. LHL         (p)         W.T. Rogers Company         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.         (at, au, cm, d, tr, w)         Shorewood Fine Art Reproductions, Inc.         (c)         Smith Metal Arts Co. Inc.         (at, au, c, d, w)         Smith Metal Arts Co. Inc.         (at, au, c, d, w)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)         Photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.         (f)         Pouliot Designs Corp.         (au, r)         Redco Mfg., Div. LHL         (p)         W.T. Rogers Company         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.         (at, au, cm, d, tr, w)         Shorewood Fine Art Reproductions, Inc.         (c)         Smith Metal Arts Co. Inc.         (at, au, c, d, w)         Smith Metal Arts Co. Inc.         (at, au, c, d, w)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Pfanstiel Hardware Co. Inc.       (ba)         Photographic Specialties, Inc.       (m)         Plymold Booths, Div. Foldcraft Co.       (tr, d)         Portasound       (l)         Poliotio Designs Corp.       (au, p, tr)         RPI Designs       (au, tr)         Redco Mfg., Div. LHL       (p)         W.T. Rogers Company       (d)         Rubermaid Commercial Products, Inc.       (m)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Shigh Furniture Co.       (c)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Smith & Watson       (b)         Stanwood Corp.       (d)         Stanwood Corp.       (d)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)         Photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (crm, d)         Plymold Booths, Div. Foldcraft Co.         (r)         Potasound         (l)         Pouliot Designs Corp.         (au, r), RPI Designs         (au, r)         Redco Mfg., Div. LHL         (p)         W.T. Rogers Company         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.         (at, au, cm, d, tr, w)         Shorewood Fine Art Reproductions, Inc.         (c)         Smith Metal Arts Co. Inc.         (at, au, c, d, w)         Smokador, Inc.         (b)         Smokador, Inc.         (c)         Smith Metal Arts Co. Inc.         (at, au, d, p, tr, w
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Pfanstiel Hardware Co. Inc.       (ba)         Photographic Specialties, Inc.       (m)         Plymold Booths, Div. Foldcraft Co.       (tr, d)         Portasound       (l)         Polioto Designs Corp.       (au, p, tr)         RPI Designs       (au, tr)         Redco Mg., Div. LHL       (p)         W.T. Rogers Company       (d)         Rubermaid Commercial Products, Inc.       (m)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Shorewood Fine Art Reproductions, Inc.       (m)         Sligh Furniture Co.       (c)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Stanwood Corp.       (b)         Stanwood Corp.       (d)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)         Photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.         (m)         Portasound         (l)         Polliot Designs Corp.         (au, p, tr)         Relco Mfg., Div. LHL         (p)         W.T. Rogers Company         (d)         Rubbermaid Commercial Products, Inc.         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.         (at, au, c, d, w)         Smith Metal Arts Co. Inc.         (at, au, c, d, w)         Smith Aetal Arts Co. Inc.         (at, au, d, p, tr, w)         Stanwood Corp.         (d)         Star Desk Pad Co. Inc.         (at, d, w)         Star De
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba)         Photographic Specialties, Inc.       (cm, d)         Plymold Booths, Div. Foldcraft Co.       (tr)         Portasound       (l)         Politoi Designs Corp.       (au, p, tr)         Redco Mfg., Div. LHL       (p)         W.T. Rogers Company       (d)         Rubbermaid Commercial Products, Inc.       (m)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, au, c, d, w)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Smith & Watson       (b)         Star Desk Pad Co. Inc.       (at, au, d, p, tr, w)         Star Desk Pad Co. Inc.       (at, d, w)         Stirling Plastics       (d)         Supreme Aluminum Industries Ltd., Contract Div.
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Pfanstiel Hardware Co. Inc.       (ba)         Photographic Specialties, Inc.       (m)         Platicoid Manufacturing, Inc.       (cm, d)         Plymold Booths, Div. Foldcraft Co.       (tr)         Portasound       (l)         Poliot Designs Corp.       (au, p, tr)         RPI Designs       (au, tr)         Redco Mfg., Div. LHL       (p)         W.T. Rogers Company       (d)         Rubermaid Commercial Products, Inc.       (m)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, au, c, d, w)         Shigh Furniture Co.       (c)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Stanwood Corp.       (d)         Stanwood Corp.       (d)         Stanwood Corp.       (d)         Stanwood Corp.       (d)         Supreme Aluminum Indust
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (ba, p, w)         Peter Pepper Products Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)         Photographic Specialties, Inc.         (m)         Plymoid Booths, Div. Foldcraft Co.         (m)         Portasound         (l)         Pollot Designs Corp.         (au, p, tr)         RPI Designs         Redco Mfg., Div. LHL         (p)         W.T. Rogers Company         (d)         Rubbermaid Commercial Products, Inc.         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.         (at, au, cm, d, tr, w)         Shorewood Fine Art Reproductions, Inc.         (mit Metal Arts Co. Inc.         (at, au, c, d, w)         Smith Metal Arts Co. Inc.         (at, au, d, p, tr, w)         Star Desk Pad Co. Inc.         (at, au, d, ed, surperted Actions, Inc.         (d)         Star Desk Pa
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ct, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.       (m)         Plymoid Booths, Div. Foldcraft Co.       (m)         Plymoid Booths, Div. Foldcraft Co.       (m)         Portasound       (l)         Politoi Designs Corp.       (au, p, tr)         RPI Designs       (au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, au, c, d, w)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Starn Desk Pad Co. Inc.       (at, d, w)         Star Desk Pad Co. Inc.       (at, d, w)         Stirling Plastics       (d)         Supreme Aluminum Industries Ltd., Contract Div.       (at, au, d, w)         Syroco Inc., Contract Div.       (at, au, d)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Pfanstiel Hardware Co. Inc.       (ba)         Photographic Specialties, Inc.       (m)         Plasticoid Manufacturing, Inc.       (cm, d)         Plymold Booths, Div. Foldcraft Co.       (tr)         Potasound       (l)         Pouliot Designs Corp.       (au, p, tr)         Rel Co Mig., Div. LHL       (p)         W.T. Rogers Company       (d)         Rubbermaid Commercial Products, Inc.       (m)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, au, c, d, w)         Shift Furniture Co.       (c)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Stanwood Corp.       (d)         Supreme Aluminum Industries Ltd., Contract Div.       (at, au, d, w)         Syroco Inc., Contract Div.       (at, au, d, w)         Syroco Inc., Contract Div.       (at, au, d)         (at, au, d)       (b)         Star Desk Pad Co. Inc.
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba)         Photographic Specialties, Inc.       (cm, d)         Plasticoid Manufacturing, Inc.       (cm, d)         Plymold Booths, Div. Foldcraft Co.       (tr)         Portasound       (l)         Polito Designs Corp.       (au, p, tr)         RPI Designs       (au, tr)         Redco Mfg., Div. LHL       (p)         W.T. Rogers Company       (d)         Rubbermaid Commercial Products, Inc.       (m)         Sainberg & Co. Inc.       (at, au, c, d, w)         Shorewood Fine Art Reproductions, Inc.       (m)         Sligh Furniture Co.       (c)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Starnwood Corp.       (d)         Supreme Aluminum Industries Ltd.
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (at, d)         Paul Associates Inc.         (at, au, ba, c, d, p, tr, w)         Peter Pepper Products Inc.         (ba)         Photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.         (m)         Polloit Designs Corp.         (au, p, tr)         Redco Mfg., Div. LHL         (p)         W.T. Rogers Company         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.         (at, au, cm, d, tr, w)         Shorewood Fine Art Reproductions, Inc.         (c)         Smith Metal Arts Co. Inc.         (at, au, d, p, tr, w)         Star Desk Pad Co. Inc.         (at, au, d, w, dtr, w)         Star Desk Pad Co. Inc.         (at, au, d, w)         Star Desk Pad Co. Inc.         (at, au, d, w)         Star Desk Pad Co. Inc.         (at, au, d,
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba)         Photographic Specialties, Inc.       (m)         Plymold Booths, Div. Foldcraft Co.       (m)         Plymold Booths, Div. Foldcraft Co.       (m)         Portasound       (l)         Polito Designs Corp.       (au, p, tr)         RPI Designs       (au, p, tr)         Redco Mfg., Div. LHL       (p)         W.T. Rogers Company       (d)         Rubbermaid Commercial Products, Inc.       (m)         Sainberg & Co. Inc.       (at, au, c, d, w)         Sinh Ferd Arts Co. Inc.       (at, au, c, d, w)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Smith & Watson       (b)         Star Desk Pad Co. Inc.       (at, au, d, p, tr, w)         Star Desk Pad Co. Inc.       (at, au, d, w)         Syroco Inc., Contract Div.       (c)         SAO Designs, Inc.       (at, au, d, w)         Synoco Inc., Contract Div.
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (at, d)         Paul Associates Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)         Photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.         (m)         Polloit Designs Corp.         (au, p, tr)         Redco Mfg., Div. LHL         (p)         W.T. Rogers Company         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.         (at, au, cm, d, tr, w)         Shorewood Fine Art Reproductions, Inc.         (m)         Sigh Furniture Co.         (c)         Smith Metal Arts Co. Inc.         (at, au, d, p, tr, w)         Stanwood Corp.         (d)         Supreme Aluminum Industries Ltd., Contract Div.         (c)         TsAO Designs, Inc.         (at, au, d, tr, w)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.         (at, d)         Paul Associates Inc.         (at, d)         Paul Associates Inc.         (at, au, ba, c, d, p, tr, w)         Pfanstiel Hardware Co. Inc.         (ba)         Photographic Specialties, Inc.         (m)         Plasticoid Manufacturing, Inc.         (cm, d)         Plymold Booths, Div. Foldcraft Co.         (m)         Polloit Designs Corp.         (au, p, tr)         Redco Mfg., Div. LHL         (p)         W.T. Rogers Company         (at, au, cm, d, tr, w)         Sainberg & Co. Inc.         (at, au, cm, d, tr, w)         Shorewood Fine Art Reproductions, Inc.         (m)         Sigh Furniture Co.         (c)         Smith Metal Arts Co. Inc.         (at, au, d, p, tr, w)         Stanwood Corp.         (d)         Supreme Aluminum Industries Ltd., Contract Div.         (c)         TsAO Designs, Inc.         (at, au, d, tr, w)
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba)         Photographic Specialties, Inc.       (cm, d)         Photographic Specialties, Inc.       (cm, d)         Plymold Booths, Div. Foldcraft Co.       (tr)         Portasound       (l)         Polito Designs Corp.       (au, p, tr)         RPI Designs       (au, p, tr)         RPI Designs       (au, tr, w)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, au, c, d, w)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Smith Metal Arts Co. Inc.       (at, au, d, p, tr, w)         Star Desk Pad Co. Inc.       (at, au, d, w)         Stirling Plastics       (d)         Supreme Aluminum Industries Ltd., Contract Div.       (c)         TSAO Designs, Inc.       (at, au, d, tr, w)         Stroco Inc., Contract Div.       (c)         SAO Designs, Inc.       (at, cm, d, tr, w)         Or
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba)         (at, au, ba, c, d, p, tr, w)         Pater Pepper Products Inc.       (ba)         Photographic Specialties, Inc.       (m)         Plasticoid Manufacturing, Inc.       (cm, d)         Plymold Booths, Div. Foldcraft Co.       (tr)         Portasound       (l)         Polico Designs Corp.       (au, p, tr)         Redco Mfg., Div. LHL       (p)         W.T. Rogers Company       (d)         Rubbermaid Commercial Products, Inc.       (m)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, au, c, d, w)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Smith & Watson       (b)         Smith & Watson       (b)         Supreme Aluminum Industries Ltd., Contract Div.       (at, au, d, w)         Syroco Inc., Contract Div.       (at, au, d)         Yeroco Inc., Contract Div.       (at, au, d)         Supreme Aluminum Industries Ltd., Contract
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba, p, w)         Pfanstiel Hardware Co. Inc.       (ba)         Photographic Specialties, Inc.       (m)         Plasticoid Manufacturing, Inc.       (cm, d)         Plymold Booths, Div. Foldcraft Co.       (tr)         Potasound       (l)         Pouliot Designs Corp.       (au, p), tr)         Redco Mfg., Div. LHL       (p)         W.T. Rogers Company       (d)         Rubbermaid Commercial Products, Inc.       (at, au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, au, c, d, w)         Shorewood Fine Art Reproductions, Inc.       (c)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Star Desk Pad Co. Inc.       (at, au, d, w)         Star Desk Pad Co. Inc.       (at, au, d, w)         Syroco Inc., Contract Div.       (c)         TSAO Designs, Inc.       (at, au, d, w)         Syroco Inc., Contract Div.       (c)         TSAO Designs, Inc.       (at, au, d, tr, w) <td< td=""></td<>
(at, d, p, tr, w)         The Pace Collection Inc., National Headquarters         Pan Nam Imaging, Div. Horizons Research Inc.         (m)         Park Sherman Inc.       (at, d)         Paul Associates Inc.       (ba, p, w)         Peter Pepper Products Inc.       (ba)         (at, au, ba, c, d, p, tr, w)         Pater Pepper Products Inc.       (ba)         Photographic Specialties, Inc.       (m)         Plasticoid Manufacturing, Inc.       (cm, d)         Plymold Booths, Div. Foldcraft Co.       (tr)         Portasound       (l)         Polico Designs Corp.       (au, p, tr)         Redco Mfg., Div. LHL       (p)         W.T. Rogers Company       (d)         Rubbermaid Commercial Products, Inc.       (m)         Sainberg & Co. Inc.       (at, au, cm, d, tr, w)         Sainberg & Co. Inc.       (at, au, c, d, w)         Smith Metal Arts Co. Inc.       (at, au, c, d, w)         Smith & Watson       (b)         Smith & Watson       (b)         Supreme Aluminum Industries Ltd., Contract Div.       (at, au, d, w)         Syroco Inc., Contract Div.       (at, au, d)         Yeroco Inc., Contract Div.       (at, au, d)         Supreme Aluminum Industries Ltd., Contract

Watercolors Inc.	
Waymar Inds., Inc.	(tr)
White Mop Wringer Co.	(tr. w)
The Witt Co.	(au, tr, w)
Wolff Wire Inc.	(d)
Woodlee Furniture Corp.	(p)

#### **ARCHITECTURAL &** CUSTOM WOODWORK

AWI, Inc. Agati Designs Ambiant Systems Ltd. Architectural Antiques Exchange Architectural Paneling Inc., D&D Bldg. Art Directions Atlantic Stairworks, Inc. CHF Inds. Commercial Interior Products Cumberland Woodcraft Co. Inc. Customwood Mfg. Co. Customwood wig. Co. D.G. Shelter Products Daglee Seating Co., Div. DSC, Ind., Inc. Design for Leisure Inc. Designers View Group Eastern Woodwork Co. Edelman-Jankow Co., Inc. Eggers Industries Entol Industries Inc Flexible Materials Inc. Focal Point Inc. Naomi Gale/Custom Wall Systems Gayeski Furniture Coordinates, Inc. **Ghariany Executive** Grauduss Inc. Harris-Tarkett Inc. Hausmann Industries, Inc. Hermsdorf Fixture Mfg. Co., Inc. Hesco Industries Inc. Interior Woods Inc. Interior woods inc. Jaff Bros. Woodworks Inc. Knipp & Co. Inc. Krefab Corp. Lehigh-Leopold, Div. Joyce Intl. Library Bureau, Inc. Loughman Norsons Industries, Inc. Old World Moulding & Finishing The Pace Collection Inc., National Headquarters Parisi, Inc. Pilot Woodworking Co., Inc. Pinecrest Inc. Procaccino II, Inc. **Productive Business Interiors** Fred Samuel Co., Inc. Walter P. Sauer & Sons, Inc. Shogun International Corp. I. Silverman & Son Inc. Stein Furniture & Fixture Co. Tella Systems, Inc. Van San Corp. Vaughan Walls Inc. Worden Co. Xvlem

#### ARCHITECTURAL ANTIOUES

Architectural Antiques Exchange Art Directions

Gargoyles, Ltd

#### ART OBJECTS

c-custom murals	
fo—fountains, decorati f—frames	ve
g-graphics (originals)	
pi-paintings	
p—photographs ph—photomurals	
pd-picture-hanging d	evices
pr-prints (reproductio	ons)
s-sculpture, statuary,	multiples
sg—stained glass t—tapestries	
w-wall & decorative	accessories
Able Art, Inc.	(pd, pr, w)
Airguide Instrument Co.	(w) (f)
American Frame Corporation Architectural Stoneware, Inc.	(c, fo)
Armento Inc.	(c, s)
Arras	(t)
Art Advisory Services, Inc. (c, Art Directions	(sg)
The Art Group, Inc.	
Art for Institutions	(c, g, pi, pr, s, sg, t)
Art Spectrum, Div. Mitch Morse	(f, g, pi)
Artafax Systems Ltd.	(c, pi, ph, pr, t)
Austin Productions Inc.	(g, s, t, w)
BMG Framed Graphics, Inc.	(f, g, pr)
Bannerworks, Inc. Belart	(c, t, w) (w)
Bendix Mouldings, Inc.	(f)
Best Imports Inc.	(w)
Best Mfg. Co., Best Sign System	(g, w)
Milton A. Bleier Corp. Mort L. Bloom Design	(f, g, pi, ph, pr, w) (c, f, g, p, pd, pr)
Boris Kroll Fabrics Inc.	(t)
Brejtfus Environmental Concept	s, Inc.
C. IV	(c, g, pd, pr, t, w) Cameo (c)
California Metal Enameling Co., City Knickerbocker, Inc.	(sg)
Coburn Corp.	(w)
Cold Spring Granite	(c, fo, s)
Color Optics Display	(pd)
Color Place Commercial Interior Products	(p, ph) (c, g, p, ph)
Contract Art Inc.	
(c, fo, f, g, pi, p, pl	n, pd, pr, s, sg, t, w)
Corona Decor Co.	(C. T. DI, DT, T, W)
Corporate Collections, Div. of I International	c, f, g, pi, p, ph, s, t)
Crescent Cardboard Co.	(pd)
Cumberland Woodcraft Co. Inc	c. (w)
Custom Looms Rug Mills, Inc. Danjell Creations, Inc.	(t) (sg)
John Deason Intl., Inc., Captive	
Decatur Inds., Inc.	(f, w)
Donald DeMars Assoc.	(c, g)
Designers View Group	(c, sg, w)
Earthgender, Inc., Architectural 800 Mirrors, Div. Mechanical	Mirror Works (w)
Emjay Graphic Products	(c, t, g, p, pn, s, w)
Entol Industries Inc.	(w)
Envel Design Corp.	(sg) (c, ph)
Environmental Graphics, Inc. Fabrique Wallhangings	(c, g, s, t, w)
Fantastic Graphics	(f, g, p, pd, pr, t)
Fidelity Arts	(g, p, pr) (t)
Edward Fields Inc.	(g, pi, pr, s, t)
Fine Art Resources, Inc. Floral Glass & Mirror	(w)
Florenco Foliage Systems Worl	dwide (g)
Forma Gallery	
Franklin Picture Co.	(g, pi, pr, w) (f)
Froelich Leather Craft Co., Inc Gargoyles, Ltd.	(sg, w)
General Fountains Corp.	(fo)
The Ginsberg Collection	(W) (cg w)
Glassmasters, Inc. Graphic Encounter Inc.	(f, g, pi, p, pr, w)
Grippi Gallery, Inc.	(g, pi, s)
	(c, f, g, pi, s, t)
Haller Gallery	
Haller Gallery Hill-Rom, A Hillenbrand Inds.	(c +)
Haller Gallery Hill-Rom, A Hillenbrand Inds. Holly Imports	(c, t, w) (c, g)
Haller Gallery Hill-Rom, A Hillenbrand Inds. Holly Imports Image Connection, Inc.	(c, t, w) (c, g) (fo, s, w)
Haller Gallery Hill-Rom, A Hillenbrand Inds. Holly Imports Image Connection, Inc. International Terra Cotta Jones & Morris Photo Enlargin	(c, g) (fo, s, w) g Ltd. (ph)
Haller Gallery Hill-Rom, A Hillenbrand Inds. Holly Imports Image Connection, Inc. International Terra Cotta Jones & Morris Photo Enlargin KCR Fabrics Inc.	(c, g) (fo, s, w) g Ltd. (ph) (g, t)
Haller Gallery Hill-Rom, A Hillenbrand Inds. Holly Imports Image Connection, Inc. International Terra Cotta Jones & Morris Photo Enlargin KCR Fabrics Inc. Kaleidoscope Limited, Inc.	(c, g) (fo, s, w) g Ltd. (ph) (g, t) (g, pd, pr, w)
Haller Gallery Hill-Rom, A Hillenbrand Inds. Holly Imports Image Connection, Inc. International Terra Cotta Jones & Morris Photo Enlargin KCR Fabrics Inc. Kaleidoscope Limited, Inc. Kimric Products	(c, g) (fo, s, w) g Ltd. (ph) (g, t)
Haller Gallery Hill-Rom, A Hillenbrand Inds. Holly Imports Image Connection, Inc. International Terra Cotta Jones & Morris Photo Enlargin KCR Fabrics Inc. Kaleidoscope Limited, Inc.	(c, g) (fo, s, w) (g Ltd. (ph) (g, t) (g, pd, pr, w) (g) (g, p, ph, pr)
Haller Gallery Hill-Rom, A Hillenbrand Inds. Holly Imports Image Connection, Inc. International Terra Cotta Jones & Morris Photo Enlargin KCR Fabrics Inc. Kaleidoscope Limited, Inc. Kimric Products Lake Country Brass	(c, g) (fo, s, w) (g Ltd. (ph) (g, pd, pr, w) (g) (g, p, ph, pr) (s, w)

Karl Mann Associates	(c, g, pi, w)
Marlock Inc.	(f)
Marushka, Inc.	(g, w)
Matthews Intl. Corp., Architectural	Div. (s)
Meisel Photographic Design Div.	(c, ph)
Mid Channel Design & Mfg.	
Midwest Embrodiery Co.	(c, w)
Modeworks	(c)
Ted Morris & Assoc.	(c, g, pi, pr, t, w)
National Art Services Co., Inc.	(g, pd, pr, w)
New York Graphic Society Ltd.	(f, g, pr)
Niedermaier Design	(w)
Office Accents Inc., Gift Craft Lea	
Office Accents met, one office and	(f, pr, w)
Original Print Collectors Group, C	orporate Art Div.
Original Frint Collectors Group, C	(g, pi, pr, s, sg)
Page Callens & Editions	c, f, g, pi, s, t, w)
Pace Gallery & Editions Pan Nam Imaging, Div. Horizons	Research Inc
Pan Nam Imaging, Div. Holizolis	(c, g, ph)
De las latarias Disetecano	(fo)
Parker Interior Plantscape	(s, t)
Paul Associates Inc.	(c, p, ph, t, w)
Peter Pepper Products Inc.	th (w)
Norman Perry, Div. Erwin-Lamber Photographic Specialties, Inc.	(c a p ph)
Photographic Specialties, Inc.	(c, g, p, ph)
Photophilia, A C Graphics	(p, ph, pr)
Pictures for Business, Inc.	(f, g, pi, pr) (sg)
Pinecrest Inc.	
William Plante Co.	(f, g, p, ph, pr) (pd)
Plastiglide Mfg. Corp.	
Poster House, Inc.	(f, g, pr) (f, g)
Poster Originals Ltd.	(w)
Pouliot Designs Corp.	(fo)
Rain Jet Fountains	(w)
Ram Products Co.	
Rambusch	(c, sg)
	pi, p, ph, pr, s, t) (f)
Sainberg & Co. Inc.	7.55
Scandecor Inc.	(ph, pr)
Scott Plastics Co.	(g)
Sculpture Design Imports Inc.	(ph)
Shogun International Corp.	
Shorewood Fine Art Reproductio	ns, inc.
	(g, pi, pr, w)
Silent Sound Systems Inc.	(w)
Smith & Watson	(pi)
Specified Designs, Inc.	if a st set
Spectra Galleries	(f, g, pi, pr)
Spectra Studios	(sg, w)
Summitville Tiles Inc.	(c)
Syroco Inc., Contract Div.	(pr, w)
SystemGraphics	(g)
TSAO Designs, Inc.	(g, t, w)
Shirley Tattersfield Ltd. (d	c, g, pi, s, sg, t, w)
Tavola International	(5)
3M, Commercial Graphics Div.	(ph, t, w)
Vanguard Studios	(f, g, pi, pr, w)
Virginia Metalcrafters, Inc.	(w)
WW Graphics, Inc.	(c, g, pi, pr, s)
Walker Systems, Inc.	(pd)
Helen Webber Designs, Ltd.	(c, pr, t)
Wicklund Associates Design Inc.	
The Winn Corp.	(g, s)
Yorkraft, Inc., Contract Dept.	(w)

#### BAR & KITCHEN APPLIANCES

i—ice cube makers	
k-kitchens, compact	
r-refrigerators, compact	
	k, r)
Avanti Products Inc., Div. of The Mackle Co.,	Inc. (r)
Cervitor Kitchens	(k, r)
Dwyer Products Corp.	(k, r)
King Refrigerator Corp.	(k, r)
Norcold Inc., Sub. of The Stolle Corp.	(k)
Springer Penguin, Inc.	(r)
U-Line Corp.	(i, r)

### BEDS, BED COMPONENTS

b—brass c—convertible e—electrically operated f—folding g—general commercial s—special hospital w—wall-concealed wb—water beds

fr—frames	
h-headboards	
m-mattresses	
sp-springs	Carpone Corp
Adam Springfield, Div. Acoustical	screens curp.
	(g, s, fr)
Adden Furniture, Inc.	(s, h)
American of Martinsville, Contract	Div.
American of Martinstine, contract	(fr, h, m, sp)
Course Course	(c)
Arconas Corp.	(h)
Armstrong World Industries, Inc.	
Avery Boardman-Headbed (c, e	e, g, fr, h, m, sp)
B & B America	(h)
Baker Furniture/Contract Div., Exe	c. Offices &
Natl. Showroom	(h)
	(b)
Baldwin Brass Co., Inc.	(fr)
Beauti-Glide Co./L.S.I.	
Bed Bedder	(c, g, fr, h)
Bethlehem Furniture Co.	(h)
Borning Corp.	(5)
Breitfus Environmental Concepts, I	nc. (h)
Brejtius Environmental Concepts,	(h)
Brown-Jordan Co.	(h)
Centrac Industries	
Commercial Chair Co.	(h)
Congoleum Corp., Kinder Div.	(c, g, s, m, sp)
Creative Seating	
Davis Cabinet	(h)
John Deason Intl., Inc., Captive Se	a (wb)
John Deason Int., Inc., Captive Se	(h)
Designer Imports International, Inc	(1)
DUX Interiors	11 1 2
Ebco Contract Furniture	(fr, h)
Finmark	(g, h)
Firesafe Products Corp.	(m)
	(sp)
Flex-O-Lators, Inc.	(m)
General Foam Corp.	
General Mica Corp.	(h)
The Ginsberg Collection	(h)
Hafele America Co.	(c, f, w)
Hagen International	(fr)
	(c, f, g, fr, sp)
Harris-Hub Co., Inc.	(C, 1, B, 1, 5)
Harvard Interiors Mfg. Co.	(fr, h)
Harvard Mfg. Co.	(g, fr)
Herculite Products, Inc.	(s, m)
Hill-Rom, A Hillenbrand Inds.	(c)
InterRoyal Corp.	(e. s)
	(e, s) (b, g, h)
Iron Classics	(h)
Jasper Wood Products, Inc.	
Juhasz Inc.	(h)
Kay Springs Inc.	(sp)
Carl Kisabeth Furniture	(h)
Lattoflex Div., of Slatopedic/Dyn	Corp
Lattonex Div., or Statopedic/ Dyn	(c, f, g, fr, m, sp)
	(C, I, B, II, III, SP)
Leggett & Platt, Inc.	(c, e, f, fr, h, sp)
Leggett & Platt Inc., Masterack	(f, fr)
Modern Plastics Corp.	(fr, h)
NM Industries	(s, fr)
	(c, e, s, fr, h, m)
Nemschoff Chairs	er (f, g, m, sp)
No Sag Products, Div. Lear Siegle	(1, g, 11, sp)
Optimum Space Systems	(C)
	(h)
The Pace Collection Inc., Nation	al Headquarters
	(e, g)
C. Darker Hardware	(b)
S. Parker Hardware	(h)
Period, Inc.	
R-Way	(g, fr, h, m, sp)
Recticel Foam Corp., Morristowr	n Div. (m)
Rose Johnson, The Timber-Line (	Collection (fr, h)
SMC Furniture Co.	
	(h)
Schubert Industries	(h)
	(g, s, fr, h, m, sp)
Sci-O-Tech, Contract Div.	(h) (g, s, fr, h, m, sp) (e, s)
Sci-O-Tech, Contract Div. Sealy Connecticut Inc., Contract	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m)
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w)
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w)
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep Co., Inc. (b, c	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products e, f, g, fr, h, m, sp)
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep Co., Inc. (b, o SICO Inc.	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products e, f, g, fr, h, m, sp) (f, w)
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep Co., Inc. (b, c	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products e, f, g, fr, h, m, sp) (f, w) (c, g, s, fr, h, m)
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep Co., Inc. (b, o SICO Inc.	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products e, f, g, fr, h, m, sp) (f, w)
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep Co., Inc. (b, of SICO Inc. Slatopedic-Dyn Smith & Watson	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products e, f, g, fr, h, m, sp) (f, w) (c, g, s, fr, h, (h)
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep Co., Inc. (b, of SICO Inc. Slatopedic-Dyn Smith & Watson Tami International Corp.	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products e, f, g, fr, h, m, sp) (f, w) (c, g, s, fr, h, m) (m, sp)
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep Co., Inc. (b, of Slatopedic-Dyn Smith & Watson Tami International Corp. Tech Eurniture. Inc.	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products e, f, g, fr, h, m, sp) (c, g, s, fr, h, m) (h) (m, sp) (fr, h)
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep Co., Inc. (b, of Slatopedic-Dyn Smith & Watson Tami International Corp. Tech Furniture, Inc. Thomasville Furniture Industries,	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products e, f, g, fr, h, m, sp) (f, w) (c, g, s, fr, h, m) (h) (m, sp) (fr, h) Thomasville
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep Co., Inc. (b, of Slatopedic-Dyn Smith & Watson Tami International Corp. Tech Furniture, Inc. Thomasville Furniture Industries, Contract	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products e, f, g, fr, h, m, sp) (f, w) (c, g, s, fr, h, m) (h) (m, sp) (fr, h) Thomasville
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep Co., Inc. (b, of Slatopedic-Dyn Smith & Watson Tami International Corp. Tech Furniture, Inc. Thomasville Furniture Industries,	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products e, f, g, fr, h, m, sp) (c, g, s, fr, h, m) (h) (m, sp) (fr, h) Thomasville (c, g, fr, h, m)
Sealy Connecticut Inc., Contract Selby Furniture Hardware Co. In Serta of New York, Div. of Sleep Co., Inc. (b, of SICO Inc. Slatopedic-Dyn Smith & Watson Tami International Corp. Tech Furniture, Inc. Thomasville Furniture Industries, Contract Thonet	(h) (g, s, fr, h, m, sp) (e, s) Div. (fr, m) c. (c, e, f, w) master Products e, f, g, fr, h, m, sp) (f, w) (c, g, s, fr, h, m) (h) (m, sp) (fr, h) Thomasville
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#### BULLETIN BOARDS, CHALKBOARDS

AllianceWall Corp. Allyn Bank Equipment Co. Andco Industries Corp. Artafax Systems Ltd.

#### BULLETIN BOARDS, CHALKBOARDS-Continued

Artopex Inc. Bangor Cork Co., Inc. Bretford/Knox Business Accessories Inc. CAS The Sign Systems Company Cadillac Engravers Cano Corp. Circlan Products Inc. Carlo Corp. Cig-Jan Products Inc. Claridge Products & Eqpt. Inc. Davson Division of, Eldon Industries Inc. Design Group Inc. Directory & Bulletin Board Inc. Diversa Mfg. Co., Simon Sign Co. Egan Visual Inc. Expanko Cork Co., Inc. Fabrique Wallhangings Finmark Flexi-Wall Systems, Div. Wall & Floor Treatments Inc. Forbo North America, Inc. Glaro Inc. Hansa Co. Ltd. Hardwood Visuals Homasote Co. Homasote Co. Karman Ltd. LP Products, Div. of Eldon Industries Inc. Lettering Specialists Inc. MPC, Inc., Noise Control Products Div. Magna Visual, Inc. Marsh Chalkboard Co. Methods Research Mid Atlantic Graphics, Inc. Multiplex Display Fixture Neal Slate Co. Neal Slate Co. Nelson-Adams Co., Acoustical Screen Div. Nevers Inds., Inc. Omni International Incorporated Open Office Products, Inc. Oravisual Co., Inc., A Heritage Communications Co. Co. Philadelphia Enameling Works, A Div. of Mid Atlantic Graphics, Inc. Polychromic Designs Scott Plastics Co. Sempatap Inc. Silent Sound Systems Inc. Stanco Inc., Bulletin & Directory Board Div., Signage Systems Div. Supersine Co. TSAO Designs, Inc. Vran Associates Vycor Corp. Walter Sign Corp. Weber Costello

### CARPET COMPONENTS

Amoco Fabrics and Fibers Badische Corp. Carson Pirie Scott & Co. Dixie Mfg. Co. Dow Chemical U.S.A., Marketing Communication (Dow Chemical USA, Urethane Floor Covering Business Dow Corning Corp. E. I. DuPont de Nemours & Co., Textile Fibers Dept. Ben Elfman & Son, Inc. Exxon Chemical Americas Foamex Products Inc. Future Foam Inc., Cushion Products General Felt Industries	(b) (b) (s) (u) (u) ns (b)
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Consul Eduction in the second	u)
Conoral Folt Industrias 14/ 1 C Di	u)
General Felt Industries West Coast Div.	u)
General Foam Corp.	u)
Globe Industries (	b)
Grifftex Commercial Carpet, Div. West Point	-
Peppereil (b.	s)
Kendall U.S.A.	(s)
Knoll Carpet	b)
Laminating Services, Inc. (I	u)
Olin Corp., Omalon Carpet Foundation (	u)
Omalon Mktg.	u)
Phillips Fibers Corp., Sub. Phillips Petroleum Co.	
()	b)
Protection National Inc.	5)
Recticel Foam Corp., Morristown Div. (i	
Reliance Upholstery Supply Co., Inc. (L	u)

Sempatap Inc.	(u)
Sponge Cushion Inc.	(u)
Synthetic Industries	(b)
Tenex Corp.	(h c)
Textile Rubber & Chemical Co., Inc.,	Kangaback
DIV.	(b)
V.I.P. Sales Inc.	(u)
Jim Wylie & Company	(u)

#### **CARPETS & RUGS**

a—artificial turf	
c—carpeting	
ct—carpet tiles r—rugs, area	
u—utility (indoor/outdoor	.)
ACL AX	(0 1)
Aladdin Mills, Inc., Broadloom Carp	pet Div. (c, r)
Alexander Smith Carpet American of Martinsville, Contract I	(c =)
Amertex Carpet	Div. (c)
Armstrong World Industries, Inc.	(c, ct, r) (c)
Arras	(r)
Ashley Contract Carpets	(c)
BMK Ltd., Western United States Badische Corp.	(c) (c, ct)
Bentley Mills, Inc.	(c, ct)
Bigelow-Sanford, Inc.	(c, ct)
Bloomsburg Carpet Industries Inc.	(c)
Bonar & Flotex Inc., Loboflor Borg Textile Corp.	(c, ct)
Bremworth Carpets Western Merch	. Mart (c, r)
Brintons Carpets, U.S.A. Ltd	(c)
Budd Looms Inc. Burtco Inds.	(a, c, ct, r, u)
Callaway Carpets Inc., Div. Milliken	(C)
Cambray Mills, Inc.	& Co. (c, r) (c)
Carpet Innovations Inc.	(c, ct, r)
Carpet Showrooms, Inc.	(a, c, ct, r, u)
Carson Pirie Scott & Co.	(a, c, ct, u)
Celia, Inc., Corporate Offices Charleston Carpets	(c, r)
Chrysler Corp Sandusky Vinyl Proc	ducts (u)
Collins & Aikman, Carpet Div.	(c, ct, u)
Contract Carpets International, Inc.	(c, ct, r)
Contract Distributors Corp. Cordemex-USA Inc.	(a, c, ct, r, u)
Couristan Inc.	(c)
Criterion Mills Inc.	(c, r) (c)
Cumberland Mills Inc.	(c, u)
Custom Looms Rug Mills, Inc.	(r)
Customweave Carpets Inc. DSI	(c, r)
Dan River, Contract Carpet Div.	(c) (c, ct)
Designweave	(c)
Desso Carpets	(a, c, ct, r, u)
Downs Carpet Co., Inc. Durable Mat Co.	(c)
Durkan Patterned Carpet	(r, u) (c)
Edelman Leather	(ct)
Ben Elfman & Son, Inc.	(c, ct)
Eurotex Inc. Fabrica International	(c, ct, r)
Fieldcrest Mills	(c, r)
Edward Fields Inc.	(c, r) (c, r)
Firth Carpet	(C)
Floorgraphix Inc.	(c)
Forbo North America, Inc. General Felt Industries	(c)
General Felt Industries West Coast Di	(a, c, u) v. (a, u)
Grifftex Commercial Carpet, Div. We	st Point
reppereil	(c r)
Gulistan Carpet, Div J. P. Stevens & C	Co., Inc. (c)
Hallmark Carpet Mills Harbinger Carpets	(c)
Heller Group	(c, ct)
Heuga U.S.A. Inc.	(c, r, u) (ct)
S. M. Hexter Co.	(c, r)
Hollytex Carpet Mills, Inc.	(c, r)
Instant Turf Industries Inc. Institutional Carpet Mills	(a)
Interface Flooring Systems	(c, u)
& I Industries, Inc.	(ct) (c, ct)
KVTV Ltd.	(c, ct)
Karastan Rug Mills	(c, ct, r)
Kemos Carpets Intl. Kemos Carpets Intl.	(c, ct, r)
Kemos Carpets Int'l., Interface Flooring	(C, Ct) Systems
	(C, r)
Kenmore Carpet Corp.	(c, ct, r)
Knoll Carpet Knoll Textiles	(c, ct, r)
Kraus Carpet Mills Ltd.	(c, ct)
ane's Floor Coverings, Inc.	(c, ct, r, u)

Jack Lenor Larsen		
Lees Carpets Div Purlimeter lad	(C,	ct, r)
Lees Carpets, Div. Burlington Industrie Lotus Carpets	s Inc. (	
Hugh Mackay, Heller Group	1	(C)
Manchester Intl. Inc.		r, u)
Karl Mann Associates	(C,	ct, u)
Martiviarin Associates		(r)
Mark's International Oriental Rugs & C	arpets	(c, r)
Masland Carpets		(c, r)
Milliken Contract Carpets		ct, r)
Mira-X International Furnishings Inc.		(c)
Mohawk Carpet, Mohasco Corp.	(c,	ct, r)
R. C. Musson Rubber Co.		(u)
National Carpet Mills, Inc.		(c)
Navan Carpets Inc.		(c)
Hugh Nelson Incorporated		(c)
Oriental Rugs & Carpets	-	(C, T)
Ozite Corp.		c, u)
Patcraft Mills Inc.		(c)
Patrick Carpet Mills	(0	c, ct)
Peerless Carpet Corp.		(c)
Pennsylvania Wilton Carpet Co.		(c)
Philadelphia Carpet Co., Div. Shaw Inc	is in	ct, r)
Porter Carpet Mills, Inc.		(C)
Robertex Associates		(c)
Royalweve Carpet Mills, Inc.		(c)
Scalamandre Inc.	1	c, r)
F. Schumacher & Co., Schumacher		c, 1)
Fabrics/Waverly Fabrics	(	c, r)
The Scott Group	(	c, r)
Sewelson's Carpets International, (Thai	Carnete	c, 1)
Inc.)		c, r)
Stark Carpet Corp.	(c, ct,	c, 1)
Stratton Industries, Inc.	10, 00,	, ct)
Tenex Corp.		a, u)
Top Grade	10	i, u,
Tower Carpet, Div. Carriage Industries		(c)
Uister Carpet Mills, Ltd.		(c)
United Technical Products Inc.	(c	ct)
V.I.P. Sales Inc.	c ct i	
walter Carpets, Div. West Point Penner	ell	(0)
Wellco Business Carpet, Sub, Manningto	n Mille	(c)
Mort West Mills, Div, Crest Carpet Co.		(c)
Whitecrest Carpet		(c)
World Carpets Inc.		(c)
Jim Wylie & Company	(a, c, c	
	id, c, c	, , ,

### CASEGOODS, CHESTS & DRESSERS

A & B America
Adam Springfield, Div. Acoustical Screens Corp.
Adden Furniture, Inc.
Agati Designs
Jack Alexander Ltd.
American of Martinsville, Contract Div.
Anco
Anevka, Inc.
Architectural Antiques Exchange
Architectural Supplements Inc., Sub. of Habitat
International
Armstrong World Industries, Inc.
Axiom Designs
B & B America
Baker Furniture/Contract Div., Exec. Offices &
Natl. Showroom
Bed Bedder
Bethlehem Furniture Co.
Brown-Jordan Co.
Brueton Industries
Caseworks Furniture Mfg.
Centrac Industries
Davis Cabinet
Dean Kent Ltd.
DUX Interiors Ebco Contract Furniture
Estel Inc.
General Mica Corp.
Hagen International
Harvard Interiors Mfg. Co.
Hausmann Industries, Inc.
Hill-Rom, A Hillenbrand Inds.
Hitchcock Chair Co.
IEM Marketing, Inc.
Jackson-Allen Furniture Corp.
Juhasz Inc.
Kenmore Furniture Co., Inc.
Knipp & Co. Inc.
LSI Corp. of America, Inc.
La-Z-Boy Contract, c/o Kurt Seibenick
Lambrecht, Mandell & Assoc.
Loughman
Modern Contract Furniture, Inc.
Modern Plastics Corp.
Modular Concepts Inc.

#### CASEGOODS, CHESTS & DRESSERS-Continued

Modular Design Inc. Mount Airy Furniture NM Industries Nemschoff Chairs Old Hickory Furniture Co. Inc. Othmar Klem Cabinet Co., Inc. The Pace Collection Inc., National Headquarters Period. Inc. Procaccino II, Inc. R-Way Edward Axel Roffman Associates, Inc Rose Johnson, The Timber-Line Collection Rudd International SMC Furniture Co. Fred Samuel Co., Inc. Sci-O-Tech, Contract Div. Smith & Watson Spec'built Stendig Intl. Inc. John Stuart International System Seating Inc. Tech Furniture, Inc Terra Furniture Inc. Thomasville Furniture Industries, Thomasville Contract Thompson Butcher Block Co. Thonet Viking Metal Cabinet Co. Welton Mfg. John Widdicomb Co.

#### CEILING BEAMS, COLUMNS & MOLDINGS, DECORATIVE

Bendix Mouldings, Inc. Ceramacor Corp. Chelsea Decorative Metal Co. Cullar/LaCuesta Cumberland Woodcraft Co. Inc. D.G. Shelter Products Decorative Designs, Inc. Designers View Group Entol Industries Inc. Focal Point Inc. Lombardo & Co. Louvertec Ltd. Monumental Construction & Moulding Norton-Blumenthal Inc. October Co. Inc. Old World Moulding & Finishing Plastigliae Mfg. Corp. Plastrglas Inc. Plymold Booths, Div. Foldcraft Co. Ram Products Co. Shogun International Corp. Tri-Guards, Inc.

#### CEILING SYSTEMS

Alcan Building Products Alumax, Magnolia Div. Armstrong World Industries, Inc. Joel Berman Associates, Stretchwall Div. CW Design Inc. Capaul Celotex Corp. Ceramacor Corp. Chicago Metallic Corp. Cumberland Woodcraft Co. Inc. Danjell Creations, Inc. Designers View Group Donn Corp. Dyrotech Industries, Inc. Entol Industries Inc. Entol Industries Inc. Entol Industries Inc. Entol Industries Inc. Entol Besign Corp. Forms & Surfaces, Inc. Globe Industries Glowtex Lighting Products Inc. Guth Lighting, Sub. of Jac Jacobsen, Inc. Hunter Douglas Inc. Industrial Acoustics Co., Inc. Innovative Ceiling Systems Intalite Louvers & Ceilings Inc. Integrated Ceilings, Inc. Levolor Lorentzen, Inc. Lightworks Lombardo & Co. Louvertec Ltd. Masonite Corp., Commercial Div. Neo-Ray Lighting Products Nichols Homeshield, Inc. Opto International, Inc Owens Corning Fiberglas Corp. Owens-Corning Fiberglas Corp., Interior Products Operating Div. Ram Products Co. Sealtex Co. Shelmark Industries Inc. Shogun International Corp. Simplex Ceiling Corp. Sound-Ab-Sorb Inc. Tectum Inc. Tibbet Inc. Tivoli Industries, Inc. USG Acoustical Products Co. Unistrut Building Systems United Lighting & Ceiling Corp. Winona Industries Inc.

### CHAIRS, SOFAS, SEATING

a—auditorium b—bar stools be—benches bo—booths, banquettes c—classroom d—dining & restaurant f—folding g—ganging h—healthcare

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#### CHAIRS, SOFAS, SEATING-Continued

i-industrial k-knee-support I-lounge m-molded ms-multiple seating o-office r-reception re-recliners sb-sofa-beds s-sofas st-stacking A & B America (d, g, l, ms, o, r, s, st) A.G.I. Industries Inc. (be, d, l, ms, o, r, s) A/R Incorporated (i, o) A/R Incorporated (i, o) Aarkash Chair Co. of Canada Ltd. (b, d, f, I, r, st) ACCO International Inc. Adam Springfield, Div. Acoustical Screens Corp. (0) (be, g, h, l, ms, o, r, s) (be, h, l, ms, o, r, s, st) (be, f, st) Add Interior Systems, Inc. Adden Furniture, Inc. Advance Casual Furniture Aetnacraft Industries Inc., American Tubecraft Div. (b, d) Agati Designs Ahrend USA (d)  $(\alpha)$ Ajusto Equipment Co. (c, h, i, o) Alba Inds. (0) Alex Stuart Design (l, ms, o, s) (o, r, st) All-Steel Inc. Allibert/Triconfort (b, be, d, f, l, m, ms, re, st) (be, g, l, ms, o, r, s) Alma Desk Co. Alumax, Magnolia Div. Ambiant Systems Ltd. (be, c, d, f, g, l, m, ms, o, r, st) American Chair Inc. (a, b, c, d, l, m, ms, o, r, st) American of Martinsville, Contract Div. (a) (be, d, l, o, r, re, sb, s) American Seating Co. (a, be, c, d, g, h, i, l, m, ms, o, r, s, st) Amotek/LUSA, Inc. (k, ms, o) (k, ms, o) Anderson Desk Inc. (i, o, r) (b, d, r) Andre's Originals, Inc. Anevka, Inc. (0) Arcadia Chair (h, l, ms, o, r, s) Architectural Fiberglass, Div. Krueger Architectural Supplements Inc., Sub. of Habitat International (be, d, l, ms, o, r, s, st) Arconas Corp. (a, c, d, g, l, m, ms, o, r, re, sb, s, st) Arconas Corp. (d, g, l, ms, o, r, s) Arenson Office Furnishings Inc. (a, c, d, g, m, ms, o, r, st) Artec, Div. of Kimball Intl. Artemide Inc. (c, d, g, m, ms, o, r, st) Artemide Inc. (c, Artifax Display Industries, Inc. Artisan Seating, B-W Chair Co. (d, f, l, re, st) (a, d, g, h, l, ms, o, r, sb, s) Artopex Inc. Artopex Inc. Astra Bent Wood Furniture Co., Div. Hale Co. Inc. (b, d) Atelier International, Ltd. (c, d, g, h, l, m, ms, o, r, s, st) August Inc. Avenger Designs Avery Boardman-Headbed Axiom Designs & & A merica (a, d, g, l, ms, o, r, st) (a, d, g, l, ms, o, r, st) B & B America (d, l, r, sb, s) BIF, Inc. Baker Furniture/Contract Div., Exec. Offices & 
 Baker Furniture/Contract Div., Exec. Offices &

 Natl. Showroom
 (b, be, d, l, o, r, re, s)

 The Barrit Corp.
 (l, o, r, s)

 Beaver Furniture Corp.
 (bo, d, l, o, r, s)

 Beelner & Thomas
 (be, d, l, ms, o, r, s)
 (be, d, l, ms, o, r, s) Gretchen Bellinger Inc. Benedetti Corp. George B. Bent Co., Inc. (d, l, o, r, st) (b) (d, l, ms, o, r, s) (d) Bernhardt/Contract Bethlehem Furniture Co. Bevco Precision Mfg. Co. Bevis Custom Tables, Inc. (c, i, o) (o, r) Bevlerian Ltd. (a, b, c, d, f, g, l, ms, o, r, sb, s, st) Beiffe (USA) Inc./Bieffeplast, Div. of Bieffe USA Inc. (be, d, f, g, m, ms, st) Black Mfg. Co., Inc. (be, l, m, ms, o, r, s) Block House (be, d, l, ms, o, r, s, st) Boling Co. (b, d, l, ms, o, r, s) John Boos & Co. (b, be, d, o) Borroureb Div. Lear Siegler Inc. John Boos & Co. Borroughs Div., Lear Siegler Inc. Brandrud Furniture Inc. (l, r) (be, l, m, ms, o, r, s) (a, b, d, l, o, r, s) (d, l, o, r, s) (l) Brayton International Inc. Brickel Associates Inc. Bright Chair Co. Brodart Inc. D. S. Brown Co., Pacific Design Ctr. SP 272 (b, d, f, l, o, r, sb, s, st) Brown-Jordan Co. (b, d, f, l, o, r, sb, s, st) Brueton Industries (b, be, d, l, ms, o, r, s) Buckstaff Co. (b, be, c, d, h, l, ms, o, r, st)

Claud Bunyard Design Inc. (d, o) CEO, Curran Executive Office Furniture Inc. (be, I, o, s) CHF Inds. (b, d, i, o, st) C.I. Designs C.I. Designs (be, d, f, g, I, ms, o, r, sb, s, st) Cado/Royal System Inc. (d, g, I, ms, o, r, s, st) Capri Chair, Div. of Trian Furniture Inc. Cardinal Corporation of Stanley, Wisc. (b, be, bo, c, d, ms, o, r, st) (a, d, g, h, o, r, st) Carolina Seating Co. (be, c, d, g, h, l, ms, o, r, s, st) (l, ms, o, r) (l, ms, o, r, s) Casa Bella Imports Inc. Castelli Furniture, Inc. (a, c, d, f, g, l, m, ms, o, r, s, st) Century Chair, A Div. of Century Furniture Co. 

 CERDA Industries Intl., Wicker and Cane
 (be, d, o, r)

 Chaircraft Inc.
 (b, be, d, l, o, r, st)

 Chairmasters, Inc.
 (b, be, bo, c, d, g, l, ms, o, st)

 Chairtex Mfg. Ltd.
 (a, c, d, f, g, i, ms, o, r, st)

 Charlton Co., Inc.
 (l, s)

 Charvoz-Carsen Corp.
 (o)

 (be, d, o, r) Chemical Chair House, Div. Cone Mills (m) Chromcraft/Monarch Furn. Corp., Contract Furniture Div. (b, d, l, m, ms, o, r, st) Furniture Div. Cinco Carved Chair Corp. Clarin Corp. Cleator Furniture (a, c, f, g, m, ms, o, r, st) (d) Cleator Furniture (I, o, r, sb, s, st) Cole Business Furniture, Div. Joyce Intl., Inc. (f, g, l, ms, o, r, st) (b, d, l, o, r, sb, s, st) Collezione Simon Ltd. Comforto, Inc. (a, b, c, d, g, h, i, l, m, ms, o, r, s, st) Commercial Chair Co. (b, be, d, f, g, h, l, m, ms, o, sb, st) Commonwealth Contract Furnishings, Subs. of Bassett (be, bo, c, d, f, g, h, i, k, l, m, ms, o, r, sb, s, st) 
 str
 (d, 1, 0, r, str

 Conde House
 (d, 1, 0, r, str

 Condi
 (a, b, be, c, d, g, h, l, ms, 0, r, s, st)

 Congoleum Corp., Kinder Div.
 (h, l, r, sb, s)

 (d, l, sb, s)
 (d, l, sb, s)
 Contemporary American Furniture Co. (be, d, l, o, r, s, st) (b, be, d, l, m, ms, r) Contemporary Shells Inc. (b Continental Creative Sales, Inc. Continental Imports, Inc. (b, d, l, o, r, st) Contract & Leisure Seating, Inc. (b, d, i, o, r, st) Contract & Leisure Seating, Inc. (m, st) Contract Seating & Assoc., Costanso Corp. (f, i, m, o, r, st) Contract Seating Intl. Corry Jamestown Corp. Corvin Furniture Ltd. (m, ms, o, r, st) (l, s) Covington Furniture (1, 0, 5) (l, o, r, s) (l, o, r, s) Craftsman Office Furniture Co. Craig-Martin Intl. Cramer Inc. (c, d, g, i, l, m, o, r, st) Creative Seating Croydon Furniture Systems, Inc. (l, ms, o, r, s) Cubicon Corp. (be) Cumberland Furniture Corp. (a, b, be, c, d, l, o, r, s) Curtis Products Ltd. (a, b, c, d, g, i, I, ms, o, r, st) DMI Furniture Inc. Daglee Seating Co., Div. DSC, Ind., Inc. (bo, d, ms) Peter Danko & Assoc. Inc. Dansanna Intl. (d, f, l, o, st) (o, r, re) (be, d, l, ms, o, r, s) (b, be, d, l, re, sb, s) David-Edward Ltd. Davis Cabinet Davis Cabinet Davis Furniture Industries, Inc. (g, l, m, ms, o, r, s, st) Dean Kent Ltd. Dependable Furniture Mfg. Co. (be, d, l, ms, o, r, s) Desience (o, r) (be, c, l, o, r, s) (b) Design Group Inc. Design for Leisure Inc. Design Selections Intl. Design Selections Intl. (b, c, d, g, h, l, m, o, r, s, st) Design-Spec Seating (b, be, d, g, h, l, ms, r, sb, s) Design Trac, Inc. (b, c, d, l, r, st) Designer Imports International, Inc. Paul L. Dodds Designs for Dining Domore Corporation Donghia Furmiture (b, be, d, l, o, r, sb, s) Dor-Val Mfg. Ltd. (b, d, h, l, o, r, sb, s) 
 Domore Corporation
 (d, l, o, r)

 Donghia Furniture
 (b, be, d, l, o, r, sb, s)

 Dor-Val Mfg. Ltd.
 (b, d, f, h, l, o, r, st)

 DuBarry Furniture of Canada Limited
 (d, l, r, s)
 du Cor Inc. Dunbar Furniture (1) Dunbar Furniture (be, d, l, ms, o, r, s) Duraform, Div. Century Plastics Inc. (be, bo, d, g, m, ms, st) **DUX** Interiors (l, ms, o, r, re, s)

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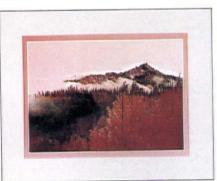






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 GF Furniture Systems
 (a, d, g, l, ms, o, r, s)

 G/O Furniture, Inc.
 (g, l, ms, o, r, s)

 GW. Furniture (1983) Inc.
 (d, l, ms, o, r, s)
 (g, l, ms, o, r, st) (d, l, ms, o, r, s) (b, be, bo, d, l) Gargoyles, Ltd. Garrett Industries (c, i, o) (b, d, f, g, l, st) (l, r) Gasser Chair Co., Inc. Gem Industries, Inc. General Mica Corp. (l, r) (b, be, d, l, o, r, sb, s) (l, ms, o, r, s, st) (be, g, l, ms, o, r, s) Ghariany Executive Gibert Int'l (be, g, r, m, (b) The Ginsberg Collection Girsberg Office Seating (a, d, g, m, ms, o, r, st) Glassform, Div. of Century Plastics, Inc. (be, l, m, ms, r, s) Glasspec Corporation (be, bo, d, g, l, m, ms, r, s) Global Upholstery Co., Ltd. (be, c, d, g, l, ms, o, r, s, st) **Ghariany Executive** Globe Business Furniture, Inc. (c, d, f, g, i, l, m, ms, o, r, st) Gold Medal Inc. (b, d, f, o, r) Gordon International (b, be, c, d, f, g, i, l, m, ms, o, r, s, st) Grahl International, Inc. (g, i, o, r, st) Gregson Furniture Industries (a, be, d, h, i, l, m, ms, o, r, s, st) Grosfillex, Inc., Hotel/Contract Div. (be, d, f, l, m, ms, st) Group Four Furniture Inc. (b, be, d, g, h, l, m, ms, o, r, s, st) Gulden Gallery, H.C. Gulden Mfg. Co. (a, be, d, o, r) The Gunlocke Company (be, c, d, h, l, ms, o, r, s, st) HON CO (d, ms, o, r) Hag USA, Inc. (a, b, c, d, g, h, i, k, l, m, ms, o, r, st) Hagen International Hamilton Sorter Co. Inc. Harbour House Furniture (bo, d) Hardwood House, Inc. (0) (g, h, l, ms, o, r, st) (d, l, ms, o, r) Harter Corp. Harvard Interiors Mfg. Co. Haskell of Pittsburgh Sunar Hauserman Inc. (g, o, r, st) (o, r) Haworth Inc. Hayes Mfg. Co. (0) (be, d, g, h, l, ms, o, r, s, st) (be, l, o, r) Hayes Mig. Co. (be, d, g, h, t, his, o, t, s Helikon Furniture Co. Inc. (be, l, o Helko Systems Furniture, Subs. of Jac Jacobsen (0) Ent. Henderson Furniture Henderson Furniture (b, c, d, g, h, l, ms, o, r, re, s, st) Hickory Business Furniture Hickory Chair Co. Hickory Leather Co. (d, l, o, r, s) Hickory Leather Co. (d, l, o, r, s) Hickory Leatner Co. Hiebert, Inc. High Point Furniture Ind. Hill-Rom, A Hillenbrand Inds. Hitchcock Chair Co. Homecrest Industries Inc. Hoover Universal, Inc., Furniture Components Div. (re, sb) (re, sb) Human Factor Technologies Hunt Country Furniture, Inc. Hyde Park Chair, Inc. ICF, Inc. (b, c, d, g, h, l, ms, o, r, sb, s, st) IFM Marketing, Inc. (d, g, l, m, ms, o, r, s) (b, be, d, s) (c, d, l, o, r) iil international IPF Intl. Indiana Chair Co., Inc. Indiana Desk Co. Innovative Ceiling Systems Innovative Products for Interiors, Inc., Contract (0) (0)Div. Interior Crafts, Inc. (f, l, r) (l, o) (0) Interlacken Interna Designs Ltd. Internal Designs Ltd. (b, be, d, f, i, l, m, o, r, re, s, st) International Design (d, l, ms, o, r, re, sb, s) International Designer Imports (b, d, r) International Furniture Systems International Furniture Systems (d, g, l, m, ms, o, r, re, s, st) International Systems Group Inc., System-Rite Seating (a, b, c, d, f, g, h, i, l, m, ms, o, r, st) IntreRoyal Corp. (c, d, g, h, i, l, m, ms, o, r, sb, st) Intrends International (b, d, f, g, l, m, o, r, re, st) Intrex, Inc. (be, c, d, l, ms, o, r, st) Invincible Metal Furniture (o, st) Invince Furniture (b, c, o) Invince String Co (a, c, st) Invisood Office Furniture (b, c, st) Irvin Seating Co. (a, c, st) Island Furniture of Sarasota, Inc. (b, st) Itoki of America, Inc. (a, I, ms, o, r, s, st) JG Furniture Systems, A Div. of Burlington Industries Jackson-Allen Furniture Corp. (b, be, bo, d, l, o, r, sb, s) (b, be, bo, d, l, o, r, sb, s) Leif Jacobsen Ltd. (b, be, d, l, ms, o, r, s) (b, be, d, l, ms, o, r, s, st) (c, l, o, r, s) Jansko, Inc. Jasper Chair Co. (b, c, ms, o, r) Jasper Seating Co. Jayden Inc. (a, b, bo, c, d, f, g, h, i, m, ms, o, r, st) Jofco Jorco (b, d, o, r, sb, s) KD/Context (a, b, be, c, d, g, h, i, l, m, ms, r, st) Vladimir Kagan Designs, Inc. (b, d, l, ms, o, r, s) Kasparians Inc. (a, be, bo, d, l, ms, o, r, s) Kebo Healthcare Systems (d, g, h, l, ms, o, r, s, st) Keilhauer Contract Seating (bo, d, l, m, o, r, s) Kenmore Furniture Co., Inc. (ms, o, r, s) Kimball Office Furniture Co., Div. Kimball Intl. (b, d, o, r, sb, s) 

 Kinetics
 (a, b, be, d, g, h, l, ms, o, r, s, st)

 King Arthur Inc.
 (st)

 King Arthur Chair Co., Inc.
 (b, d, o, r)

 Carl Kisabeth Exercises
 (st)

 King Arthur Char Cov Carl Kisabeth Furniture (b, be, bo, d, l, o, r, re, sb, s) (coveral Mills, Inc. (l, o, re, s) (b, be, bd, d, l, o, r, re, 50, s) Kittinger Co., General Mills, Inc. (l, o, re, s) Knoll International (a, be, c, d, l, m, ms, o, r, s) Kofabco, Inc. (b, d, st) Koria Leo. (b, d, e, L, ms, s) 
 Kofabco, Inc.
 (b, d, st)

 Kroin Inc.
 (be, d, g, l, ms, st)

 Kron u.s.a.
 (l, ms, or, r, s)

 Krueger
 (a, b, be, c, d, f, g, l, m, ms, o, r, st)

 Krug Furniture Inc.
 (b, d, l, ms, o, r)

 Kustom Fit Mfg. Co., Guaranty of CA. Div.
 (d, l, m, ms, o, r, re, sb, s, st)

 LBF Office Systems Collection, Div. Joyce Intl.
 (o, r)
 (0, r) (b, be, d, g, i, l, m, ms, r, st) L&B Mfg. Corp. L&B Products Corp. (b, bo, d, g, h, l, m, ms, o, r, st) La-Z-Boy Contract (a, c, d, g, h, l, o, r, re, sb, s, st) (a, L, m, ms. o, r, st) Labota (g, l, m, ms, o, r, st) Lambrecht, Mandell & Assoc. (b, d, h, l, o, r) Landes Mfg. Co. (b, d, l, ms, r, s) Landscape Forms, Inc. Jack Lenor Lamos Jack Lenor Larsen Leaf Designs (be, d, m, ms, o, r) (be, i, l, ms, o, r, re, sb, s) (be, s) Leathercraft Inc. Lee/lofa Lehigh-Leopold, Div. Joyce Intl. (be, c, d, l, ms, o, r, s) (l, st) Leisurelite Industries, Inc. Level of Winchendon, Div. Mason & Parker Mfg. Co. (a, b, be, bo, c, d, f, g, h, i, l, m, ms, o, r, s, st) Lewittes Furniture Ent. Inc. (b, be, d, h, l, o, r, re, sb) Lifeline Industries (g, h, l, m, ms, o, r, s, st) (o, r, re) Loewenstein/Ogo (a, b, be, c, d, l, m, ms, o, r, s, st) F. W. Lombard, Co. Lublke Mobelwerke, c/o Pieter Schat (be, d, h, l, r, re) Lumex Inc. Lumex Inc. (be, d, h, l, r, re) Harry Lunstead Designs, Inc. (6) MTS Seating, Drier Div. of Michigan Tube Swagers & Fab. Inc. (b, d, g, i, l, m, ms, r, st) Macotta Corp., Leaf Fiberglass Designs (be, g, ms) Madison Furniture Industries

(be, c, d, g, l, m, ms, o, r, s, st)

#### CHAIRS, SOFAS, SEATING-Continued

Magna Design Inc. (l, o, r, s) Magnuson Group (o) Cy Mann Designs Ltd.
(b, d, g, l, m, ms, o, r, re, s) Karl Mann Associates Marden Mfg. Inc. (b, l, ms, o, r, s) Marnay Sales & Mfg. Co., Inc. (l, o, r, s) Massey Seating (a, ms) Metalex Inc., Hume Products (d, st) Metalstand Co. (ms, o, r, s) Metropolitan Furniture Corp. (b, be, d, g, l, ms, o, r, s)
Mill Graft Furniture (o, r, s) Miller Desk (o) Herman Miller Inc.
(a, c, d, g, i, l, m, ms, o, r, re, s, st) Missouri Oak Chair (b, d) Mobi Contract Furniture
(be, c, d, g, h, l, m, ms, o, re, s)       Modern Contract Furniture, Inc.     (d, l, o, r, s)       Modern Mode, Inc.     (be, d, g, l, ms, o, r, s, st)       Modu Form Inc.     (be, g, h, l, m, ms, o, r, s, st)       Molla, Inc.     (be, g, h, l, m, ms, r, s, st)       Molla, Inc.     (b, g, h, s, st)
Monteverdi-Young (I, o) Moser Contract Furniture Mount Airy Furniture (d, o)
Mueller Furniture Corp. (be, d, g, l, ms, o, r, s) Murphy-Miller Co., Div. HON Co. (d, g, ms, o, r) Myrtle Desk Co. (be, l, ms, o, r, s) Nemschoff Chairs
(be, g, h, l, m, ms, o, r, re, sb, s, st) Niedermaier Design (be, l, s) Nienkamper (l, o, r, s, st) Nightingale Industries Ltd.
(a, bo, d, g, l, m, ms, o, r, s, st) Norix Group, Inc.
(a, c, d, g, h, i, l, m, ms, o, r, st)           Novikoff Inc.         (l, o, r, s)           Office Suites Inc.         (l, ms, o, r, s)           Old Hickory Furniture Co. Inc.         (b, be, d, l)           Optimum Management Inc.         (o)
Optimum Space Systems (sb) Othmar Klem Cabinet Co., Inc. (l) The Pace Collection Inc., National Headquarters (a, b, be, c, d, g, l, m, ms, o, r, re, sb, s, st)
Pacific Furniture         (b, d, l, sb, s)           Palazzetti, Inc.         (d, l, o, r, s, st)           Paoli, Inc.         (d, g, h, l, ms, o, r, s, st)
Parisi, Inc. (bo, d, l, m, ms) Patrician Furniture Co. (be, h, l, ms, o, r, s) Paul Associates Inc. (be, d, l, o, r, s) Pell Co. (o)
Peter Pepper Products Inc. (be, bo, d, m) Performance Seating Inc. (m, ms, o, r, st) Plymold Booths, Div. Foldcraft Co. (b, be, bo, d, g, h, i, m, ms, r)
(b, be, bo, d, g, h, i, m, ms, r) Pompeii Casual Furniture, Div. Miami Metal Products, Inc. (b, be, f, I, ms, st)
The Position People Corp. (i, o, r) Pouliot Designs Corp. (be, l, m, ms, r) Harvey Probber Inc. (b, be, d, g, l, m, ms, o, r, s)
Procaccino II, Inc. (be, r) Pronto (b, d, h, st) Puccio Collection (b, be, l, ms, o, r, s)
RPI Designs (be, I, r) R. S. Furniture Inc. (a, b, be, d, I, m, ms, o, r, re, s, st)
R-Way (d, g, l, ms, o, r, s, st) Reff Inc. (l, ms, r, s) Richardson Brothers Co. (d)
Richardson Seating Corp. (b, d, l, st) Edward Axel Roffman Associates, Inc. (be, d, g, l, ms, o, r, s)
Rok-A-Chair Mfg. Co. (b, I, o, r, sb, s) Romac Fabrications, Inc. (d, I, o, r) Romweber Co. (b, be, d, I, ms, o, r, s)
Rose Johnson, The Timber-Line Collection (1) Rotocast Plastic Products, Inc. (d, l, m, r) Royal Lounge Co., Inc. (l, o, r, sb, s)
Royal Seating Corp. (b, c, d, g, h, m, o, r, st) Rudd International (a, be, bo, c, d, g, h, I, m, ms, o, r, s, st)
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(a, c, d, f, g, l, m, o, r, s, st) Saturn Office Furniture Div., Hespler Craft Inds.
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(00, 00, 0, 1, 113, 0, 1, S)

Sealy Connecticut Inc., Contract Div. (sb. s) Sedus North America (g, i, l, ms, o, st) Sedus North America (g, i, l, ms, o, st) Shafer Commercial Seating Inc. (g, o, r, st) 

 Shaw-Walker Co.
 (b, bo, d, m, st)

 Shelby Williams Industries, Inc.
 (b, bo, d, g, h, I, m, o, sb, s, st)

 Shogun International Corp.
 (be, r)

 Slatopedic-Dyn
 (l, o, r, sb, s)

 Smith System Mfg. Co.
 (c, d, g, i, k, m, o, st)

 Southern California Wood Inds.
 (b, d, l, sb)

 Sport Seating Co, Inc.
 (a, be, m, ms)

 Sparse Penguin, Inc.
 (c)

 Springer Penguin, Inc. Stakmore Co. Inc. (0) (d, f) Dick Stambaugh, Inc. (be) Stamco (o, r, s) (b, be, d, l, o, r, sb, s) Stanwood Corp. Statesville-Ross Mfg. Steelcase, Inc. (a, be, c, d, g, I, m, ms, o, r, s, st) Stendig Intl. Inc. (b, c, d, g, I, ms, o, r, re, sb, s, st) (I, ms, o, r) Stanwood Corp. Storage Systems, Inc. Stow & Davis, A Steelcase Co. John Stuart International (a, c, g, i, l, ms, o, r, s, st) (a, b, be, c, d, l, m, r, s, st) Stylex, Inc. (0) Stylume Products Inc. (a, b, c, d, f, l, ms, o, st) Suncast Corporation (d, s) (d, s) (be, d, f) Superior Chaircraft Corp. (d, s) (d, s) Superior Furniture Mfg. Inc. (b) Superior Furniture Systems Mfg. Inc. (o, s) Swedish Comet AB Syme & Associates (g, h, l, ms, r, s, st) System Seating Inc. (b, be, bo, d, g, h, l, ms, o, r, sb, s) TCI Inc. Tab Products Co. (0) The Tandem Group, Inc. (0)Tavola International (I) Tavola International (I) Tavlor Chair (I, m, ms, o, r, s) Tech Furniture, Inc. (be, I, o, r, s) Telescope Folding Furniture Co., Inc. (b, d, f, I, st) Terra Furniture Inc. (b, be, d, I, o, r, s) Thayer Coggin Institutional, Inc. (be, d, g, l, ms, o, r, re, sb, s) Thomasville Furniture Industries, Thomasville (d, h, l, o, r, sb, s) (bo, d) Contract Thompson Butcher Block Co. Thonet (a, b, be, c, d, g, h, i, l, m, ms, o, r, re, sb, s, st) Trendler Metal Products Inc. (b, c, d, o, r) Tri-Mark/Tulip (b, be, d, l) Tri-Mark/Tulip (b, be, d, i) Triple R, Div. of Tee & R Industries, Inc. (l, s) Tropitone Furniture Co. Inc. (d, st) Tropitone Furniture Co., Inc. (d, st) Tuphtone rumatice Co., inc. Tuphton Furniture Corp. (b, be, d, g, l, ms, o, r, s, st) Typhoon International Corp. United Chair Co. United Technical Products Inc. (ms, o, r) (ms, o, r) USABBCO Corp. (ms, o, r) Valli Furniture Mfg. Corp. (a, b, be, d, l, m, ms, o, r, s) Vecta Contract (be, c, d, g, h, l, ms, o, r, s, st) Victory Upholstered Seating Co. (ms, o, r, s) (be, bo, d, l, ms, o, r, s) Viking Acoustical Corp. (0)Virco Mfg. Corp. (a, b, c, d, f, g, h, l, m, ms, o, r, st) Vista Industries, Inc. (b, d, s) Vitra Inc. (b, d, s) Vitro Products Inc. Vitro Products Inc. William J. B. Waite Co., Div. of Tropicane (b, d, f, s) 
 William J. B. Hinc.
 (b, d, t, s)

 Industries, Inc.
 (d, f, g, o, r, st)

 Walker & Zanger, Inc.
 (o)
 Walker & Zanger, Inc. (a) Walsh & Simmons Seating (b, bo, d) Walsh & Simmons Seating (b, bo, d) Waymar Inds., Inc. (be, bo, d, i, m) West Coast Inds. (b, bo, d, o) Westin-Nielsen Corp. (d, g, l, m, ms, o, r, s, st) Westinghouse Furniture Systems (o, st) WESTINGEA LISA Inc. WESTNOFA USA, Inc. (a, bo, c, d, g, h, l, ms, r, re, st) Whitecraft Rattan Inc. John Widdicomb Co. (d, l, s) (d, l, s) Winkelman Industries (b, be, d, l, ms, o, r, sb, s, st) Lee L. Woodard, Inc. (b, d, l, r, s, st) Woodlee Furniture Corp. (be, l, ms, r, s) Worden Co.

Work Space International, Inc.			(o, r)
Wyandot Seating	(b.	d.	h, i, l, o, r)
Wycombe Meyer Co., Inc.			
(b, be, bo, d, l,	ms,	0.	r, re, sb, s)
Zographos Designs Ltd. (a, b,	be,	d,	ms, o, r, s)

#### **COAT RACKS &** WARDROBES

a—automated	
f-free-standing	
w—wall-mounted Aarkash Chair Co. of Canada Ltd.	16
Adden Furniture, Inc.	(f, w)
Albrass Enterprises, Albrass Architectural De	(f)
and process, rabituss racintectural De	(f, w)
Artopex Inc.	(f, w)
Bevco Precision Mfg. Co.	(f, w)
Bretford/Knox	(w)
Castelli Furniture, Inc.	(f)
Clairson International	(w)
Cole Business Furniture, Div. Joyce Intl., Inc	
Corry Jamestown Corp. Design Selections Intl.	(f)
Dor-Val Mfg. Ltd.	(f)
Ebco Contract Furniture	(f, w) (f)
Emco, Inc.	(f, w)
Finealum Corp.	(w)
Gargoyles, Ltd.	(w)
Glaro Inc.	(f, w)
Global Upholstery Co., Ltd.	(f)
Hausmann Industries, Inc.	(f, w)
Indiana Desk Co.	(f)
Inner Concepts Inc., The Design Exchange B	Bldg. (f)
Innovative Products for Interiors, Inc., Contr Div.	
InterRoyal Corp.	(f) (f)
Ironmonger	(f, w)
LBF Office Systems Collection, Div. Joyce In	tl. (f)
L&B Mfg. Corp.	(f, w)
L&B Products Corp.	(f, w)
LUI-Laminates Unlimited, Inc.	(f)
Lake Country Brass	(f, w)
Lawrence Metal Products, Inc.	(f, w)
Loewenstein/Oggo	(f)
Harry Lunstead Designs, Inc. Magnuson Group	(f)
Cy Mann Designs Ltd.	(f, w) (f)
Marnay Sales & Mfg. Co., Inc.	(f)
Marsh Chalkboard Co.	(f)
Meridian	(f)
Modern Plastics Corp.	(f, w)
NM Industries	(f)
Nello Systems Co., Inc., Spec-Built Furniture,	
Systems	(f)
Nucraft Furniture Co.	(f)
Old Hickory Furniture Co. Inc. The Pace Collection Inc., National Headquar	(f)
Packard Industries Inc.	
Peter Pepper Products Inc.	(w) (f, w)
Pfanstiel Hardware Co. Inc.	(w)
Procaccino II, Inc.	(f)
Smokador, Inc.	(f, w)
Stendig Intl. Inc.	(f)
TSAO Designs, Inc.	(w)
Tella Systems, Inc.	(f)
Thonet	(f)
Vogel-Peterson Co.	(f, w)
Vran Associates Westinghouse Furniture Systems	(111)
White Machine Co.	(w)
	(a)

#### COMPUTER SPACE **DESIGN &** MANAGEMENT

(O, r, s)

h—hardware	
s—software	
Applicon Inc.	(h, s)
Aranjo Systems	(5)
Arrigoni Technology Inc.	(h, s)
Color Optics Display	(5)
Commercial Interior Specialists Inc.	(s)
Compatible Computer Furniture, Div. Atlantic	
Cabinet Corp.	(h)
Computervision Corp.	(h, s)
DFI/Systems	

9



Charles Heinrich Vice-President of Production

Karen Malling Corporate Sales Director

Jay Goltz President

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#### COMPUTER SPACE DESIGN & MANAGEMENT-Continued

Design & Systems Research Inc.	(h, s)
Haworth Inc.	(5)
Interactive Graphics Services Company, Inc.	(h, s)
Intergraph Corp.	(h, s)
Mega Cadd, Inc.	(5)
Micro-Vector, Inc.	(h, s)
Herman Miller Inc.	(h, s)
Nevada Western Supply Inc.	(h)
Prime Computer Inc.	
Professional Software Applications	(s)
Sigma Design Inc.	(h, s)
South Carolina Applied Technology Inc.	(h, s)
Spec-Com	(5)
Steelcase, Inc.	(s)
Vivid Software	(s)
Vycor Corp.	
Westinghouse Furniture Systems	(s)

#### DEALERS, CONTRACT FURNISHERS, MANUFACTURERS' REPS

A. Blank Inc. Concepts Furnishings Inc., c/o Phoenix Design Plaza Fuller Contract Accessories Corp. Furniture Consultants Inc. Ginns Business Furniture & Interiors The Itkins, Contract Div. Jofco Lublke Mobelwerke, c/o Pieter Schat Ted Morris & Assoc. OFMCO Office Interiors, Inc. R & G Affiliates Silent Sound Systems Inc. Southeast Contract, Div. of S.E. Wholesale Furn. Co. Della Starr Associates, Inc. Thomasville Furniture Industries, Thomasville Contract

#### DESKS

ec-electronic compon	ent
e-executive	
g-general office	
r-reception	
ws-workstations	
A & B America	(e, g, r, ws)
A/R Incorporated	(ec, g, ws)
AWI, Inc.	(e, ws)
Abstracta Structures, Inc.	(ws)
ACCO International Inc.	(ec, ws)
Acme Visible Records	(ws)
Acousti-Forms Inc.	(ws)
Acoustical Partitions Corp.	(r, ws)
Adam Furniture Industries	(e, g)
Adden Furniture, Inc.	(e, g)
Advance Office Concepts	(ec, g)
Agati Designs	(e, r)
Ahrend USA	(ws)
Alex Stuart Design	(e, g, r)
All-Steel Inc.	(ec, e, g, ws)
Alma Desk Co.	(ec, e, g, r, ws)
American Seating Co.	(ec, e, g, r, ws)
Amstore Systems Inc.	(ws)
Anderson Desk Inc.	(ec, e, g, r, ws)
Anderson Hickey	(ec, e, g, r, ws)
Anevka, Inc.	(e, g, r)
Anthro Corp.	(ws)
Apollo Woodworking & Metal Co	orp. (e)
Architectural Supplements Inc., Si	
International	(ec, e, g, r, ws)
Arenson Office Furnishings Inc.	(e, g)
The Arnold Group	(e, g)
Artec, Div. of Kimball Intl.	(ec, e, g, r, ws)
Artifax Display Industries, Inc.	(e, r)
ARTMET Products Inc.	(g, r, ws)
Artopex Inc.	(ec, e, g, r, ws)
Aspects, Inc.	(e, g, r, ws)
Atelier International, Ltd.	(e, g, r, ws)
Axiom Designs	(e, g)
B & B America	(e)
BIF, Inc.	(6)
Baker Furniture/Contract Div., Ex	ec. Offices &
Natl. Showroom	(e, g, r, ws)

Beelner	& Thomas	(e, g)
Benede	etti Corp.	(ec, e, g, r, ws)
	em Furniture Co.	100, 0, 8, 1, 113/
	Lustom Tables, Inc.	(ws)
Beyleria	an Ltd.	(e, g, r)
Boling	Co.	
	ghs Div., Lear Siegler Inc.	(e, g, ws)
		(ws)
	International Inc.	(e, g, r)
Bretford	d/Knox	(g, ws)
Brickel	Associates Inc.	(e, g, r, ws)
	Industries	
		(e)
Bucksta		(e, g)
CHF In	ds.	(g, ws)
C.I. De		(00 0 0 0 0 000)
		(ec, e, g, r, ws)
	Royal System Inc.	(e, g, r)
Cardina	I Corporation of Stanley, V	Nisc. (ec, r, ws)
	orks Furniture Mfg.	
		(r)
	Furniture, Inc.	(ec, e, g, r)
CEKA I	nternational, Subs. of Ceka	Germany
		(ec, e, g, r, ws)
Center	Core Inc Esternurd Colon	(CC, C, B, I, W3)
center	Core Inc., Safegaurd Scien	
-	2000 C	(ec, e, g, r, ws)
Chairte	x Mfg. Ltd.	(e, g, r, ws)
Charlot		
Chrome	mit Manarah Euro Com	(e)
Chiome	raft/Monarch Furn. Corp.,	Contract
	niture Div.	(e, g, r)
Cleator	Furniture	(e, g, r)
		a lot loc
COIC DL	isiness Furniture, Div. Joyc	
		(ec, e, g, r, ws)
Collezio	one Simon Ltd.	(e, g, r)
Commo	nwealth Contract Furnishin	igs. Subs. of
Bas	cott	
		(ec, e, g, r, ws)
Compat	ible Computer Furniture, D	NV. Atlantic
Cab	inet Corp.	(ec, ws)
Compus	age Furniture Corp.	(ws)
Comput	er Furniture & Accessories	
	er rumiture & Accessories	
Condi		(e, g, r, ws)
Contem	porary American Furniture	Co. (e)
Contrac	t Seating & Assoc., Costan	Com la a a
Com	costan	
Corry C		(e, g, ws)
Corry Ja	imestown Corp.	(ec, e, g, r, ws)
Craftsm	an Office Furniture Co.	(ec, e, g, r, ws)
	artin Intl.	
		(e, g)
Cramer		(e, g, r, ws)
Crayton	Furniture Corp.	(e, g, ws)
	Dimensions Co.	
		(e, g, r)
	Furniture Systems, Inc.	(ec, e, g, r, ws)
Cumber	land Furniture Corp.	(e, g, r)
DMI Fu	rniture Inc.	(e, g, r)
DMO I		
DMO, I		(e, g, r, ws)
Dansanr	na Intl.	(e, g, r, ws) (e, g, r, ws)
	na Intl.	(e, g, r, ws)
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Itoki of America, Inc.       JC Furniture Systems, A Div. of Burlington         Industries       (ec, e, g, r, w         Jasper Desk Co.       (e, g, g, w         Jasper Desk Co.       (e, g, g, w         Jasper Desk Co.       (e, g, w         Jofto       (e, g, w         Jofto       (e, g, w         Jofto       (e, g, w         Jofto       (e, g, w         Vladimir Kagan Designs, Inc.       (e, g, g, r, w         Kimball Office Furniture Co., Div. Kimball Intl.       (ec, e, g, r, w         Kimetics       (e, e, g, r, w         Kintinger Co., General Mills, Inc.       (e, w         Knoll International       (ec, e, g, r, w         Kron u.s.a.       (e, r, w         Kron u.s.a.       (ef, e, g, r, w         LBF Office Systems Collection, Div. Joyce Intl.       (ec, e, g, r, w         Labofa       (ec, e, g, r, w         Labofa       (e, g, r, w:         Lamica Corp.       (ec, e, g, r, w         Labofa       (e, g, r, w:         Lopez Morton       (eg, r, w:         Loughman       (e, g, r, w:      <	Invincible Metal Furniture	
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Vladimir Kagan Designs, Inc.       (e, g, Kasparians Inc.       (e, g, g, r, w)         Kimball Office Furniture Co., Div. Kimball Intl.       (ec, e, g, r, w)       (ec, e, g, r, w)         Kinetics       (ec, e, g, r, w)       (ec, e, g, r, w)         Kinetics       (ec, e, g, r, w)         Kinitinger Co., General Mills, Inc.       (e, m)         Knoll International       (ec, e, g, r, w)         Kron U.s.a.       (ec, e, g, r, w)         Krug Furniture Inc.       (e, g, r, w)         Kuik File, Inc.       (w)         LUI-Laminates Unlimited, Inc.       (ec, e, g, r, w)         Labofa       (e, g, r, w)         Labofa       (ec, e, g, r, w)         Luture Corp.       (ec, e, g, r, w)         Labofa       (ec, e, g, r, w)		(e, g, r)
Kebo Healthcare Systems       (ec, e, g, r, w         Kimball Office Furniture Co., Div. Kimball Intl.       (ec, e, g, r, w         Kinetics       (e, g, f, with things Co., General Mills, Inc.       (e, g, f, with things Co., Inc.         Kintinger Co., General Mills, Inc.       (e, g, f, with file, Data Corp.       (e, r, with file, file, Inc.         Krug Furniture Inc.       (e, g, f, with file, Inc.       (e, g, f, with file, Inc.       (e, g, f, with file, Inc.         LBF Office Systems Collection, Div. Joyce Intl.       (ec, e, g, r, with Labofa       (e, g, r, with Labofa       (e, g, r, with Labofa         Labofa       (e, g, r, with Labofa         Labofa       (e, g, r, with Labofa         Labofa       (e, g, r, with Labofa         Labofa       (e, g, r, with Labofa         Labofa       (e, g, r, with Labofa         Labofa       (e, g, r, with Labofa       (e, g, r, w		(e, g, r)
Kimball Office Furniture Co., Div. Kimball Intl.       (ec, e, g, r, w         Kinetics       (e, g, r, w         Kittinger Co., General Mills, Inc.       (e, w         Knitinger Co., General Mills, Inc.       (e, w         Knoll International       (ec, e, g, r, w         Kron J.s.a.       (e, w         Kron u.s.a.       (e, g, r, w         Krug Furniture Inc.       (e, g, r, w         LUI-Laminates Unlimited, Inc.       (ec, e, g, r, w         Lubratic Corp.       (ec, e, g, r, w         Labofa       (e, g, r, w         Labofa       (e, g, r, w         Labofa       (e, g, r, w)         Jack Lenor Larsen       (e, g, r, w)         Jack Lenor Larsen       (ec, e, g, r, w)         Lughman       (e, g, r, w)         Harry Lunstead Designs, Inc.       (e, g, r, w)         Luyor Corp.       (w         MAB Designs, Inc.       (e, g, r, w)         Magna Design Inc.       (e, g, r, w)         Magna Design Inc.       (e, g, r, w)         Magna Design Inc.       (e, g, r, w)         Magna Designs Ltd.       (ec, e, g, r, w)         Masonite Corp., MC Div.       (g, r, w)         Marnay Sales & Mfg. Co., Inc.       (ec, g, r, w)		(e, r)
(ec, e, g, r, w         Kittinger Co., General Mills, Inc.         (e, w         Kittinger Co., General Mills, Inc.         (e, w         Knop & Co. Inc.         (e, w, r, w         Knoll International         (ec, e, g, r, w         Kron u.s.a.         (Fron u.s.a.         (Krug Furniture Inc.         (e, g, g, r, w         LBF Office Systems Collection, Div. Joyce Intl.         (ec, e, g, r, w         Lul-Laminates Unlimited, Inc.         (ec, e, g, r, w         Labofa         Labofa         Labofa         Labofa         Lehigh-Leopold, Div. Joyce Intl.         (e, g, r, w         Jack Lenor Larsen         (u.ehigh-Leopold, Div. Joyce Intl.         (e, g, r, w         Labofa         Lopez Morton         Loughman         (e, g, r, w         M/B Designs, Inc.         (e, g, r, w         Magna Design Inc.         (e, g, r, w         Magna Design Inc.         (e, g, r, w         Magna Design Inc.         (e, g, r, w         Marnay Sales & Mfg. Co., Inc.         Mareel Metal Products, Inc.		(e) (e)
Kinetics       (e, g, Kittinger Co., General Mills, Inc.       (i)         Kittinger Co., General Mills, Inc.       (e, w, Kittinger Co., General Mills, Inc.       (e, w, Wittinger Co., General Mills, Inc.       (e, g, Wittinger Co., General Mills, Inc.       (e, g, r, wittinger Co., General Mills, Inc., General Mills, Inc.       (e, g, r, wittinger Co., Inc., General Mills, Keneral Miller Inc., General Mills, Inc., General Mills, General Miller Inc., General Mills, General Mills, Inc., General Mills, Inc., General Mills, Inc., General Mills, General Mills, Inc., General Mills, Inc., General Mills, General Mills, Inc.,		
Knipp & Co. Inc.       (e, w         Knipp & Co. Inc.       (e, e, g, r, w         Knoll International       (ec, e, g, r, w         Krefab Corp.       (e, r, w         Krug Furniture Inc.       (e, g, r, w         Kwik File, Inc.       (ec, e, g, r, w         LBF Office Systems Collection, Div. Joyce Intl.       (ec, e, g, r, w         Labofa       (e, g, g, r, w         Labofa       (e, g, r, w         Magna Corp.       (w         M/B Designs, Inc.       (e, g, r, w         Magna Design Inc.       (e, g, r, w         Magna Design Inc.       (e, g, r, w		(e, g, r)
Knoll International       (ec, e, g, r, w         Krefab Corp.       (e, r, w)         Krong Furniture Inc.       (e, r, w)         Kwik File, Inc.       (e, g, w)         UBF Office Systems Collection, Div. Joyce Intl.       (ec, e, g, r, w)         LBF Office Systems Collection, Div. Joyce Intl.       (ec, e, g, r, w)         LUI-Laminates Unlimited, Inc.       (ec, e, g, r, w)         Luzz-Boy Contract, c/o Kurt Seibenick       (e, g, r, w)         Lambrecht, Mandell & Assoc.       (e, g, r, w)         Lak Lenor Larsen       (ec, e, g, r, w)         Lista Int'I       (ec, e, g, r, w)         Luzor Corp.       (e, g, r, w)         Luxor Corp.       (e, g, r, w)         MAB Designs, Inc.       (e, g, r, w)         Luxor Corp.       (w)         MAB Designs, Inc.       (e, g, r, w)         Magna Design In		(e)
Kretab Corp.       (e, r, w)         Krog Furniture Inc.       (e, g, k)         Kwik File, Inc.       (w)         LBF Office Systems Collection, Div. Joyce Intl.       (e, c, g, g, r, w)         Lul-Laminates Unlimited, Inc.       (ec, e, g, r, w)         Labofa       (e, g, r, w)         Labofa       (e, g, r, w)         Labofa       (e, g, r, w)         Lambrecht, Mandell & Assoc.       (e, g, r, w)         Jack Lenor Larsen       (ec, e, g, r, w)         Labofa       (ec, e, g, r, w)         Jack Lenor Larsen       (ec, e, g, r, w)         Loughman       (e, g, r, w)         Luxor Corp.       (e, g, r, w)         Luxor Corp.       (e, g, r, w)         MXB Designs, Inc.       (e, g, r, w)         Madison Furniture Industries       (e, g, r, w)         Magna Design Inc.       (e, g, r, w)         Magna Design Inc.       (e, e, g, r, w)         Magna Design Inc.       (e, g, r, w)         Marvel Metal Products, Inc.       (e, g, r, w)         Marvel Metal Products, Inc.       (e, g, r, w)         Metridian       (ec, e, g, r, w)         Matropolitan Furniture Orop       (ec, w)         Marvel Metal Products, Inc.       (e, g, r)	Knoll International	
Kron u.s.a.       (i         Krug Furniture Inc.       (e, g,         Kwik File, Inc.       (w         LBF Office Systems Collection, Div. Joyce Intl.       (ec, e, g, r, w         Lul-Laminates Unlimited, Inc.       (ec, e, g, r, w         Labofa       (e, g, r, w         Jack Lenor Larsen       (c, e, g, r, w         Lopez Morton       (e, g, r, w         Loughman       (e, g, r, w         Harry Lunstead Designs, Inc.       (e, g, r, w         M/B Designs, Inc.       (e, g, r, w         Magna Design Inc.       (e, g, r, w         Magna Design Inc.       (e, g, r, w         Magna Design Inc.       (e, g, r, w         Marnav Sales & Mfg. Co., Inc.       (e, g, r, w         Marnavel Metal Products, Inc.       (ec, e, g, r, w         Meridian       (ec, e, g, r, w         Metropolitan Furniture       (ec, e, g, r, w         Metropolitan Furniture       (ec, e, g, r, w <t< td=""><td>Krefab Corp.</td><td>(e, r, ws)</td></t<>	Krefab Corp.	(e, r, ws)
Kwik File, Inc.       (w         LBF Office Systems Collection, Div. Joyce Intl.       (ec, e, g, r, w         LUI-Laminates Unlimited, Inc.       (ec, e, g, r, w         Labofa       (e, g, r, w         Lambrecht, Mandell & Assoc.       (e, g, r, w         Lamica Corp.       (ec, e, g, r, w         Jack Lenor Larsen       (ec, e, g, r, w         Lehigh-Leopold, Div. Joyce Intl.       (e, g, r, w         Louger Morton       (e, g, r, w         Luxor Corp.       (e, g, r, w         MAB Designs, Inc.       (e, g, r, w         MX & J. Desk Mfg. Co.       (e, g, r, w         Madison Furniture Industries       (e, g, r, w         Magna Design Inc.       (e, g, r, w         Magna Design Inc.       (e, g, r, w         Marvel Metal Products, Inc.       (e, g, r, w         Marnay Sales & Mfg. Co., Inc.       (e, g, r, w         Masonite Corp., MC Div.       (g, r, w         Matalstand Co.       (ec, w         Metridian       (ec, e, g, r, w         Matalstand Co.       (ec, g, r, w         Metridian <td>Kron u.s.a.</td> <td>(e)</td>	Kron u.s.a.	(e)
LBF Office Systems Collection, Div. Joyce Intl. (ec, e, g, r, w La-Z-Boy Contract, c/o Kurt Seibenick Labofa Labof		(e, g, r)
(ec, e, g, r, w         LUI-Laminates Unlimited, Inc.       (ec, e, g, r, w         LazZ-Boy Contract, c/o Kurt Seibenick       (e, g,         Labofa       (e, g, r, w:         Labofa       (e, g, r, w:         Lambrecht, Mandell & Assoc.       (e, g, r, w:         Lambrecht, Mandell & Assoc.       (e, g, r, w:         Jack Lenor Larsen       (ec, e, g, r, w:         Lehigh-Leopold, Div. Joyce Intl.       (e, g, r, w:         Loopez Morton       (eg, r, w:         Loughman       (e, g, r, w:         Harry Lunstead Designs, Inc.       (e, g, r, w:         M B Designs, Inc.       (e, g, r, w:         MAGison Furniture Industries       (e, g, r, w:         Magna Design Inc.       (e, g, r, w:         Maravel Metal Products, Inc.       (ec, e, g, r, w:         Marvel Metal Products, Inc.       (ec, e, g, r, w:         Metridian       (ec, e, g, r, w:         Metropolitan Furniture       (e, g, f, w:         Materistand Co.       (ec, e, g, r, w:         Marvel Metal Products, Inc.       (ec, e, g, r, w:         Metropolitan Furniture <td>LBE Office Systems Collection Div</td> <td>(ws)</td>	LBE Office Systems Collection Div	(ws)
LUI-Laminates Unlimited, Inc. (ec, e, g, r, w La-Z-Boy Contract, c/o Kurt Seibenick (e, g, Labofa (e, g, r, w Lambrecht, Mandell & Assoc. (e, g, r, w Lats int'i (ec, e Lopez Morton (e, g, r, w Luxor Corp. (e, g, r, w Luxor Corp. (e, g, r, w M/B Designs, Inc. (e, g, r, w M/B Designs, Inc. (e, g, r, w MAdison Furniture Industries (e, g, r Magna Design Inc. (ec, e, g, r, w Magnason Group (ec, w Cy Mann Designs Ltd. (e, t Marnay Sales & Mfg. Co., Inc. (e, g, r, w Marvel Metal Products, Inc. (ec, w Masonite Corp., MC Div. (g, r, w Metridian furniture Corp. (ec, e, g, r, w Metropolitan Furniture Corp. (ec, g, r, w Modern Mode, Inc. (ec, w Modern Plastics Corp. (ec, e, g, r, ws	conce systems conection, Dr	
Labofa       (e, g, r, w)         Lambrecht, Mandell & Assoc.       (e, g, r, w)         Lamica Corp.       (ec, e, g, r, w)         Jack Lenor Larsen       (ec, e, g, r, w)         Lista Int'I       (ec, e, g, r, w)         Loughman       (e, g, r, w)         Loughman       (e, g, r, w)         Luxor Corp.       (w)         M & B Designs, Inc.       (e, g, r, w)         Luxor Corp.       (w)         M & B Designs, Inc.       (e, g, r, w)         M & B Designs, Inc.       (e, g, r, w)         Maray Design Inc.       (e, g, r, w)         Magna Design Inc.       (e, g, r, w)         Magnason Group       (e, g, r, w)         Cy Mann Designs Ltd.       (e, r, w)         Maravel Metal Products, Inc.       (ec, e, g, r, w)         Metridian       (ec, e, g, r, w)         Metridiand Co.       (ec, e, g, r		(ec, e, g, r, ws)
Lambrecht, Mandell & Assoc. (e, g, r, w: Lamica Corp. (ec, e, g, r, w: Jack Lenor Larsen (chigh-Leopold, Div. Joyce Intl. Lista Int'l (ec, e Lopez Morton (chigh-Leopold, Div. Joyce Intl. Loughman (e, g, r, w: Luxor Corp. (e, g, r, w: Luxor Corp. (e, g, r, w: Luxor Corp. (e, g, r, w: M/B Designs, Inc. (e, g, r, w: M/B Designs, Inc. (e, g, r, w: MAdison Furniture Industries (e, g, f Magna Design Inc. (ec, e, g, r, w: Magna Design Inc. (ec, e, g, r, w: Marave Metal Products, Inc. (ec, w: Marave Metal Products, Inc. (ec, w: Masonite Corp., MC Div. (g, r, w: Masonite Corp., MC Div. (g, r, w: Masonite Corp., MC Div. (g, r, w: Matistand Co. (ec, e, g, r, w: Matistand Co. (ec, e, g, r, w: Matistand Co. (ec, e, g, r, w: Metridian Furniture Corp. Mill Craft Furniture Corp. Miller Desk (ec, w: Modern Mode, Inc. (ec, w: Modern Plastics Corp. (e, g, r, w: Modern Plastics Corp. (ec, g, r, w: Metal tand Co. (ec, e, g, r, w: Modern Plastics Corp. (ec, g, r, w: Modern Plastics Corp. (ec, g, r, w: Modern Plastics Corp. (ec, w: Might Posk) (ec, w: Modern Plastics Corp. (ec, w: Might Posk) (ec, w: M)		nick (e, g, r)
Lamica Corp. (ec, e, g, r, w) Jack Lenor Larsen (c) Lehigh-Leopold, Div. Joyce Intl. (e, g, r, w) Lista Int'l (ec, e Loughman (e, g, r, w) Harry Lunstead Designs, Inc. (e, g, r, w) Harry Lunstead Designs, Inc. (e, g, r, w) M/B Designs, Inc. (e, g, r, w) M/B Designs, Inc. (e, g, r, w) M/B Designs, Inc. (e, g, r, w) MAgna Design Inc. (e, g, r, w) Magna Design Inc. (ec, e, g, r, w) Magna Design Inc. (ec, e, g, r, w) Magna Design Inc. (ec, e, g, r, w) Marnay Sales & Mfg. Co., Inc. (e, g, r, w) Marnay Sales & Mfg. Co., Inc. (e, g, r, w) Marnay Sales & Mfg. Co., Inc. (e, g, r, w) Marvel Metal Products, Inc. (ec, w, g, r, w) Meridian (ec, e, g, r, w) Metropolitan Furniture Corp. (ec, g, r, w) Metropolitan furniture Corp. (ec, g, r, w) Metropolitan Furniture (e, g) Miller Desk (g) Herman Miller Inc. (ec, w, g, r, w) Modern Plastics Corp. (ec, g, r, w) Modern Plastics Corp. (ec, g, r, w)		(e, g, r, ws)
Jack Lenor Larsen (d Lehigh-Leopold, Div. Joyce Intl. (e, g, r, wi Lista Int'l (ec, d Lopez Morton Loughman (e, g, r, wi Harry Lunstead Designs, Inc. (e, g, r, wi Harry Lunstead Designs, Inc. (e, g, r, wi Mayna Design, Inc. (e, g, r, wi M. & J. Desk Mfg. Co. (e, g, r, wi M. & J. Desk Mfg. Co. (e, g, r, wi Magna Design Inc. (e, g, r, wi Magnuson Furniture Industries (e, g, r) Magna Design Inc. (ec, e, g, r, wi Magnuson Group (ec, wi Cy Mann Designs Ltd. (e, r) Marvel Metal Products, Inc. (ec, wi Masonite Corp., MC Div. (g, r, wi Masonite Corp., MC Div. (g, r, wi Metridian (ec, e, g, r, wi Metridian Furniture Corp. (ec, e, g, r, wi Metropolitan Furniture Corp. (e, g, r) Miller Desk (g Herman Miller Inc. (ec, e, g, r, wi Modar, Inc. (ec, wi Modern Plastics Corp. (e, g, r, wi Modern Plastics Corp. (ec, g, r, wi Modern Plastics Corp. (ec, g, r, wi Modern Plastics Corp. (ec, g, r, wi Motartics Corp. (ec, g, r, wi Modern Plastics Corp. (ec, g, r, wi Motartics Corp. (ec, g, r, wi Modern Plastics Corp. (ec, g, r, wi Modern Plastics Corp. (ec, g, r, wi Motartics Corp. (ec, g, r,		
Lehigh-Leopold, Div. Joyce Intl.       (e, g, r, w)         Lista Int'l       (ec, e)         Lopez Morton       (e, g, r, w)         Loughman       (e, g, r, w)         Luxor Corp.       (e, g, r, w)         M/B Designs, Inc.       (e, g, r, w)         MAGison Furniture Industries       (e, g, r, w)         Magna Design Inc.       (e, g, r, w)         Magna Design Inc.       (ec, w)         Cy Mann Designs Ltd.       (e, r, w)         Marava Sales & Mfg. Co., Inc.       (e, g, r, w)         Meridian       (ec, e, g, r, w)         Metalstand Co.       (ec, e, g, r, w)         Metropolitan Furniture Corp.       (ec, e, g, r, w)         Miller Desk       (e, g, r)         Miller Desk       (e, g, m)         Modar, Inc.       (ec, w)         Modern Plastics Corp.       (e, g, r, w)		(e)
Lopez Morton Loughman (e, g, r, wi Harry Lunstead Designs, Inc. (e, g, r, wi Luxor Corp. (wi M/B Designs, Inc. (e, g, r, wi M. & J. Desk Mfg. Co. (e, g, r, wi Magna Design Inc. (r, wi Magnuson Furniture Industries (e, g, 1) Magnuson Group (ec, wi Y Mann Design Inc. (ec, e, g, r, wi Magnuson Group (ec, wi Y Mann Design Inc. (ec, e, g, r, wi Magnuson Group (ec, wi Y Manna Sales & Mfg. Co., Inc. (e, g, r, wi Masonite Corp., MC Div. (g, r, wis Metalstand Co. (ec, e, g, r, wis Metropolitan Furniture Corp. (e, g, r, wis Metropolitan Furniture Corp. (e, g, r, wis Miller Desk (e, g, wis Modar, Inc. (ec, wis Modern Plastics Corp. (e, g, r, wis Modern Plastics Corp. (ec, wis	Lehigh-Leopold, Div. Joyce Intl.	(e, g, r, ws)
Loughman       (e, g, r, with Harry Lunstead Designs, Inc.       (e, g, r, with Harry Lunstead Designs, Inc.         Luxor Corp.       (with Harry Lunstead Designs, Inc.       (e, g, r, with Harry Lunstead Designs, Inc.       (e, g, r, with Harry Lunstead Designs, Inc.         M. & J. Desk Mfg. Co.       (e, g, r, with Harry Lonstead Design, Inc.       (e, g, r, with Harry Lonstead Design, Inc.       (e, g, r, with Harry Lonstead Design, Inc.         Madison Furniture Industries       (e, g, r, with Harry Lonstead Design, Inc.       (ec, with Harry Lonstead Design, Inc.       (ec, with Harry Lonstead Design, Inc.         Magna Design Inc.       (ec, with Harry Lonstead Design, Inc.       (ec, with Harry Lonstead Design, Inc.       (ec, with Harry Lonstead Design, Inc.         Marnay Sales & Mfg. Co., Inc.       (e, g, r, with Harry Lonstead Design, Inc.       (ec, with Harry Lonstead Design, Inc.       (ec, with Harry Lonstead Design, Inc.         Marvel Metal Products, Inc.       (ec, e, g, r, with Harry Lonstead Design, Inc.       (ec, e, g, r, with Harry Lonstead Design, Inc.       (ec, e, g, r, with Harry Lonstead Design, Inc.         Miller Desk       (ef, e, g, with Harry Lonstead Design, Inc.       (ec, e, g, with Harry Lonstead Design, Inc.       (ec, e, g, with Harry Lonstead Design, Inc.         Miller Desk       (ec, with Harry Lonstead Design, Inc.       (ec, with Harry Lonstead Design, Inc.       (ec, e, g, r, with Harry Lonstead Design, Inc.         Moddern Plastics Corp.       (ec, e, g, r, with Ha		(ec, e)
Harry Lunstead Designs, Inc.       (e, g, r, w:         Luxor Corp.       (w:         M/B Designs, Inc.       (e, g, r, w:         M/B Designs, Inc.       (e, g, r, w:         M/B Designs, Inc.       (e, g, r, w:         M/B Designs, Drier Div. of Michigan Tube Swager       (e, g, r, w:         Mafison Furniture Industries       (e, g, r, w:         Magna Design Inc.       (ec, e, g, r, w:         Magnason Group       (ec, w:         Cy Mann Designs Ltd.       (e, r, w:         Marnay Sales & Mfg. Co., Inc.       (e, g, r, w:         Marol Metal Products, Inc.       (ec, e, g, r, w:         Matalstand Co.       (ec, e, g, r, w:         Metridian       (ec, e, g, r, w:         Mill Craft Furniture Corp.       (e, g, r, w:         Miller Desk       (e, g, m)         Herman Miller Inc.       (e, g, w:         Modern Mode, Inc.       (ec, w:         Modern Plastics Corp.       (e, g, r, w:		(0 0
Luxor Corp.       (w, w)         M/B Designs, Inc.       (e, g, r, w)         M. & J. Desk Mfg. Co.       (e, g, r)         MTS Seating, Drier Div. of Michigan Tube Swager       (e, g, r)         Matison Furniture Industries       (e, g, r)         Magna Design Inc.       (ec, e, g, r, w)         Magnuson Group       (ec, e, g, r, w)         Yey Mann Designs Ltd.       (e, r, w)         Marnay Sales & Mfg. Co., Inc.       (e, g, r, w)         Marnay Sales & Mfg. Co., Inc.       (e, g, r, w)         Marnay Sales & Mfg. Co., Inc.       (e, g, r, w)         Marnay Sales & Mfg. Co., Inc.       (e, g, r, w)         Marolite Corp., MC Div.       (g, r, w)         Metidian       (ec, e, g, r, w)         Metidian Co.       (ec, e, g, r, w)         Metidian Co.       (ec, e, g, r, w)         Mill Craft Furniture       (e, g, f)         Miller Desk       (g)         Herman Miller Inc.       (e, g, w)         Modern Plastics Corp.       (ec, w)         Modern Plastics Corp.       (e, g, r, w)		
M/B Designs, Inc.       (e, g, r, ws.         M. & J. Desk Mfg. Co.       (e, g, r)         MTS Seating, Drier Div. of Michigan Tube Swager       & Fab. Inc.       (r, ws.         Madison Furniture Industries       (e, g, r)         Magna Design Inc.       (ec, e, g, r, ws.         Magna Design Inc.       (ec, ws.         Marnay Sales & Mfg. Co., Inc.       (e, g, r, ws.         Masonite Corp., MC Div.       (g, r, ws.         Metalstand Co.       (ec, e, g, r, ws.         Metropolitan Furniture Corp.       (ec, g, g, r, ws.         Miller Desk       (e, g, ws.         Miller Desk       (ec, ws.         Modar, Inc.       (ec, g, ws.         Modar, Inc.       (ec, g, ws.         Modar, Inc.       (ec, g, ws.         Modern Plastics Corp.       (ec, e, g, r, ws.		(ws)
MTS Seating, Drier Div. of Michigan Tube Swager & Fab. Inc.       (r, with Madison Furniture Industries       (e, g, r)         Magna Design Inc.       (ec, e, g, r, with Magnuson Group       (ec, e, g, r, with Magnuson Group       (ec, with Magnuson Group         Cy Mann Designs Ltd.       (er, with Marnay Sales & Mfg. Co., Inc.       (e, g, r, with Masonite Corp., MC Div.       (e, g, r, with Metropolitan Furniture Corp.         Miller Desk       (ec, e, g, r, with Miller Desk       (ec, e, g, r, with Modar, Inc.       (ec, with (ec, e, g, r, with Modar, Inc.         Modern Plastics Corp.       (ec, e, g, r, with (ec, e, g, r, with)       (ec, e, g, r, with)		(e, g, r, ws)
& Fab. Inc.       (r, with the second s	M. & J. Desk Mfg. Co.	(e, g, r)
Madison Furniture Industries       (e, g, f, Madison Furniture Industries         Magna Design Inc.       (ec, e, g, r, ws         Magnason Group       (ec, ws         Cy Mann Designs Ltd.       (e, magnason Group)         Marnay Sales & Mfg. Co., Inc.       (e, g, r, ws         Marone Metal Products, Inc.       (e, g, r, ws         Masonite Corp., MC Div.       (g, r, ws         Meridian       (ec, e, g, r, ws         Metalstand Co.       (ec, e, g, r, ws         Mill Craft Furniture Corp.       (ec, e, g, r, ws         Miller Desk       (e, g, Mathematication)         Herman Miller Inc.       (e, g, ws         Modern Plastics Corp.       (ec, e, g, r, ws         Modern Plastics Corp.       (ec, e, g, r, ws	& Fab. Inc.	
Magna Design Inc.       (ec, e, g, r, ws         Magnuson Group       (ec, ws         Cy Mann Designs Ltd.       (e, r)         Marnay Sales & Mfg. Co., Inc.       (e, g, r, ws         Marvel Metal Products, Inc.       (ec, ws         Masonite Corp., MC Div.       (g, r, ws         Meridian       (ec, e, g, r, ws         Metropolitan Furniture Corp.       (ec, e, g, r, ws         Mille Craft Furniture       (e, g, s)         Miller Desk       (g         Herman Miller Inc.       (ec, ws         Modar, Inc.       (ec, ws, r, ws         Modern Plastics Corp.       (e, g, r, ws		(e, g, r)
Magnuson Group       (ec, ws)         Cy Mann Designs Ltd.       (ec, 1)         Marnay Sales & Mfg. Co., Inc.       (e, g, r, ws)         Marouel Metal Products, Inc.       (ec, ws)         Masonite Corp., MC Div.       (g, r, ws)         Meridian       (ec, e, g, r, ws)         Metropolitan Furniture Corp.       (ec, e, g, r, ws)         Miller Desk       (eg         Herman Miller Inc.       (e, g, ws)         Modar, Inc.       (ec, e, g, r, ws)         Modern Plastics Corp.       (ec, ws)         Modern Plastics Corp.       (ec, ws)	Magna Design Inc.	(ec, e, g, r, ws)
Marnay Sales & Mfg. Co., Inc.       (e, g, r, ws)         Marvel Metal Products, Inc.       (ec, ws)         Masonite Corp., MC Div.       (g, r, ws)         Meridian       (ec, e, g, r, ws)         Metropolitan Furniture Corp.       (ec, e, g, r, ws)         Mill Craft Furniture       (e, g, ws)         Miller Desk       (g         Herman Miller Inc.       (ec, e, g, r, ws)         Modar, Inc.       (ec, ws)         Modern Plastics Corp.       (e, g, r, ws)		(ec, ws)
Marvel Metal Products, Inc.       (ec, ws         Masonite Corp., MC Div.       (g, r, ws         Meridian       (ec, e, g, r, ws         Metropolitan Furniture Corp.       (ec, e, g, r, ws         Mill Craft Furniture       (e, g, g, r)         Miller Desk       (g         Herman Miller Inc.       (e, g, ws         Modar, Inc.       (ec, e, g, r, ws         Modern Plastics Corp.       (e, g, ws	Marnay Sales & Mia Co. Inc.	(e, r)
Masonite Corp., MC Div.       (g, r, ws         Meridian       (ec, e, g, r, ws         Metalstand Co.       (ec, e, g, r, ws         Metropolitan Furniture Corp.       (ec, e, g, r, ws         Miller Desk       (eg         Herman Miller Inc.       (e, g, ws         Modar, Inc.       (ec, e, g, r, ws         Modern Plastics Corp.       (e, g, r, ws	Marvel Metal Products, Inc.	
Meridian       (ec, e, g, r, ws         Metropolitan Furniture Corp.       (ec, e, g, r, ws         Mill Craft Furniture       (e, g, g)         Miller Desk       (e, g, ws)         Herman Miller Inc.       (e, g, ws)         Modar, Inc.       (ec, e, g, r, ws)         Modern Plastics Corp.       (e, g, ws)	Masonite Corp., MC Div.	(g, r, ws)
Metropolitan Furniture Corp.       (e, g, f         Mill Craft Furniture       (e, g         Miller Desk       (e         Herman Miller Inc.       (e, g, ws         Modar, Inc.       (ec, ws         Modern Mode, Inc.       (ec, g, r, ws         Modern Plastics Corp.       (e, g, r, ws	Meridian	(ec, e, g, r, ws)
Mill Craft Furniture       (e, g)         Miller Desk       (g)         Herman Miller Inc.       (e, g, ws)         Modar, Inc.       (ec, e, g, r, ws)         Modern Mode, Inc.       (ec, e, g, r, ws)         Modern Plastics Corp.       (e, g, r, ws)		(ec, e, g, r, ws)
Miller Desk     (g       Herman Miller Inc.     (e, g, ws       Modar, Inc.     (ec, ws       Modern Mode, Inc.     (ec, e, g, r, ws       Modern Plastics Corp.     (e, g, r, ws	Mill Craft Euroiture	(e, g, r)
Herman Miller Inc.     (e, g, ws       Modar, Inc.     (ec, ws       Modern Mode, Inc.     (ec, e, g, r, ws       Modern Plastics Corp.     (e, g, r, ws	Miller Desk	(e, g) (g)
Modar, Inc. (ec, ws Modern Mode, Inc. (ec, e, g, r, ws Modern Plastics Corp. (e, g, r, ws		(e, g, ws)
Modern Mode, Inc. (ec, e, g, r, we Modern Plastics Corp. (e, g, r, we	Modar, Inc.	(ec, ws)
		(ec, e, g, r, ws)
		(e, g, r, ws)
Modular Design Inc. Monitor, Div. of The L.J. Kelley Co. (g, r, ws	thoughan besign me.	

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#### DESKS—Continued

Monteverdi-Young	(e, g)
Moser Contract Furniture	
Mount Airy Furniture	(ec, e, r)
Mueller Furniture Corp.	(ec, e, r, ws)
Myrtle Desk Co.	(e.g.r. ws)
Nello Systems Co., Inc., Spec-Bu	ilt Furniture/Wall
Systems	(r, ws)
Niedermaier Design	(e, r)
Nienkamper	(e)
Norsons Industries, Inc.	(ws)
Novikoff Inc.	(ec, e, g, r, ws)
Nucraft Furniture Co.	(e, g, ws)
OFS - Office Furniture Systems, A	Div of
Styline/Ferdinand	
Office Specialty	(e, g, r, ws)
Office Suites Inc.	(ec, ws)
	(e, g, r, ws)
Omni International Incorporated	(e, g, r, ws)
Optima Scientific-Atlanta	(ec, r, ws)
Optimum Management Inc.	(ec, e, g, ws)
The Pace Collection Inc., Nationa	al Headquarters
	(e, g, r, ws)
Packard Industries Inc.	(ws)
Panel Concepts Inc.	(e, ws)
Paoli, Inc.	(e, g, r, ws)
Paragon Furniture Corp.	(ec)
Eliane Pepper, Ltd.	(e)
Peterson Design Ltd.	(e, g, r, ws)
Pilot Woodworking Co., Inc.	(e, g, r, ws)
Pleion Corp.	(ec, e, g, r, ws)
Precision Mfg. Inc.	(ec, e, g, r, ws)
Harvey Probber Inc.	(e, g, ws)
Procaccino II, Inc.	(e, g, r)
Puccio Collection	(e, g)
R-Way	(e, g, r, ws)
Reff Inc.	(e, g, ws)
Ron Rezek Lighting & Furniture	(g)
Rockaway Metal Products Corp.	(WS)
Edward Axel Roffman Associates,	Inc. (e, g, r, ws)
Romweber Co.	(e, r)
Rose Johnson	(e, r, ws)
Royal Seating Corp.	(e, g, ws)
Rudd International	(e, g, r)
S. K. Products Corp.	(e, g, r, ws)
Safco Products	(ws)
Salman Associates, Div. of Albert	Salman Assoc
Inc.	(e, g, r)
	(e, g, r)

Samsonite Furniture Corp.	(ec, ws)
Fred Samuel Co., Inc.	(e)
Saturn Office Furniture Div., He	spler Craft Inds.
	(e, g, r)
Walter P. Sauer & Sons, Inc.	(e)
Scandiline Industries Inc.	(ec, e, g, r, ws)
Shaw-Walker Co.	(ec, e, g, r, ws)
Shelby Williams Industries, Inc.	(g)
Shure Mfg. Corp.	(g, ws)
Signature Office Furniture Inc.	(ec, e, g, r)
1. Silverman & Son Inc.	(e, r)
Sligh Furniture Co.	(e, g)
Smith System Mfg. Co.	(ec, g, ws)
Smith & Watson	(e, r, ws)
Spec'built	
Specialized Modular Furniture Co	(ec, e, g, r, ws)
Springer Penguin, Inc.	
Steelcase, Inc.	(e)
Stendig Intl. Inc.	(e, g, r, ws)
Storage Systems, Inc.	(e)
Storwal International Inc.	(e, g, r, ws)
Stow & Davis, A Steelcase Co.	(ec, e, g, r, ws)
Structural Concepts Corp.	(ec, e, g, r, ws)
John Stuart International	(ws)
John Stuart International	(e)
Stylex, Inc.	(e, g, r)
Superior Furniture Systems Mfg. I	Inc.
Syma Systems, Inc.	(e, r, ws)
System Seating Inc.	(ec, e, g, r, ws)
Systems Furniture Co.	(g, ws)
Systems Mfg. Corp.	(ec, e, g, r, ws)
Tab Products Co.	(ec, e, g, ws)
The Tandem Group, Inc.	(e, g)
Tavola International	(e)
Techniques in Wood	(e, r)
Tella Systems, Inc.	(e, g, r, ws)
Tennsco Corp.	(g)
Terra Furniture Inc.	(e, g, r)
Texwood Furniture Corp.	(ec, ws)
Thonet	(e, g, r, ws)
Tiffany Stand & Furniture	(ec, ws)
Tracy Ltd. Inc.	(e, g, r, ws)
Tradex Corporation	(ws)
Trendway Corp.	(e, g, r, ws)
Tuohy Furniture Corp.	(e, g, r)
Universal Building Systems, Inc.	(e, g, r, ws)
Valli Furniture Mfg. Corp.	(e, g, ws)

Vecta Contract	(ec, e, g, r, ws)
Versteel	(ws)
Viking Acoustical Corp.	
	(g, r, ws)
Watson Furniture Systems	(ec, e, g, r, ws)
Welton Mfg,	
Westinghouse Furniture Systems	(ec)
John Widdicomb Co.	(e)
Wilson Jones	(ec. ws)
Winkelman Industries	(e, r)
Wood Design	(e, g)
Work Space International, Inc.	(e, g, r, ws)
Wright Line Inc., A Unit of Barry	Wright Corp.
	(g, ws)
Wycombe Meyer Co., Inc.	(e)
Xception Design Ltd.	(ec, e, g, r, ws)
Zographos Designs Ltd.	(e, r)
0	(~) .)

#### DOORS

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Eggers Industries Elkhart Door, Inc. Gargoyles, Ltd. Innovative Ceiling Systems Ironmonger Meilink Safe Co. Normbau, Inc. Specified Designs, Inc. USG Industries, Inc. Weyerhaeuser

#### DRAPERIES & BEDSPREADS

c—custom-made	
r—ready-made	
h—hardware	
m-motorized tracks	
American of Martinsville, Contract Div.	(c)
Ametex Contract Fabrics	(c, r)

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#### DRAPERIES & BEDSPREADS—Continued

Amsterdam Fabricators Corp.	(c, r)
Arc-Com Fabrics	(c)
Artmark Fabrics Co., Inc.	(c)
Baker Drapery Corp.	(h)
Bates Fabrics Inc.	(r)
Mort L. Bloom Design	(c)
Bloomcraft Inc., Bloomcraft Contract Div	(C, r)
Bramson House, Inc., Bramson World C	ontract (c)
Burlington House, Div. Burlington Industri	ries (c, r)
Cohama Specifier Contract Fabrics, Div	of United
Merchants & Mfrs., Inc.	(c)
Commercial Drapery Contractors Inc.	(c, r, h)
Coral of Chicago	(h)
Covington Fabrics Corp.	(c)
Custom Designs	(c, h, m)
David & Dash	(c)
Decorloom Fabric Co.	(c, h)
Diversified Drapery Products	
Drapery Corp. of America	(h, m)
Draw-Matic Corp.	(c, h)
Eclipse Solar Systems, Inc.	(h, m)
Fieldcrest Mills	(h, m)
Firesafe Products Corp.	(c)
Frankel Associates, Inc.	(c, r, h)
Gardisette U.S.A., Inc.	(c)
General Drapery Services Inc.	(c)
Graber Industries, Inc.	(c, h)
Inside Outfitters	(h)
KCR Fabrics Inc.	(c, h, m)
Kenney Drapery Assoc., Inc.	(c)
Kirsch Co., Div. Cooper Industries, Inc.	(c, h, m)
Lavi Industries	(h, m)
Lazarus Contract	(h)
Luxout Products Div., Plastic Products, In	(c, h)
MDC Wallcoverings	
Naco Fabrics	(r, m)
Plastiglide Mfg. Corp.	(c)
SM Products (USA), Inc.	(h)
F. Schumacher & Co., Schumacher	(h, m)
Fabrics/Waverly Fabrics	(a + b)
Sellers & Josephson	(c, r, h)
Skandia Draperies, Div, Skagfield Corp.	(c)
Snap-Drape Inc.	(c, r, h)
Soft Wall Systems Div. Julos Edlin Inc.	(c)
Soft Wall Systems Div., Jules Edlin Inc. Sol-R-Veil, Div. General Drapery	(c, h)
Standard Textile Inc.	(c)
J.P. Stevens Co.	(c, h)
	(r)
Tami International Corp. Tri-Guards, Inc.	(c, r, h)
	(h)
Unitex Industries Inc.	(c, h)
Verosol USA Inc.	(c)
Woodbridge Designs, Inc.	(c, r, h)

#### FABRIC PARTS & SERVICES

b-backing	
f-finishes, finishing	
I-linings	
t-trimmings	
h-hardware	
Ametex Contract Fabrics	(b, f, l, t)
Barclay Fabrics, A Division of United	
	(b, f)
Brunschwig & Fils Inc.	(t)
Burlington House, Div. Burlington Ind	
Cohama Specifier Contract Fabrics, D	iv, of United
Merchants & Mfrs., Inc.	(b)
Coral of Chicago	(b, f, l, h)
Custom Designs	(1)
David & Dash	(b, f, l)
Deering Milliken, Inc., Milium Div.	(f, 1)
Dow Corning Corp.	(f)
E. I. DuPont de Nemours & Co., Marl	keting
Communications Dept.	(1)
Duracote	(f)
Firesafe Products Corp.	(b, f, l)
Flexi-Wall Systems, Div. Wall & Floor	Treatments
Inc.	(f)
Frankel Associates, Inc.	(b, f, l)
Globe Industries	(b, l)
S. M. Hexter Co.	(b, f, l)
Kiesling-Hess	(b, f)
Kiesling-Hess	(b, f)
Kiesling-Hess	(b, f)
Lazarus Contract	(b, f, l, t, h)
Maharam Fabric Corp.	(1)
Phillips Fibers Corp., Sub. Phillips Petr	
D. T. d	(b)
Pro-Tection	(f)
Protection National Inc.	(f)
Resistflame	(b, f)
Rockland Mills	(f, l)

Scalamandre Inc.	(l, t
Schneider-Banks	(f
F. Schumacher & Co., Schumacher	(1
Fabrics/Waverly Fabrics	(l, t
Skandia Draperies, Div, Skagfield Corp.	(l, t
Standard Textile Inc.	(b, f, l, t
Style Technologies	(1)
TSG Inc., Synfin Div.	(b, f
TSR Finishes	(f
Unitex Industries Inc.	(b, f, I)
Velcro	(h)
Woodbridge Designs, Inc.	(b, f, I)

#### FABRICS

FABRICS	
b-bedspread	
c—curtain d—drapery	
d—drapery	
f—fire retardant	
I-laminated	
le—leather m—metal & chain m	lie
o-open plan divider	r fabric
u—upholsterv	i laone
v—vinyl, plastic	
Acoustone Corp., Newcastle F.	abrics Div. (f, o)
Adam James Textiles, Inc.	(f, u)
American Leather Mfg. Co.	(le)
Ametex Contract Fabrics (	b, c, d, l, le, o, u, v)
Arc-Com Fabrics Architex International	(b, d, l, u)
Ardison Fabric Mills	(d, le, o, u) (u)
Art People, Inc.	(d, f, u)
Artec, Div. of Kimball Intl.	(le, o, u)
Artmark Fabrics Co., Inc.	(b, c, d, l, u)
Athol Mfg. Corp.	(11 V)
Atlanta Architectural Textiles, E	Div. Curran Assoc.
	(le, o, u)
August Inc.	(u)
B & B America Baker Furniture/Contract Div.,	(le, u)
Natl. Showroom	
Barclay Fabrics, A Division of L	(le, u)
	(I, Ie, u, v)
Bates Fabrics Inc.	(b, c, d, f, u)
Bead Chain Mfg. Co.	(m)
Gretchen Bellinger Inc.	(b, c, d, le, m, u)
Bentley Mills, Inc.	(u)
Bergamo Fabrics, Inc.	(b, c, d, u)
J.P. Blomquist Co.	(f, le, u)
Mort L. Bloom Design	(b, c, d, l, u)
Bloomcraft Inc., Bloomcraft Cor	
Norton Blumenthal Wallcoverin	(b, c, d, f, l, u)
Borg Textile Corp.	
Boris Kroll Fabrics Inc.	(u) (c, d, u)
Brayton Textile Collection	(f. le. u. v)
Brayton International Inc.	(le, o, u, v)
Brayton Textile Collection Brayton International Inc. Brickel Associates Inc. D. S. Brown Co., Pacific Design	(d, f, le, o, u)
D. S. Brown Co., Pacific Design	Ctr. SP 272 (u)
brunschwig & Fils Inc. (b	, c, d, t, le, o, u, v)
Burlington House, Div. Burlingto	
C   Decigne	(b, d, l, u)
C.I. Designs Carnegie Fabrics Inc.	(le, u)
Jack Cartwright Inc.	(d, l, u)
Castelli Furniture, Inc.	(f, le, u) (f, le, u)
Charlotte Co.	(i, ie, u) (u)
Chatham Manufacturing Co.	(f, o, u)
China Seas	(b, c, d, u)
Chrysler Corp Sandusky Vinyl	Products (I, v)
Clark Contract Co.	(b, d)
Cohama Specifier Contract Fabr	
Merchants & Mfrs., Inc.	(b, c, d, l, u, v)
Columbus Coated Fabrics, Div.	
Comforto las	(I, v)
Comforto, Inc.	(f, le, u)
Commercial Drapery Contractor Conde House	
Condi	(le, u) (f, le, u)
Conrad Imports Inc.	(u)
Contemporary Hides	(le)
Continental Felt Co.	(1)
Continental Imports, Inc.	(u)
Coral of Chicago	(b, c, d, f, l, o, u)
Counterpoint	(b, c, d, l, le, u, v)
Covington Fabrics Corp.	(b, c, d, f, u)
Crown Wallcovering Corp.	(d, 1)
Cumberland Furniture Corp.	(u)
Custom Resource Inc.	(le)
DSI Dach (b. c	(le, u, v)
David & Dash (b, c David-Edward Ltd.	, d, f, l, le, o, u, v)
David-Luward Llu.	(u)
	(10 11 11)
Davis Furniture Industries, Inc. Dazian Inc.	(le, u, v) (b, c, d, l, o, u, v)

Decorloom Fabric Co. Deering Milliken, Inc., Milium I	(b, c, d, l, u, v) Div. (d)
Design Tex Fabrics Inc. Designs By Bock Inc.	(b, c, d, f, l, u, v)
Diversitech General, Inc., Coat	
Donghia Furniture	(u, v)
Douglass Inds., Inc.	(d, le, u)
Drapery Corp. of America	(d, u, v) (c, d, f)
Duracote	(d, l, v)
Durawall Inc.	(u, v)
Edelman Leather	(d, le, u)
Elgem, Inc.	(0)
Felmar Plastics Corp.	(v)
Fieldcrest Mills	(b, o, u)
Firesafe Products Corp.	(b, c, d)
Forster Textile Mills Inc.	(b, d, f, u)
Frankel Associates, Inc. (b, o	c, d, f, l, m, o, u, v)
Froelich Leather Craft Co., Inc.	(le)
GMT Go-Met-Tile Associates In G.W. Furniture (1983) Inc.	
Gardisette U.S.A., Inc.	(u)
General Drapery Services Inc.	(d)
General Foam Corp.	(m) (v)
Gilbert Int'l	(le, u)
Gilford, Inc.	(le, o, u, v)
The Ginsberg Collection	(ie, 0, u, v)
Go-Met-Tile Associates, Inc.	(d, u)
Greeff Fabrics Inc.	(b, c, d, f, u)
Gregson Furniture Industries	(le, u, v)
Groundworks, Inc.	(c, d, f, u)
Guilford Inds., Inc.	(o, u)
HGH Design Group	(u, v)
Hagen International	(u, v)
Hamilton Adams Imports Ltd.	(b, c, d, o, u)
S. Harris & Co., Inc. Hayes Mfg. Co.	(d, u)
Heller Group	(c, d, u)
Hendrick Textiles, Ltd.	
Herculite Products, Inc.	(c, f, l, u, v)
Hermes Leather Corp.	(le)
	o, c, d, f, l, le, u, v)
Hickory Business Furniture	(le, u)
Hoechst Fibers Industries	(d, u)
Homestead Fabrics, Contract Di	vision (o, u)
iil international	(le, u)
Innovations, Inc.	(u, v)
Interna Designs Ltd.	(b, c, d, l, u)
International Fabrics, Div. of Sha	
Inc.	(le, o, u, v)
International Linen Promotion Co JG Furniture Systems, A Div. of	Burlington (c, d, u)
Industries	(le, o, u)
KCR Fabrics Inc.	(d, f, l, o, u)
Vladimir Kagan Designs, Inc.	(u)
Keleen Leathers	(le)
Kenney Drapery Assoc., Inc.	(f, m)
Kimball Office Furniture Co., Div	
Kleen-Tex Inds., Inc., Weaving D	(le, o, u)
	(c, d, f, le, o, u, v)
Kravet Fabrics Inc.	(b, c, d, u, v)
Lackawanna Leather Co.	(b, c, d, d, v) (le)
Lamin-Art, Inc.	(l, u)
Laminating Services, Inc.	(v)
Jack Lenor Larsen	(b, c, d, le, o, u)
Lazarus Contract	(b, c, d, l, o, u, v)
Leathercraft Inc.	(le, u, v)
Lee/Jofa	(b, c, d, l, le, o, u)
Lehigh-Leopold, Div. Joyce Intl.	(le, o, u, v)
Lino Ambiante, Div. General Dra	
Lonseal Inc.	(v)
J.M. Lynne Wallcoverings Maharam Fabric Corp.	(f, le, u, v)
Anton Maix Fabrics Inc.	(b, c, d, f, l, o, u)
Malden Mills Ind. Inc., Malden C	(c, d, f, o, u)
trialden trinis ind. me., Maiden C	
Karl Mann Associates	(u)
Melded Corp.	(d, u)
Metropolitan Furniture Corp.	(le, u, v)
Middletown Leather Co.	(le)
Herman Miller Inc.	(le, u, v)
Milliken Contract Carpets	(b, d, u)
Mira-X International Furnishings In	nc. (c, d, f, u)
Mirror of Sweden, Inc.	(f)
Mitchell Designs	(b, c, d, u)
Monel Contract Furniture Inc.	(le, u)
Mount Hope Finishing Co.	(f)
Mueller Furniture Corp.	(le, u)
Naco Fabrics	(b, c, d, l, u, v)
National Gypsum Co.	(b, c, d)
Niedermaier Design	(le)
Office Suites Inc.	(11)
	(u) I Headquarters
Office Suites Inc. The Pace Collection Inc., Nationa	(u) Il Headquarters (le, u, v)
Office Suites Inc. The Pace Collection Inc., Nationa Pacific Furniture	(u) Il Headquarters (le, u, v) (le, u)
Office Suites Inc. The Pace Collection Inc., Nationa Pacific Furniture Quaker Fabric Corp.	(u) (l Headquarters (le, u, v) (le, u) (u)
Office Suites Inc. The Pace Collection Inc., Nationa Pacific Furniture	(u) Il Headquarters (le, u, v) (le, u)

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#### FABRICS—Continued

the second se	
Rockland Mills	(b, c, d, l)
Ben Rose Inc.	(b, c, d, f, o, u)
Rossville Mills Inc.	(b, c, d, f, o, u) (f, o, u)
Rudd International	(le, u)
Sainberg & Co. Inc.	(le)
Scalamandre Inc.	(b, c, d, le o u v)
F. Schumacher & Co., Schuma	cher
Fabrics/Waverly Fabrics	(b, c, d, f le u v)
Sellers & Josephson	(b, d, u)
Sempatap Inc.	(0)
Shelby Williams Industries, Inc.	(u, v)
Sinclair Wallcovering & Fabric	(h d o u)
Skandia Draperies, Div, Skagfie	ld Corp. (b. c. d. l)
Snap-Drape Inc.	(f, v)
Sommer Wallcoverings	(d, u)
Souveran Fabrics Corp.	(c, d, le, u, v)
Specialty Fabric Products, Inc.	(f, o, u)
Specialty Products Corp.	
Spinneybeck	(f, le, u)
Springs Industries, Ultrasuede	(v)
Steil, Inc.	(f, o, u)
Stendig Intl. Inc.	(le, u, v)
J.P. Stevens Co.	(f, o, u)
Stow & Davis, A Steelcase Co.	(le, o, u, v)
Stratford Hall Inc.	(f, le, u)
Style Technologies	(b, d, u)
Style-Tex, Decorative Products.	Div. National
Gypsum Co.	(b, c, d, u)
Suedetex USA	(u, v)
Syme & Associates	(u)
TSR Finishes	(f)
Tami International Corp.	(b, d, f, l, v)
Thayer Coggin Institutional, Inc.	(le, u, v)
Thonet	(11 V)
Thortel Fireproof Fabrics, Inc., I	nterspec Div.
	(c, d, f)
Thybony Wallcoverings	(d, u)
Toltec Fabrics, Inc.	(b, d, f, o, u)
Top Grade	(u)
Ulster Carpet Mills, Ltd.	(u)
Unika-Vaev USA Inc.	(b, c, f, le, o, u, v)
Uniroyal Inc.	(u, v)
Unitex Industries Inc.	(b c d l)
Joyce Vagasy Textiles, Div. Amin	
Valley Forge Fabrics	(d, f, u)
Valley Forge Fabrics Verosol USA Inc.	(b, c, d, f, l, u, v)
Vicrtex	(c, d, f)
Wall Fabrics Inc.	(l, o, u, v)
Wall Pride Inc.	(u)
	(b, d, u)
Wallmates Vinyls, Inc.	(v)
Webb Designs, Inc. Wendell Fabrics Corp.	(d, u)
Westgate Fabrics Inc.	(f, l, o, u, v)
Willow-Tex Inc.	(b, c, d, l, le, u, v)
Wolf Cordon Inc. Walloovering	(d, f, u)
Wolf-Gordon, Inc., Wallcovering	
Wolverine Leather Div	(le, u, v)
Wolverine Leather Div.	(le, u)
S.R. Wood Inc.	(d, u, v)
Woodbridge Designs, Inc.	(b, c, d)

#### FIBERS

c—carpet	
f—fabric	
Allied Corp., Allied Fibers	(c, f)
American Cyanamid Co., Fibers Div.	(f)
American Enka Co.	(c)
Amoco Fabrics Co., Fibers & Yarns Div.	(c, f)
Amoco Fabrics and Fibers	(c, f)
Badische Corp.	(c)
Celanese Fibers Marketing Co.	(c, f)
Cohama Specifier Contract Fabrics, Div. of L	Inited
Merchants & Mfrs., Inc.	(f)
Collins & Aikman, Carpet Div.	(c)
Concord Fibers Inc.	(c, f)
E. I. DuPont de Nemours & Co., Marketing	10, 17
Communications Dept.	(c, f)
E. I. DuPont de Nemours & Co., Textile Fibe	rs
Dept.	(c)
Hendrick Textiles, Ltd.	(f)
Hercules Incorporated, Fibers Marketing	(c, f)
Hoechst Fibers Industries	(c, f)
ICI Fibres, A Div. of ICI Americas	(c)
International Linen Promotion Commission	(f)
Kemos Carpets Intl.	(c)
Monsanto Textiles Co.	
PPG Industries	(c, f) (f)
Phillips Fibers Corp., Sub. Phillips Petroleum	
rimps rivers corp., sub. Phillips Petroleum	
	(c, f)

# FILES & FILE SYSTEMS

a-automated retrieval	systems
d-desk-top organizers	5
f—fire-retardant I—lateral, horizontal	
m—mobile	
o-open plan/office la	ndscape
p—paper-handling syst r—rotary	ems
v—vertical	
A/R Incorporated	(l, m, o)
Acme Visible Records Adam Furniture Industries	(a, l, m, o, r, v)
Adanlock-Jamestown, Div. Blasiu	(l) s Ind. (l)
Adjustable Steel Products	(m, o, v)
All-Steel Inc. Alma Desk Co.	(l, m, o, p, v)
American Seating Co.	(l, m, o) (l, m, o, p)
Ames Color-File	(m, o)
Anderson Desk Inc.	(l, m, o)
Anderson Hickey Anevka, Inc.	(l, v) (l, o, v)
Arenson Office Furnishings Inc.	(l, m, o, v)
The Arnold Group	(l, m, o, v) (a, l)
Artec, Div. of Kimball Intl. Artopex Inc.	(l, m, o, p, v)
Aspects, Inc.	(0)
Aurora Steel Baker Euroiture/Contract Diver Euro	(0, r)
Baker Furniture/Contract Div., Ex Natl. Showroom	ec. Offices & (I)
Bates Mfg. Co.	(d, l, r)
Belflow Systems, Inc. Benedetti Corp.	(m, r)
Beylerian Ltd.	(m) (d)
Borroughs Div., Lear Siegler Inc.	(l, m, o)
Brayton International Inc. Bretford/Knox	(1, 0)
Cado/Royal System Inc.	(m) (m)
CEKA International, Subs. of Ceka	Germany
	(l. m. o. v)
Center Core Inc., Safegaurd Scien Charvoz-Carsen Corp.	tific (l, o, v) (m)
Cleator Furniture	(1 v)
Cole Business Furniture, Div. Joyc	e Intl., Inc.
Compatible Computer Furniture, D	(l, m, o, v)
Cabinet Corp.	(d, m, o)
Corry Contract	(d, m, o)
Corry Jamestown Corp. Craftsman Office Furniture Co.	(d, l, o, v)
Cramer Inc.	(l, v) (m, o)
Crayton Furniture Corp.	(o)
Creative Dimensions Co. Croydon Furniture Systems, Inc.	(m)
Danwood	(l, o, p, v) (l, o)
Data-Mate, The Maine Mfg. Co.	(m)
Datum Filing Systems, Inc. Dean Kent Ltd.	(m, r, v)
Delco Associates Inc.	(d, l, m, o, p, r)
Dennison Monarch Systems, Inc.	(d, l, o, p)
Dennison National Co. Denstor Mobile Storage Systems	(m)
Diversified Furniture Imports Inc.	(m) (l)
Drier Industries	(0)
Drier Open Office Furniture, Div.	of MTS Seating
Dunbar Furniture	(O) (O)
Durham Mfg. Co.	(d, l, r, v)
DUX Interiors	(O)
Eagle Computer Furniture Systems Eldon Office Products, Div. Eldon	(m)
(d	, l, m, o, p, r, v)
Esselte Pendaflex Corp.	(d [ m o)
EVCO Office Products/Computer / Executive Furniture, Inc.	Acc. (d) (l, m, v)
Fantoni USA Inc.	(1, 0)
Filex, Inc.	
Filing Equipment Corp. Finmark	(a, l, m, o)
Fire King International	(f, l, o, v)
Sam Flax Art & Drafting Supply Co	. (a, l, m)
Frank Eastern Co. GF Furniture Systems	(d, l, o)
G/O Furniture, Inc.	(d, l, o, p, v)
Gerard Metal Craftsmen, Inc., Time	
The Gunlocke Company	(o, r)
HON Co.	(f, l, m, o, v)
Hafele America Co.	(I, V)
Haller Systems, Inc. Hamilton Industries	(o)
Hamilton Sorter Co. Inc.	(l, o, v) (d, p, r, v)
Harbor Universal, Inc.	(l, m, o)
Hardwood House, Inc. Haskell of Pittsburgh	(1, 0)
Sunar Hauserman Inc.	(d, l, v) (f, l, m, o, p, v)

Haworth Inc.	(d, l, m, o, p)
Helko Systems Furniture, Subs. c	f lac lacobsen
Ent.	(d, l, m)
Hesco Industries Inc.	(f, l, m, o, v)
Hiebert, Inc.	(l, o, v)
High Point Furniture Ind.	(l, m, o)
Homan Company	(a, m, o, r, v)
Hoosier Desk Co. IEM Marketing, Inc.	(1)
iil international	(0)
Indiana Desk Co.	(l, m, o)
Inner Concepts Inc., The Design	Exchange Bidg
concepto men, me Design	(l, m)
International Furniture Systems	(m)
InterRoyal Corp.	(v)
Invincible Metal Furniture	(l, m, o, v)
Inwood Office Furniture	(1)
Itoki of America, Inc.	
JG Furniture Systems, A Div. of E	lurlington
Industries	(l, o)
Jasper Desk Co.	(1)
Jefsteel Business Equipment	(d, l, m)
Kardex Systems, Inc.	(a, f, l, m, r, v)
Kimball Office Furniture Co., Div Knoll International	
Kwik File, Inc.	(l, o, p)
LBF Office Systems Collection, D	(d, o, p)
Lor office systems conection, D	w. joyce inti.
LUI-Laminates Unlimited, Inc.	(l, m, o, v) (d, l, m)
Lambrecht, Mandell & Assoc.	(d, i, m) (l, v)
Lehigh-Leopold, Div. Joyce Intl.	(1, 0)
Library Bureau, Inc.	(m)
Lista Int'l	(m, o)
Lundia, Inc.	(l, m)
Harry Lunstead Designs, Inc.	(l, o)
M/B Designs, Inc.	(1)
MACNEEL Systems Corp.	(m, p)
Magna Design Inc. Marnay Sales & Mfg. Co., Inc.	(1, 0)
Marvel Metal Products, Inc.	(l, m, v)
Mayline	(m)
Meilink Safe Co.	(I, V)
Meridian	(f, l, v)
Metalstand Co.	(l, o) (l, m, o, v)
Methods Research	(r) (r)
Mill Craft Furniture	(l, v)
Miller Desk	(l, m, o, v)
Herman Miller Inc.	
riennan winer nic.	
Mod-Systems Inc.	(l, m, o, p) (m, o)
Mod-Systems Inc. Modern Mode, Inc.	(m, o)
Mod-Systems Inc. Modern Mode, Inc. Montel Inc.	(m, o) (l, m, o) (m)
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Mod-Systems Inc. Montel Inc. Montel Inc. Montisa Office Furniture, Div. Nor Myrtle Desk Co. Nello Systems Co., Inc., Spec-Built Systems Nightingale Industries Ltd. Norsons Industries, Inc. The Novak Co., Inc. Nucraft Furniture Co. OFS - Office Furniture Systems, A Styline/Ferdinand Office Specialty Office Suites Inc. Panel Concepts Inc. Pater Pepper Products Inc. Pilot Woodworking Co., Inc. Plan Hold Corp. Plasticoid Manufacturing, Inc. Piecion Corp. Precision Mfg. Inc. Procaccino II, Inc. RHC-Spacemaster	(m, o) (l, m, o) (m) thland Corp. (l, v) (l) Furniture/Wall (o) (l, o, v) (a, l, o) (p) Div. of (l, m, o) (l, o, p) (l, o, p) (l, m, o) (l, m, o) (l, m, o) (l, m, o) (l, m, o) (l, m, o, p) (d, l, m, o, p) (d) (l) (l) (l) (l) (l) (l) (l) (l) (l) (l
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Circle 152 on reader service card

#### FILES & FILE SYSTEMS—Continued

Storagewall	
	(0)
Storwal International Inc.	(l, m, o, v)
Stow & Davis, A Steelcase Co.	(I, o)
Structural Concepts Corp.	(m, o)
Stylex, Inc.	(v)
Superior Furniture Systems Mfg. Inc.	(d, l, o)
Supreme Equipment & Systems Corp.	
Systems Mfg. Corp.	(d, l, o, p, v)
Tab Products Co.	(l, m, o)
Techniques in Wood	(l, o)
Tella Systems, Inc.	(1)
Tenex Corp.	(d)
Tennsco Corp.	(l, m, o, v)
Thonet	(m)
Tiffany Stand & Furniture	(d, m, p)
Trendway Corp.	(0)
Tropical Foliage, Div. of Green Horizo	ons (o)
Universal Building Systems, Inc.	(1)
Victor Systems & Equipment	(f)
Viking Acoustical Corp.	(d, l, m)
Virginia Metal Industries Inc.	(v)
Watson Furniture Systems	(0)
Westinghouse Furniture Systems	(1, 0)
White Machine Co.	(a, m, r, v)
White Office Systems, Inc.	(a, m, r)
Andrew Wilson Co.	(l, m, o)
Wilson Jones (d.	l, m, o, r, v)
Wolff Wire Inc.	(d, o, p)
Work Space International, Inc.	(1, m, o)
Wright Line Inc., A Unit of Barry Wrig	ht Corp.
(a, d,	l, m, o, p, v)
Xception Design Ltd.	(l, o, p)

#### FLOORING

c—cork	
m-marble	
p-portable dance floors	
po-poured	
rf-raised floors	
r-resilient	
s-studded vinyl, rubber	
t-tiles (stone, clay, ceramic)	
w—wood	
American Olean Tile Co., Div. of Nation	al
Gypsum Co.	(t)
Amertex Carpet	(w)
Amsterdam Corp.	(m, t)
Amtico Flooring Div.	(r, s)
Applied Radiant Energy Corp.	(w)
ArmStar	(t)
Armstrong World Industries, Inc.	(r, s)
Azrock Floor Products	(r)
Bangkok Industries Inc.	(w)
Bangor Cork Co., Inc.	(c)
Buchtal	(t)
C-Tec Inc.	(rf)
Carpet Showrooms, Inc.	(c, r, s, w)
Carson Pirie Scott & Co.	(r, t, w)
Cold Spring Granite	(m, t)
Collins & Aikman, Carpet Div.	(r)
Congoleum Corp., Resilient Flooring Div.	(r)
Dinac Corporation	
Donn Corp.	(rf)
Ben Elfman & Son, Inc.	(r, s, w)
Endura, Div. of Biltrite Corp.	(rf, s)
Expanko Cork Co., Inc.	(c)
Flexco Co.	(r, s)
Floating Floors, Inc.	(rf)
Forbo North America, Inc.	(c, r)
Forms & Surfaces, Inc.	(r, s, t)
Fritz Chemical Co.	(m, r, t)
GHP, Inc.	(rf)
GMT Go-Met-Tile Associates Inc.	(r, s)
Gail International Corp., Sub. Gail Cerami	
General Foam Corp.	(r)
Go-Met-Tile Associates, Inc.	(r)
Harris-Tarkett Inc.	(w)
Hartco Inc.	(w)
Hoboken Wood Floors (d	c, p, t, w)
Innocrete Systems Inc.	(rf)
Intervinyls	(5)
Jason Industrial Inc., Rubber Floor Div.	(rf, r, s)
Johnson Rubber Co., Flooring Products Di	
Kendall U.S.A.	(5)
Kenmore Carpet Corp.	(r, t)
Kentile Floors, Inc. Kentucky Wood Floors	(r)
King Arthur Inc.	(w)
Lane's Floor Coverings, Inc.	(p)
Lonseal Inc.	(r, s)
Mannington Mills Inc.	(r)
Bron mills nic.	(r)

Marble Technics Ltd.		(m, t)
Mark's International Oriental Rugs &	Carpets	(111, 1)
		, t, w)
Metropolitan Ceramics Inc.		(t)
Mid-State Tile Co.		(t)
Mondo Rubber Canada Ltd.		(r, s)
R. C. Musson Rubber Co.		(r, s)
National Floor Products Co., Inc.		(r)
Negev Ceramics		(m, t)
Nora Flooring, Div. Robus Products	Corp	(r, s)
Oriental Rugs & Carpets		, t, w)
Pawling Corp., Standard Products Di	V.	(5)
Pegulan of America, Inc.		(r)
PermaGrain Products, Inc.	(c, m, r	
Potlatch Corp.	ic, m, n	(w)
Puccio Collection		(m)
The RCA Rubber Co.		(r, s)
Radiation Technology		(p, w)
Robbins, Inc.	(p, rf,	
H. H. Robertson Co.	(P) 11)	(rf)
Roppe Rubber Corp.		(r, s)
Rotunda Rubber Flooring		(r, s)
Rubber Products, Inc.		(r)
SICO Inc.		(p)
Spinneybeck		(t)
Stark Carpet Corp.	(c, m,	
Summitville Tiles Inc.	ic, my	(t)
Tarkett Inc.	(r.	s, w)
Tate Architectural Products	,	(rf)
U.S. Ceramic Tile Co.		(t)
Unistrut Building Systems		(rf)
V.P.I.		(r)
Vermont Marble Co.		(m)
Weyerhaeuser		(w)
Z-Brick Company, VMC Corp.		(t)

#### FOUNTAINS, DRINKING

Ebco Mfg. Co. Elkay Mfg. Co.

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#### FURNITURE COMPONENTS

b—bases	
c-casters	
dp-drawer pulls, knobs	
ds-drawer slides	
dr-drawers	
f-fiber/plastic materials	
fo-foam	
fr—frames	
g-glides	
g-glides	
p-pneumatic chair controls	
s-springs & supports	
sw—swivels	
t-tubing	
we-webbing	
w-wood veneers	
Abstracta Structures, Inc.	(t)
Accuride	(ds)
Aetnacraft Industries Inc., American Tuber	craft Div.
(h	fr ew th
Albrass Enterprises, Albrass Architectural E	Designs
	(t)
Allied Trend System Inc.	(b)
Alma Plastics Co.	(ds, dr)
American Caster Corp.	(us, ur) (c)
Baldwin Hardware Corp.	
Bassick Div., Stewart-Warner Corp.	(dp)
Berco Industries	(c, g)
Julius Blum, Inc.	(b)
Brickel Associates Inc.	(ds, g)
	(b)
Brueton Industries	(b)
CHF Inds.	(b)
Cardinal Corporation of Stanley, Wisc.	(b, fr, w)
CERDA Industries Intl., Wicker and Cane	(b)
Champion International Corp.	(w)
Charvoz-Carsen Corp.	(c, g)
Chemical Chair House, Div. Cone Mills (fo	), fr, we)
Cinco Carved Chair Corp.	(fr)
Collier-Keyworth Co.	(b, sw)
Consolidated Aluminum	(0) 500
Crown Inds.	
CYRO Industries	(f)
DSI	(fo)
Decatur Inds., Inc.	
Description of the second seco	(w)
Paul L. Dodds Designs for Dining	dr, f, w)
Dow Chemical U.S.A., Marketing Commun	(b)
Commun	ications (
EST Co. (b.	(f, fo)
(b,	g, sw, t)

	_
Eagle Plywood & Door Mfg. Inc.	(w)
Eggers Industries	(w)
Falcon Products Inc. Faull & Son (b.	(b)
Faultiers Costs C	
Fiberesin Industries, Inc.	(f)
Flex-O-Lators, Inc. (f, fo	
	(w)
Forms & Surfaces Inc	(fo)
Gas Spring Company, Fichtel and Sachs Industrie	dp)
(n c .	
Gem Industries, Inc.	(5)
General Foam Corp. General Tire & Rubber Co., Chemical Plastics Di	fo)
Foam & Reinforced Plastics Facilities	fo)
Glassform, Div. of Century Plastics, Inc.	(f)
Gordon Mfg. Co. (b, p, s, s	w)
Grant Hardware Co., Div. Grant Industries Inc.	(T)
H.D.I. (ds, (ds,	g)
Harele America Co. (b, c, dp, ds, dr, f, s	W)
Hamilton Industries	(b)
Hanvard Interiors Min C.	dr)
Haydock Caster Co.	(c)
Helko Systems Furniture, Subs. of Jac Jacobsen	
Ent. (c, g, s Herculite Products, Inc.	
Hettich America Corp. (dn. de )	(f) dr)
Hoover Universal, Inc., Furniture Components Di	iv.
House Euroiture Com	w)
Hudo Bade Chain Inc	b) b)
IPF Intl. (	fr)
International Glide Mfg. Corp. (b, c, dp, g, st	W)
Ironmonger (d Jasper Wood Products, Inc. (f, fr, y	p)
KD/Context (b. fr. g.	t)
Kay Springs Inc.	(5)
Kenlin Enterprises (c, dp, ds,	g)
Knape & Vogt (dp, ds, g, Knoll International	t) c)
Kustom Fit Mfg. Co., Guaranty of CA. Div. (fo, f	
L&B Mfg. Corp. (	b)
L&B Products Corp. (b, Laminite Plastics	
Leggett & Platt, Inc. (b, fo, fr, p, s, sw,	(f)
Level of Winchendon, Div. Mason & Parker Mfg.	
(b, fo, g, s, sv	v)
Liberty Hardware (c, dp, ds, j MTS Seating, Drier Div. of Michigan Tube Swager	g)
& Fab. Inc. (b cu	
Marnay Sales & Mfg. Co., Inc. (t	
Massey Seating (fo	))
Master Caster Co., Div. Master Manufacturing Co.	
Master Metal Works (b, dr	
Maynard Plastics	f)
Mepla, Inc. (dp, ds Modular Systems	5)
No Sag Products, Div. Lear Siegler (fr, s	1
Normbau, Inc. (dp	
October Co. Inc. (b	
On The Level Company (g Optima Scientific-Atlanta (ds	
Otten Products (dp	
Outwater Plastics (c. dp. ds. w	)
FPG industries (f	)
Peter Pepper Products Inc. (dp, fr.	
Performance Seating Inc. (b, c, f, g, p)	)
reision components (dr a	)
Pfanstiel Hardware Co. Inc. (dp. Pioneer Manufacturing Inc. (g. s. sw)	
Plasticoid Manufacturing, Inc. (b)	
Plastiglide Mfg. Corp. (c, dp, ds, f, g, sw) Recticel Foam Corp., Morristown Div. (f, fo)	
Recticel Foam Corp., Morristown Div. (f, fo)	
Redco Mfg., Div. LHL (b) Reliance Upholstery Supply Co., Inc. (f, fo)	
Rohm & Haas Co. (f)	
Romac Fabrications, Inc. (b. fr)	
Selby Furniture Hardware Co. Inc.	
(b, c, dp, ds, dr, f, g, sw) Sheerplas Inc. (dp, ds, dr, g)	
Shepherd Products U.S. Inc.	
The Slidex Corp. (ds)	
Statast Products, Inc.	
Chester B. Stem Co. Inc. (w) Superba Caster Corp. (c)	
Suspa, Inc. (p)	
TSAO Designs, Inc. (dp)	
Technal Inc. (fr)	
Techtonic Corp. (dp, ds, dr, f) Terry Hinge & Hardware Co. (c, dp)	
Torxon Inc. (n. s. sw)	
Toyad Corp. (fo)	
Trawood Mfg. Co. Inc. (f)	
I rend Inds	
Trend Inds. (b, fr, t)	

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THE CLASSIC SERIES DESK.

Complementing your theme of design is the mode by which Computer Furniture and Accessories develops computer desks, printer stands or accessories. Standard or custom models, and all accompanying options, are all integrated within your parameters. And by effectively harmonizing the elements of form, space and function, a scale of balance is constructed.

Working from within the structural possibilities of the Classic Series or Styline

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For an appeal where soft pastels and trim tones set the mood, the Styline Series blends in with virtually any office decor. The availability of specialty desks and custom printer stands create further extensions of configuration possibilities.

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Computer Furniture and Accessories. Inc. 515 West 132nd Street Gardena. CA 90248–1594 (213) 327-7710

#### FURNITURE COMPONENTS—Continued

Trendler Metal Products Inc.	(b, sw)
Trips in Resin	(b)
Ultraflex Corp.	(we)
Uni Corp. Display Products, Subs. Products Inc.	Gordon Tube
Uniroyal Inc.	(t)
	(fo)
Versteel	(b)
Walker & Zanger, Inc.	(b, c, ds, fr)
David R. Webb Co.	(w)
Wendell Fabrics Corp.	(f, we)
Werzalit/Plexowood Div.	(i, we)
Wort Coast Inde	(1)
West Coast Inds.	(b)
Williams Office Furniture Co.	(b, t)

#### FURNITURE, CASUAL & OUTDOOR

a alumit	
a—aluminum	
p—plastic	
r-rattan, cane, wicker	
s—steel	
u-umbrellas, awnings	
w-wood & redwood	
wi-wrought iron	
Advance Casual Furniture	(a, u)
Allibert/Triconfort	(p, u)
Architectural Fiberglass, Div. Krueger	(p, w)
Arconas Corp.	(p)
Artemide Inc.	(p)
Avenger Designs	(s)
Aviante Casual Furniture	(a)
Basta Sole Umbrellas	(u)
Bieffe (USA) Inc./Bieffeplast, Div. of Bie	ffe USA
Inc.	
Brown-Jordan Co.	(a, p, r, u)
C.I. Designs	(w)
Casa Bella Imports Inc.	
Castelli Furniture, Inc.	(a, p)
Ceramacor Corp.	
CERDA Industries Intl., Wicker and Cane	e (s)
Chairmasters, Inc.	(r)
Contract & Leisure Seating, Inc.	
James David, Inc.	(s)
Davis Cabinet	(w)
Design Selections Intl.	(a, p)
Dor-Val Mfg. Ltd.	(r)
Duraform, Div. Century Plastics Inc. EMU USA Inc.	(p)
EMU USA Inc.	(p, s, u)
Falcon Products Inc.	(5)
Finkel Outdoor Products, Inc.	(a, u)
Fixtures Furniture	(p, s)
Forms & Surfaces, Inc.	(s, w)
Gargoyles, Ltd.	(a, wi)
Gatto Furniture Ind. Inc.	(a, u)
General Mica Corp.	(a, u) (r)
The Ginsberg Collection	
Glassform, Div. of Century Plastics, Inc.	(r) (p)
Gold Medal Inc.	(p)
Gordon International	(W)
Grosfillex, Inc., Hotel/Contract Div.	(p, r)
Hagen International	(p)
Homecrest Industries Inc.	(p)
International Furniture Systems	(a, s, u)
Island Furniture of Sarasota, Inc.	(w)
Jackson-Allen Furniture Corp.	(a, u)
KD/Context	(p, r)
	(s)
King Arthur Chair Co., Inc.	(r)
Knoll International Kroin Inc.	(a, p, s)
	(s, u)
LUI-Laminates Unlimited, Inc.	
Landes Mfg. Co.	(p, s)
Landscape Forms, Inc.	(w)
Leaf Designs	(p)
Leisurelite Industries, Inc.	(a, p, u)
Lewittes Furniture Ent. Inc.	(r)
Loewenstein/Oggo	(p, s, w)
Macotta Corp., Leaf Fiberglass Designs	(p, w)
Madison Furniture Industries	(p)
Mallin Co., Inc. (a,	p, r, s, u)
Medallion Leisure Furniture	(a, u)
Metalex Inc., Hume Products	(s)
Meuble Design International	(r, s)
Herman Miller Inc.	(a, p)
Molla, Inc.	(a, u)
Norix Group, Inc.	(p, u)
Originals 22	(wi)
Plymold Booths, Div. Foldcraft Co.	(p. s)
Pompeii Casual Furniture, Div. Miami Met	tal (p, s)
Products Inc.	(a, u, wi)
Harvey Probber Inc.	(r)
Putnam Rolling Ladder Co.	(w)
RPI Designs	(p)
	(p)

Rattan Specialties	(r)
Shelby Williams Industries, Inc.	(r)
Shogun International Corp.	(1)
Sitecraft	(w)
John Stuart International	(p)
Stylume Products Inc.	
Sun & Leisure Ltd.	(a, p, u, w) (s, u)
Sunburst Outdoor Furniture & Aluminun	(5, 4)
Umbrellas, Metal Tech. Inc.	
Suncast Corporation	(a, u)
Superior Furniture Mfg. Inc.	(p, u)
Syroco Inc., Contract Div.	(a)
Telescope Folding Furniture Co., Inc.	(p)
Terra Furniture Inc.	(a, u, w)
Thonet	(a, s, u)
Tradewinds Outdoor Furniture Corp.	(p, s)
Trandler Matal Braduate Lorp.	(a, p, u)
Trendler Metal Products Inc.	(5)
Triple R, Div. of Tee & R Industries, Inc.	
Tropitone Furniture Co. Inc.	(a, u, wi)
Tropitone Furniture Co., Inc.	(a, u, wi)
Typhoon International Corp.	(r)
Virco Mfg. Corp.	(a, p, s, u)
Vista Industries, Inc.	(w)
William J. B. Waite Co., Div. of Tropicar	ne
Industries, Inc.	(r, s)
Walker & Zanger, Inc.	(r, wi)
Whitecraft Rattan Inc.	(r)
Lee L. Woodard, Inc.	(a, wi)
Wycombe Meyer Co., Inc.	(p, r, s)

#### FURNITURE, COMPUTER SUPPORT

A/R Incorporated AWI, Inc. ACCO International Inc. Acme Office Group Acme Visible Records Advance Office Concepts Ajusto Equipment Co. All-Steel Inc. American Seating Co. Amstore Systems Inc. Anderson Desk Inc. Anderson Hickey Anthro Corp. Architectural Antiques Exchange Artopex Inc. Atelier International, Ltd. BIF, Inc. Barricks Mfg. Co. Benedetti Corp. Borroughs Div., Lear Siegler Inc. Bretford/Knox Business Accessories Inc. CAC CHF Inds. C.I. Designs CAB-TEK Cado/Royal System Inc. Cardinal Corporation of Stanley, Wisc. Castelli Furniture, Inc. CEKA International, Subs. of Ceka Germany Center Core Inc., Safegaurd Scientific Chromcraft/Monarch Furn. Corp., Contract Furniture Div. Clarin Corp. Cole Business Furniture, Div. Joyce Intl., Inc. Compatible Computer Furniture, Div. Atlantic Cabinet Corp. Compuage Furniture Corp. Computer Furniture & Accessories Contract Seating & Assoc., Costanso Corp. Corry Contract Croydon Furniture Systems, Inc. Dar Ran Industries Data-Mate, The Maine Mfg. Co. Datum Filing Systems, Inc. Datus Industries, Inc. Davis Furniture Industries, Inc. Dean Kent Ltd. Decar Corp. Decar Corp. Delco Associates Inc. Desience Domore Corporation Drier Open Office Furniture, Div. of MTS Seating Eagle Computer Furniture Systems Ebco Contract Furniture Electronic Systems Furniture Co. Eppinger Executive Furniture, Inc. Executive Office Concepts, Inc.

Filing Equipment Corp. Sam Flax Art & Drafting Supply Co. Flexible Furniture Division, Kewaunee Scientific Equipment Corp. Frank Eastern Co. Frontline Products Functional Office Furniture **GF** Furniture Systems Garrett Industries Garrett Industries Gerard Metal Craftsmen, Inc., Times-2 Filing Div. Gordon Mfg. Co. The Gunlocke Company HON Co. HSP Computer Furniture Halcon Corp. Hamilton Industries Hamilton Sorter Co. Inc. Harter Corp. Haskell of Pittsburgh Haworth Inc. Helko Systems Furniture, Subs. of Jac Jacobsen Ent High Point Furniture Ind. Hoosier Desk Co. Human Factor Technologies IEM Marketing, Inc. iil international IP 20 of America Inner Concepts Inc., The Design Exchange Bldg. Interact, Acoustical Screens Corp. International Furniture Systems Invincible Metal Furnitur JG Furniture Systems, A Div. of Burlington Industries Jansko, Inc. Jasper Desk Co. Jefsteel Business Equipment Jofco Keilhauer Contract Seating Kenmore Furniture Co., Inc. Kimball Office Furniture Co., Div. Kimball Intl. Kinetics Knoll International Krueger LBF Office Systems Collection, Div. Joyce Intl. LUI-Laminates Unlimited, Inc. Lambrecht, Mandell & Assoc. Luxor Corp M. & J. Desk Mfg. Co. MTS Seating, Drier Div. of Michigan Tube Swagers & Fab. Inc. Magnuson Group Meridian Metalstand Co. Mill Craft Furniture Montisa Office Furniture, Div. Northland Corp. Neudorfer, Inc. Novikoff Inc. OFS - Office Furniture Systems, A Div. of Styline/Ferdinand Office Specialty Optimum Management Inc. Panel Concepts Inc. Paragon Furniture Corp. Performance Seating Inc. The Position People Corp. Precision Mfg. Inc. Procaccino II, Inc. R-Way Ram Partitions, Div. Indal, Ltd. Ram Partitions, Div. Indai, Ltd. Rogan Inds., Inc. Romweber Co. Rosemount Office Systems Inc. Royal Seating Corp. Shaw-Walker Co. Signature Office Furniture Inc. Silverman & Son Inc Smith System Mfg. Co. Smith & Watson Specialized Modular Furniture Co., (NATCO) Steelcase, Inc. Storage Systems, Inc. Stow & Davis, A Steelcase Co. Structural Concepts Corp. Stylex, Inc. Superior Furniture Systems Mfg. Inc. Systems Furniture Co. Systems Mfg. Corp. Tab Products Co. Techniques in Wood Thonet Tiffany Stand & Furniture Trendler Metal Products Inc. Trendway Corp. Tuohy Furniture Corp. United Chair Co. Universal Building Systems, Inc.



# Do you let your clients down after the elevation?

Why is it that so often the perfect automated office on paper becomes a perfect nightmare in reality?

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That's right, automation has filing requirements all its own. You can't expect to accommodate bulky input and output media into conventional 8<sup>1</sup>/<sub>2</sub>" x 11" filing devices. This oversized paper and odd sized magnetic media, this information media as it's called, presents its own special challenge.

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#### FURNITURE, COMPUTER SUPPORT-Continued

USABBCO Corp. Versa Tec Corp., Compucart Div. Versteel Viking Acoustical Corp. Virco Mfg. Corp. Vogel-Peterson Co. Watson Furniture Systems Westinghouse Furniture Systems Williams Office Furniture Co. Wright Line Inc., A Unit of Barry Wright Corp. Xception Design Ltd.

#### FURNITURE, OFFICE EQUIPMENT

b-business machine tables	
d-drafting tables, chairs	
s-storage cabinets	
w-word-processing furniture	
A/R Incorporated	(d)
Abstracta Structures, Inc.	(b, s)
ACCO International Inc.	(D, S) (S)
Acme Visible Records	(b, s)
Adam Furniture Industries	
Adjustable Steel Products	(b, s)
Ajusto Equipment Co.	(s)
Alex Stuart Design	(d)
All-Steel Inc.	(s)
Alma Desk Co.	(b, d, s)
American Seating Co.	(d, s)
Anco	(b, d, s, w)
Anderson Hickey	(5)
Anthro Corp.	(b, s)
Artopex Inc.	(b)
Aspects, Inc.	(b, d, s)
Atelier International, Ltd.	(b)
BIF, Inc.	(5)
	(i 0)
Baker Furniture/Contract Div., Exec. Off Natl. Showroom	
Benedetti Corp.	(w)
Bevis Custom Tables, Inc.	(b, w)

Berrauch Di da di da	
Borroughs Div., Lear Siegler Inc. Bretford/Knox	(5)
	(b, s, w)
Cado/Royal System Inc.	(5)
Cardinal Corporation of Stanley, Wisc	
Center Core Inc., Safegaurd Scientific Chairtex Mfg. Ltd.	(b, d, s)
Charvoz-Carsen Corp.	(d, s)
Cole Business Euroiture Div In	(d)
Cole Business Furniture, Div. Joyce In	tl., Inc.
Collezione Simon Ltd.	(b, d, s)
Comforto, Inc.	(b, d, s)
Compatible Computer Furniture, Div.	(d)
Cabinet Corp.	
Computer Furniture & Accessories	(b)
Corry Contract	(b)
Corry Jamestown Corp.	(s)
Cramer Inc.	(b, s, w)
Croydon Furniture Systems, Inc.	(b, d, w)
Cubicon Corp.	(s)
Danwood	(b)
Data-Mate, The Maine Mfg. Co.	(w)
Datum Filing Systems, Inc.	(w)
Delco Associates Inc.	(b, w)
Dennison Monarch Systems, Inc.	(b, w)
Dennison National Co.	(b, s, w) (s, w)
Desience	(b, w)
Eck-Adams Corp.	(d, w)
Ergonom Corp.	(d, w)
Esselte Pendaflex Corp.	(s, w)
Executive Furniture, Inc.	(b)
Falcon Products Inc.	(b)
Sam Flax Art & Drafting Supply Co.	(d, s)
Functional Office Furniture	(b, d)
GF Furniture Systems	(b, s, w)
Garrett Industries	(b, d, s)
Globe Business Furniture, Inc.	(d)
Grahl International, Inc.	
HON Co.	(b, d, s)
HSP Computer Furniture	(w)
Hag USA, Inc.	(d, w)
Hagen International	(d, w)
Halcon Corp.	(b)
Haller Systems, Inc. Hamilton Industries	(b, d, s, w)
Hamilton Sorter Co. Inc.	(d, s)
Harbor Universal, Inc.	(b, s)
naroon oniversal, inc.	(5)

(5)	Hardwood House, Inc.	
W)	Harter Corp.	(b, s)
(s)	Haworth Inc.	(b, d)
W)		(b, w)
S)	Hesco Industries Inc.	(s, w)
5)	High Point Furniture Ind.	(b, s)
(d)	Howe Furniture Corp.	(b, w)
	Human Factor Technologies	(b, w)
5)	iil international	(s)
5)	Indiana Desk Co.	(s)
d)	InterRoyal Corp.	(s)
u)	Intrex, Inc.	(b, s)
b)	Invincible Metal Furniture	(b)
b)	Inwood Office Furniture	(b, w)
(s)	IZCO Seating, Inc.	(d)
	Jackson Northeast	
N)	Jansko, Inc.	(b, w)
N)	Jasper Seating Co.	(d)
s)	Jefsteel Business Equipment	(b, s)
b)	Jofco	(b, s)
v)	Kardex Systems, Inc.	(h)
V)	Kimball Office Furniture Co., Div. Kimbal	Intl
V)		(b, s)
V)	Kwik File, Inc.	(b)
V)	LBF Office Systems Collection, Div. Joyce	Inti
V)		(b, d, s)
v)	LP Products, Div. of Eldon Industries Inc.	(5)
(V)	LUI-Laminates Unlimited, Inc.	(b, s)
d)	Labofa	(b)
v)	Lambrecht, Mandell & Assoc.	(b, s)
))	Lamica Corp.	(s, w)
))	Laminite Plastics	(b, s)
5)	Leggett & Platt Inc., Masterack	(0, 3)
ł)	Loewenstein/Oggo	(d)
1)	Lundia, Inc.	(5)
;)	Harry Lunstead Designs, Inc.	(b, s)
)	Luxor Corp.	(b, s, w)
	Madison Furniture Industries	(w)
;)	Marnay Sales & Mfg. Co., Inc.	(b, d, w)
)	Martin Instrument Co.	(d)
)	Marvel Metal Products, Inc.	(b, s, w)
))))	Mayline	(d)
)	Meridian	(b, s, w)
)	Midwest Folding Products	(0, 5, 10)
)	Herman Miller Inc.	(b, d, w)
)	Modar, Inc.	
)	Modern Plastics Corp.	(b, s, w)
	and a stress corp.	(b, s, w)

# FOUR SEASONS" CHANGING THE WAY



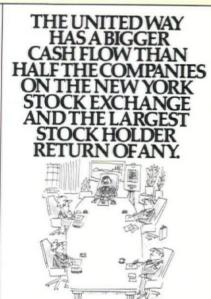
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Systems

Seating



Coda



Adapt



Rondo Arm Chair

Rondo Stacking Chair

#### FURNITURE, OFFICE EQUIPMENT-Continued

Monitor, Div. of The L.J. Kelley Co.	(s)
Montel Inc.	(5)
Montisa Office Furniture, Div. Northlan	nd Corp. (s)
Multiplex Display Fixture	in the last
Neudorfer, Inc.	(b)
Nevers Inds., Inc.	(5)
Nightingale Industries Ltd.	(d, w)
Norsons Industries, Inc.	(5)
Nucraft Furniture Co.	(b, s, w)
Office Specialty	(b, s)
Omni International Incorporated	(d, w)
Optima Scientific-Atlanta	(b, w)
Optimum Management Inc.	(b, s, w)
Ordo S.A.	
The Pace Collection Inc., National Hea	dquarters
	(5)
Pell Co.	(d)
Performance Seating Inc.	(d)
Pilot Woodworking Co., Inc.	(b, s)
Plan Hold Corp.	(d, s)
Plasticoid Manufacturing, Inc.	(d, s)
Procaccino II, Inc.	(b, d)
Putnam Rolling Ladder Co.	(0, 0)
Republic Storage Systems/LTV	(5)
Rockaway Metal Products Corp.	(w)
Edward Axel Roffman Associates, Inc.	(s)
Rosemount Office Systems Inc.	(b)
Samsonite Furniture Corp.	(b, d, s, w)
Shaw-Walker Co.	(s, w)
Smith System Mfg. Co.	(b, d, s)
Smith & Watson	(0, 0, 5)
Spacesaver Corp.	(5)
Spec'built	(b, s, w)
Specialized Modular Furniture Co., (NA	TCO) (b)
Stacor Corp., Sub. of Visual Electronics	Corn (d s)
Steelcase, Inc.	(b, s, w)
Storage Systems, Inc.	(5)
Storagewall	(5)
Storwal International Inc.	(s, w)
Stow & Davis, A Steelcase Co.	(5)
Structural Concepts Corp.	(b)
Stylex, Inc.	(b, s, w)
Supreme Equipment & Systems Corp.	(0, 5, (5)
Systems Furniture Co.	(b, w)
Systems Mfg. Corp.	(b, s)
Tab Products Co.	(s, w)
	(5, 10)

Tennsco Corp.	(5)
Tiffany Stand & Furniture	(b, w)
Tradex Corporation	(b)
Trendler Metal Products Inc.	(d)
Trendway Corp.	(b, d)
United Chair Co.	(d)
United Technical Products Inc.	(w)
Universal Building Systems, Inc.	(b, d)
USABBCO Corp.	(s)
Versteel	(b)
Victor Systems & Equipment	(s)
Viking Metal Cabinet Co.	(s)
Watson Furniture Systems	(w)
Westinghouse Furniture Systems	(b, d)
WESTNOFA USA, Inc.	(d)
Williams Office Furniture Co.	(b)
Wilson Jones	(b, s)
Work Space International, Inc.	(b, d, s)
Wright Line Inc., A Unit of Barry Wright	t Com
and and men it offic of barry wrigh	
	(s, w)

#### FURNITURE, OPEN PLAN/ LANDSCAPE

(total systems only)

c—casegoods systems p—panel, component systems	
t-task lighting components	
a-ambient lighting components	
A & B America	(c, p)
AWI, Inc.	(p)
Acme Office Group	(p, t)
Acme Steel Partitions	(p, t)
Acousti-Forms Inc.	(c, t)
Acoustical Partitions Corp.	(c, p)
Adanlock-Jamestown, Div. Blasius Ind.	(p, t, a)
Advance Office Concepts	(p, t)
Ahrend USA	(p, t)
ALKCO, Subsidiary of Jac Jacobson Industr	ies (t a)
	c, p, t, a)
Alma Dark Ca	p, t, a)

American Seating Co.	(c, p, t, a)
Amstore Systems Inc.	(c, p, t)
Anderson Desk Inc.	(c. n)
Arenson Office Furnishings Ind	c. (c, p)
Artafax Systems Ltd.	(p)
Artec, Div. of Kimball Intl.	
ARTMET Products Inc.	(c, p, t, a)
Artopex Inc.	(c, p, t)
Aspects, Inc.	(c, p, t, a)
Atelier International, Ltd.	(c, p, t, a)
BIF, Inc.	(c, p, t, a)
Benedetti Corp.	
Beylerian Ltd.	(c, p, t)
	(C)
H.L. Birum Corp.	(p)
Borroughs Div., Lear Siegler In	IC.
C.I. Designs	(c, p, t)
CIS (Certified Industrial Service	es Inc.)
Cano Corp.	(p)
CEKA International, Subs. of C	eka Germany
	(c, p, t, a)
Center Core Inc., Safegaurd Sc	cientific (c, p, t, a)
Chairtex Mfg. Ltd.	(c)
Cole Business Furniture, Div. J	ovce Intl Inc
	(c, p, t)
Contemporary Products Inc.	(c, p)
Corry Jamestown Corp.	
Cramer Inc.	(c, p)
Croydon Furniture Systems, Inc	(p)
DMO, Inc.	
Danwood	(p)
Datum Filing Systems, Inc.	(c, p, t, a)
Davis Furniture Industries, Inc.	(c, p, t)
Design Group Inc.	
Domore Corporation	(c, p, t, a)
Drier Industries	(c, p, t, a)
	(p, t)
Drier Open Office Furniture, D	
Dunbar Furniture	(c, p, t)
	(c)
Eldon Office Products, Div. Eld	
File - (Bile is	(p)
Elite/Biltrite	(c, p)
Eppinger	(c, p, t, a)
Estel Inc.	(c)
Executive Office Concepts, Inc.	. (c, p, t)
Fantoni USA Inc.	(c)
Filing Equipment Corp.	(p)
	4.

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#### FURNITURE, OPEN PLAN/LANDSCAPE-Continued

Flex-Y-Plan Industries, Inc.	(p, t)
Forms & Surfaces, Inc.	(p)
GF Furniture Systems	(c, p, t)
G/O Furniture, Inc.	(c)
Garcy Corporation	(t. a)
The Gunlocke Company	(c, p, t, a)
Guth Lighting, Sub. of Jac Jacobsen, Inc.	(t, a)
HON Co.	(c, p, t)
Halcon Corp.	(c)
Haller Systems, Inc.	(c, p, t, a)
Hardwood House, Inc.	(c, p, t)
Harmon Div., Coast Craft	(c, p, t, a)
Harter Corp.	(p, t, a)
Sunar Hauserman Inc.	(c, p, t, a)
Haworth Inc.	(p, t, a)
Helikon Furniture Co. Inc.	(c, p, t)
Helko Systems Furniture, Subs. of Jac Jac	
Ent.	(t, a)
Hiebert, Inc.	(c, p, t, a)
Howe Furniture Corp.	ic, p, i, a
IEM Marketing, Inc.	(c, p)
ill international	ic, pr
IP 20 of America	(m)
Interact, Acoustical Screens Corp.	(p)
Interior Woods Inc.	(c, p, t, a) (c)
Invincible Metal Furniture	(c, p, t, a)
Itoki of America, Inc.	ic, p, i, a)
JG Furniture Systems, A Div. of Burlingto	-
Industries	
Jackson Northeast	(c, p, t, a)
lofco	(- 1)
Kimball Office Furniture Co., Div. Kimba	(c, t)
Knoll International	
Krueger	(c, p, t, a)
Krug Furniture Inc.	(0, 0)
LBF Office Systems Collection, Div. Joyce	(C, p)
conce systems conection, Div. joyci	
LUI-Laminates Unlimited, Inc.	(c, p, t, a) (p, t)
Lamica Corp.	(c)
a la	
Lighting Products, Inc.	(c, p, t, a)
Loughman	(t, a)
	(c, n, t, n)
MTS Seating, Drier Div. of Michigan Tub	(c, p, t, a)
& Fab. Inc.	
Magna Design Inc.	(p)
inagina presign me.	(c, p, t)

Major Partitions	
Metalstand Co.	(c n t a)
Herman Miller Inc.	(c, p, t, a)
Mode Corp.	(p, t, a)
	(p)
Modern Mode, Inc.	(c, p, t)
Modern Plastics Corp.	
Modernfold, American-Standard Co.	(p)
Modu-Build Inc.	(p)
Modular Design Inc.	
Monitor, Div. of The L.J. Kelley Co.	(c)
Nello Systems Co., Inc., Spec-Built Fui	niture/Wall
Systems	(c, p, t, a)
Nelson-Adams Co., Acoustical Screen	Div.
	(c, p, t, a)
Nightingale Industries Ltd.	(p, t, a)
Norsons Industries, Inc.	(C)
OFS - Office Furniture Systems, A Div	
Styline/Ferdinand	(c)
O'Brien Partition Co.	(C)
Office Specialty	(c)
Office Suites Inc.	
	(c, p, t, a)
Office Systems Installation Co.	1
Omni International Incorporated	(c, p, t)
Optimum Management Inc.	(p)
Packard Industries Inc.	(p, t, a)
Panel Concepts Inc.	(p, t)
Pilot Woodworking Co., Inc.	(c, p, t, a)
Pleion Corp.	(p, t)
Polychromic Designs	(p)
Precision Mfg. Inc.	(c, p, t)
Prima Products Inc.	(p, a)
Harvey Probber Inc.	(c, p, t, a)
Ram Partitions, Div. Indal, Ltd.	(p, t)
Reff Inc.	(c, p, t, a)
Rockaway Metal Products Corp.	
Edward Axel Roffman Associates, Inc.	(c)
Rose Johnson	(p, t)
Rosemount Office Systems Inc.	(p, t)
Rudd International	(c)
SPI Lighting, McGraw-Edison Co., Hali	
Div.	(t, a)
Scandiline Industries Inc.	(c, p)
Shaw-Walker Co.	(c, p, t)
Smokador, Inc.	(c, p, c) (p)
Spec'built	
Springer Penguin, Inc.	(c, p, t, a) (c)
springer rengum, me.	(C)

Steelcase, Inc.	(c, p, t, a)
Storage Systems, Inc.	(p, t)
Storagewall	
	(c, p, t)
Stow & Davis, A Steelcase Co.	(c, p, t, a)
Structural Concepts Corp.	(c, p, t, a)
Superior Furniture Systems Mfg. Inc.	
Swedish Comet AB	
Syma Systems, Inc.	(p)
TSAO Designs, Inc.	
Tab Designs, Inc.	(t, a)
Tab Products Co.	(c, p, t, a)
Techniques in Wood	(c, p)
Teknion Furniture Systems Inc.	(p, t)
Tradex Corporation	(c, p)
Transwall Corp.	(p)
Trendway Corp.	
	(c, p, t)
Unistrut Building Systems	(p)
United Lighting & Ceiling Corp.	(t)
Universal Building Systems, Inc.	(c, p, t, a)
Vecta Contract	(c, p)
Viking Metal Cabinet Co.	(c)
Watson Furniture Systems	(c, p, t)
Westinghouse Furniture Systems	(p, t, a)
Xception Design Ltd.	(c, p, t)

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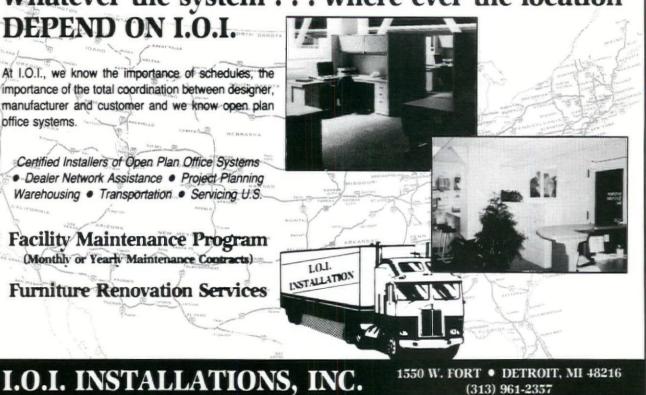
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d-dormitory	
f-function rooms	
g-guestrooms	
h-health care	
I-library	
m-mailroom	
o—office	
r-religious	
s—site	
A.G.I. Industries Inc.	(o)
Acme Visible Records	(O)
Adam Furniture Industries	(1, 0)
Adam Springfield, Div. Acoustical Screens	Corp.
, iduit opting	(d, h)
Add Interior Systems, Inc.	(h)
Adden Furniture, Inc.	(d, h, l)
Ahrend USA	(b, o)
Alex Stuart Design	(b, o)
All-Steel Inc.	(O)
Alma Desk Co.	(0)
Ambiant Systems Ltd.	(d, h)
American of Martinsville, Contract Div.	(d, g)
American Seating Co. (b, c, f	, h, m, o)
Anco	to be al
Anthro Corp.	(c, h, o)
Apollo Woodworking & Metal Corp.	(b, o)
Arconas Corp.	(f, g, o) (h)
Arconas Corp.	
Armstrong World Industries, Inc.	(g)
Artec, Div. of Kimball Intl.	(o) (h)
Artemide Inc.	(h, l)
Artisans' Guild	(n, 1) (o)
Artopex Inc.	(0)
Atelier International, Ltd.	(g)
Avery Boardman-Headbed	(B)
BIF, Inc.	
Baker Furniture/Contract Div., Exec. Offic	(h o)
Natl. Showroom	(b, o) (f)
Barricks Mfg. Co.	(0)
The Barrit Corp.	(0)

Red Redder	(d, g)
Bed Bedder Beelner & Thomas	(b, o)
Bevis Custom Tables, Inc.	(0)
Block House	(0)
Bonaventure, Inc.	(0)
Brayton International Inc.	(b, g, o)
Bretford/Knox	(l, m, o)
Brickel Associates Inc.	(b, o)
D. S. Brown Co., Pacific Design Ctr	
D. S. Brown coly ruence colo	(b, c, g, h, l, o)
Brown-Jordan Co.	(g)
Buckstaff Co.	(b, d, h, l, o)
CEO, Curran Executive Office Furni	ture Inc. (b, o)
C.I. Designs	(1, 0)
Cado/Royal System Inc.	(o)
Capri Chair, Div. of Trian Furniture	Inc.
	(d, l, m, o, r)
Carolina Seating Co.	(h)
Caseworks Furniture Mfg.	(d, g, h)
Castelli Furniture, Inc.	(c, o)
Centrac Industries	(g)
Chaircraft Inc.	(g)
Chairmasters, Inc.	(g)
Charlotte Co.	(b, f, g, h, o)
W. A. Charnstrom Co.	(m)
Chesley Industries, Inc.	(m)
Clarin Corp.	(c, h, o, r)
Cleator Furniture	(b, g, o)
Cole Business Furniture, Div. Joyce	, g, h, l, m, o, r)
Comforto, Inc. (b, c, f Commonwealth Contract Furnishin	as Subs of
Bassett (b, c, d, f	g, h, l, m, o, r)
Condi	, 6, 11, 1, 11, 0, 11
Congoleum Corp., Kinder Div.	(g)
Contec	(g)
Contract Seating & Assoc., Costans	o Corp.
Contract beating a charter,	(b, t, l, o)
Craftsman Office Furniture Co.	(b, o)
Cramer Inc.	(b, f, m, o)
Crayton Furniture Corp.	(0)
Creative Seating	(g)
Croydon Furniture Systems, Inc.	(b, o)
Cubicon Corp.	(d, g, h, l, o, r)
Cumberland Furniture Corp.	(b, f, o)
Danwood	(b)
Datum Filing Systems, Inc.	(c, m)

David-Edward Ltd.	(b, h, o)
Davis Furniture Industries, Inc.	(b, o)
Decar Corp.	(c, d, l, o)
Decorative Firsts	(b, o)
Delco Associates Inc.	(m, o)
Dennison Monarch Systems, Inc.	(0)
Dependable Furniture Mfg. Co.	(0)
Desience	(b, o)
	(0, 0)
Design Group Inc.	(g, h)
Design-Spec Seating	(b, f)
Design Trac, Inc.	(g)
Designer Imports International, Inc.	(b, f, s)
Domus Italia Inc.	(b, 1, s) (f, g)
Donghia Furniture	
Dor-Val Mfg. Ltd.	(c, f, g, h, l, o) d (h)
DuBarry Furniture of Canada Limited	
Dunbar Furniture	(b, o)
Eastwood Chair, by Sawin & Co., In	IC. (g, o)
Ebco Contract Furniture	(d, g)
Eck-Adams Corp.	(0)
Edelman-Jankow Co., Inc.	(b, f, o, r)
Egan Visual Inc.	(0)
Electronic Systems Furniture Co.	(0)
Elite/Biltrite	(b, o)
Emeco Industries, Inc.	(f, o)
Executive Suite Furniture, Inc.	(0)
Falcon Products Inc.	(b, f, g, h, l, o)
Faulkner-Fain Co. Inc.	(b, f, g)
Filing Equipment Corp.	(1, 0)
Fixtures Furniture	(b, f, g, o)
Flexible Furniture Division, Kewaune	ee Scientific
Equipment Corp.	(m)
Foldcraft Co.	(h, m, o)
Functional Office Furniture	(0)
GF Furniture Systems	(0)
Garrett Industries	(c, o)
Gayeski Furniture Coordinates, Inc.	(b, o)
General Mica Corp.	(d, g, o)
Ghariany Executive	(0)
Glaro Inc.	(b, f, g, h, o, r)
Glasspec Corporation	(d)
Globe Business Furniture, Inc.	(o)
Gordon International	(b, d, f, g, l, o)
Grahl International, Inc.	(o)
Grauduss Inc.	(b, h, o)
Gregson Furniture Industries	(b, d, g, h, l, o)
CheBron I annuale massings	



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#### FURNITURE, SPECIALIZED—Continued

Gulden Gallery, H.C. Gulden N	Afg. Co.
	(b, f, g, l, o)
The Gunlocke Company	(b, f, g, h, o)
HON Co.	(o)
Hag USA, Inc.	(b, f, g, h, m, o, r)
Halcon Corp.	(b, l, o)
F. E. Hale Mfg. Co.	(0)
Haller Systems, Inc.	(b, f, h, o)
Hamilton Sorter Co. Inc.	(m, o)
Harbor Universal, Inc.	(b, l, o)
Hardwood Visuals	(0)
Harmon Div., Coast Craft	(h, o)
Harter Corp.	(b, h, o, r)
Harvard Interiors Mfg. Co.	(f, o)
Sunar Hauserman Inc.	(b, o)
Hausmann Industries, Inc.	(h)
Helikon Furniture Co. Inc.	(b, o)
Helko Systems Furniture, Subs.	
Ent.	(0)
Henderson Furniture	
	(h, l, o)
Hesco Industries Inc.	(0)
Hickory Mfg. Co.	(g)
High Point Furniture Ind.	(O)
Hoosier Desk Co.	(b, d, l, o)
Howe Furniture Corp.	(b, f, h, o)
Hunt Country Furniture, Inc.	(b, o)
Hyde Park Chair, Inc.	(o)
ICF, Inc.	(h, o)
iil international	(b, o)
Innovative Ceiling Systems	(b, o)
Interior Crafts, Inc.	(b, f, g, o)
Interior Woods Inc.	(b, c, d, h, l, o)
InterRoyal Corp.	(b, c, d, n, i, o) (h, o)
Invincible Metal Furniture	(0)
Inwood Office Furniture	(c, d, l, o)
Itoki of America, Inc.	4
IZCO Seating, Inc.	(b, o)
JG Furniture Systems, A Div. of	
Industries	(0)
Jackson-Allen Furniture Corp.	(g)
Leif Jacobsen Ltd.	(b, o)
Jansko, Inc.	(b, g, h, o)
Jasper Chair Co.	(0)
Jasper Desk Co.	(0)
lofco	(b)
Juhasz Inc.	(d, f, g)
juniuse me.	(4, 1, 6)

-		
	Kaspasians las	(h a)
	Kasparians Inc. Keilhauer Contract Seating	(b, o) (o)
	Kewaunee Scientific Equipment Corp., I	
	Kimball Office Furniture Co., Div. Kimb	all lot
	Kimbali Once Furniture Co., Div. Kimb	
	Kinetics	(b, o) (h, l, o)
	King Arthur Inc.	(n, 1, 0) (f)
	King Arthur Chair Co., Inc.	
	Carl Kisabeth Furniture	(g)
	Kittinger Co., General Mills, Inc.	(g) (O)
	Knoll International	(0)
	Krefab Corp.	
	Kretan Eit Ma Co. Cuarante of CA	(b, o)
	Kustom Fit Mfg. Co., Guaranty of CA. I	(h d a a)
	to the end of	(b, d, g, o)
	Kwik File, Inc.	(b, h, m, o)
	L&B Mfg. Corp.	(f)
	LP Products, Div. of Eldon Industries In	
	LSI Corp. of America, Inc.	(d, h, l)
	LUI-Laminates Unlimited, Inc.	(o)
	La-Z-Boy Contract, c/o Kurt Seibenick	
	(b, c, d, f,	g, h, l, o, r)
	Labofa	(0)
	Lamica Corp.	(h, m, o)
	Lawrence Metal Products, Inc.	(b)
	Leathercraft Inc.	(b, f, g, l, o)
	Lehigh-Leopold, Div. Joyce Intl.	(b, o)
	Level of Winchendon, Div. Mason & Pa	
	Co. (b, c, (	d, f, g, h, o)
	Lewittes Furniture Ent. Inc.	(d, g, h, o)
	Library Bureau, Inc.	(1, 0)
	Loewenstein/Oggo	(b, f, g, r)
	Loughman	(b, h, o, r)
	Lumex Inc.	(h)
	Lundia, Inc.	(1)
	Harry Lunstead Designs, Inc.	(b, o)
	Luxor Corp.	(m, o)
	M/B Designs, Inc.	(0)
	MTS Seating, Drier Div. of Michigan Tu	
	& Fab. Inc.	(r)
	Macotta Corp., Leaf Fiberglass Designs	(s)
	Madison Furniture Industries	(b, h, o)
	Massey Seating	(f, r)
	Matel Mfg. Co., Inc.	(b)
	Metalstand Co.	(0)
	Metcor Mfg.	(b)
	Midmark	(h)

Midwest Folding Products	(f)
Miller Desk	(f)
Herman Miller Inc.	(b, f, g, h, m, o, r)
Mitchell Mfg. Co.	(b, i, g, ii, iii, 0, i) (f)
Mobi Contract Furniture	(d, f, h, l)
Mod-Systems Inc.	(m)
Modar, Inc.	(f, o)
Modern Contract Furniture, Inc.	(d, h)
Modern Plastics Corp.	(b, h, m, o)
Modu Form Inc.	(h)
Mount Airy Furniture	(o)
Mueller Furniture Corp.	(b, f, o)
Myrtle Desk Co.	(0)
NM Industries	(c, d, h, l)
Nemschoff Chairs	(d, g, h)
Neudorfer, Inc.	(b, d, f, h, l, o)
	(b, c), (b, o)
Niedermaier Design	
Norsons Industries, Inc.	(b, f, g, l, o)
Novikoff Inc.	(b, o)
Nucraft Furniture Co.	(b, o)
Office Suites Inc.	(0)
Omni International Incorporated	
(0	:, d, f, g, h, l, m, o)
Optimum Management Inc.	(b, h, m, o)
Optimum Space Systems	(d, f, g)
Oravisual Co., Inc., A Heritage	
Co.	(f)
Othmar Klem Cabinet Co., Inc.	(g, h)
The Pace Collection Inc., Nation	
The face concentration many financy	(b, f, g, o)
Pacific Furniture	(g, o)
Paoli, Inc.	(h, l, o, r)
Parisi, Inc.	(b)
Patrician Furniture Co.	(b, o)
Eliane Pepper, Ltd.	(b, o)
Period, Inc.	
	(d, g, h)
Pilot Woodworking Co., Inc.	(b, f, o)
Portasound	(b, c, f, r)
The Position People Corp.	(b, c, o)
Precision Mfg. Inc.	(0)
Harvey Probber Inc.	(b, f, g, o)
Procaccino II, Inc.	(b, d, g, h, l, o)
R. S. Furniture Inc.	(o)
R-Way	(b, d, g, h, o)
Rambusch	(r)
Edward Axel Roffman Associate	s, Inc. (b, f, o)



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#### FURNITURE, SPECIALIZED—Continued

Rok-A-Chair Mfg. Co.	(g, h, o)
Romweber Co.	(b, d, g, h, l, o, r)
Rose Johnson, The Timber-Line (	Collection (g, h)
Round Office Inc.	
Royal Lounge Co., Inc.	(b, o)
	(b, g, o)
Rudd International	(h, o)
S. K. Products Corp.	(0)
SMC Furniture Co.	(g)
Safco Products	(m, o)
Salman Associates, Div. of Alber	t Salman Assoc.,
Inc.	(b, o)
Samsonite Furniture Corp.	(f, o, r)
Fred Samuel Co., Inc.	(b, o)
Sauder Mfg. Co.	(r)
Walter P. Sauer & Sons, Inc.	(b, o)
Sci-O-Tech, Contract Div.	(b, b) (h)
Shaw-Walker Co.	
Shelby Williams Industries, Inc.	(b)
	(g)
SICO Inc.	(c, f, g)
Signature Office Furniture Inc.	(b, o)
Sligh Furniture Co.	(o)
Smith System Mfg. Co.	(c, l, o)
Smith & Watson	(b, o)
Spec'built	(b, f, m, o)
Specialized Modular Furniture Co	(NATCO)
	(m, o)
Springer Penguin, Inc.	(0)
Stakmore Co. Inc.	(f)
Dick Stambaugh, Inc.	(b, f, g, h, o, r)
Statesville-Ross Mfg.	
Steelcase, Inc.	(g, o)
Stein Furniture & Fixture Co.	(b, o)
Stendig Intl. Inc.	(b, o)
	(0)
Storage Systems, Inc.	(m, o)
Stow & Davis, A Steelcase Co.	(b)
John Stuart International	(g, h, o)
System Seating Inc.	(b, c, d, g, h)
Systems Furniture Co.	(b, o)
Systems Mfg. Corp.	(b, l, m, o)
Tavola International	(0)
Taylor Chair	(b, o)
Texwood Furniture Corp.	(f, l)
Thayer Coggin Institutional, Inc.	(o)
Thomasville Furniture Industries, 1	Chomasville
Contract	(d, g)
Thonet	(d, g, h, o)
	(0, 8, 11, 0)

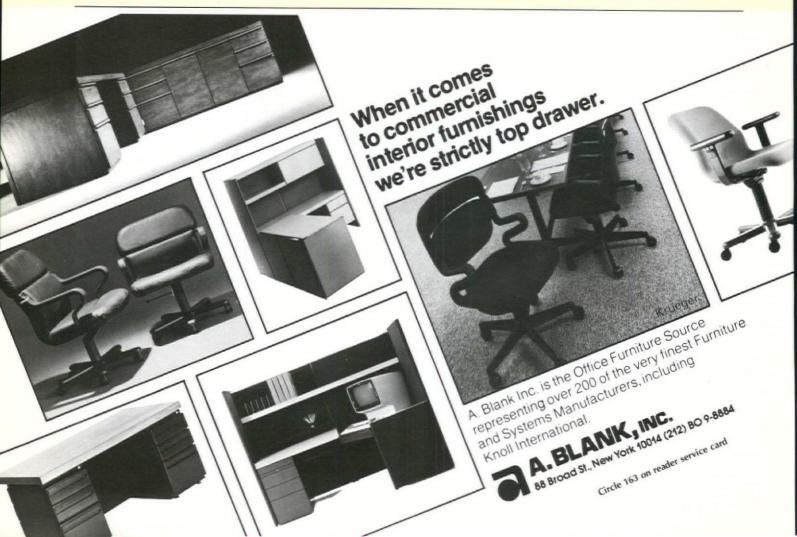
THE CLASS IN	
Tiffany Stand & Furniture	(o)
Tracy Ltd. Inc.	(o)
Tradex Corporation	(o)
Trips in Resin	(b, l, o)
Tuohy Furniture Corp.	
	(b, f, h, l, o, r)
UNICOR, Federal Prison Industr	
United Chair Co.	(O)
United Technical Products Inc.	(b, o)
USABBCO Corp.	(0)
Van San Corp.	(b, f)
Vecta Contract	(b, h, o)
Viking Metal Cabinet Co.	
	(b, m, o)
	c, d, f, g, h, l, o, r)
Watson Furniture Systems	(b, d, l)
West Coast Inds.	(b, f, g, o)
Westin-Nielsen Corp.	(o)
WESTNOFA USA, Inc.	(h)
Whitehall Furniture, Inc.	(o)
John Widdicomb Co.	
Wood Design	(g)
	(o)
Woodlee Furniture Corp.	(b)
Worden Co.	(1)
Wright Line Inc., A Unit of Barr	y Wright Corp. (o)
Wycombe Meyer Co., Inc.	(g)
Zographos Designs Ltd.	(0)
and approve a congris cita.	(0)

#### INTERIOR CONSTRUCTION COMPANIES

Complete Installation Services, Inc. I.O.I. Installations Innovative Ceiling Systems The Installation Group, Inc. Modu-Build Inc. Southern Office Services, Inc. Unistrut Building Systems

#### LAMINATES

m-metallic	
p-plastic	
Advanced Technology Inc.	(m, p)
AllianceWall Corp.	(m)
Chemetal Corp.	(m)
Consolidated Aluminum	(m)
Consoweld Corp.	(p)
Copperlite Corp.	(m)
Domtar Ind, Inc.	(p)
Duracote	(p)
Duraform, Div. Century Plastics Inc.	(p)
Dyrotech Industries, Inc.	(p)
Fiberesin Industries, Inc.	(p)
Formica Corp.	(m, p)
Funder America Inc.	(m, p) (p)
General Electric Co., Plastics Group	(p)
Lamin-Art, Inc.	(m, p)
Laminite Plastics	(iii, p)
Harry Lunstead Designs, Inc.	(m)
Masonite Corp., Commercial Div.	(p)
Masonite Corp., MC Div.	(p) (p)
Metcor Mfg.	(m)
Micarta Div., Westinghouse Electric Corp.	(p)
Nevamar Corporation	(p)
October Co. Inc.	(m)-
PPG Industries	(p)
Perstorp Components	(p)
Pioneer Plastics, Div LOF Plastics Inc.	(m, p)
Procaccino II, Inc.	(p)
Reneer Films Corp.	(p)
Shelmark Industries Inc.	(m, p)
Westinghouse Electric Corp., Decorative Mi	
Div.	(p)
Ralph Wilson Plastics Co.	(m, p)
Winona Industries Inc	(m)
	(111)



#### **LIGHTING & LAMPS**

b-bulbs			
	g fixtures/chang	deliers	
d-desk			
	ner controls		
e-emerg			
	sy-saving lamps	s ballasts	
(H.I.I		, oundats	
f—floor	2. 3/		
	ted ceiling syst	tems	
I—lamp		icinia.	
lv—low			
	nous ceilings		
o—outdo			
s—switch			
t—task	i plates		
a—ambie	ent		
tl—track			
w-wall			
Adjustable Fixture		(d.	f, t, w)
Ahrend USA	00.		(t)
Ainsley Contract L	ighting	(c, d,	f, l, w)
ALKCO, Subsidiary			
, , , , , , , , , , , , , , , , , , , ,		(c, d, 1	
Allibert/Triconfort			(0)
Alma Desk Co.			(t, a)
Ambi-Lite, Inc.		(c, c	d, es, f)
American of Marti	nsville, Contrac	t Div.	(d, w)
American Seating	Co.		(t, a)
Architectural Potte	ry		(d)
Architectural Stone	ware, Inc.		(d)
Armstrong World	ndustries, Inc.	((	c, es, i)
Art Directions			(c)
Artemide Inc.	(c, d, f,	i, Iv, o, t, a	i, tl, w)
Atelier Internationa	I, Ltd.	(c, d, f, 1	
ouis Baldinger &			(, o, w)
Baldwin Hardware			d, s, w)
Bergen Art Metal			
Bieffe (USA) Inc./8	Bieffeplast, Div.	of Bieffe L	
Inc.			(d, a)
Mort L. Bloom De	sign		
Boyd Lighting Co.		(c, d, t	f, o, w)

Bradley Contract Lamps, Att:	lack M. Avers
bradiey contract autips, the	(c, d, f, l, w)
Brown-Jordan Co.	(c, o, w)
Cado/Royal System Inc.	(tl)
Cannon Products Inc.	(d, es)
Capri Lighting	(c, lv, t, a, tl, w)
Casella Lighting	(c, f, o, w)
Ceramic Design, Inc.	(c, o, w)
Challenger Lighting Co. Inc.	(c, d, f, l, w)
Charvoz-Carsen Corp.	(d)
Chelsea Lighting Inc.	(b, c, lv, tl, w)
Chicago Metallic Corp.	(i)
City Knickerbocker, Inc.	(b, c, d, f, l, o, w)
Classic Illumination Inc.	(0, 0, 0, 1, 1, 0, 11)
	(c, d, es, l, o, w)
Collezione Simon Ltd.	(b, c, dc)
Colortran, Inc.	
Contract Lighting System	(c, d, t, a) (c, d, f, l, o, w)
Contract Technology, Inc.	(c, d, l, l, 0, w) (c, o, w)
Craftlight Inc., Hadco Div.	
Crouse-Hinds Lighting	(c, e, o, a, w)
Danjell Creations, Inc.	(lu)
Dazor Mfg. Corp.	(d, f, t)
Dean Kent Ltd.	(c, d, f, l, w)
Deena Products	(c, d, f, l, w)
Design Galleries	(b, c, d, o, t, a, tl, w)
Design Selections Intl.	(c, d, f, o)
Designers View Group	(c, i, lu, w)
D'Lights	(c, d, f, l, o, w)
Drier Industries	(t)
Earthgender, Inc., Architectu	
Electri-Cable Assemblies, Inc	. (d, t, w)
Electrix Inc.	(d, es, f, t, a, tl)
Electro Controls	(dc)
Elliptipar Inc.	(c, d, t, tl, w)
Emerson Electric-Omega	(c, lv, tl, w)
Entol Industries Inc.	(i, lu)
Envel Design Corp.	(i, lu)
Expo Competence/Bang & C	
	(c, d)
Feldman Co.	(c, es, o, t, a, w)
Sam Flax Art & Drafting Sup	
Focal Point Inc.	(c)
Forecast Lighting Co.	(c, o, a, w)
Fostoria Industries, Inc.	(d, t)
Fredrick Ramond, Inc.	(c, d, w)

Fuller Contract Accessories Corp.	(d)
Garcy Corporation	(t, a)
Gardeo Lighting	(c, o, t, a, w)
Gargoyles, Ltd.	(c, dc, i, tl, w)
General Electric Co., Dept. 4152	(b, es, lv, o)
	(d)
General Mica Corp.	
Georgian Art Lighting Designs, Inc.	(c, d, f, w)
Ghariany Executive	(C, C, I, W)
Glasique Lighting, Ltd.	(c, w)
Glowtex Lighting Products Inc.	(d, f, l, w)
Morris Greenspan Lamps	
Gruen Lighting	(c, f, i, tl, w)
GTE Sylvania Lighting Products (b,	es, IV, O, t, a, ti)
Guth Lighting, Sub. of Jac Jacobsen	, Inc.
(C, 0	e, f, i, o, t, a, w)
Halo Lighting, Cooper Industries, Ir	IC.
(e,	es, o, t, a, tl, w)
Hamilton Sorter Co. Inc.	(t)
Hansa Co. Ltd.	(d)
Harbo Furnishings Dallas, Inc.	
Harter Corp.	(t, a)
Sunar Hauserman Inc.	(t, a)
Haworth Inc.	(t, a)
House of Dansk	(c, d, f, l, w)
House-O-Lite	(c, e, lu, t, a)
Hunter Douglas Inc., Window Fash	
iil international	(t)
Illumalights Mfg. Inc. (c, f,	i, lv, lu, o, tl, w)
Innovative Ceiling Systems	(i, lu)
Intalite Louvers & Ceilings Inc.	(i, lv, lu)
Integrated Ceilings, Inc.	(i, lu)
Interna Designs Ltd.	
(c, d, es, f, i, lv	, o, s, t, a, tl, w)
JG Furniture Systems, A Div. of Bu	rlington
Industries	(t, a)
Juno Lighting	(c, lv, tl)
Vladimir Kagan Designs, Inc.	(d)
Keene Corp., Genlyte	(c, o, t, w)
Keene Lighting Products	(c, e, o, t, w)
Kimric Products	(d)
Kliegl Brothers	(b, c, dc)
Koch & Lowy, Inc. (c	, d, f, t, a, tl, w)
George Kovacs Lighting, Inc.	(c, d, es, f, t, w)
Lake Country Brass	(l, s)
Ledu Corp.	(d, es, f, t)



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#### LIGHTING & LAMPS—Continued

Let There Be Neon	(c, es, lu)
Leviton Mfg. Co., Inc.	(dc, s)
Levolor Lorentzen, Inc.	(c, i, tl)
Light/Inc. (b, c, d,	dc, f, l, t, a, tl, w)
Lighting Associates, Inc.	
Lighting rissociates, me.	filu o t thut
Lighting Dreducts Inc.	f, i, lu, o, t, tl, w)
Lighting Products, Inc.	(c, t, a, w)
Lighting Services, Inc.	(c, dc, lv, t, tl)
Lightolier, Inc.	(c, o, t, tl, w)
	(c, dc, e, es, tl, w)
Lightworks (c, f,	i, lv, lu, o, t, a, w)
Litecontrol Corp. (ceiling fixtures,	chandeliers, task,
ambient)	(c, t, a)
Litelab Corp. (c, d	c, lv, o, t, a, tl, w)
The Christopher Lloyd Collection	
Lombardo & Co.	(i, lu)
Robert Long Lighting	(c, d, f, o, w)
Louvertec Ltd.	(i, lu)
Lumen Design, Inc.	(c, d, f, w)
Luminaire Contract, Inc.	(c, d, f)
Lutron Electronics	
	(dc)
Luxo Lamp Corp.	(d, es, f, t)
Magni-Flood	(es, o, w)
Cy Mann Designs Ltd.	(c, d, f, w)
R. A. Manning Co., Inc.	(c, w)
Mary Street Studio	(t)
Masonite Corp., Commercial Div	(i)
McInnis & Co.	(c, d, f, l, w)
McPhilben Lighting	(c, o, tl, w)
Herman Miller Inc.	(d, t)
Miller LtgHubbell Ltg. Div., Har	vev Hubbell Inc.
	(c, e, w)
Modulightor (c. c	d, es, f, lu, t, a, w)
Ted Morris & Assoc.	(c, d, f, w)
Neo-Ray Lighting Products (b, c,	i lu o t a th w)
Nessen Lamps Inc.	(d, f, t, a, w)
North American Philips Lighting	(u, i, i, a, w)
Omega Lighting, Div. Emerson El	
Omega Lighting, Div. Emerson Er	
Originals 22	(c, i, t, tl, w)
Originals 22	(c, d, f, o, w)
Owens Corning Fiberglas Corp.	(i)
Owens-Corning Fiberglas Corp., I	
Operating Div.	(i)
Paraflex Industries Inc.	(e, i, lu, o)
Park Sherman Inc.	(d, t)
Peerless Electric Co.	(c, a, w)

Norman Perry, Div. Erwin-Lambeth (c, d, f, w) Peterson Design Ltd. (d, f, t, a)	
Pfanstiel Hardware Co. Inc. (s)	
Pieri Creations, Inc. (c, d, f, l, w)	
Pinecrest Inc. (c)	
Plan Hold Corp. (t)	
Plantation Lighting Inc. (c, d, f, o, w)	
Pleion Corp. (t)	
Prestige Products (d, f)	
Progress Lighting (b, c, e, lv, o, t, a, tl, w)	
Rainbow Lamp Corp. (d, f, t, a, w)	
Ram Products Co. (s)	
Rambusch (c, w)	
Ron Rezek Lighting & Furniture (d, f, t, a, w)	
Richards Mfg. Co. (c, d, f, l, w)	
Roctronics Entertainment Lighting Inc. (dc, lu)	
Rohm & Haas Co. (c)	
Roxter Corp. (c, d, f, t, tl, w)	
Royal Haeger Lamp Co., Contract Office	
(d, f, l, w)	
SPI Lighting, McGraw-Edison Co., Halo Lighting	
Div. (c, o, t, a, tl, w)	
Saunders-Roe Developments, Inc., Westland	
Group (e, es)	
Selby Furniture Hardware Co. Inc. (s)	
Selby Furniture Hardware Co. Inc. (s) Sentinel Lighting, Div. Airey-Thompson Co. (c)	
Selby Furniture Hardware Co. Inc. (s) Sentinel Lighting, Div. Airey-Thompson Co. (c) Shogun International Corp. (c, i, lu)	
Selby Furniture Hardware Co. Inc. (s) Sentinel Lighting, Div. Airey-Thompson Co. (c)	
Selby Furniture Hardware Co. Inc. (s) Sentinel Lighting, Div. Airey-Thompson Co. (c) Shogun International Corp. (c, i, lu)	
Selby Furniture Hardware Co. Inc.       (s)         Sentinel Lighting, Div. Airey-Thompson Co.       (c)         Shogun International Corp.       (c, i, lu)         Slater Lighting, Div. Slater Electric       (s, t, a, w)         Spaulding/Indalux, Div. Kidde       (o, t, a)	
Selby Furniture Hardware Co. Inc.       (s)         Sentinel Lighting, Div. Airey-Thompson Co.       (c)         Shogun International Corp.       (C, i, lu)         Slater Lighting, Div. Slater Electric       (s, t, a, w)         Spaulding/Indalux, Div. Kidde       (o, t, a)         Spectrums of Light       (t, a)	
Selby Furniture Hardware Co. Inc.       (s)         Sentinel Lighting, Div. Airey-Thompson Co.       (c)         Shogun International Corp.       (c, i, lu)         Slater Lighting, Div. Slater Electric       (s, t, a, w)         Spadiding/Indalux, Div. Kidde       (o, t, a)         Spectrums of Light       (t, a)         Staff Lighting Corp.       (c, i, o, t, a, tl, w)	
Selby Furniture Hardware Co. Inc.       (s)         Sentinel Lighting, Div. Airey-Thompson Co.       (c)         Shogun International Corp.       (c, i, lu)         Slater Lighting, Div. Slater Electric       (s, t, a, w)         Spaulding/Indalux, Div. Kidde       (o, t, a)         Staff Lighting Corp.       (c, i, o, t, a, tl, w)         Staff Lighting Inc.       (c, es, f, lv, a, w)	
Selby Furniture Hardware Co. Inc.       (s)         Sentinel Lighting, Div. Airey-Thompson Co.       (c)         Shogun International Corp.       (c, i, lu)         Slater Lighting, Div. Slater Electric       (s, t, a, w)         Spectrums of Light       (t, a)         Staff Lighting Corp.       (c, i, o, t, a, tl, w)         Staff Lighting Inc.       (c, es, f, lv, a, w)         Stendig Intl. Inc.       (d, f)	
Selby Furniture Hardware Co. Inc.       (s)         Sentinel Lighting, Div. Airey-Thompson Co.       (c)         Shogun International Corp.       (c, i, lu)         Slater Lighting, Div. Slater Electric       (s, t, a, w)         Spectrums of Light       (t, a)         Staff Lighting Corp.       (c, i, o, t, a, tl, w)         Staff Lighting Inc.       (c, es, f, lv, a, w)         Stendig Intl. Inc.       (d, f)	
Selby Furniture Hardware Co. Inc.       (s)         Sentinel Lighting, Div. Airey-Thompson Co.       (c)         Shogun International Corp.       (c, i, lu)         Slater Lighting, Div. Slater Electric       (s, t, a, w)         Spatiality/Indalux, Div. Kidde       (o, t, a)         Spectrums of Light       (t, a)         Staff Lighting Corp.       (c, i, o, t, a, tl, w)         Staff Lighting Inc.       (c, es, f, lv, a, w)         Stendig Intl. Inc.       (d, f)         Sterner Lighting Systems       (c, dc, f, o, t, a, w)	
Selby Furniture Hardware Co. Inc.       (s)         Sentinel Lighting, Div. Airey-Thompson Co.       (c)         Shogun International Corp.       (c, i, lu)         Slater Lighting, Div. Slater Electric       (s, t, a, w)         Spatchighting, Div. Slater Electric       (s, t, a, w)         Spectrums of Light       (t, a)         Staff Lighting Corp.       (c, i, o, t, a, tl, w)         Staff Lighting Inc.       (c, es, f, lv, a, w)         Stendig Intl. Inc.       (d, f)         Strende Century, Inc.       (d, f)         Strand Century, Inc.       (dc)	
Selby Furniture Hardware Co. Inc.(s)Sentinel Lighting, Div. Airey-Thompson Co.(c)Shogun International Corp.(c, i, lu)Slater Lighting, Div. Slater Electric(s, t, a, w)Spaulding/Indalux, Div. Kidde(o, t, a)Spectrums of Light(t, a)Staff Lighting Corp.(c, i, o, t, a, tl, w)Staff Lighting Corp.(c, i, o, t, a, w)Sterlie Lighting Inc.(c, es, f, lv, a, w)Stendig Intl. Inc.(d, f)Sterner Lighting Systems(c, dc, f, o, t, a, w)Stiffel Co.(dc)Superior Electric Co.(dc)Swivelier Co., Inc.(c, es, f, i, lv, lu, o, t, tl, w)Sylvan Designs(c, es, f, i, lv, o, t, a, w)Shirley Tattersfield Ltd.(iu)Tech Lighting (b, c, d, dc, es, f, lv, o, s, t, a, tl, w)	
Selby Furniture Hardware Co. Inc.(s)Sentinel Lighting, Div. Airey-Thompson Co.(c)Shogun International Corp.(c, i, lu)Slater Lighting, Div. Slater Electric(s, t, a, w)Spaulding/Indalux, Div. Kidde(o, t, a)Spectrums of Light(t, a)Staff Lighting Corp.(c, i, o, t, a, tl, w)Staff Lighting Corp.(c, i, o, t, a, w)Sterlie Lighting Inc.(c, es, f, lv, a, w)Stendig Intl. Inc.(d, f)Sterner Lighting Systems(c, dc, f, o, t, a, w)Stiffel Co.(dc)Superior Electric Co.(dc)Swivelier Co., Inc.(c, es, f, i, lv, lu, o, t, tl, w)Sylvan Designs(c, es, f, i, lv, o, t, a, w)Shirley Tattersfield Ltd.(iu)Tech Lighting (b, c, d, dc, es, f, lv, o, s, t, a, tl, w)	

Trim Trac Lighting Corp.	(tl)
United Lighting & Ceiling Corp.	(i, l, lu)
Victorian Lighting Works	(c, w)
Virginia Metalcrafters, Inc.	(c, d, s, w)
Visa Lighting	(c, o)
Vista Lighting Corp., Subs. of Jac J	acobsen Inds.
	(c, t, a, w)
Vista Mfg.	
Waterford Crystal Inc.	
Westinghouse Furniture Systems	(t, a)
Westwood Lighting Group, Inc.	(t, a) (d, f, l) (c, d, f, l, w)
Woolums Mfg. Inc.	(c, d, f, l, w)
Yorkraft, Inc., Contract Dept.	(lu)

#### MAINTENANCE SERVICES & EQUIPMENT

CIS (Certified Industrial Services Inc.) Complete Installation Services, Inc. Contract Art Inc. Design Resource Group Duraclean International Host/Racine Industries, Inc. I.O.I. Installations The Installation Group, Inc. Milliken Contract Carpets Modular Cleaning Services Productive Office Furniture Installers Southern Office Services, Inc. 3M, Building Service & Cleaning Products United States Testing Co., Inc., Textile Svcs. Div. Von Schrader Co. Vycor Corp. White Mop Wringer Co.





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#### Fiberesin Locker Systems

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#### MASKING SOUND SYSTEMS

Bolt, Beranek & Newman, Inc. Control Electronics Co., Inc. Dukane Corp., Communications System Div. Dyna-Systems Helko Systems Furniture, Subs. of Jac Jacobsen Ent. Insul-Art Acoustics Corp. Muzak Corp. Orfield Associates, Inc. Owens-Corning Fiberglas Corp. Owens-Corning Fiberglas Corp., Interior Products Operating Div. Sound Industries 3M, Broadcasting & Related Products Div. Viking Acoustical Corp.

#### MATS, MATTING, STAIR TREADS, COVE MOLDING

Construction Specialties, Inc. D.G. Shelter Products Deco/Gard Products Durable Mat Co. Flexco Co. Focal Point Inc. Intervinyls Jason Industrial Inc., Rubber Floor Div. Johnson Rubber Co., Flooring Products Div. Kendall U.S.A. Manchester Intl. Inc. R. C. Musson Rubber Co. National Floor Products Co., Inc. Pawling Corp., Standard Products Div. The RCA Rubber Co. Roppe Rubber Corp. Sheerplas Inc. Tepromark International, Inc. USCOA International Corp. V.P.I.

#### MIRRORS & FRAMES

Advanced Technology Inc. Belart Best Imports Inc Binswanger Mirror Products Milton A. Bleier Corp. Corona Decor Co. D.G. Shelter Products 800 Mirrors, Div. Mechanical Mirror Works Floral Glass & Mirror Franklin Picture Co. General Electric Co., Plastics Group General Mica Corp. The Ginsberg Collection Glass & Mirror Craft Inds Hickory Business Furniture Kamar Products Inc. Cy Mann Designs Ltd. Marlock Inc. Miroir Brot Mirrorlite, Div. Kamar Products Inc. Mitsubishi Chemical Industries America Inc. (MCIA) Ted Morris & Assoc Paul Associates Inc. Ram Products Co. Rose Johnson, The Timber-Line Collection SMC Furniture Co. Smith & Watson Specified Designs, Inc. Spectra Galleries Syroco Inc., Contract Div. Tech Furniture, Inc. United Marketing, Inc. WW Graphics, Inc

#### **OPEN PLAN INSTALLERS**

Architectural Wall Systems CIS (Certified Industrial Services Inc.) Commercial Interior Specialists Inc. Complete Installation Services, Inc. Design Resource Group Elgem, Inc. Furniture Systems Specialist Co. I.O.I. Installations The Installation Group, Inc. The Itkins, Contract Div. Joseph Manley Co. Modu-Build Inc. Modular Cleaning Services Modular Office Installation Productive Office Furniture Installers Southern Office Furniture Installers Southern Office Services, Inc. Unistrut Building Systems Wegman Associates, Inc.

#### PLANTS & PLANTERS

a—artificial plants I—live plants m—maintenance program p—preserved plants, flowers, foliage pm—panel-mounted planters s—self-watering planters sp—standard planters	
pd—plant dollies	
Ambiant Systems Ltd.	(sp)
	(sp)
	(sp)
Architectural Pottery	(sp)
	(sp)
Architectural Supplements Inc., Sub. of Habitat	
Artifax Display Industries, Inc.	(sp)
	(sp)
BIF, Inc.	(ap)

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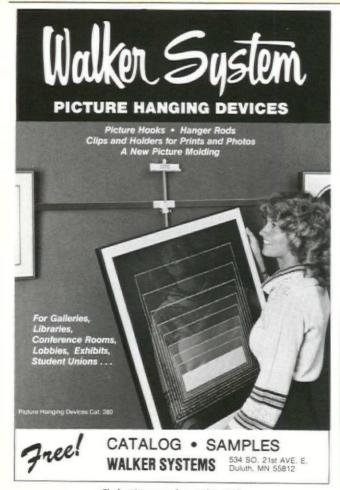
#### PLANTS & PLANTERS—Continued

B.P.C. Industries	
Baker Furniture/Contract Div., Exec. Offices	&
Natl. Showroom	(sp)
Best Imports Inc.	(sp)
Brass Smith	(sp, pd)
Business Accessories Inc.	(sp)
C-Line Products	(sp)
Cee-Kay	(pd)
Ceramacor Corp.	11
D.L. C.L. L	sp, pd)
Chingos & Sons Inc.	(p)
Everett Conklin & Co., Inc. (a, l, m, p, s,	sp. pd)
Cubicon Corp.	(sp)
Duraform, Div. Century Plastics Inc.	(sp)
Earthgender, Inc., Architectural Pottery	(sp)
Finealum Corp.	(sp)
Florenco Foliage Systems Worldwide (a	, p, sp)
Foliage Plant Systems, Inc. (l, m, p	
Forms & Surfaces, Inc.	(sp)
Geller Originals	(a, p)
Gilbert Int'l	(sp)
Glaro Inc. (a	a, I, sp)
Glassform, Div. of Century Plastics, Inc.	(sp)
Glasspec Corporation	(sp)
Green Horizons Interiorscaping Inc.	(sp)
(a, l, m, p	. s. sp)
Grosfillex, Inc., Hotel/Contract Div.	, of opt
Innovative Plastics, Gilbert Plastics Div.	(sp)
Interior-Scape Inc. (a, l, m, p, pm, s,	
International Terra Cotta	P. P
Jensen International, Inc. (a, l, m,	p, sp)
	m, sp)
Krefab Corp.	
Landscape Forms, Inc.	(sp)
Lawrence Metal Products, Inc.	(sp)
Leaf Designs	(sp)
Libbey Glass div., Owens-Illinois, Inc.	(sp)
	, s, sp)
Harry Lunstead Designs, Inc.	(sp)
Macotta Corp., Leaf Fiberglass Designs	(sp)
Master Metal Works	(sp)
McDonald Products Corp.	(sp)
	sp, pd)
	(a, sp)
Metropolitan Furniture Corp.	(sp)

John Mini Indoor Landscapes	Ltd
your mason canascapes	(a, l, m, p, pm, s, sp)
Nevins Worldwide Inc.	(sp, pd)
Niedermaier Design	
Outlook in Plastics Div., Cher	(sp)
outdok in hastes biv., cher	
Parker Interior Plantscape	(sp)
Peter Pepper Products Inc.	(a, l, m, p, s, sp, pd)
Planter Technology	(sp)
Pouliot Designs Corp.	(s)
Procaccino II, Inc.	(a, p, sp)
Puccio Collection	(sp, pd)
RPI Designs	(sp)
Romac Fabrications, Inc.	(sp)
Rotocast Plastic Products, Inc.	
Shogun International Corp.	(sp)
Sitecraft	(sp)
Smokador, Inc.	(sp, pd)
Spancraft, Ltd.	(sp)
Supreme Aluminum Industries	Ltd., Contract Div.
	(sp)
Syroco Inc., Contract Div.	(sp)
TSAO Designs, Inc.	(sp)
Terrestris Greenhouses	(l, m)
TOPsiders, Div. Inn Plant Inc.	(pm, sp)
Tracy Ltd. Inc.	
Tropical Foliage, Div. of Greek	n Horizons
	(a, l, m, p, s, sp)
United Marketing, Inc.	
Valli Furniture Mfg. Corp.	
The Walton Company A-3	(pd)
Winkelman Industries	(sp)
Winona Industries Inc.	(sp)

#### POWER/ELECTRIC SOURCES (ELECTRICITY, COMMUNICATIONS INDEPENDENT OF FURNITURE SYSTEMS)

c-ceiling-fed poles, wires	
fw-flat wire system	
f-floors (electrified)	
o-over-floor plug-in	
t-through-floor plug-in	
p-partitions, walls (electrif	fied)
AMP Special Industries	
	(fw, p)
American Seating Co.	;, fw, f, o, t, p)
	(c, p)
AMP Products Corp., AMP Special In	
Distributor Mktg.	(fw, p)
Anderson Power Products	(p)
Aspects, Inc.	(p)
Brand-Rex, Telecommunications Div.	(fw)
Burndy Corp. (Flexway)	(fw)
Corry Jamestown Corp.	(p)
Donn Corp.	(f, p)
Drier Industries	(p)
Dukane Corp., Communications Syste	em Div.
Electri-Cable Assemblies, Inc.	(c, o, t, p)
Epic Metals Corp.	
Floating Floors, Inc.	(f)
GF Furniture Systems	(p)
Haworth Inc.	(p)
Harvey Hubbell Wiring Systems	(c, fw, t)
Harry Lunstead Designs, Inc.	(p)
Midland-Ross Corp.	(f, t)
Nelson-Adams Co., Acoustical Screer	
Open Office Products, Inc.	(c, o, p)
Packard Industries Inc.	(c, o, p) (p)
Panel Concepts Inc.	(p) (p)
Pleion Corp.	
Prima Products Inc.	(c, p)
Raceway Components Inc.	(p)
raceway components inc.	(f, o, t, p)



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#### POWER/ELECTRIC SOURCES—Continued

and the sector with the	(p)
Richards-Wilcox Mfg. Co.	(p) (f)
H. H. Robertson Co.	
Rosemount Office Systems Inc.	(p)
SL Waber	(o)
Shaw-Walker Co.	(c, p)
Square D Co.	(f, t)
Steelcase, Inc.	(p)
Teledyne Big Beam	
Thomas & Betts Co.	(fw)
Timbercraft Inc.	(p)
Union Products Int'l	(c, f, o, p)
Unistrut Building Systems	(p)
Westinghouse Furniture Systems	(c, p)
The Wiremold Co.	(c, o)

#### PROTECTIVE FINISHES

B

	MILL
a-antimicrobial	PPG
c—carpet	Paw
f—fabric	Pro-
fu—furniture	Prot
w-wallcovering	Ree
fp—fireproofing	Resi
s-shockproofing	Roc
st—stainproofing	STO
wp-waterproofing	Sch
AllianceWall Corp. (w)	The
Alliancevvan Corp.	
	Style
Bolta Wallcoverings, Div. DiversiTech General (w, st)	Styn
	TSC
Brookside Veneers, Ltd.	TSR
Cohama Specifier Contract Fabrics, Div. of United	3M.
Merchants & Mfrs., Inc. (f, w, fp, st, wp)	
Columbus Coated Fabrics, Div. Borden Chemical	Wal
(w)	Wo
Composil (st)	
Coral of Chicago (f, fp, st)	

Composii	1367
Coral of Chicago	(f, fp, st)
Dow Corning Corp.	(a, f, wp)
E. I. DuPont de Nemours & Co.,	Marketing
Communications Dept.	(c, f, st, wp)
Duraclean International	(c, f, fu, w, s, st)

Duracote	(f, w)
Dyrotech Industries, Inc.	(w)
800 Mirrors, Div. Mechanical Mirror Works	(w)
Essex Wallcoverings, The Wallcovering Div.,	
DiversiTech General, A GenCorp Compan	v
Diversitecti deneral, A deneorp company	w, st)
170-0-01110	
raulillan	
TIDER DETTE THREE HILL	
Flexi-Wall Systems, Div. Wall & Floor Treatme	
Inc. (f, w, fp, st	
General Electric Co., Silicone Products Div.	(wp)
Genon Wallcoverings, DiversiTech General/a	
GenCorp Company	w, st)
Glidden Coatings & Resins, Div. SCM Corp.	(w)
B. F. Goodrich, Decorative Products	(w)
Kiesling-Hess (f, w, fp, st	
Kiesling-Hess (f, w, fp, st	
Kiesling-Hess (f, w, fp, st	
Laminating Services, Inc. (c,	f, w)
Mirror of Sweden, Inc.	(w)
PPG Industries (w, fp	, wp)
Pawling Corp., Standard Products Div.	(w)
Pro-Tection (a, c, f, fu, w, fp,	s, st)
Protection National Inc. (a, c, f, fu, w, fp,	
Reed Wallcoverings	(f, w)
Resistflame (f, w, fp, st	(, wp)
Rockland Mills	(f, fp)
	(, wp)
Schneider-Banks	(fp)
The Sherwin-Williams Co., Chemical Coatings	Div.
	(fu)
Style-Tex, Decorative Products, Div. National	
Gypsum Co.	(w)
TSG Inc., Synfin Div. (f, fp, s	t, wp)
TSR Finishes (c, f, fu, s	t, wp)
	(c, f)

3M, Building Service & Cleaning Products (c, f) Wallmates Vinyls, Inc. (w, st) Wolf-Gordon, Inc., Wallcoverings & Upholstery

#### RAILINGS & RAIL SYSTEMS

Albrass Enterprises, Albrass Architectural Designs Allied Trend System Inc. Atlantic Stairworks, Inc. Julius Blum & Co., Inc. Brass Smith Construction Specialties, Inc. Contractors Rail Systems Co., Div. of The Unusual Emporium, Inc. Cumberland Woodcraft Co. Inc. Deco/Gard Products Gargoyles, Ltd. Glaro Inc. Globe-Amerada Glass Co. Ironmonger Lake Country Brass Lavi Industries Lawrence Metal Products, Inc. Matel Mfg. Co., Inc. Normbau, Inc. S. Parker Hardware Pawling Corp., Standard Products Div. Pfanstiel Hardware Co. Inc. Ship'N Out Technal Inc. Tepromark International, Inc. Tivoli Industries, Inc. Tubular Specialties Mfg. Inc. West Coast Inds.

#### SCREENS & PARTITIONS

a—acoustical b—baffles, ceilings & walls d—decorative f—free-standing



<section-header>

Circle 184 on reader service card

#### SCREENS & PARTITIONS—Continued

A REAL PROPERTY OF A REAL PROPERTY OF	
o-open plan/office lar	ndscape
t-tension-mounted	
w-wall-mounted	
AWI, Inc.	(o)
Abstracta Structures, Inc.	(b, f, o)
Acme Office Group	(0)
Acme Steel Partitions	(0)
Acoustical Partitions Corp.	(a, b, d, f, o, w)
Adanlock-Jamestown, Div. Blasiu	sind (a d f o)
Advance Design Panel Systems	5 ma. (a, a, i, o)
Advance Office Concepts	(a, f, o, w)
All-Steel Inc.	(a, f, o, w)
AllianceWall Corp.	(f, w)
Alma Desk Co.	(a, o)
Alumax, Magnolia Div.	
	(a)
American Seating Co.	(a, f, o)
Anderson Desk Inc.	(a, f, o)
Architectural Wall Systems	(a, b)
Arenson Office Furnishings Inc.	(a, f, o)
Armento Inc.	(d)
Artafax Systems Ltd.	(a, b, d, f, o, w)
Artec, Div. of Kimball Intl.	(o)
ARTMET Products Inc.	(f, o)
Artopex Inc.	(a, o, w)
Aspects, Inc.	(a, f, o)
Atelier International, Ltd.	(o)
BIF, Inc.	
BLI Corp.	(a, b, w)
Bannerworks, Inc.	(a, b, d, w)
Barricks Mfg. Co.	(f)
Benedetti Corp.	(a, o)
Joel Berman Associates, Stretchwa	all Div.
	(a, b, d, t, w)
Bevis Custom Tables, Inc.	(f)
H.L. Birum Corp.	(a, f, o)
Julius Blum & Co., Inc.	(d)
Brejtfus Environmental Concepts,	Inc. (a, b, d)
Brewster Corp.	(a, b, d, f, o, t, w)
Brown-Jordan Co.	(f)
CIS (Certified Industrial Services I	nc.)
Cambridge Wire Cloth Co.	(d, w)
Cano Corp.	(a, f, o)
Capaul	(a, b, d, o, w)
L.E. Carpenter & Co.	(a, b, w)
Castelli Furniture, Inc.	(d, f, o)
	(-) () ()

Celotex Corp., Insul-Coustic Div. Check-Mate Interior Systems, Inc. Claridge Products & Eqpt. Inc. Cole Business Furniture, Div. Joyce I Construction Specialties, Inc. Contemporary American Furniture C Contemporary Products Inc. Corry Jamestown Corp. Cramer Inc. Croydon Furniture Systems, Inc. Cumberland Woodcraft Co. Inc. Customwood Mfg. Co. DMO, Inc.	(f, o, w) Intl., Inc. (f, o) (d)
Danjell Creations, Inc.	(d)
Danwood	(a, f, o)
John Deason Intl., Inc., Captive Sea	(f)
Decoustics Ltd.	(a, f, o, w)
Delta Mfg. & Sales, Inc.	(a, f)
Drier Open Office Furniture, Div. of	MTS Seating
Eldes Offers Braderic Di Elder	(a, o)
Eldon Office Products, Div. Eldon In	
Emco, Inc.	(0)
Emjay Graphic Products	(a)
Envel Design Corp.	(d, f)
Fabrique Wallhangings	(d) (w)
FabriTrak	(a, o, w)
Filing Equipment Corp.	(a, o, w)
Foldcraft Co.	(d)
Forms & Surfaces, Inc.	(a, d)
Frank Eastern Co.	(a, f, o)
GF Furniture Systems	(a, f, o, w)
General Mica Corp.	(o)
Glassmasters, Inc.	(d, o)
Global Upholstery Co., Ltd.	(a, d, f, o)
Globe-Amerada Glass Co. Globe Industries	(a)
Gold Bond Bldg. Products, Div. Natio	(b)
Co.	(d, o, w)
Gold Medal Inc.	(d, f)
The Gunlocke Company	(a, o)
HON Co.	(a, d, f, o)
Haller Systems, Inc.	(f, o)
Hamilton Sorter Co. Inc.	(f)
Harter Corp.	(a, f, o)

-		
	Sunar Hauserman Inc.	
	Haworth Inc.	(a, o)
	Helikon Furniture Co. Inc.	(a, d, o, w)
		(0)
	Helko Systems Furniture, Subs. of Jac	
	Ent.	(a, f, o)
	Hemisphere Steel Products Corp.	
	Hoover Systems Inc., Acoustical Scree	, d, f, o, t, w) ens in Color
	Inc. (a,	b, d, f, o, w)
	iil international	(o)
	Industrial Acoustics Co., Inc.	(a, b)
	Insul-Art Acoustics Corp.	(a, b, d, w)
	Intalite Louvers & Ceilings Inc.	(b)
	Integrated Ceilings, Inc.	(b)
	Interact, Acoustical Screens Corp. (a,	b, d, f, o, w)
	InterRoyal Corp.	(a, f, o)
	Invincible Metal Furniture	(a, o, w)
	JG Furniture Systems, A Div. of Burlin	gton
	Industries	(a, f, o)
	Jansko, Inc.	(f, o)
	KCR Fabrics Inc.	(d)
	Kenmore Furniture Co., Inc.	(0)
	Knoll International	(a, f, o)
	KorPine Div., Willamette Industries	(a, 1, 0)
	Krueger	12 0
	LBF Office Systems Collection, Div. Jo	(a, f)
	con onice systems conection, Div. Jo	(a, f, o)
	Lightworks	(a, 1, 0) (d)
	Lombardo & Co.	(b)
	Harry Lunstead Designs, Inc.	(a, f, o)
	MPC, Inc., Noise Control Products Di	(d, 1, 0)
	MTS Seating, Drier Div. of Michigan T	d, f, o, t, w)
	& Fab. Inc.	
	Magna Design Inc.	(a, o) (a, f, o)
	Marnay Sales & Mfg. Co., Inc.	
	Marsh Chalkboard Co.	(a, d, f, o)
	Metalstand Co.	(f)
	Midwest Embrodiery Co.	(a, f, o)
	Herman Miller Inc.	(a, b, d, w)
		(a, d, f, o)
	Mode Corp.	(a, f, o)
	Modern Partitions, Div. Trendway Cor	
	Medersfeld American Grand 1.0	(a, d, f, w)
	Modernfold, American-Standard Co.	(a, o, t)
	Modernfold Doors Inc.	(a)

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#### SCREENS & PARTITIONS—Continued

Modu-Build Inc.	(f, o)
Modular Design Inc.	(a)
Modulightor	(d)
Multiplex Display Fixture	(d, f)
Neal Slate Co.	(a, d, f, o)
Nello Systems Co., Inc., Spec-Bu	ilt Furniture/Wall
Systems	(a, b, t, o)
Nelson-Adams Co., Acoustical Se	creen Div.
	(a, b, f, o, w)
Nightingale Industries Ltd.	(a, f, o)
Norsons Industries, Inc.	(O)
O'Brien Partition Co.	(a, d, f, o, w)
Open Office Products, Inc.	(a, b, d, f, o, w)
Opto International, Inc.	
Packard Industries Inc.	(a, d, f, o)
Panel Concepts Inc.	(a, d, f, o)
Peabody Noise Control Inc.	(a, b, t, w)
Penwall Partition Systems, Div. I	
Peter Pepper Products Inc.	(f, o)
Norman Perry, Div. Erwin-Lamb	
Pilot Woodworking Co., Inc.	(f, o)
Pinecrest Inc.	(b, d, f, o, t, w)
Plastrglas Inc.	(b) (b)
Pleion Corp.	(a, d, f, o, t, w)
Polychromic Designs	(a, b, d, f, o, t, w)
Precision Mfg. Inc.	(a, f, o)
Prima Products Inc.	(a, f, o, w)
Ram Partitions, Div. Indal, Ltd.	(a, f, o)
Reff Inc.	(a, d, f, o)
Richards-Wilcox Mfg. Co.	(a) (a)
Rockaway Metal Products Corp.	
Rose Johnson	(a, f, o)
Rosemount Office Systems Inc.	(a, f, o)
Shaw-Walker Co.	(a, f, o)
Shelmark Industries Inc.	(a, b, d, f, o, w)
Shogun International Corp.	(a, d)
Singer Safety Co.	(a, b, f, w)
Sound-Ab-Sorb Inc.	(a, b, w)
Spec'built	(a, o)
	(4, 0)
Specified Designs, Inc.	(d)
Stanwood Corp.	(Q)
Starrco Co. Inc.	(a, f, o, w)
Steelcase, Inc.	(a, 1, 0, w) (a, 0)
Storage Systems, Inc.	(a, o)
Stow & Davis, A Steelcase Co.	(d, 0)

Structural Concepts Corp.	(a, f, o)
Syma Systems, Inc.	(f, o)
Syme & Associates	(a, b, f)
Tab Products Co.	(f, o)
	(o)
The Tandem Group, Inc.	(d, f, w)
Shirley Tattersfield Ltd.	(0)
Technal Inc.	(a, f, o)
Techniques in Wood	(a, b, w)
Tectum Inc.	
Tibbet Inc.	(a, f, o)
Timbercraft Inc.	(a, f, o)
Tradex Corporation	(0)
Transwall Corp.	(a, f, o, w)
Trendway Corp.	(a, d, f, o, w)
Unistrut Building Systems	(a, d, f, o)
United States Gypsum Co.	(a, f, o)
Universal Building Systems, Inc.	(a, b, f, o, w)
USABBCO Corp.	(a, d, o)
Virginia Metal Industries Inc.	(d, f, o, w)
Vogel-Peterson Co.	(a, d, f, o, t, w)
Vran Associates	(w)
William J. B. Waite Co., Div. of	Tropicane
Industries, Inc.	(d)
Watson Furniture Systems	(f, o)
Weber Costello	(f)
Wenger Corp.	(a, b)
The Winn Corp.	(d, f, w)
Xception Design Ltd.	(a, o)
Heepinen a sugar ane.	

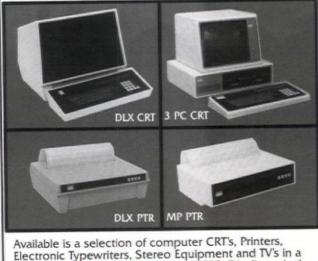
#### SHELVES, SHELF/WALL SYSTEMS

Abstracta Structures, Inc. Adjustable Steel Products Allied Trend System Inc. Architectural Antiques Exchange Arenson Office Furnishings Inc. Artopex Inc. Atelier International, Ltd. B & B America

BIF. Inc Bevco Precision Mfg. Co. Bieffe (USA) Inc./Bieffeplast, Div. of Bieffe USA Inc Borroughs Div., Lear Siegler Inc. Bretford/Knox Brodart Inc. Brueton Industries Cado/Royal System Inc. Charlton Co., Inc. Clairson International Cole Business Furniture, Div. Joyce Intl., Inc. Complete Installation Services, Inc. Continental Imports, Inc Cubicon Corp. Cumberland Woodcraft Co. Inc. Davis Furniture Industries, Inc. Decar Corp. Decar Corp. Denstor Mobile Storage Systems Design Selections Intl. Diversified Furniture Imports Inc. Dyrlund Eldon Office Products, Div. Eldon Industries, Inc. Emco, Inc. Expo Competence/Bang & Olufsen of America Filing Equipment Corp. GF Furniture Systems Naomi Gale/Custom Wall Systems The Gunlocke Company HON Co. Hafele America Co. F. E. Hale Mfg. Co. Hardwood House, Inc. Hermsdorf Fixture Mfg. Co., Inc. Hismith Company ICF, Inc. IEM Marketing, Inc. InterRoyal Corp. Jofco Kardex Systems, Inc. Kebo Healthcare Systems Knape & Vogt Kwik File, Inc.

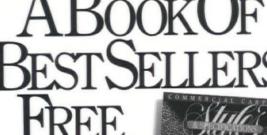
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Watercolors Inc. Welton Mfg. Andrew Wilson Co.

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m-magazine rack	
s-serving	
t-telephone	
ty-television	
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Bevco Precision Mfg. Co.	(1)
Bretford/Knox	(tv)
Brodart Inc.	(m)
Brown-Jordan Co.	(l, tv)
Brueton Industries	(s)
Clairson International	(m)
Claridge Products & Eqpt. Inc.	(m)
Cole Business Furniture, Div. Joyce Intl., In	c. (t)
Color Optics Display	(m)
Cubicon Corp.	(l, m)
Durham Mfg. Co.	(m)
EST Co.	(tv)
Eldon Office Products, Div. Eldon Industrie	s. Inc.
Eldoir Onice Froducts, Diff Eldoir instance	(m)
Executive Furniture, Inc.	(t)
Fuller Contract Accessories Corp.	(m, t)
General Mica Corp.	(1)
Glaro Inc.	(1)
Gold Medal Inc.	(1)
High Point Furniture Ind.	(t)
Intrex, Inc.	(s, t, tv)
Jofco	(t)
LBF Office Systems Collection, Div. Joyce	Intl. (t)
LP Products, Div. of Eldon Industries Inc.	(5)
Landes Mfg. Co.	(m)
Leggett & Platt Inc., Masterack	(5)
Library Bureau, Inc.	(m)
Modular Systems	(t)
Multiplex Display Fixture	(m)
Neudorfer, Inc.	(t, tv)
Nevers Inds., Inc.	(t)
Opto International, Inc.	147
Oravisual Co., Inc., A Heritage Communic	ations
	(m)
Co.	(III)

Peter Pepper Products Inc.
Romac Fabrications, Inc.
Smith & Watson
Smokador, Inc.
TSAO Designs, Inc.
Trendler Metal Products Inc.
Tri-Mark/Tulip

(m, t) (l, s) (t)

(m) (t)

(tv)

(5)

#### STORE EQUIPMENT

(display fixtures, racks, etc.)

Abstracta Structures, Inc. Albrass Enterprises, Albrass Architectural Designs Allied Trend System Inc. Amstore Systems Inc Artifax Display Industries, Inc. Aspects, Inc. Brass Smith Bretford/Knox Cado/Royal System Inc. Chesley Industries, Inc. Clairson International Click Systems, Inc. Cubicon Corp. Denstor Mobile Storage Systems Faulkner-Fain Co. Inc. Garcy Corporation Gargoyles, Ltd. The Ginsberg Collection Glaro Inc. Hafele America Co. Hermsdorf Fixture Mfg. Co., Inc. I.O.I. Installations IP 20 of America Indiana Cash Drawer Co. Integrated Ceilings, Inc. Kenlin Enterprises Knape & Vogt Lavi Industries Lawrence Metal Products, Inc. Lundia, Inc. Masonite Corp., Commercial Div.

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#### TABLES & TABLE PARTS

d-dining e-executive & conference	2
f—folding o—occasional	
t—tops (only)	
b-bases (only)	
A & B America	(d, e, o)
A.G.I. Industries Inc.	(e, o, t, b)
A/R Incorporated	(d, e)
Abstracta Structures, Inc.	(b)



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	(O)	
Adden Furniture, Inc.	(d, e, o)	
Agati Designs	(d, e, o)	
Ahrend USA	(e)	
Alex Stuart Design	(e, o)	
All-Steel Inc.	(e)	
Allibert/Triconfort	(f)	
Alma Desk Co.	(e, o)	
Ambiant Systems Ltd.	(d, e, o)	
Amcoa		
American Chair Inc.	(d, t, b)	
American of Martinsville, Contract D	)iv. (d, o)	
American Seating Co.	(d, e, o, t, b)	
Amtab Mfg. Co.	(e, f)	
Andre's Originals, Inc.	(d, o, t, b)	
Anevka, Inc.	(e)	
Apollo Woodworking & Metal Corp.	(e, o)	
Arcadia Chair	(e, o)	
Architectural Supplements Inc., Sub.	of Habitat	
International	(d, e, f, o, t, b)	
Arconas Corp.	(d, e)	
Arenson Office Furnishings Inc.	(e)	
The Arnold Group	(e, o)	
Artec, Div. of Kimball Intl.	(e)	
Artifax Display Industries, Inc.	(d, e, o, b)	
Artopex Inc.	(e, o)	
Aspects, Inc.	(e)	
Astra Bent Wood Furniture Co., Div.	Hale Co. Inc.	
	(d, t, b)	
Atelier International, Ltd.	(d, e, o)	
B & B America	(d, e, o)	
BIF, Inc.		
Baker Furniture/Contract Div., Exec.		
Natl. Showroom	(d, e, o)	
Baldwin Brass Co., Inc.	(0)	
Bangkok Industries Inc.	(t)	
Barricks Mfg. Co. Beelner & Thomas	(e, f, t, b)	
Gretchen Bellinger Inc.	(e, o)	
Benedetti Corp.	(0)	
George B. Bent Co., Inc.	(e, o)	
Berco Industries	(d, e, f)	
Bernhardt/Contract	(d, e, f) (o)	
Bethlehem Furniture Co.		
Bevis Custom Tables, Inc.	(d, e, o, t) (e, f, o)	
ocris costorii rabics, inc.	(8, 1, 0)	

Beylerian Ltd.	(d, e, o, b)
Bieffe (USA) Inc./Bieffeplast, Div	, of Bieffe USA
Inc.	
Block House	(d, e, o)
Boling Co.	(e)
John Boos & Co.	
Brandrud Furniture Inc.	(d, e, o, t, b)
	(e)
Brayton International Inc.	(d, e, o, t)
Brickel Associates Inc.	(d, e, o, t, b)
Brodart Inc.	(e)
D. S. Brown Co., Pacific Design	
Brown-Jordan Co.	(d, f, o, t, b)
Brueton Industries	(d, e, o, b)
Buckstaff Co.	(d, e, o, t, b)
Claud Bunyard Design Inc.	
Business Accessories Inc.	(e, f)
CHF Inds.	(d, e, o, t, b)
C.I. Designs	(d, e, o)
Cado/Royal System Inc.	(e, o)
Cardinal Corporation of Stanley,	
cardinal corporation of stamey,	(d, e, o, t, b)
Casa Bella Imports Inc.	(d, e, o)
Castelli Furniture, Inc.	(d, e, f, b)
CEKA International, Subs. of Cek	
CERDA Industries Intl., Wicker a	
Chaircraft Inc.	(d, o)
Chairmasters, Inc.	(d, e, f, t, b)
Chairtex Mfg. Ltd.	(f)
Charlotte Co.	(d, e, o)
Charlton Co., Inc.	(0)
Chromcraft/Monarch Furn. Corp	
Furniture Div.	(e, o)
Cleator Furniture	(e)
Cold Spring Granite	(e)
Cole Business Furniture, Div. Joy	
	(e, f, o)
Collezione Simon Ltd.	(d, e, f, o)
Commercial Chair Co.	(e, o)
Commonwealth Contract Furnish	nings, Subs. of
Bassett	(d, e, o)
Conde House	(d, e)
Condi	(d, e, o, t, b)
Contemporary American Furnitur	re Co.
in the second seco	(d, e, f, o, t)
Contemporary Shells Inc.	(d, e, i, o, i) (d, o)
Corry Jamestown Corp.	(u, o) (e)
and fullestore colb.	(e)

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	Craftsman Office Furniture Co.	(e, o)
	Cramer Inc.	(d, e, o)
	Cumberland Furniture Corp.	(d, e, o, t, b)
	Curtis Products Ltd.	(d, e, o)
	Daglee Seating Co., Div. DSC, Ind.	(u, e, b)
	Daglee Seating Co., Div. DSC, Ind.	., Inc. (t, b)
	Datadjust, R.J. Collins Intl. Corp.	1-1
	James David, Inc.	(0)
	Davis Cabinet	(d, o)
	Davis Furniture Industries, Inc.	(d, e, o, t, b)
	Dean Kent Ltd.	(d, e, o)
	Decar Corp.	(d, t)
	Decar Corp.	(t)
	Decorative Veneer, Inc.	(t)
	Dependable Furniture Mfg. Co.	(o)
	Design for Leisure Inc.	1-1
	Design Selections Intl.	(d, e)
	Design Trac, Inc.	(d, e, t, b)
	Paul L. Dodds Designs for Dining	(d, t, b)
	Domore Corporation	(e, o)
	Donghia Furniture	(d, e, o)
	Dor-Val Mfg, Ltd.	
	du Cor Inc.	(d, e, o, t, b)
		(t)
	Dunbar Furniture	(d, e, o)
	Dyrlund	(e)
	EMU USA Inc.	(d, o)
	EST Co.	(b)
	Eastern Woodwork Co.	(t)
	Eastwood Chair, by Sawin & Co., I	
	Edelman Leather	(t)
	Eggers Industries	(t)
	Emeco Industries, Inc.	(d, e, f)
	Empire State Chair Co., Inc.	(d, e, o)
	Eppinger	(d, e, o)
	Estel Inc.	(d, e, o)
	Executive Furniture, Inc.	(e, o)
	Executive Office Concepts, Inc.	(d, e, o)
	Falcon Products Inc.	(d, e, f, o, t, b)
	Fantoni USA Inc.	(e, f)
	Faull & Son	(b)
	Faultless Caster Corp.	(b)
	Fiberesin Industries, Inc.	(t)
	Finealum Corp.	(b)
	Finmark	(e)
	Fixtures Furniture	(d, e, o, t, b)
	Foldcraft Co.	(f)
	Frank Eastern Co.	(e, f)
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Functional Office Furniture	(e)
GF Furniture Systems	(d, e, o)
G/O Furniture, Inc.	(e)
Naomi Gale/Custom Wall Systems	(e)
Gasser Chair Co., Inc.	(d, e, f, t, b)
Gaveski Furniture Coordinates, Inc.	(d, e, o)
Gem Industries, Inc.	(d, o)
General Mica Corp.	(d, e, o)
Ghariany Executive	(d, e)
Gilbert Int'l	(e, o)
The Ginsberg Collection	(t)
Glass & Mirror Craft Inds.	(t)
Glassform, Div. of Century Plastics, Ir	
Glasspec Corporation	(d, o)
	(e, f)
Global Upholstery Co., Ltd.	(e, f, o)
Globe Business Furniture, Inc.	(d, e, f, o)
Gold Medal Inc.	(d, e, o, t, b)
Gordon International	(d, e, o, t, b) (e)
Grahl International, Inc.	
Grauduss Inc.	(e, o)
Gregson Furniture Industries	(e, o)
Grosfillex, Inc., Hotel/Contract Div.	(f, o)
Group Four Furniture Inc.	(d, e, o)
Gulden Gallery, H.C. Gulden Mfg. Co	o. (d, e, o)
The Gunlocke Company	(e, o)
HON Co.	(e)
Hagen International	(d, e, o, t, b)
Halcon Corp.	(e, o, t)
Haller Systems, Inc.	(e, o)
Hamilton Industries	(d, e, f, t, b)
Harbo Furnishings Dallas, Inc.	(1 - 1)
Harbour House Furniture	(d, o, t)
Hardwood House, Inc.	(e, o)
Hardwood Visuals	(e)
Harmon Div., Coast Craft	(e)
Harris-Tarkett Inc.	(t)
Harter Corp.	(e, o, t, b)
Harvard Interiors Mfg. Co.	(d, e, o, t, b)
Haskell of Pittsburgh	(e)
Haworth Inc.	(e)
Helikon Furniture Co. Inc.	(d, e, o)
Helko Systems Furniture, Subs. of Jac	
Ent.	(e)
Henderson Furniture	(d, o, t, b)

Hesco Industries Inc.	(e, o)
Hickory Business Furniture	(e, o, t, b)
Hickory Leather Co.	(d)
Hiebert, Inc.	(e, o)
High Point Furniture Ind.	(e, o)
Hitchcock Chair Co.	(d, o)
Homecrest Industries Inc.	(f)
Hoosier Desk Co.	(e)
Howe Furniture Corp.	(d, e, f, b)
Hunt Country Furniture, Inc.	(d)
ICF, Inc.	(d, e, o)
IEM Marketing, Inc.	(e, o, b)
iil international	(d, e, o)
IPF Intl.	(d, o)
Indiana Desk Co.	(e)
Inner Concepts Inc., The Design I	Exchange Bldg.
inner concepts inc., the besign	(e)
Innovative Ceiling Systems	(e)
Innovative Products for Interiors,	Inc Contract
Div.	men commen
Interior Woods Inc.	(e, f, o, t)
Interna Designs Ltd.	(d, e, f, o, t, b)
International Designer Imports	(d, e, t, b)
International Furniture Systems	(d, e, o)
International Terra Cotta	(b)
InterRoyal Corp.	(d, e, o)
Intrends International	(d, e, f, o, t, b)
	(d, e, o)
Intrex, Inc. Invincible Metal Furniture	(e)
Inwood Office Furniture	(e, o)
	(b)
JG Furniture Systems, A Div. of E	
Industries	(e)
Jackson-Allen Furniture Corp.	(d, e, o)
	(e, o)
Leif Jacobsen Ltd.	(d, e)
Jansko, Inc.	(0)
Jasper Chair Co.	(e)
Jasper Desk Co.	(e, t, b)
Jasper Wood Products, Inc.	(e, f, o, t, b)
Jayden Inc.	(e, i, o, i, o)
Jofco	(d, e, t, b)
Johnson Industries Inc.	
Juhasz Inc.	(d, e, t, b)
KD/Context	(d, e, o, t, b)
Vladimir Kagan Designs, Inc.	(d, e, o)

Kasparians Inc. Kimball Office Furniture Co., Div.	(o) Kimball Intl.
	(e, o)
Kimric Products	(d, e, t)
Kinetics	(d, e, o)
King Arthur Inc.	(e, f, o)
King Arthur Chair Co., Inc.	(d, e, t, b)
Carl Kisabeth Furniture	(0)
Kittinger Co., General Mills, Inc.	(d, e, o)
Knoll International	(d, e, o)
	(d, e, o, t, b)
Koch & Lowy, Inc.	(d, e, o, t, o)
Kofabco, Inc.	
Krefab Corp.	(e, o)
Kron u.s.a.	(d, e, o)
Krueger	(d, e, f, o, t, b)
LBF Office Systems Collection, Div	
	(e, f, o)
L&B Mfg. Corp.	(d, e, f, t, b)
L&B Products Corp.	(d, e, t, b)
LUI-Laminates Unlimited, Inc.	(e, o)
Lambrecht, Mandell & Assoc.	(d, e, o, t, b)
Lamin-Art, Inc.	(t)
Laminite Plastics	(e, t)
Landscape Forms, Inc.	(o)
lack Lenor Larsen	(d, e, o)
Leaf Designs	(d)
Leathercraft Inc.	(0)
Leggett & Platt, Inc.	(b)
Lehigh-Leopold, Div. Joyce Intl.	(d, e, f, o)
Level of Winchendon, Div. Mason	
Co.	(d, e, f, o, t, b)
Lewittes Furniture Ent. Inc.	(d, o)
Library Bureau, Inc.	(e)
Loewenstein/Oggo	(d, e)
Lonseal Inc.	(t)
Lumex Inc.	(0)
Harry Lunstead Designs, Inc.	(e, o)
	(e, o)
M/B Designs, Inc.	(d, e, o)
Madison Furniture Industries	
Magna Design Inc.	(d, e, o, t)
Cy Mann Designs Ltd.	(d, e, f, o, t, b)
Marden Mfg. Inc.	(e, o)
Marnay Sales & Mfg. Co., Inc.	(0)
Masonite Corp., MC Div.	(f, o)
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#### TABLES & TABLE PARTS—Continued

Medallion Leisure Furniture	(d, o)
Meridian	(e, o)
Metalex Inc., Hume Products	(b)
Metalstand Co.	(e)
Metropolitan Furniture Corp.	(d, e, o)
Mid Channel Design & Mfg.	
Midwest Folding Products	(e, f)
Miller Desk	(e, o)
Herman Miller Inc.	(d, e, o)
Missouri Oak Chair	(d)
Mitchell Mfg. Co. Mobi Contract Furniture	(d, e, f)
Modern Mode, Inc.	(0)
Modern Plastics Corp.	(e, o)
Modern Plastics Corp. Modu Form Inc.	(d, e, o, t)
	(d, e, o)
Monel Contract Furniture Inc. Monteverdi-Young	(d, e)
Moser Contract Furniture	(e)
Mount Airy Furniture	(d, e)
Mueller Furniture Corp.	(d, e, o)
Myrtle Desk Co.	(d, e, o)
Nemschoff Chairs	(e, o)
Neudorfer, Inc.	(d, e, o)
Nevers Inds., Inc.	(d, e, o, t)
Nevins Worldwide Inc.	(e)
Niedermaier Design	(d, e, o, t, b)
Nienkamper	(e, o)
Norsons Industries, Inc.	(d, e) (e)
Northtown Glass, Division of NTG In	dustries Inc
Stable Stably Bittstoll of 1110 III	(t)
Novikoff Inc.	(e, o)
Nucraft Furniture Co.	(0)
OFS - Office Furniture Systems, A Div	, of
Styline/Ferdinand	(e, o)
Office Accents Inc., Gift Craft Leather	Co. (t, b)
Office Suites Inc.	(e, o)
Old Hickory Furniture Co. Inc.	(d, o)
Omni International Incorporated	(e)
The Pace Collection Inc., National He	
De sifie E se it	(d, e, o, t, b)
Pacific Furniture	(d, o)
Palazzetti, Inc.	(d, e, t, b)
Paoli, Inc.	(e, o, t, b)
Parisi, Inc.	(t)
Patrician Furniture Co. Paul Associates Inc.	(0)
raul Associates Inc.	(d, e)

Peter Pepper Products Inc.	(o, t, b)
Eliane Pepper, Ltd.	(e, o, t)
Peterson Design Ltd.	(d, e, f, o)
Pilot Woodworking Co., Inc.	(d, e, t)
Plymold Booths, Div. Foldcraft Co.	(d, t, b)
Precision Mfg. Inc.	(d, t, 0) (e)
Harvey Probber Inc.	(d, e, o, b)
Procaccino II, Inc.	
Puccio Collection	(d, e, o, t, b)
RPI Designs	(d, e, o, t, b)
Redco Mfg., Div. LHL	(d, e, o)
	(d, e, o, t, b)
Ron Rezek Lighting & Furniture	(e)
Edward Axel Roffman Associates, Ir	
Romac Fabrications, Inc.	(d, e, o, b)
Romweber Co.	(d, e, o)
Rotocast Plastic Products, Inc.	(d, e, o)
Royal Seating Corp.	(d, e, f, t, b)
Rudd International	(d, e, f, o, t, b)
S. K. Products Corp.	(d, o)
Sainberg & Co. Inc.	(t)
Salman Associates, Div. of Albert Sa Inc.	
Samsonite Furniture Corp.	(e)
	(d, e, f)
Saturn Office Furniture Div., Hesple	
Weber D. Comm. C. C.	(d, e, f, o, t)
Walter P. Sauer & Sons, Inc.	(e)
Scandiline Industries Inc.	(e, o)
Schafer Bros., Inc.	(o)
Scope Furniture, Ltd.	(d, e, o)
Shafer Commercial Seating Inc.	(d, f, t, b)
Shaw-Walker Co.	(e)
Shelby Williams Industries, Inc.	(d, e, f, t, b)
SICO Inc.	(d, e, f)
Signature Office Furniture Inc.	(e, o)
Sligh Furniture Co.	(e)
Smith & Watson	(d, e, o)
Spancraft, Ltd.	(O)
Spec'built	(e)
Specified Designs, Inc.	
Stakmore Co. Inc.	(f)
Dick Stambaugh, Inc.	(d, e, o, t, b)
Stamco	(e, o)
Stanwood Corp.	(t)
Statesville-Ross Mfg.	(d, o)
Steelcase, Inc.	(d, e, o)
Stendig Intl. Inc.	(d, e, o)

	C		
5) t)	Stow & Davis, A Steelcas		
	John Stuart International	(d,	e, o)
t)	Stylume Products Inc.		(t, b)
)	Sun & Leisure Ltd.		(d, f)
2)	Superior Woodcraft, Inc.	(d	, t, b)
2) ))	Systems Furniture Co.		(e, t)
	TSAO Designs, Inc.		(0)
) )	Tavola International		(e)
)	Taylor Chair	(d,	e, o)
))	Tech Furniture, Inc.		(d, o)
1	Technal Inc.		
2	Telescope Folding Furnitu	re Co., Inc. (d	, f, o)
2	Tennsco Corp.		(e, f)
0	Terra Furniture Inc.		(d, o)
)	Thayer Coggin Institution	al, Inc.	(0)
9	Thomasville Furniture Ind	ustries, Thomasville	
)	Contract		(d)
)	Thompson Butcher Block	Co.	(d, e)
)	Thonet	(d, e, o	
)	Tile Tops Inc.	(4) 4) 5	(d)
	Tracy Ltd. Inc.		(d, o)
)	Trawood Mfg. Co. Inc.		(e, t)
)	Trendler Metal Products I	nc.	(b)
	Tri-Mark/Tulip		e, o)
)	Triple R, Div. of Tee & R	Industries Inc (o	t, b)
)	Trips in Resin		
)	Tuohy Furniture Corp.		(d, o)
)	Vecta Contract		0, t)
)	Versteel	(u, e,	f, o)
)	Vertex Furniture Inc.		(b)
)	Virco Mfg. Corp.	(d, e, f, o,	(e)
)	Vitro Products Inc.	(u, e, 1, 0,	
)	Vricotex America		(t, b)
)	Walker & Zanger, Inc.	(d f	+ (b)
)	Watson Furniture Systems	(d, 1,	t, b)
)	Waymar Inds., Inc.		(e)
)	Welton Mfg.		(t, b)
)	Werzalit/Plexowood Div.		(e) (t)
	West Coast Inds.	(d, e, f,	
)	Westinghouse Furniture Sy	(u, e, i,	
)	John Widdicomb Co.		(e) d, o)
)	Williams Office Furniture		
(i	Winkelman Industries	1-1	t, b)
K	Wood Design		e, o)
1	Lee L. Woodard, Inc.	(	(e)
	Woodlee Furniture Corp.		d, o)
	recorp.	(	d, o)



EASY MOVEMENT

FOR WHEELCHAIRS,

ION. ROLLING CARTS. Circle 174 on reader service card

- TRED-MOR cushion installed with the SCI Dubl-Stik technique eliminates friction between carpet and cushion. Minimizes stress and strain on seams.
- Ideal for heavy-traffic installations. Stays put despite moisture, stress and impact. Minimizes noise.



DUBL-STIK INSTALLATION -CUSHION GLUED TO FLOOR, CARPET GLUED TO CUSHION.

 No need for carpet restretching. Tailors easily to large areas, oddshaped rooms and unusual or problem areas. Eliminates costly calibacks.

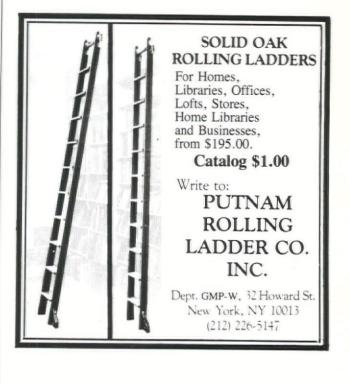
Provides outstanding walk, luxurious feel for a quiet, pleasant environment while extending carpet life up to 62%.

\*Test results available upon request.



SPONGE-CUSHION, INC. P.O. Box 709, 902 Armstrong St. Morris, IL 60450-0709 (815) 942-2300 • (800) 435-4062

A ARE COMPANY



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#### TABLES & TABLE PARTS-Continued

The Woodsmiths	(d, e, t)
Work Space International, Inc.	(e, t)
Wycombe Meyer Co., Inc.	(d, e, o)
Xception Design Ltd.	(e)
Zographos Designs Ltd.	(d, e)

#### TABLEWARE

cchina
g—glassware
I-linens & napery
s-silverware, flatware
Artex International Inc.
Libbey Glass div., Owens-Illinois, Inc.
Office Accents Inc., Gift Craft Leather Co.
Snap-Drape Inc.
J.P. Stevens Co.
Wendell Fabrics Corp.

(l) (g) (g) (l) (l) (l)

#### TILE

c—ceramic	
co-cork	
I—leather	
ma-marble	
m-metal	
mr-mirror	
mo-mosaic	
American Olean Tile Co., Div. of	National
Gypsum Co.	(c, mo)
Amsterdam Corp.	(c. ma, mo)
Buchtal	(c)
Duchtal	(C)

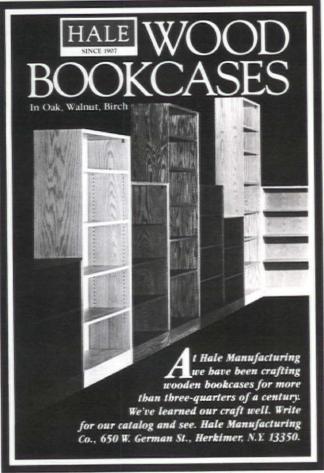
California Metal Enameling Co., Cameo	(m)
	n, mr, mo)
Contemporary Hides	(1)
Edelman Leather	(1)
Expanko Cork Co., Inc.	(co)
Fiandre/Transceramica	(C)
Floral Glass & Mirror	(mr)
Forms & Surfaces, Inc.	(c)
Fritz Chemical Co.	(ma)
Gail International Corp., Sub. Gail Ceram	
	(ma)
Marble Technics Ltd.	(C)
Metropolitan Ceramics Inc.	(C)
Mid-State Tile Co.	(mr)
National Products, Inc.	
The Ber Certainies	c, ma, mo)
October Co. Inc.	(m)
	c, ma, mo)
Ram Products Co.	(mr)
Ro-Tile Inc.	(c)
Spinneybeck	(1)
Summitville Tiles Inc.	(c, mo)
Terra Firma Tile	(C)
U.S. Ceramic Tile Co.	(c)
Vermont Marble Co.	(ma)
Walker & Zanger, Inc.	(mo)
Helen Webber Designs, Ltd.	(C)

#### TUBULAR STRUCTURAL SYSTEMS

Abstracta Structures, Inc. Albrass Enterprises, Albrass Architectural Designs Allied Mechanical Tube Div., An Atcor Co. Allied Trend System Inc. Bevco Precision Mfg. Co. Brass Smith Kenlin Enterprises Lavi Industries Mode Corp. Normbau, Inc. Opto International, Inc. Peter Pepper Products Inc. Syma Systems, Inc. Uni Corp. Display Products, Subs. Gordon Tube Products Inc. Unistrut Building Systems

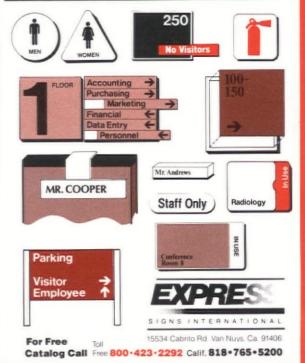
#### WALLCOVERINGS

c-carpet
co-cork
ff-fabrics & felt
fl—flock
fo-foil
g-grasscloth
h—handwoven
I—leather
mi-mirror
m—mylar
pn—paneling
p—paper s—scenics & murals
sfsculptural facings
st-strippable
v—vinyl
w—wood veneers Acoustone Corp. Newcastle Fabrics Div. (ff)
reduit juilles renties, men
indifficed rectine B)
AllianceWall Corp. (pn)
American Leather Mfg. Co. (I)
American Olean Tile Co., Div. of National
Gypsum Co. (s)
Ametex Contract Fabrics (c, co, ff, fl, fo, p, s, v)
Amoco Fabrics and Fibers (ff)
Arc-Com Fabrics (ff)
Architectural Stoneware, Inc. (sf)
Architex International (c, ff, g, l, v)
Armstrong World Industries, Inc. (co)
Art People, Inc. (ff)
Artafax Systems Ltd. (s)
Astor Wallcoverings, Div. of Pantasote Inc.
(ff, fl, m, st, v)



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#### WALLCOVERINGS—Continued

Atlanta Architectural Textiles Div Curre	
Atlanta Architectural Textiles, Div. Curra Badische Corp. Bangkok Industries Inc. Bangor Cork Co., Inc. Barclay Fabrics, A Division of United Fa	(c) (w) (co, v) brics Inc.
Gretchen Bellinger Inc. Bentley Mills, Inc. Joel Berman Associates, Stretchwall Div. J.P. Blomquist Co. Mort L. Bloom Design Norton Blumenthal Wallcoverings (g, Bolta Wallcoverings, Div. DiversiTech G	
C.I. Designs Canadian General Tower Capaul Carnegie Fabrics Inc. Celia, Inc., Corporate Offices Central Shippee, Inc. Champion International Corp. Chatham Manufacturing Co. China Seas Coburn Corp. Coburn Corp.	
Columbus Coated Fabrics, Div. Borden (	fo, p, st, v)
Combeau Industries (ff, fo, g, Conrad Imports Inc. Construction Specialties, Inc. Contemporary Hides Continental Felt Co. Contract Distributors Corp. Contract Wallcoverings, Inc. (c, ff, g,	m, p, st, v) (ff, g, h) (v) (l) (c, ff) p, s, v, w) ff, g, sf, st)
Cordemex-USA Inc. Counterpoint Crown Wallcovering Corp. (co, ff Cumberland Woodcraft Co. Inc. DSI (ff David & Dash (co, ff, fl, fo, m, p, s, s) Deco/Gard Products	(ff) (ff, l, v) , g, p, s, v) (pn) , g, l, p, v) sf, st, v, w) (v)
Design Tex Fabrics Inc. (c, Designs By Bock Inc. Diversitech General, Inc., Coated Fabrics	ff, p, st, v) s Div. (w)
Durawall Inc. (co, Dyrotech Industries, Inc. Eagle Plywood & Door Mfg. Inc.	ff, g, m, v) (pn) (pn, w)
Earthgender, Inc., Architectural Pottery	
Edelman Leather Eggers Industries	(sf) (ff, l)
Eggers Industries 800 Mirrors, Div. Mechanical Mirror Wo	(ff, l) (pn, w) orks (mi)
Eggers Industries 800 Mirrors, Div. Mechanical Mirror Wo Ben Elfman & Son, Inc. Emjay Graphic Products Entol Industries Inc.	(ff, l) (pn, w) orks (mi) (c) (s) (pn, sf)
Eggers Industries 800 Mirrors, Div. Mechanical Mirror Wo Ben Elfman & Son, Inc. Emjay Graphic Products Entiol Industries Inc. Environmental Graphics, Inc. Essex Wallcoverings, The Wallcovering D	(ff, l) (pn, w) orks (mi) (c) (s) (pn, sf) (p, s, st, v) Div.,
Eggers Industries 800 Mirrors, Div. Mechanical Mirror Wo Ben Elfman & Son, Inc. Emjay Graphic Products Entol Industries Inc. Environmental Graphics, Inc. Essex Wallcoverings, The Wallcovering D DiversiTech General, A GenCorp Co	(ff, l) (pn, w) orks (mi) (c) (s) (p, s, st, v) Div., (st, v)
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Eggers Industries 800 Mirrors, Div. Mechanical Mirror Wo Ben Elfman & Son, Inc. Emjay Graphic Products Entol Industries Inc. Environmental Graphics, Inc. Essex Wallcoverings, The Wallcovering E DiversiTech General, A GenCorp Co Eurotex Inc. Expanko Cork Co., Inc. Fabra-Wall Ltd. FabriTrak Felmar Plastics Corp. Edward Fields Inc. Flexible Materials Inc. Flexible Materials Inc. Floral Glass & Mirror Forbo North America, Inc. Forms & Surfaces, Inc. GMT Go-Met-Tile Associates Inc. General Drapery Services Inc. General Felt Industries General Felt Industries West Coast Div. Genon Wallcoverings, DiversiTech Genere GenCorp Company Gilford, Inc. B. F. Goodrich, Decorative Products	(ff, l) (pn, w) (s) (pr, s, st, v) (p, s, st, v) (p, s, st, v) (p, s, st, v) (c) (co, pn) (ff, s, v) (ct, v)

HGH Design Group (f	f, p, v)
Hamilton Adams Imports Ltd.	(ff)
S. Harris & Co., Inc. Heller Group	(ff)
Hendrick Textiles, Ltd.	(c, fl) (ff)
S. M. Hexter Co. (c, co, ff, g, m, p, s	
Holly Imports	(S)
Homasote Co.	(co, ff)
Homestead Fabrics, Contract Division Importex	(ff) (ff, g)
	f, p, v)
Institutional Carpet Mills	(c)
Insul-Art Acoustics Corp.	(ff, pn)
International Fabrics, Div. of Shelby Williams	
International Linen Promotion Commission	ff, I, v) (ff)
Intex Plastics (g	, st, v)
Jones & Morris Photo Enlarging Ltd.	(5)
J. Josephson, Inc. (fo, m, p	, st, v)
KCR Fabrics Inc. (f Keleen Leathers	f, s, sf) (1)
Kemos Carpets Intl.	(c)
Kenney Drapery Assoc., Inc. Kleen-Tex Inds., Inc., Weaving Div.	(ff)
Kleen-Tex Inds., Inc., Weaving Div.	(ff)
Knoll Textiles ( Kravet Fabrics Inc.	c, ff, l) (v)
Lamin-Art, Inc.	(w)
Laminating Services, Inc. (c, co, ff, fl, g, p	
Jack Lenor Larsen (c,	ff, l, s)
LaserColor Laboratories Lazarus Contract	(s) (ff)
	f, p, v)
Lino Ambiante, Div. General Drapery	(ff)
Lonseal Inc.	(v)
J.M. Lynne Wallcoverings (c, co, ff, fl, fo, l, m, p, sf, st	V w)
MDC Wallcoverings	, *, **)
Maharam Fabric Corp.	(ff)
Anton Maix Fabrics Inc.	(ff)
Manchester Intl. Inc. Karl Mann Associates (m, p	(C) , st, v)
	n, s, v)
Marble Technics Ltd.	(pn)
Masonite Corp., Commercial Div.	(pn)
Masonite Corp., Commercial Div. S.A. Maxwell	(pn)
(c, co, ff, fl, fo, g, m, p, s, sf, st	V W)
Meisel Photographic Design Div.	(s, v)
Middletown Leather Co.	(1)
Midwest Embrodiery Co.	(ff, s)
Milliken Contract Carpets Mira-X International Furnishings Inc.	(c, ff) (c)
Mirror of Sweden, Inc.	(ff)
Mirrorlite, Div. Kamar Products Inc.	(mi)
Mitchell Designs (co, fl, fo, g	, p, v)
Modeworks Benjamin Moore Co.	(5)
National Carpet Mills, Inc.	(c)
National Gypsum Co. (fo, g, m, p	
National Products, Inc. (co, mi,	
Naturescapes, Inc. Nevamar Corporation	(s) (w)
Northtown Glass, Division of NTG Industries	Inc.
	(mi)
Norton-Blumenthal Inc. (ff, fo, g, p, sf	
OJVM Wallcoverings Old Deerfield, Inc.	(ff)
Omni Wallcoverings, Inc. (c, ff, g, l, m, p, st	v. w)
Outwater Plastics	mi, m)
Ozite Corp. Rawling Corp. Standard Broducts Div	(c)
Pawling Corp., Standard Products Div.	(sf)
Perceptive Concepts (fo, m, p Pilot Woodworking Co., Inc.	(w)
Pioneer Plastics, Div LOF Plastics Inc.	(w)
Polaris Mills	(c, ff)
The Position People Corp.	(ff)
Potlatch Corp. Prestige Wallcoverings	(pn) (ff)
Product Sales Associates	(v)
Ram Products Co.	(mi)
Reed Wallcoverings (co, ff, fo, m, p, st, Rohm & Haas Co	
Rohm & Haas Co. Ben Rose Inc. (ff,	(mi) m, v)
Rossville Mills Inc.	(ff)
Sainberg & Co. Inc.	(1)
Scalamandre Inc. (c, co, ff, fl, fo, g, l, m	
F. Schumacher & Co., Schumacher	(5)
Fabrics/Waverly Fabrics	
(co, ff, g, h, l, m, p	), s, v)
The Scott Group	(c)
Seabrook Wallcoverings	V w
(c, co, ff, fl, fo, g, h, m, p, s, st, Sellers & Josephson (ff, fo, g, m, p	st, v)
Sempatap Inc. (c, ff,	g, w)
Shogun International Corp. (mi, m, pn, sf,	v, w)
Sinclair Wallcovering & Fabric (co, ff, fl, fo, g, m, p, s, st,	V. W)
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Sommer Wallcoverings (ff)	
Souveran Fabrics Corp. (ff)	
Spec'built (pn)	
Specialty Fabric Products, Inc. (ff)	
Spinneybeck (I)	
Chester B. Stem Co. Inc. (w)	
Style-Tex, Decorative Products, Div. National	
Gypsum Co. (fo, m, st, v)	
Suedetex USA (ff, I, v)	
Sunwall of America, Bordon Inc. (ff, g, m, p, st, v)	
Sunwall of America (fo, p, st, v)	
Tarkett Inc. (v)	
Shirley Tattersfield Ltd. (s)	
Tectum Inc. (pn)	
Textile Wallcoverings International Ltd. (c, ff, g)	
3M, Commercial Graphics Div. (s)	
Thybony Wallcoverings (co, ff, g, m, p, s, st, v, w)	
Toltec Fabrics, Inc. (ff)	
Top Grade (c)	
Unika-Vaev USA Inc. (ff)	
Joyce Vagasy Textiles, Div. Amicale Fabrics (ff)	
Valley Forge Fabrics (ff)	
Vaughan Walls Inc. (co, ff, v, w)	
Vescom USA Inc. (ff, v)	
Vycon Contract 54 (st, v)	
Wall Fabrics Inc. (ff)	
Wall Pride Inc. (c, ff, fl, fo, m, p, s, st, v)	
Wall Solutions (ff)	
Wallmates Vinyls, Inc. (sf)	
David R. Webb Co. (w)	
Webb Designs, Inc. (pn)	
Wendell Fabrics Corp. (ff, p)	
Westgate Fabrics Inc. (ff, p, st)	
Weyerhaeuser (pn, v, w)	
Wicklund Associates Design Inc. (s)	
Willow-Tex Inc.	
Wolf-Gordon, Inc., Wallcoverings & Upholstery	
(c, co, ff, fl, fo, g, l, m, p, st, v, w)	
S.R. Wood Inc. (co, ff, g, v, w)	
Jim Wylie & Company (c, ff, g)	
Z-Brick Company, VMC Corp. (sf)	

#### WALLS

Artafax Systems Ltd.       (a         Artafax Display Industries, Inc.       (t)         BlF, Inc.       (t)         BLI Corp.       (a)         Bangkok Industries Inc.       (a, w)         Bannerworks, Inc.       (a)         Joel Berman Associates, Stretchwall Div.       (a)         H.L. Birum Corp.       (m)         Borroughs Div., Lear Siegler Inc.       (a)         Business Environments, Design by Ron Brejtfus       Cado/Royal System Inc.         Cado/Royal System Inc.       (m, w)         Capaul       (a)         LE. Carpenter & Co.       (a)         Chelsea Decorative Metal Co.       (me)         Cold Spring Granite       (p)         Consolidated Aluminum       (me)         Consolidated Aluminum       (me)         Customwood Mfg. Co.       (f, m, p, s, w)         Quonn Corp.       (a)         Dyrotech Industries, Inc.       (a)         Bonn Corp.       (a)         Pyrotech Industries, Inc.       (a)         Bonn Corp.       (a, m, g)         Dyrotech Industries, Inc.       (a)         Donn Corp.       (a, m, g)         Bortech Industries, Inc.       (a)         Dyrotech Industries,		
f—folding m—movable p—permanent s—sliding g—glass me—metal pl—plastic t—tambour walls w—wood Acme Steel Partitions (m, g, me Acoustone Corp., Newcastle Fabrics Div. (a Adanlock-Jamestown, Div. Blasius Ind. (a, m, g, me, pl AllianceWall Corp. (f, m, p, s, me Alumax, Magnolia Div. (a American Seating Co. (a, me, w Armstar Armstrong World Industries, Inc. (a Artifax Systems Ltd. (a Artifax Systems Ltd. (a Artifax Display Industries, Inc. (f) BIF, Inc. BLI Corp. (a Bangkok Industries Inc. (a, w Bannerworks, Inc. (a) H.L. Birum Corp. (m) Borroughs Div., Lear Siegler Inc. (a) Business Environments, Design by Ron Brejtfus Cado/Royal System Inc. (m, w Capaul (a) L.E. Carpenter & Co. (a) Champion International Corp. (m) Consolidated Aluminum (me Contemporary Products Inc. (a, m, g) Copperlite Corp. (a, m, g) Copperlite Corp. (a, m, g) Copperlite Corp. (a, m, g) Copperlite Corp. (a, m, g) Contemporary Products Inc. (a, m, g) Contemporary Products Inc. (a, m, g) Contemporary Products Inc. (a, m, g) Copperlite Corp. (b) Copperlite Corp. (c) Copper	a-acoustical	
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m—movable         p—permanent         s—sliding         g—glass         me—metal         p—lpalstic         t—tambour walls         w—wood         Acme Steel Partitions       (m, g, me         Accustone Corp., Newcastle Fabrics Div.       (a         Adanlock-Jamestown, Div. Blasius Ind.       (a, m, g, me, pl         AllianceWall Corp.       (f, m, p, s, me         AllianceWall Corp.       (f, m, p, s, me         Alumax, Magnolia Div.       (me         American Seating Co.       (a, me, w         Arrifax Systems Ltd.       (a         Artifax Display Industries, Inc.       (the string the		
p—permanent         s—sliding         g—glass         me—metal         pl—plastic         t—tambour walls         w—wood         Acme Steel Partitions       (m, g, me         Acoustone Corp., Newcastle Fabrics Div.       (a         Adanlock-Jamestown, Div. Blasius Ind.       (a, m, g, me, pl         AllianceWall Corp.       (f, m, p, s, me         AllianceWall Corp.       (f, m, p, s, me         Alumax, Magnolia Div.       (me         Armstrong World Industries, Inc.       (a         Artrafax Systems Ltd.       (a         Artafax Display Industries, Inc.       (f)         BLI Corp.       (a)         Bangkok Industries Inc.       (a)         Banerworks, Inc.       (a)         Joel Berman Associates, Stretchwall Div.       (a)         H.L. Birum Corp.       (m)         Business Environments, Design by Ron Breitfus       (a)         Cado/Royal System Inc.       (m)         Capaul       (a)         L.E. Carpenter & Co.       (a)         Champion International Corp.       (m)         Contemporary Products & Eqpt. Inc.       (m)         Contemporary Products & Eqpt. Inc.       (m) <t< td=""><td></td><td></td></t<>		
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me—metal         pl—plastic         t—tambour walls         w—wood         Acme Steel Partitions       (m, g, me         Acoustone Corp., Newcastle Fabrics Div.       (a         Adanlock-Jamestown, Div. Blasius Ind.       (a, m, g, me, pl         AllianceWall Corp.       (f, m, p, s, me         AllianceWall Corp.       (a, me, w         Armstrong World Industries, Inc.       (a         Arrifax Display Industries, Inc.       (a         Artifax Display Industries, Inc.       (a)         BLI Corp.       (a)         BLI Corp.       (a)         Bangkok Industries Inc.       (a, w         Banneworks, Inc.       (a)         H.L. Birum Corp.       (a)         Borroughs Div., Lear Siegler Inc.       (a)         Borroughs Div., Lear Siegler Inc.       (a)         LE. Carpenter & Co.       (a)         Cabo/Royal System Inc.       (me         Claridge Products & Eqpt. Inc.       (me         Consolidated Aluminum       (me         Consolidated Aluminum       (me         Contemporary Products Inc.       (a, m, g)         Copperlite Corp.       (me         Cuberland Woodcraft Co. Inc.       (m, p, w)		
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w—wood         Acme Steel Partitions       (m, g, me         Acoustone Corp., Newcastle Fabrics Div.       (a         Adanlock-Jamestown, Div. Blasius Ind.       (a, m, g, me, pl         AllianceWall Corp.       (f, m, p, s, me         AllianceWall Corp.       (f, m, p, s, me         AllianceWall Corp.       (a, me, w         Armstrong World Industries, Inc.       (a         Arrifax Display Industries, Inc.       (a         Artifax Display Industries, Inc.       (a)         BLI Corp.       (a)         Buneworks, Inc.       (a)         Bangkok Industries Inc.       (a, w         Banneworks, Inc.       (a)         Joel Berman Associates, Stretchwall Div.       (a)         H.L. Birum Corp.       (a)         Borroughs Div., Lear Siegler Inc.       (a)         Borroughs Div., Lear Siegler Inc.       (a)         LE. Carpenter & Co.       (a)         Cado/Royal System Inc.       (me         Claridge Products & Eqpt. Inc.       (me         Consolidated Aluminum       (me         Consolidated Aluminum       (me         Compering Cranite       (p)         Courberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co. <t< td=""><td></td><td></td></t<>		
Acme Steel Partitions       (m, g, me         Acoustone Corp., Newcastle Fabrics Div.       (a         Adanlock-Jamestown, Div. Blasius Ind.       (a, m, g, me, pl         AllianceWall Corp.       (f, m, p, s, me         AllianceWall Corp.       (f, m, p, s, me         Alumax, Magnolia Div.       (a, me, w         Armstrong World Industries, Inc.       (a         Artifax Display Industries, Inc.       (a         Artifax Display Industries, Inc.       (a         Artifax Display Industries, Inc.       (a         Bl. Corp.       (a         Bunneworks, Inc.       (a, w         Banneworks, Inc.       (a         Joel Berman Associates, Stretchwall Div.       (a         H.L. Birum Corp.       (a         Business Environments, Design by Ron Breitfus       (a         Cado/Royal System Inc.       (m, w         Cada/Royal System Inc.       (me         Claridge Products & Eqpt. Inc.       (me         Contemporary Products Metal Co.       (me         Contemporary Products Metal Co.       (me         Cumberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co.       (f, m, p, w, w         Doynotech Industries, Inc.       (a         Bon more, Div. Mechanical M		
Acoustone Corp., Newcastle Fabrics Div.       (a.         Adanlock-Jamestown, Div. Blasius Ind.       (a, m, g, me, p)         AllianceWall Corp.       (f, m, p, s, me         Alumax, Magnolia Div.       (me         American Seating Co.       (a, me, w         Arrafax Systems Ltd.       (a         Artifax Display Industries, Inc.       (a         BIF, Inc.       BL         BLC Orp.       (a         Business Environments, Design by Ron Brejtfus         Cado/Royal System Inc.       (me, w         Ant.L. Birum Corp.       (a         Business Environments, Design by Ron Brejtfus         Cado/Royal System Inc.       (me         Cado/Royal System Inc.       (me         Claridge Products & Eqpt. Inc.       (me         Contemporary Products Inc.       (m, w, g         Copperite Corp.       (me         Cold Spring Granite       (p         Contemporary Products Inc.       (a, m, g         Copperite Corp.       (me         Customwood Mfg. Co.       (f, m, p, s, w)         Decoustics Ltd.       (a         Down Corp.       (a, m, g         Contemporary. Div. Mechanical Mirror Works       (p         Bonn Corp.       (a, m, g      <		(m a ma)
Adanlock-Jamestown, Div. Blasius Ind.       (a, m, g, me, pl         AllianceWall Corp.       (f, m, p, s, me         Aumax, Magnolia Div.       (me         American Seating Co.       (a, me, w         Armstar       (a         Artafax Systems Ltd.       (a         Artifax Display Industries, Inc.       (a         Artifax Display Industries, Inc.       (a         Blf. Inc.       (b)         BLI Corp.       (a         Bangkok Industries Inc.       (a, w         Bangkok Industries Inc.       (a, w         Banerworks, Inc.       (a         Joel Berman Associates, Stretchwall Div.       (a         H.L. Birum Corp.       (me         Borroughs Div., Lear Siegler Inc.       (a         Qapaul       (a         LE. Carpenter & Co.       (a         Champion International Corp.       (me         Coladge Products & Eqpt. Inc.       (me         Coladge Products & Eqpt. Inc.       (a, m, g         Copperlite Corp.       (me         Cumberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co.       (f, m, p, s, w         Dyrotech Industries, Inc.       (a         Bonn Corp.       (a, e, f, m, s		(III, g, IIIe)
(a, m, g, me, pl         AllianceWall Corp.       (f, m, p, s, me         Alumax, Magnolia Div.       (me         American Seating Co.       (a, me, w         Armstrong World Industries, Inc.       (a         Artafax Systems Ltd.       (a         Artifax Display Industries, Inc.       (f)         BlF, Inc.       (a)         BLI Corp.       (a)         Bangkok Industries Inc.       (a)         Bannerworks, Inc.       (a)         Joel Berman Associates, Stretchwall Div.       (a)         H.L. Birum Corp.       (a)         Business Environments, Design by Ron Breitfus       (a)         Cado/Royal System Inc.       (m, w)         Capaul       (a)         LE. Carpenter & Co.       (a)         Champion International Corp.       (w)         Cold Spring Granite       (m)         Contemporary Products & Eqpt. Inc.       (m, p, m)         Contemporary Products & Eqpt. Inc.       (m, p, w)         Cumberland Woodcraft Co. Inc.       (m, p, w)         Customwood Mfg. Co.       (f, m, p, w)         Customwood Mfg. Co.       (f, m, p, s)         Oyrotech Industries, Inc.       (a)         Boonn Corp.       (a, m, g)      <		
AllianceWall Corp.       (f, m, p, s, me         Alumax, Magnolia Div.       (me         American Seating Co.       (a, me, w         ArmStar       (a         ArrmStrong World Industries, Inc.       (a         Artafax Systems Ltd.       (a         Artafax Systems Ltd.       (a         Artafax Systems Ltd.       (a         BiF, Inc.       (b)         BLI Corp.       (a         Joel Berman Associates, Stretchwall Div.       (a         Joel Berman Associates, Stretchwall Div.       (a         Business Environments, Design by Ron Breitfus       Cado/Royal System Inc.         Cado/Royal System Inc.       (m, w         Claridge Products & Eqpt. Inc.       (m, g         Contemporary Products Inc.       (a, m, g         Copperlite Corp.       (me         Customwood Mfg. Co.       (f, m, p, s, w         Decoustics Ltd.       (a         Down Corp.       (a, m, g         Opyrotech Industries, Inc.       (a)         Bartow Corp.       (a, m, g         Cother Corp.       (me         Contemporary Products Inc.       (a, m, g         Copperlite Corp.       (me         Gustomwood Mfg. Co.       (f, m, p, s, w      <	Adaniock-Jamestown, Div. Blasius	
Alumax, Magnolia Div.       (me         Armetican Seating Co.       (a, me, w         Armstar       (a         Armstrong World Industries, Inc.       (a         Artifax Display Industries, Inc.       (a         Artifax Display Industries, Inc.       (a         BLF, Inc.       (a)         BLI Corp.       (a)         Bangkok Industries Inc.       (a)         Bangkok Industries Inc.       (a)         Borroughs Div., Lear Siegler Inc.       (a)         Borroughs Div., Lear Siegler Inc.       (a)         Business Environments, Design by Ron Breitfus       (a)         Cado/Royal System Inc.       (m, w)         Cado/Royal System Inc.       (m, w)         Calaidge Products & Eqpt. Inc.       (me)         Consolidated Aluminum       (me)         Consolidated Aluminum       (me)         Comperary Products Inc.       (a, m, g)         Copperlite Corp.       (me)         Customwood Mfg. Co.       (f, m, p, s, w)         Decoustics Ltd.       (a)         Down Corp.       (a, m, g)         Dyrotech Industries, Inc.       (a)         800 Mirrors, Div. Mechanical Mirror Works       (p)         800 Mirrors, Div. Mechanical Mirror Works <td>All'and All Com</td> <td></td>	All'and All Com	
American Seating Co.       (a, me, w         Armstrong World Industries, Inc.       (a         Artafax Systems Ltd.       (a         Artafax Systems Ltd.       (a         Artafax Systems Ltd.       (a         Artifax Display Industries, Inc.       (b)         BIF, Inc.       (b)         BLI Corp.       (a)         Bangkok Industries Inc.       (a, w         Bannerworks, Inc.       (a)         Joel Berman Associates, Stretchwall Div.       (a)         H.L. Birum Corp.       (m)         Borroughs Div., Lear Siegler Inc.       (a)         Business Environments, Design by Ron Brejtfus       (a)         Cado/Royal System Inc.       (m, w         Capaul       (a)       (a)         LE. Carpenter & Co.       (a)         Champion International Corp.       (w)         Cold Spring Granite       (p)         Contemporary Products & Eqpt. Inc.       (m, p, w)         Conperlite Corp.       (m)         Cumberland Woodcraft Co. Inc.       (m, p, w)         Customwood Mfg. Co.       (f, m, p, w)         Qustomwood Mfg. Co.       (f, m, g)         Dyrotech Industries, Inc.       (a)         Boln Corp.       (a, m, g)		
ArmStar       Armstrong World Industries, Inc.       (a         Artafax Systems Ltd.       (a         Artafax Display Industries, Inc.       (b)         BIF, Inc.       (a)         Burden       (c)         Bangkok Industries Inc.       (a)         Bangkok Industries Inc.       (a)         Bangkok Industries Inc.       (a)         Bannerworks, Inc.       (a)         Bannerworks, Inc.       (a)         Borroughs Div., Lear Siegler Inc.       (a)         Business Environments, Design by Ron Breitfus       Cado/Royal System Inc.         Cado/Royal System Inc.       (m, w)         Cold Spring Granite       (p)         Contemporary Products & Eqpt. Inc.       (m, p, w)         Copperlite Corp.       (me)         Cumberland Woodcraft Co. Inc.       (m, p, w)         Customwood Mfg. Co.       (f, m, p, w)         Duprotech Industries, Inc.       (p)         800 M		
Armstrong World Industries, Inc.       (a         Artafax Systems Ltd.       (a         Artifax Display Industries, Inc.       (b)         BIF, Inc.       (b)         BLI Corp.       (a)         Bangkok Industries Inc.       (a)         Bangkok Industries Inc.       (a)         Bangkok Industries Inc.       (a)         Borroughs Div., Lear Siegler Inc.       (a)         Borroughs Div., Lear Siegler Inc.       (a)         Business Environments, Design by Ron Breitfus       (m, w)         Cado/Royal System Inc.       (a)         LE. Carpenter & Co.       (a)         Champion International Corp.       (w)         Consolidated Aluminum       (me)         Consolidated Aluminum       (me)         Comperate Corp.       (me)         Customwood Mfg. Co.       (f, m, p, s)         Quoter Ind.       (a)         Down Corp.       (a)         Dyrotech Industries, Inc.       (a)         800 Mirrors, Div. Mechanical Mirror Works       (p)         800 Mirrors, Div. Mechanical Mirror Works       (a)         Entol Industries Inc.       (a)         Fabra-Wall Ltd.       (a) <td></td> <td>(a, me, w)</td>		(a, me, w)
Artafax Systems Ltd.       (a         Artafax Display Industries, Inc.       (tt         BIF, Inc.       (tt         BLI Corp.       (a)         Bangkok Industries Inc.       (a), w         Bannerworks, Inc.       (a)         Jeel Berman Associates, Stretchwall Div.       (a)         Business Environments, Design by Ron Breitfus       (a)         Cado/Royal System Inc.       (a)         Le. Carpenter & Co.       (a)         Champion International Corp.       (w)         Cold Spring Granite       (m)         Consolidated Aluminum       (me)         Contemporary Products & Eqpt. Inc.       (m, p, w)         Couberland Woodcraft Co. Inc.       (m, p, w)         Customwood Mfg. Co.       (f, m, p, s, w)         Decoustics Ltd.       (a)         Down Corp.       (a, m, g)         Dyrotech Industries, Inc.       (a)         Bold Mirrors, Div. Mechanical Mirror Works       (p)         Bold Mirrors, Div. Mechanical Mirror Works       (p)         Bound Industries Inc.       (a)       (a)         Contempora, Nutries Inc.       (a)       (a)         Bound Mirrors, Wall Ltd.       (a)       (a)		
Artifax Dísplay Industries, Inc.       (t)         BIF, Inc.       BIF, Inc.         BLI Corp.       (a)         Bangkok Industries Inc.       (a, w)         Bannerworks, Inc.       (a)         Joel Berman Associates, Stretchwall Div.       (a)         H.L. Birum Corp.       (m)         Borroughs Div., Lear Siegler Inc.       (a)         Gado/Royal System Inc.       (m, w)         Cado/Royal System Inc.       (m, w)         Champion International Corp.       (w)         Charagion Granite       (m)         Contemporary Products & Eqpt. Inc.       (m, p, m)         Contemporary Products Inc.       (a, m, g)         Copperlite Corp.       (m)         Customwood Mfg. Co.       (f, m, p, s, w)         Decoustics Ltd.       (a)         Donn Corp.       (a, m, g)         Dyrotech Industries, Inc.       (m) <td></td> <td>(a)</td>		(a)
BIF, Inc.       (a)         BLI Corp.       (a)         Bangkok Industries Inc.       (a, w)         Banneworks, Inc.       (a)         Joel Berman Associates, Stretchwall Div.       (a)         H.L. Birum Corp.       (m)         Borroughs Div., Lear Siegler Inc.       (a)         Business Environments, Design by Ron Breitfus       (a)         Cado/Royal System Inc.       (a)         LE. Carpenter & Co.       (a)         Champion International Corp.       (w)         Chelsea Decorative Metal Co.       (me)         Cold Spring Granite       (p)         Consolidated Aluminum       (me)         Comperlite Corp.       (me)         Customwood Mfg. Co.       (f, m, p, s, w)         Decoustics Ltd.       (a)         Dynotech Industries, Inc.       (a)         BON Mirrors, Div. Mechanical Mirror Works       (p)         BON Mirrors, Div. Mechanical Mirror Works       (p)         BON Mirrors, Div. Mechanical Mirror Works       (p)         Entol Industries Inc.       (a)         Fabra-Wall Ltd.       (a)		(a)
BLI Corp.       (a)         Bangkok Industries Inc.       (a, w)         Bannerworks, Inc.       (a)         Joel Berman Associates, Stretchwall Div.       (a)         Borroughs Div., Lear Siegler Inc.       (a)         Borroughs Div., Lear Siegler Inc.       (a)         Business Environments, Design by Ron Breitfus       Cado/Royal System Inc.       (a)         Capaul       (a)       (a)         LE. Carpenter & Co.       (a)       (a)         Chelsea Decorative Metal Co.       (me)       (me)         Cold Spring Granite       (p)       (me)         Contemporary Products & Eqpt. Inc.       (m, p, me)       (me)         Couberland Woodcraft Co. Inc.       (m, p, w)       (me)         Customwood Mfg. Co.       (f, m, p, s)       (a)         Dyrotech Industries, Inc.       (a)       (a)         Bool Mirrors, Div. Mechanical Mirror Works       (p)       (p)         Bool Industries Inc.       (a)       (a)       (a)         Fabra-Wall Ltd.       (a)       (a)       (a)		(t)
Bangkok Industries Inc.       (a, w         Bannerworks, Inc.       (a)         Joel Berman Associates, Stretchwall Div.       (a)         H.L. Birum Corp.       (m)         Borroughs Div., Lear Siegler Inc.       (a)         Business Environments, Design by Ron Breitfus       (a)         Cado/Royal System Inc.       (m, w         Champion International Corp.       (w)         Chardge Products & Eqpt. Inc.       (m, p, me)         Cold Spring Granite       (p)         Contemporary Products Inc.       (a, m, g)         Copperlite Corp.       (m, p, w)         Customwood Mfg. Co.       (f, m, p, s, w)         Decoustics Ltd.       (a)         Down Corp.       (a, m, g)         Owner, Div. Mechanical Mirror Works       (p)         Boon Corp.       (a, m, g)         Dyrotech Industries, Inc.       (a)         Boon Mirrors, Div. Mechanical Mirror Works       (p)         Boon Industries Inc.       (a)         Fabra-Wall Ltd.       (a)	BIF, Inc.	
Bannerworks, Inc.       (a)         Joel Berman Associates, Stretchwall Div.       (a)         H.L. Birum Corp.       (m)         Borroughs Div., Lear Siegler Inc.       (a)         Business Environments, Design by Ron Breitfus       (a)         Cado/Royal System Inc.       (m, w)         Capaul       (a)         L.E. Carpenter & Co.       (a)         Chelsea Decorative Metal Co.       (me)         Consolidated Aluminum       (me)         Consolidated Aluminum       (me)         Cumberland Woodcraft Co. Inc.       (m, p, s, w)         Decoustics Ltd.       (a)         Dynotech Industries, Inc.       (a)         Byortoetch Industries, Inc.       (a)         Bool Mirrors, Div. Mechanical Mirror Works       (p)         Bool Mirrors, Div. Mechanical Mirror Works       (p)         Emco, Inc.       (a)       (a)         Entol Industries Inc.       (a)       (a)         Fabra-Wall Ltd.       (a)       (a)	BLI Corp.	(a)
Joel Berman Associates, Stretchwall Div.       (a         H.L. Birum Corp.       (m         Borroughs Div., Lear Siegler Inc.       (a         Business Environments, Design by Ron Breitfus       (a)         Cado/Royal System Inc.       (m, w         Capaul       (a)         LE. Carpenter & Co.       (a)         Chardge Products & Eqpt. Inc.       (m, p, me)         Cold Spring Granite       (m)         Contemporary Products Inc.       (a, m, g)         Copperlite Corp.       (me)         Customeorary Products Inc.       (m, p, we)         Customwood Mfg. Co.       (f, m, p, w)         Quadrites, Inc.       (m)         Soon Corp.       (a)         Quinters, Div. Mechanical Mirror Works       (p)         Soon Mirrors, Div. Mechanical Mirror Works       (p)         Borno Industries Inc.       (a, e, f, m, s)         Entol Industries Inc.       (a)         Fabra-Wall Ltd.       (a)	Bangkok Industries Inc.	(a, w)
H.L. Birum Corp.       (m         Borroughs Div., Lear Siegler Inc.       (a         Business Environments, Design by Ron Breitfus       Cado/Royal System Inc.       (m, w         Cado/Royal System Inc.       (m, w       Capaul       (a         L.E. Carpenter & Co.       (a       Champion International Corp.       (w         Charage Products & Eqpt. Inc.       (m, p, me       Cold Spring Granite       (p         Contemporary Products Inc.       (a, m, g       Copperlite Corp.       (me         Customwood Mfg. Co.       (f, m, p, w       Customwood Mfg. Co.       (f, m, p, w         Dyrotech Industries, Inc.       (a)       (a)       (p         B00 Mirrors, Div. Mechanical Mirror Works       (p       Encol Industries Inc.       (f)         Fabra-Wall Ltd.       (a)       (a)       (a)       (b)	Bannerworks, Inc.	(a)
Borroughs Div., Lear Siegler Inc. (a Business Environments, Design by Ron Brejtfus Cado/Royal System Inc. (m, w Capaul (a L.E. Carpenter & Co. (a Champion International Corp. (w Chelsea Decorative Metal Co. (me Claridge Products & Eqpt. Inc. (m, p, me Cold Spring Granite (p Consolidated Aluminum (me Contemporary Products Inc. (a, m, g Copperlite Corp. (me Cumberland Woodcraft Co. Inc. (m, p, w Customwood Míg. Co. (f, m, p, s, w Decoustics Ltd. (a, m, g Dyrotech Industries, Inc. (a, e, f, m, s Entol Industries Inc. (a, e, f, m, s Entol Industries Inc. (m)	Joel Berman Associates, Stretchwa	ll Div. (a)
Business Environments, Design by Ron Breitfus         Cado/Royal System Inc.       (m, w         Capaul       (a         L.E. Carpenter & Co.       (a         Champion International Corp.       (w         Chelsea Decorative Metal Co.       (me         Claridge Products & Eqpt. Inc.       (m, p, me         Consolidated Aluminum       (me         Contemporary Products Inc.       (a, m, g         Copperlite Corp.       (me         Customwood Mfg. Co.       (f, m, p, s, w         Decoustics Ltd.       (a         Dynotech Industries, Inc.       (a         800 Mirrors, Div. Mechanical Mirror Works       (p         Emco, Inc.       (a, e, f, m, s)         Entol Industries Inc.       (a, e, f, m, s)         Fabra-Wall Ltd.       (a	H.L. Birum Corp.	(m)
Business Environments, Design by Ron Breitfus         Cado/Royal System Inc.       (m, w         Capaul       (a         L.E. Carpenter & Co.       (a         Champion International Corp.       (w         Chelsea Decorative Metal Co.       (me         Claridge Products & Eqpt. Inc.       (m, p, me         Consolidated Aluminum       (me         Contemporary Products Inc.       (a, m, g         Copperlite Corp.       (me         Customwood Mfg. Co.       (f, m, p, s, w         Decoustics Ltd.       (a         Dynotech Industries, Inc.       (a         800 Mirrors, Div. Mechanical Mirror Works       (p         Emco, Inc.       (a, e, f, m, s)         Entol Industries Inc.       (a, e, f, m, s)         Fabra-Wall Ltd.       (a	Borroughs Div., Lear Siegler Inc.	(a)
Cado/Royal System Inc.       (m, w         Capaul       (a         L.E. Carpenter & Co.       (a         Champion International Corp.       (w         Claridge Products & Eqpt. Inc.       (me         Cold Spring Granite       (p         Contemporary Products Inc.       (a, m, g         Copperlite Corp.       (me         Customberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co.       (f, m, p, w         Dyrotech Industries, Inc.       (a         800 Mirrors, Div. Mechanical Mirror Works       (p         Entol Industries Inc.       (a, e, f, m, s         Entol Industries Inc.       (a, e, f, m, s         Entol Industries Inc.       (a         Kather Mail Ltd.       (a		Ron Breitfus
Capaul       (a         L.E. Carpenter & Co.       (a         Champion International Corp.       (w         Chelsea Decorative Metal Co.       (me         Cold Spring Granite       (p         Consolidated Aluminum       (me         Contemporary Products Inc.       (a, m, g         Cumberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co.       (f, m, p, s, w         Dyrotech Industries, Inc.       (p         800 Mirrors, Div. Mechanical Mirror Works       (p         Entol Industries Inc.       (a, e, f, m, s)         Fabra-Wall Ltd.       (a		(m, w)
L.E. Carpenter & Co.       (a         Champion International Corp.       (w         Chelsea Decorative Metal Co.       (me         Claridge Products & Eqpt. Inc.       (m, p, me         Cold Spring Granite       (p         Consolidated Aluminum       (me         Contemporary Products Inc.       (a, m, g         Copperlite Corp.       (me         Customwood Mfg. Co.       (f, m, p, s, w         Decoustics Ltd.       (a         Dynotech Industries, Inc.       (p         800 Mirrors, Div. Mechanical Mirror Works       (p         Entol Industries Inc.       (a, e, f, m, s)         Entol Industries Inc.       (a         Fabra-Wall Ltd.       (a		(a)
Champion International Corp.       (w.         Chelsea Decorative Metal Co.       (me         Claridge Products & Eqpt. Inc.       (m, p, me         Cold Spring Granite       (p         Consolidated Aluminum       (me         Consemporary Products Inc.       (a, m, g)         Copperlite Corp.       (me         Cumberland Woodcraft Co. Inc.       (m, p, w)         Outsomwood Mfg. Co.       (f, m, p, w)         Decoustics Ltd.       (a         Down Corp.       (a, m, g)         Dyrotech Industries, Inc.       (p         800 Mirrors, Div. Mechanical Mirror Works       (p         Entol Industries Inc.       (m)         Fabra-Wall Ltd.       (a)		(a)
Chelsea Decorative Metal Co.       (metal Co.         Claridge Products & Eqpt. Inc.       (m, p, metal Co.)         Cold Spring Granite       (p         Consolidated Aluminum       (metal Co.)         Conperlite Corp.       (metal Co.)         Cumberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co.       (f, m, p, s, w         Donn Corp.       (a, m, g)         Byrotech Industries, Inc.       (p         800 Mirrors, Div. Mechanical Mirror Works       (p         Entol Industries Inc.       (a, e, f, m, s)         Fabra-Wall Ltd.       (a)		(w)
Claridge Products & Eqpt. Inc.       (m, p, me         Cold Spring Granite       (p         Consolidated Aluminum       (me         Contemporary Products Inc.       (a, m, g         Cumberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co.       (m, p, s, w         Decoustics Ltd.       (a, m, g         Dyrotech Industries, Inc.       (p         800 Mirrors, Div. Mechanical Mirror Works       (p         Entol Industries Inc.       (a, e, f, m, s)         Fabra-Wall Ltd.       (a		(me)
Cold Špring Granite       (p         Consenporary Products Inc.       (a, m, g         Copperlite Corp.       (me         Cumberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co.       (f, m, p, s, w         Decoustics Ltd.       (a         Down Corp.       (a, m, g         Dyrotech Industries, Inc.       (p         800 Mirrors, Div. Mechanical Mirror Works       (p         Entol Industries Inc.       (a, e, f, m, s)         Fabra-Wall Ltd.       (a)		
Consolidated Aluminum       (me         Contemporary Products Inc.       (a, m, g         Copperlite Corp.       (me         Cumberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co.       (f, m, p, s, w         Donn Corp.       (a, m, g         Dyrotech Industries, Inc.       (p         800 Mirrors, Div. Mechanical Mirror Works       (p         Entol Industries Inc.       (a, e, f, m, s)         Fabra-Wall Ltd.       (a		
Contemporary Products Inc.       (a, m, g         Copperlite Corp.       (me         Cumberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co.       (f, m, p, s, w         Decoustics Ltd.       (a         Dynotech Industries, Inc.       (p         800 Mirrors, Div. Mechanical Mirror Works       (p         Entol Industries Inc.       (a, e, f, m, s)         Fabra-Wall Ltd.       (a		
Copperlite Corp.       (me         Cumberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co.       (f, m, p, s, w         Decoustics Ltd.       (a         Donn Corp.       (a, m, g         Dyrotech Industries, Inc.       (p         800 Mirrors, Div. Mechanical Mirror Works       (p         Entol Industries Inc.       (a, e, f, m, s)         Fabra-Wall Ltd.       (a		
Cumberland Woodcraft Co. Inc.       (m, p, w         Customwood Mfg. Co.       (f, m, p, s, w         Decoustics Ltd.       (a         Donn Corp.       (a, m, g         BOO Mirrors, Div. Mechanical Mirror Works       (p         Emco, Inc.       (a, e, f, m, s)         Entol Industries Inc.       (a         Fabra-Wall Ltd.       (a		
Customwood Mfg. Co.       (f, m, p, s, w         Decoustics Ltd.       (a         Donn Corp.       (a, m, g)         Dyrotech Industries, Inc.       (p)         800 Mirrors, Div. Mechanical Mirror Works       (p)         Emco, Inc.       (a, e, f, m, s)         Entol Industries Inc.       (a)         Fabra-Wall Ltd.       (a)		
Decoustics Ltd. (a Donn Corp. (a, m, g Dyrotech Industries, Inc. (p 800 Mirrors, Div. Mechanical Mirror Works (p Emco, Inc. (a, e, f, m, s Entol Industries Inc. () Fabra-Wall Ltd. (a		
Donn Corp.       (a, m, g         Dyrotech Industries, Inc.       (p         800 Mirrors, Div. Mechanical Mirror Works       (p         Emco, Inc.       (a, e, f, m, s         Entol Industries Inc.       (a         Fabra-Wall Ltd.       (a		
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Fabra-Wall Ltd. (a		
		(t)
Fabrilrak (a, p		(a.
	Fabrilrak	(a, p)

Fiberesin Industries, Inc. (pl)
Flexible Materials Inc. (t)
Forms & Surfaces, Inc. (a, p, me, t, w)
Gayeski Furniture Coordinates, Inc. (p, s, w)
Gilford, Inc. (a)
Globe-Amerada Glass Co. (a, s, g)
Gold Bond Bldg. Products, Div. National Gypsum
Co. (a, m, p)
Harter Corp. (a, m, g, me, w)
Sunar Hauserman Inc. (m, me)
Haynes Vermont Barnboard (w)
Hemisphere Steel Products Corp.
(a, m, g, me, pl, w)
Holcomb & Hoke Mfg. Co. (a, e, f, m, me, w)
Hoover Systems Inc., Acoustical Screens in Color
Inc. (m)
Hough Mfg. Corp. (a, e, f, m, s)
Industrial Acoustics Co., Inc. (a, m)
Interact, Acoustical Screens Corp.
(a, m, g, me, t, w)
Kenney Drapery Assoc., Inc. (a, e)
Knipp & Co. Inc. (w)
Knoll International (m, g, me)
Kwik Wall Co. (a, e, f, m, s, me, pl, w)
Lino Ambiante, Div. General Drapery (a)
Harry Lunstead Designs, Inc. (a)
J.M. Lynne Wallcoverings (a)
MDC Wallcoverings (a, t, w)
MPC, Inc., Noise Control Products Div.
(a, f, m, p, s)
Major Partitions (a, m, p, me, pl, w)
Cy Mann Designs Ltd. (p)
Marble Technics Ltd. (p)
Herman Miller Inc. (a, m, me, pl, w)
Modern Partitions, Div. Trendway Corp.
(a, m, g, me, w)
Modernfold, American-Standard Co.
(a, e, f, m, s, me, pl, w)
Modernfold Doors Inc. (a, e, f, m)
Modu-Build Inc. (a, m, g, me)
National Products, Inc. (me, pl, t, w)
Neal Slate Co. (m)
Nello Systems Co., Inc., Spec-Built Furniture/Wall
Systems (a, m)
Nelson-Adams Co., Acoustical Screen Div. (a)
Nevamar Corporation (me, pl, t, w)
Norton-Blumenthal Inc. (a)
O'Brien Partition Co. (a, m, g)
O'Brien Partition Co. (a, m, g) October Co. Inc. (me)
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O'Brien Partition Co.       (a, m, g)         October Co. Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       (a)         PPC Industries       (g)         Packard Industries Inc.       (a, m, g, me, pl)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Pinecrest Inc.       (f, m, p, s, w)         Pileton Corp.       (a)         Polychromic Designs       (a, m, me)
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O'Brien Partition Co.       (a, m, g)         October Co. Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       (a)         PPC Industries       (g)         Packard Industries Inc.       (a, m, g, me, pl)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, w)         Pilstburgh Corning Corp.       (a)         Plastrigas Inc.       (p)         Pleion Corp.       (a, m, me)         Polychromic Designs       (a, m, me)         Polychromic Designs       (a, m, me)         Polychromic Mfg. Co.       (a, e, f, s, me, w)         Rockaway Metal Products Corp.       (m)         Rohm & Haas Co.       (pl)         Ben Rose Inc.       (a)         Fred Samuel Co., Inc.       (f, m, p, s, w)         Sempatap Inc.       (a)         Shelmark Industries Inc.       (a, m, pe, pl, w)
O'Brien Partition Co.       (a, m, g)         October Co. Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       (a)         PPG Industries       (a)         Packard Industries Inc.       (a, m, g, me, pl)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Pinecrest Inc.       (f, m, p, s, w)         Pilastrglas Inc.       (g)         Polychromic Designs       (a, m, me)         Polychromic Designs       (a, m, me)         Polychromic Designs       (a, m, me)         Notackaway Metal Products Corp.       (m)         Rohm & Haas Co.       (pl)         Ben Rose Inc.       (a)         Fred Samuel Co., Inc.       (f, m, p, s, w)         Sempatap Inc.       (a)         Shelmark Industries Inc.       (a, m, p, me, pl, w)
O'Brien Partition Co.       (a, m, g)         October Co. Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       Open Office Products, Inc.         Open Office Products, Inc.       (a, m)         Operating Div.'       (a)         PPC Industries       (g)         Packard Industries Inc.       (a, e, f, m, me, pl, w)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Peabody Noise Control Inc.       (a, m, me)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a, m, me)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Pinecrest Inc.       (f, m, p, s, w)         Pilotsuburgh Corning Corp.       (a, m)         Polychromic Designs       (a, m)         Polychromic Designs       (a, m)         Potlatch Corp.       (m, g, me)         Rohm & Haas Co.       (p)         Ben Rose Inc.       (a)         Fred Samuel Co., Inc.       (f, m, p, s, w)         Seempatap Inc.       (a)         Shelmark Industries Inc.       (a, m, p, me, pl, w)         Silent Sound Systems Inc.       (a)         Soft Wall Systems Div., Jule
O'Brien Partition Co.       (a, m, g)         October Co. Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       (a)         PPG Industries       (a)         Packard Industries Inc.       (a, m, g, me, pl)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Pinecrest Inc.       (f, m, p, s, w)         Pilastrglas Inc.       (g)         Polychromic Designs       (a, m, me)         Polychromic Designs       (a, m, me)         Polychromic Designs       (a, m, me)         Notackaway Metal Products Corp.       (m)         Rohm & Haas Co.       (pl)         Ben Rose Inc.       (a)         Fred Samuel Co., Inc.       (f, m, p, s, w)         Sempatap Inc.       (a)         Shelmark Industries Inc.       (a, m, p, me, pl, w)
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O'Brien Partition Co.       (a, m, g)         October Co. Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       (a)         PPC Industries       (g)         Pacefide Noise Control Inc.       (a, m, me, pl)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Pinecrest Inc.       (f, m, p, s, w)         Pilotsburgh Corning Corp.       (a)         Pleion Corp.       (a, m, me)         Polychromic Designs       (a, m, me)         Polychromic Designs       (a, m, me)         Polychromic Designs       (a, m, me)         Rohm & Haas Co.       (p)         Ben Rose Inc.       (a)         Fred Samuel Co., Inc.       (f, m, p, s, w)         Sempatap Inc.       (a)         Silent Sound Systems Inc.       (a)         Soft Wall Systems Div., Jules Edlin Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Spec'built       (m)
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O'Brien Partition Co.       (a, m, g)         October Co. Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       Operating Div.'         Open office Products Inc.       (a, m)         Operating Div.'       (a)         PPC Industries       (g)         Packard Industries Inc.       (a, m, g, me, pl)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, w)         Pilotsburgh Corning Corp.       (a)         Plastrglas Inc.       (p)         Pleion Corp.       (a, m, me)         Polychromic Designs       (a, m, me)         Polychromic Designs       (a, m, me)         Polychromic Designs       (a, m, me)         Rockaway Metal Products Corp.       (m)         Richards-Wilcox Mfg. Co.       (a, e, f, s, me, w)         Sempatap Inc.       (a)         Shelmark Industries Inc.       (a, m, p, me, pl, w)         Silent Sound Systems Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Sopec'built       (m)
O'Brien Partition Co.       (a, m, g)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       Open Office Products, Inc.         Open Office Products, Inc.       (a, m)         Outwater Plastics       (a)         PPC Industries       (g)         Packard Industries Inc.       (a, e, f, m, me, pl, w)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Peabody Noise Control Inc.       (a, m, me)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a, m, me)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Pinecrest Inc.       (f, m, p, s, w)         Pilotstorglas Inc.       (p)         Pilotypic Corp.       (a, m, me)         Polychromic Designs       (a, m)         Polychromic Designs       (a, m)         Rockaway Metal Products Corp.       (m, g, me)         Rohm & Haas Co.       (pl)         Ben Rose Inc.       (a)         Soft Wall Systems Div., Jules Edlin Inc.       (a)         Soft Wall Systems Div., Jules Edlin Inc.       (a)         Sourd-Ab-Sorb Inc.       (a)         Starco Co. Inc.       (a)         Steerbuilt
O'Brien Partition Co.       (a, m, g)         October Co. Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       Operating Div.'         Open Office Products, Inc.       (a, m)         Operating Div.'       (a)         PPC Industries       (g)         Packard Industries Inc.       (a, e, f, m, me, pl, w)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Peabody Noise Control Inc.       (a, m, me)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Pitsburgh Corning Corp.       (a, m, me)         Plastrglas Inc.       (p)         Pieion Corp.       (a, m, me)         Polychromic Designs       (a, m, me)         Potlatch Corp.       (m)         Rohm & Haas Co.       (pl)         Ben Rose Inc.       (a)         Shelmark Industries Inc.       (a, m, p, s, w)         Smetara Inc.       (a)         Soft Wall Systems Div., Jules Edlin Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Shere'built       (m)         Sta
O'Brien Partition Co.       (a, m, g)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       Open Office Products, Inc.         Open Office Products, Inc.       (a, m)         Operating Div.       (a)         PPG Industries       (g)         Packard Industries Inc.       (a, m, g, me, pl, w)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Peabody Noise Control Inc.       (a, m, me)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Piletor Corp.       (a, m, me)         Plastrglas Inc.       (p)         Pilotymph Corning Corp.       (a, m)         Polychromic Designs       (a, m)         Notlatch Corp.       (w)         Richards-Wilcox Mfg. Co.       (a, e, f, s, me, w)         Rockaway Metal Products Corp.       (m)         Rohm & Haas Co.       (pl)         Ben Rose Inc.       (a)         Shelmark Industries Inc.       (a, m, p, me, pl, w)         Silent Sound Systems Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Sound-Ab-Sorb Inc.       (a)<
O'Brien Partition Co.       (a, m, g)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       Open Office Products, Inc.         Open Office Products, Inc.       (a, m)         Outwater Plastics       (g)         Packard Industries Inc.       (a, e, f, m, me, pl, w)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Peabody Noise Control Inc.       (a, m, me)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a, m, me)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Pinecrest Inc.       (f, m, p, s, w)         Pittsburgh Corning Corp.       (a, m)         Polychromic Designs       (a, m)         Polychromic Designs       (a, m)         Notachards-Wilcox Mfg. Co.       (a, e, f, s, me, w)         Rochaway Metal Products Corp.       (m, g, me)         Rohm & Haas Co.       (p)         Ben Rose Inc.       (a)         Fred Samuel Co., Inc.       (a, m, p, me, pl, w)         Silent Sound Systems Inc.       (a)         Sound Ab-Sorb Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Starco Co. Inc.       (a)         S
O'Brien Partition Co.       (a, m, g)         Open Office Products, Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       Open Office Products, Inc.         Open Office Products       (a)         Operating Div.       (a)         PPC Industries       (g)         Packard Industries Inc.       (a, e, f, m, me, pl, w)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Peabody Noise Control Inc.       (a, m, me)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a, m, me)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Pitsburgh Corning Corp.       (a, m, me)         Plastrglas Inc.       (p)         Pieon Corp.       (a, m, me)         Potlatch Corp.       (w)         Richards-Wilcox Mfg. Co.       (a, e, f, s, me, w)         Rockaway Metal Products Corp.       (m)         Rohm & Haas Co.       (pl)         Ben Rose Inc.       (a)         Shelmark Industries Inc.       (a, m, p, s, w)         Silent Sound Systems Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Spec'built       (m)
O'Brien Partition Co. (a, m, g) October Co. Inc. (me) Open Office Products, Inc. (a, m) Outwater Plastics (t) Owens-Corning Fiberglas Corp., Interior Products Operating Div.' (a) PPC Industries Inc. (a, m, g, me, pl, w) Panelfold, Inc. (a, e, f, m, me, pl, w) Peabody Noise Control Inc. (a, e, f, m, me, pl, w) Peabody Noise Control Inc. (a, e, f, m, p, s, pl, w) Pilot Woodworking Co., Inc. (e, f, m, p, s, pl, w) Pilot Woodworking Corp. (f, m, p, s, w) Pittsburgh Corning Corp. (a) Pleion Corp. (a, m, me) Plotchromic Designs (a, m) Potlatch Corp. (m, g, me, me) Rohm & Haas Co. (a) e, f, s, me, w) Sempatap Inc. (a) m, p, s, w) Sempatap Inc. (a) Shelmark Industries Inc. (a, m, p, me, pl, w) Silent Sound Systems Inc. (a) Shelmark Industries Inc. (a) Soft Wall Systems Div., Jules Edlin Inc. (a) Sond-Ab-Sorb Inc. (a) StereCo. Inc. (f, m, p, s, g) Tectum Inc. (a) Theothal Inc. (f, m, p, s, g) Tectum Inc. (a) Tibbet Inc. (a) Tibbet Inc. (a) Transwall Corp. (a, m, g, me, pl, w) Transwall Corp. (a, m, g, me, pl)
O'Brien Partition Co.       (a, m, g)         October Co. Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       Operating Div.'         Open office Products Inc.       (a, m, g, me, pl)         Parelfold, Inc.       (a, e, f, m, me, pl, w)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, w)         Pitsburgh Corning Corp.       (a, m, me)         Pleion Corp.       (a, m, me)         Polychromic Designs       (a, f, s, me, w)         Rockaway Metal Products Corp.       (m)         Rohm & Haas Co.       (pl)         Ben Rose Inc.       (a)         Fred Samuel Co., Inc.       (f, m, p, s, w)         Sempatap Inc.       (a)         Soft Wall Systems Div., Jules Edlin Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Steelcase, Inc.       (
O'Brien Partition Co.       (a, m, g)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       Open Office Products, Inc.         Open Office Products, Inc.       (a, m)         Outwater Plastics       (g)         Packard Industries Inc.       (a, e, f, m, me, pl, w)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Peabody Noise Control Inc.       (a, m, me)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a, m, me)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Pinecrest Inc.       (f, m, p, s, w)         Pittsburgh Corning Corp.       (a, m)         Polychromic Designs       (a, m)         Polychromic Designs       (a, m)         Rohards-Wilcox Mfg. Co.       (a, e, f, s, me, w)         Rockaway Metal Products Corp.       (m, g, me)         Rohm & Haas Co.       (pl)         Ben Rose Inc.       (a)         Fred Samuel Co., Inc.       (a, m, p, me, pl, w)         Silent Sound Systems Inc.       (a)         Soft Wall Systems Div., Jules Edlin Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Starco Co. Inc.       (a, m)
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O'Brien Partition Co.       (a, m, g)         October Co. Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       Operating Div.'         Open office Products Inc.       (a, m, g, me, pl)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Panelfold, Inc.       (a, e, f, m, me, pl, w)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, w)         Pitsburgh Corning Corp.       (a, m, me)         Plastrigas Inc.       (p)         Pleion Corp.       (a, m, me)         Polychromic Designs       (a, m, me)         Polychromic Designs       (a, m, me)         Polychromic Designs       (a, m, me)         Rohm & Haas Co.       (pl)         Ben Rose Inc.       (a)         Fred Samuel Co., Inc.       (f, m, p, s, w)         Sempatap Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Steelcase, Inc.       (a, m)         Technal Inc.       (a)         Steelcase, Inc.       (a, m, g, me)         Trendway
O'Brien Partition Co.       (a, m, g)         October Co. Inc.       (me)         Open Office Products, Inc.       (a, m)         Outwater Plastics       (t)         Owens-Corning Fiberglas Corp., Interior Products       Operating Div.'         Open Office Products Inc.       (a, m, g, me, pl)         Parelfold, Inc.       (a, e, f, m, me, pl, w)         Paaelfold, Inc.       (a, e, f, m, me, pl, w)         Peabody Noise Control Inc.       (a, m, me)         Penwall Partition Systems, Div. Porta-Fab Corp.       (a)         Pilot Woodworking Co., Inc.       (e, f, m, p, s, pl, w)         Pitsburgh Corning Corp.       (a, m, me)         Plastglas Inc.       (p)         Pilot Corp.       (a, m, me)         Polychromic Designs       (a, m)         Notach Corp.       (m, g, me)         Rohm & Haas Co.       (pl)         Ben Rose Inc.       (a)         Rohm & Haas Co.       (a)         Soft Wall Systems Div., Jules Edlin Inc.       (a)         Sound-Ab-Sorb Inc.       (a)         Spec'built       (m)         Starrco Co. Inc.       (a, m)         Starco Co.       (a)         Steelcase, Inc.       (a, m, g, me)         Transwall C
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es-energy/solar cont	rols
g-grass, handwoven	
s-shades, cloth & vin	lvl
r—reed	
ro-Roman	
v-venetian	
vr—vertical	
wa-woven aluminum	
w-woven wood	
Aeroshade Inc.	(w)
Amsterdam Fabricators Corp.	(s, v, vr, w)
Appropriate Technology Corp.	(es, s)
The Breneman Co.	(es, s, ro, v, vr)
Carnegie Fabrics Inc.	(vr)
Castec, Inc. Architectural Shadin	
custee, me. memeeturar shadin	(es, s, ro)
Combeau Industries	(cs, s, 10) (vr)
Commercial Drapery Contractor	
contractor Drapery contractor	
Conrad Imports Inc.	(es, s, v, vr, w)
Coral of Chicago	(g, r, ro) (vr)
Deering Milliken, Inc., Milium D	s, ro, v, vr, wa, w) iv. (s)
Del Mar Window Coverings	
Diversified Drapery Products	(es, v, vr, w) (s, v, vr, w)
Duracote	(s, v, vi, w) (es, s)
Eclipse Solar Systems, Inc.	(es, s, ro, vr)
Elkhart Door, Inc.	(es, s, ro, vr) (v, w)
General Drapery Services Inc. (	(V, W)
General Electric Co., Plastics Gro	oup (es)
Graber Industries, Inc.	(es, s, v, vr)
Home & Castle Architectural Wi	
Systems	ndow snading
Hunter Douglas Inc.	(es, s, v, vr)
Huntington Ead, Inc., Insulating	Curtain Wall (or)
	s, ro, v, vr, wa, w)
Joanna Western Mills Co.	(s, vr, w)
Kenney Drapery Assoc., Inc.	(es, s, v, vr, w)
neiner brapery hasoe, me.	(C3, 3, V, VI, W)

le	s, s, ro, v, vr, w)
Lazarus Contract	(ro, vr, w)
Levolor Lorentzen, Inc.	(s, v, vr, wa)
Louverdrape, Inc.	(s, v, vr)
Luxout Products Div., Plastic Prod	ucts, Inc. (s)
Marathon Carey-McFall Co.	(v)
Mecho Shade Corp., Div. Joel Ber	man & Assoc.
Inc.	(es, s, vr)
Nanik	(es, v, vr)
Norton-Blumenthal Inc.	(v)
Omni Wallcoverings, Inc.	(vr)
Panelfold, Inc.	(vr)
Pinecrest Inc.	
	(v, vr)
Profile Corporation	(vr)
Ben Rose Inc.	(es)
Skandia Draperies, Div, Skagfield (	Corp.
	(s, v, vr, wa, w)
Sol-R-Veil, Div. General Drapery	(es)
Standard Textile Inc.	(s, vr)
Tami International Corp.	307 111
3M, Energy Control Products	(es)
Verosol USA Inc.	(es, s, vr)
Webb Designs, Inc.	(vr, w)
the benging file.	(VI, W)

Kirsch Co., Div. Cooper Industries, Inc.

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(other contract furnishings & services)

- Acme National Sales Co. Inc. (wall & base cabinets) Adam Furniture Industries (bookcases) Allyn Bank Equipment Co. (writing instruments-theftproof pens) Alumax, Magnolia Div. Ambiant Systems Ltd. (site furniture) Armento Inc. (columbarium) Art Directions (architectural antiques) Gretchen Bellinger Inc. (Classical Greek
- reproduction furniture) Julius Blum, Inc. (concealed hinges, assembly fittings)

Bolt, Beranek & Newman, Inc. (acoustical consultant)

- Bonsal (colored grout) CIS (Certified Industrial Services Inc.) (storage services)
- CW Design Inc. (etched & color-enhanced glass/mirrors)

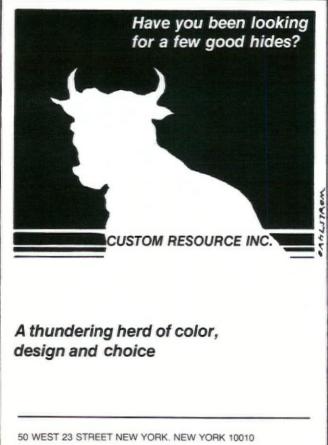
Castec, Inc. Architectural Shading Systems (motorized shading systems) Ceramacor Corp.

- Complete Installation Services, Inc. (consultantshuman factor/productivity assurance)
- Construction Specialties, Inc. (wall protection devices/corner and bumper guards, rubrails,
- crashrails) Contract Seating & Assoc., Costanso Corp. Cumberland Woodcraft Co. Inc.
- Custom Designs (cubick curtains & tracks) D.G. Shelter Products (grooved wall system, prefinished moulding)
- DMO, Inc. (screen, panel reupholstering) Da-Lite Screen Co., Inc. (projection screens)
- David & Dash Deco/Gard Products (wall protection products, bumper guards, corner guards, door and door frame protectors)
- Donald DeMars Assoc. (health/fitness equipment) Design Source, Pactel Publishing (ASID/AIA guides)

- Donn Corp. (special finish & aseptic walls) Emeco Industries, Inc. (folding stages, band stands, choral risers)
- Fabrica International (audio-visual cabinets) Facility Management Institute (facility mgmt.

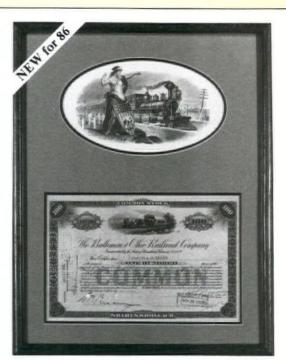
- Facility Management institute tracitity mgmt, research/education/consultant) Fiberesin Industries, Inc. (lockers) Flexi-Wall Systems, Div. Wall & Floor Treatments Inc. (wallcoverings gypsum-jute) Flexible Furniture Division, Kewaunee Scientific Equipment Corp. (technical work stations) Forms & Surfaces, Inc. (glass blocks profile glass) Forms & Surfaces, Inc. (glass blocks profile glass)

Four Seasons Greenhouses (greenhouses) Glidden Coatings & Resins, Div. SCM Corp. (paint)



TELEPHONE 212 691-5020 / 477-5009

Circle 185 on reader service card

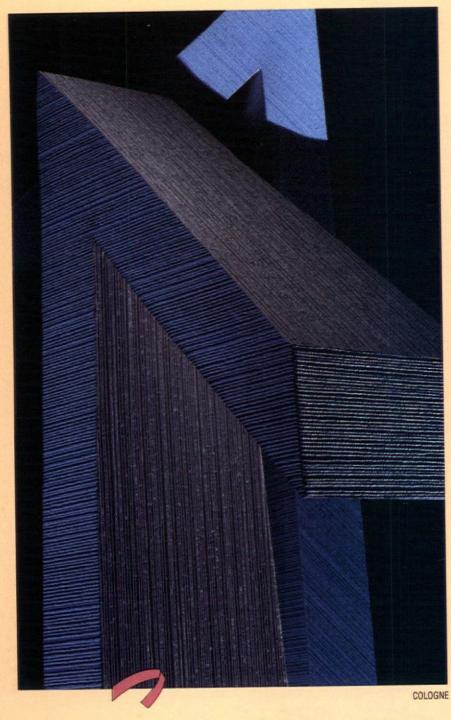


Enhance any professional atmosphere or establish a theme with framed documents of American History offered by the GALLERY OF FINANCIAL HISTORY. Each piece is an original cancelled/ non-negotiable stock certificate of a company having deep roots in American History. Possible themes include railroads (B&O Railroad pictured above), Western mining, shipping and many more.

#### Phone (603) 883-4211

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#### CATCH A PIECE OF THE SUN.



The beginning of great days in contract vinyl wallcoverings.

#### Sunwall 54.™

Beams of light in durable fabricbacked vinyls. Type I, Type II, and Tedlars<sup>®</sup>. Meeting or exceeding all architectural specifications.

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Sunwall 54 VINYL WALLCOVERING



Grahl International, Inc. (handicapped chair) Grosvenor Press (interior design reference literature) Harbour House Furniture (nautical furnishings aquarium pieces) Hardwood Visuals (conference room furniture & accessorie Hill-Rom, A Hillenbrand Inds. (patient beds, architectural wall systems for patient

rooms Hygenic Corp.

Indiana Cash Drawer Co. (cash drawers)

Joanna Western Mills Co. (interior wood shutters, mini blinds, pleated shades) Joanna Western Mills Co. (interior wood shutters, mini blinds, pleated shades) Johnson Rubber Co., Flooring Products Div. (carpet edge guard, carpet reducer

strip, carpet to tile adapters)



# E **PICTURE**

When Wendy's helped Cincinnati artists by creating a calendar of their paintings, it improved Wendy's image and sales. To learn how your business can form a successful partnership with the arts, contact:

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Kenney Drapery Assoc., Inc. (theatrical rigging, hospital draperies) Kewaunee Scientific Equipment Corp., Lab Div. (laboratory furnishings) Lamica Corp. (decorative laminate custom furniture) Litelab Corp. (entertainment systems) Lumex Inc. (convertible chair-bed) Luxout Products Div., Plastic Products, Inc. (stage curtains) Marsh Chalkboard Co. (conference center) Masonite Corp., Commercial Div. (restroom partitions and accessories) Metcor Mfg. Mobi Contract Furniture (chaise) Modar, Inc. (conference dri-erase executive centers) Montel Inc National Products, Inc. (elevator interiors) Normbau, Inc. (hooks, clothes hangers) Optimum Space Systems (multi-functional convertible living systems) Paul Associates Inc. (bathroom fittings) Pawling Corp., Standard Products Div. Pittsburgh Corning Corp. (glass block) The Position People Corp. (any chair of pneumatic design) Power Access Corp. (automatic door opening equipment) Product Crafters Inc Putnam Rolling Ladder Co. (rolling ladders) Roctronics Entertainment Lighting Inc. (stage lighting & effects) Ben Rose Inc. Round Office Inc. (reception counters) Shelmark Industries Inc. (restroom partitions) Showroom Online Subbit Solar by Sussman (solar rooms) Supro Building Products (glass blocks) Tami International Corp. (fire retardant cubicle curtains & shower curtains) Tepromark International, Inc. (wall & corner guards) ThermaSol Ltd. (whirlpools, steambaths) Tri-Guards, Inc. (corner guards) Tri-Guards, Inc. (corner guards) USCOA International Corp. (tile-coir vinyl, access entrance areas) United Technical Products Inc. (computer-grade carpets, carpet tiles) Viking Metal Cabinet Co. (metal fabricated cabinets & casework to customer specifications) specifications) The Viscusi Rosan Group Inc. (employment & marketing consultants) The Walton Company A-3 (plant protective mats) Watercolors Inc. (bathroom faucets & hardware) Weber Costello Wicklund Associates Design Inc. (custom corporate logo wallcoverings)

Ralph Wilson Plastics Co. (tambours) The Wiremold Co. (electrical/telephone overhead, distribution systems) Yorkraft, Inc., Contract Dept.



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### CATALOGS & BROCHURES







Masonite Corp.

Full-color publication captures the beauty of hardwood flooring products in commercial and residential applications. Hoboken Wood Flooring Corp. has included solid and laminated plank floors, solid wood and laminated parquets, commercial and wall applications, and a selection of sport floors. Grading rules and applications, installation procedures, preservation and maintenance instructions, and a glossary of terms are also given. Circle No. 458.

Lawrence

Designer accessories catalog is color-coded and indextabbed according to product grouping. From Smokador, catalog includes the "International Collection" of executive accessories; Modu Plus desktop and panel-mounted accessories; and Softscape planters. A price list is included in the hardcover binder. Circle No. 485.

Expanded Marlite-brand doors and frames brochure includes complete architectural specifications for two adjustable aluminum frames and an adjustable steel frame. Brochure is available from the commercial division of Masonite Corp. Circle No. 491.

Catalog '86, a source of decorative crowd control products, is available from Lawrence. Products described include posts, ropes, and accessories; brass, chrome, and stainless rail systems and components; specialty items; custom fabrication; turnstiles and gates; and exhibit booth equipment. Circle No. 477.

Fire protection equipment from J.L. Inds. is pictured in a color catalog. Included are descriptions, illustrations, CSI format guide specifications, and features of fire extinguishers, fire extinguisher cabinets, and accessories. Circle No. 450.

CONTRACT/January 1986



Introducing Custom Colors by Odyssey-a unique concept in fan artistry enabling you to coordinate our quality fans with any color in your design.

You may specify glassware, finish or color, and blade color or stain at no additional charge. No minimum order is required.

In addition, Odyssey exclusively offers the only completely American manufactured solid brass fan, meticulously handcrafted to old world standards of excellence.

All Odyssey fans are covered by an unconditional lifetime warranty.

Odyssey Products - providing the finest in fans to the commercial/contract design industry for 14 years.



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#### CLASSIFIED ADVERTISEMENTS

RATES: A standard classified ad costs \$70.00 per column inch. Estimate a column inch as 40 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 closeouts 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**

#### MANAGEMENT OPPORTUNITIES Contract Furniture

25 yrs. experience in the Search and Placement of mid to upper level executives on a national basis. Our nationwide clients seek Sales and Marketing Managers, Manufacturing and Engineering Executives, V.P.'s and Presidents with Contract Furniture experience. Client co's assume all costs. Contact in strictest confidence: KAREN MORAN, Contract Dept., COOK ASSOCIATES, INC., 35 E. Wacker Dr., Chicago, IL 60601. 312/ 263-1119.

New York metro rep with two major lines covering A&D market, fast-food & hotel chains, furniture and food service dealers. Looking for an associate and/or partner. Please furnish brief resume in strict confidence. Box 593, CONTRACT, 1515 Broadway, New York, NY 10036.

#### TEXTILE SALES

Major contract textile company selling to architects, interior designers, and large corporations seeks sales professionals for various territories with experience selling the A & D community. Send resume to: Arc-Com Fabrics, Inc.

33 Ramland South Orangeburg, NY 10962 Attn: Ms. L.

Designer/Marketer/Manager/Entrepreneur Innovative lighting manufacturer needs an individual who is some or all of the above to take its unique office lighting system to market. Resume to: Sylvan R. Shemitz Elliptipar Inc., 145 Orange Ave., West Haven, Conn. 06516.



INTERIOR DESIGN POSITION. Tenuretrack, rank open, salary \$22,000 to \$36,515; qualified person may also serve as coordinator of seven-person F.I.D.E.R. accredited program. Teach undergraduate and graduate courses with studio emphasis. Graduate degree or equivalent professional practice. Letter of application, resume, names/ addresses 3 references, slides, selfaddressed stamped envelope ASAP to: Evan Firestone, Chairman, Department of Art and Design, 158 College of Design, Iowa State University, Ames, IA 50011. AA/EOE.

**PRODUCTION MANAGER WANTED** for medium to high end office furniture factory in Rocky Mountain area. Must have proven experience record and good references. All inquiries will be handled in strictest confidence. Reply Box 594, CONTRACT, 1515 Broadway, New York, NY 10036.

Com. design firm in Washington, DC area seeking a sr. designer with 3-5 yrs. exp. in contract design and a space planner with 1-2 yrs. exp. Requires degree in Interior Design and exp. with systems furniture. Good salary and benefits. Contact Personnel, C.O.E., 9760 Geo. Palmer Hwy., Lanham, MD 20706. EOE

February Fifth is the closing date for the classified section of the March issue of CONTRACT



821-B MERCHANDISE MART · CHICAGO, IL 60654 · 312-527-0797

#### PROJECT MANAGER

Firmly established and rapidly growing interior design/space planning company has position available immediately for the right person. Ideal candidate will be degreed professional with at least 5 years experience in contract design or architecture with emphasis in restaurant/hotel design. The position of Project Manager will require that this experience Interior Designer or Architect possess a working knowledge of programming concepts, space planning and design detailing; be familiar with contract sources, specifications and purchasing, have good communication and presentation skills and people-management techniques. Position offers excellent benefits, competitive salary and an excellent working environment. Please submit detailed resume, salary history and any available photos or slides of work to:

ONE DESIGN CENTER, INC. PO Box 29426 Greensboro, NC 27429

Your ad here will get results

#### SALES AND MARKETING MANAGER

One of the leading manufacturers of office furniture and office furniture systems in West Germany is ready to enter the U.S. market with a sales office located in the Pittsburgh area, showrooms, and assembly shop. Individual should be a self starter with knowledge of the office equipment market and ability to develop sales strategies for marketing to special trade as well as object business. This is a career position with attractive basic salary plus extras depending on sales and profit. Interested individuals should send resume to, Box 601

CONTRACT 1515 Broadway New York, NY 10036.



#### GENERAL MANAGER OFFICE FURNITURE

Outstanding opportunity for smart, hard working, hands on manager. Sixty year old northern New Jersey contract office furniture dealer wants a leader to take charge. Must know the retail contract office furniture industry thoroughly, with emphasis on sales and marketing. Six figure salary, plus profit sharing plus benefits. Reply to Box 605, CONTRACT, 1515 Broadway, New York, NY 10036.

Assistant Professor, Interior Space Design, Masters Degree, minimum 3-4 years professional/teaching experience. Candidate should have well-defined career interest in a focused area of interior space design activity, and an interest in computer-aided design. Teaches studio courses in interior space design, supportive instruction in design methodology, human factors, materials and manufacturing and research practices. Conducts research and participates in committee/ service work. Nine month tenure track, starting early September, 1986. Send resume and 20-slide portfolio to: Charles Wallschlaeger, Chairman, Dept. of Industrial Design, The Ohio State University, 128 N. Oval Mall, Columbus, OH 43210-1363. Equal Opportunity/ Affirmative Action Employer.

#### SALES ATLANTA CONTRACT FURNITURE DEALERSHIP

Business Furnishings & Design is a progressive contract furniture dealer in need of an account executive for the Atlanta area.

Draw versus liberal commission plus expenses. Career growth potential in a rapidly expanding dealer organization. Send resume and income history to:

Vice President

Business Furnishings & Design 183 Harris Street, N.W. Atlanta, Georgia 30303

#### OPEN PLAN PLACEMENTS NATIONWIDE

Sales, Sales Managers, District Managers and Designers. I place professionals in the OPEN OFFICE SYSTEMS industry.

All fees paid by employer. All information handled in the strictest confidence.

Contact Linda Greer at **800-545-5900.** In Texas call **800-441-0806.** Also (214) 741-3014. 24 hour answering.

ASSISTANT/ASSOCIATE PROFESSOR Interior Design, August 1986, nine month tenure track, Ph.D with background in Environmental Behavior. Research record or potential. Teach undergraduate and graduate interior design and housing courses with human behavior/environment context. Salary negotiable. Submit resume, transcripts and three reference letters to: Sylvan Eldringhoff, Chair, College of Human Ecology, Justin Hall, Kansas State University, Manhattan, KS 66506. EO/AA employer. Deadline: March 1, 1986.

#### Director of Interior Design

Midwest Contract Firm has an immediate opportunity for a Senior Designer. The Qualifications include an appropriate degree, with a minimum of (10) years experience in all areas of contract design. Candidates must be proficient in all phases of the design process from the initial contract through the installation. The ability to function within a corporate structure is also very necessary. Please send your resume and salary history to:

> Silver's Inc. P.O. Box 32945 Detroit, Michigan 48226.

#### CONTRACT SALES

Northern N.J., Southern Conn. Nassau, Suffolk, Westchester Counties

Collins & Aikman, a FORTUNE 500 company, seeks highly motivated individuals (will consider entry level) to call on architects, interior designers and contract dealers representing their Colonnade Carpets line. An excellent opportunity with growth potential offering attractive compensation and benefits package. Send resume in complete confidence to: Nicholas Brescia, Collins & Aikman, 210 Madison Ave., New York, NY 10016

EQUAL OPPORTUNITY EMPLOYER

#### **REPRESENTATIVES WANTED**

#### REPRESENTATIVES WANTED

Arrow Contract Lamps seeks representatives for contract hotel and motel interior lighting. Color catalog available. Reply to: ARROW CONTRACT LAMPS, 1380 N.W. 65th Ave. Ft. Lauderdale, FL 33313, (305) 791-6658.

#### **REPS OR SALESPERSONS**

Manufacturer of high tech, vinyl, Plastisol coated outdoor contract furniture which carries a 25 year guarantee, seeks reps or salespersons. For more information contact Wabash Valley Midwest, 1204 First Ave., Wellman, IA 52356, Attn: Claude Greiner (319) 646-2430.

#### Sales Rep

Highest quality architectural sign co. needs sales rep for most areas. Lots of room to make money. We have brochures, price lists etc to assist you. Please contact CAS 10909 Tuxford St., Sun Valley, CA 91352, 818/ 768-7814, Mr. Zeno.

SALES REPRESENTATIVES WANTED for innovative high quality furniture line from Switzerland, seeking qualified sales representatives organization with successful contract sales experience with major contract furnishings dealerships and retailers. All territories available in U.S. Please send detailed resume of organization sales experience and territory information to:

The Alwood-Resources 1616 S. Voss, Suite 825 Houston, Texas 77057, USA

#### MANUFACTURERS REPS WANTED

Aggressive, professional reps wanted in North Carolina and Florida for unique, upscale European steel system furniture programs. We offer a highly competitive commission schedule, exclusive territories and comprehensive sales support. This is an exciting and potentially very profitable opportunity for dynamic reps with solid client base. Please send resume and summary of contract sales experience to Box 606, CON-TRACT, 1515 Broadway, New York, NY 10036.

#### **REPS WANTED**

Excellent opportunity: add a unique and fresh item to your product line. THE GAL-LERY OF FINANCIAL HISTORY is looking for sales reps with an established clientele to represent us in all territories. Offer your interior designer, architects, and other corporate accounts the opportunity to be a trend setter by using "original" Framed Documents of American History to create a theme, or to promote patriotism and pride in America. Send resume to The Gallery of Financial History, 72 Pioneer Dr., Nashua, N.H. 03062, tel (603) 883-4211. See our ad page 292.

Rapidly growing manufacturer of casual and outdoor furniture looking for reps with strong contract sales experience/contacts. High quality, low maintenance, innovative style. Selected territories available. Reply to Box 592, CONTRACT, 1515 Broadway, New York, NY 10036.

> Classifieds Continue on the next page ...

#### CLASSIFIED ADVERTISEMENTS

# NON-WOVEN FABRIC LINE AVAILABLE TO QUALIFIED SALES REPS

WE NEED . . . So. West-Mid West — West Coast coverage. Sales experience in Wall coverings, Contract Seating, Floor to ceiling wall systems, R.V., Marine

WE OFFER ... Exceptional commissions, Top quality sales tools, Product training, and sales support.

Send resumes—Include: Size of organization, Geographical areas covered, lines currently represented, and any other pertinent past experience.

ALL INQUIRIES WILL BE ANSWERED! Box 603, CONTRACT 1515 Broadway New York, NY 10036.

#### **REPS WANTED**

Seeking reps to call on decorators, restaurants and hotels in the metro New York area. Low-priced, quality line for the seating department. Please reply to Box 602, CON-TRACT, 1515 Broadway, New York, NY 10036.

#### MANUFACTURERS REPRESENTATIVE

Manufacturer of medium high to high end office furniture which includes seven different lines plus Visual Communication Centers, Conference Furniture, Reception Centers, Executive Work Centers, and much more. We are seeking manufacturers representatives to call on Designers, Specifiers, Architects, Corporate Accounts and the Dealer trade. Only qualified personnel catering to this market segment should apply for territorial positions throughout the U.S. All inquiries kept in strictest confidence. Box 600, CONTRACT, 1515 Broadway, New York, NY 10036.

#### **REPRESENTATIVES WANTED**

#### MANUFACTURER'S REPS WANTED

Established manufacturer of quality library equipment is seeking aggressive sales representatives to market their line in the Mid-Atlantic region. Please reply in complete confidence to Box 589, CON-TRACT, 1515 Broadway, New York, NY 10036.

#### MANUFACTURERS REPS WANTED

Manufacturer specializing in institutional furniture for dormitories, lounges and offices, case goods and uph. Territories immediately available to expand our operations. ME, NH, VT, MA, CT—MD, DE, VA, W.VA—North and South Carolina, GA, AL, FL—MI, IN, WI, IL, IA. Send resume to Box 568, CON-TRACT, 1515 Broadway, New York, NY 10036.

Prime territories available for pro contract reps. High quality, medium priced hotel/ motel casegoods. 4-color catalog + small run custom work our specialty. Generous commission. Reply to: Box 604, CON-TRACT, 1515 Broadway, New York, NY 10036.

#### **REPRESENTATIVES WANTED**

Leading manufacturer of decorative acoustical wall/ceiling treatments & sound masking, has openings for qualified Reps. Call on Architects, Specifiers & End Users. Good opportunity to earn big \$. Reply in detail to: Insul-Art Acoustics, 107 Allen Blvd., Farmingdale, N.Y. 11735.

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.

#### **Reps Wanted**

Exlusive territories and highest commissions for well accepted framed posters and art work. High quality, competitively priced. We are capable of handling contract jobs and furniture stores large or small, single or chain. Nationwide shipping. Send resume and lines carried to: Custom Frame and Poster Manufacturing Co., 2311 W. Howard, Chicago, IL 60645. (312) 465-6666.

#### CONTRACT REPS WANTED

Rapidly growing major manufacturer of framed pictures looking for reps with strong hotel/motel, designer following. Contract sales reps only. Reply to: Left Bank Art Studio, 20430 Tillman Ave., Carson, CA 90746. Phone: (213) 603-0475, contact Danny Ahn.

#### REPRESENTATIVES WANTED

The manufacturer of highest quality, domestically produced ceiling fans is seeking additional representatives.

Our products are custom designed and built for contract/commercial/hospitality installations. Our lifetime guarantee and customer service are outstanding.

We seek representatives experienced in contract sales who are calling on interior designers, architects, in-house design staffs and specifiers.

Experience in selling ceiling fans is not necessary.

Your resume should include history, territory covered and other lines.

Reply to:

E. Pierce P.O. Box 461642 Garland, Texas 75046

#### SALES REPS WANTED

Manufacturer of a new line of modular rack systems for mailrooms, desk top organizers and interiors for flipper door and other cabinets has selected areas available. Reply to P.O. Box 423, Greenwich, Ct. 06836.

Sales Reps. Wanted — Rapidly expanding manufacturer of table bases seeks highly motivated independent sales representative. Several territories open. Please forward resume which includes present represented lines. Reply to: Versteel, P.O. Box 106, Jasper, IN 47546.

#### 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.

#### **BUSINESS OPPORTUNITIES**

#### JOINT VENTURE-LICENSE

Leading European manufacturer of high quality steel modular system furniture seeks U.S. manufacturer interested in joint venture or license for USA and Canada. Box 610, CON-TRACT, 1515 Broadway, New York, NY 10036.

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