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JULY 1986

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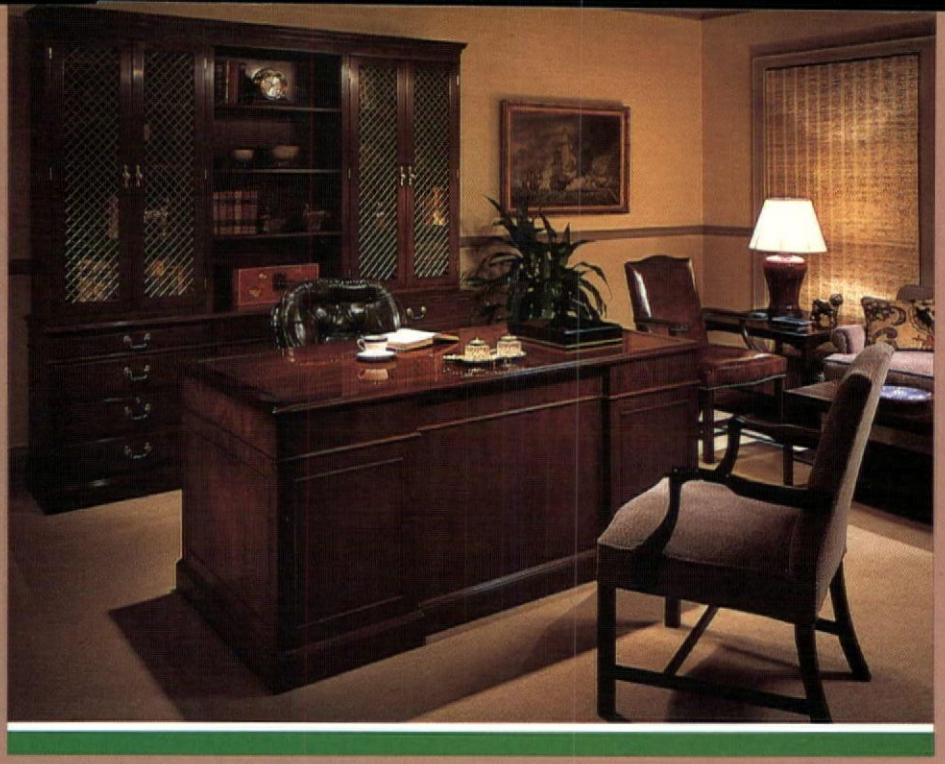

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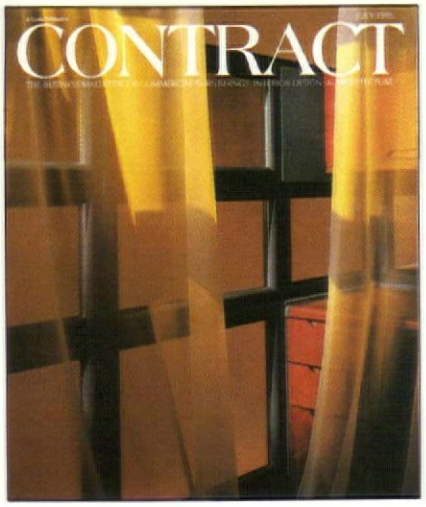

Cover composition by R. Valicenti and photo by Barbara Karant features Harter's new Task Furniture System. Product showcase coverage is on page 64.

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THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS, INTERIOR DESIGN, & ARCHITECTURE

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Volume 28, No. 7

August: Executive Buyer Edition/Commercial Buildings offers bonus circulation to 5,000 commercial building owners and staff executives. Coverage of latest remodeling installations and Computer Support Furniture Directory, including listings of manufacturers and their products. Lighting Specification Guide offers directory of sources and products. Bonus mailing to 350 contract manufacturer, reps with special feature of Sales Rep Help Wanted Section. Issue advertisers qualify for free Ad-Q Study Report.

September: Executive Buyer Edition/Banks has bonus circulation to 5,000 presidents and board chairmen at banks and other financial institutions. Several outstanding installations will be featured, along with a bank furniture and furnishings product review. Also in this issue is our annual Designer's Saturday Preview which includes a special feature on the International Design Center New York, extensive product coverage, plus a map and guide for this annual prestige showroom event in New York City, October 9-11. Also previewed are the NOPA Show, October 28-November 2, McCormick Place, Chicago; and CONEXION, October 30-November 1, Atlanta Market Center. Look for bonus circulation of this issue at Designer's Saturday and CONEXION.

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COMMENTARY

RETURNS ARE IN ON NEOCON 18

For designers and manufacturers interested in knowing the vital statistics on this year's largest contract show, NEOCON 18 clocked in a record 15 percent increase in traffic over 1985—the single highest increase experienced by the show ever.

But if the real barometer is individual showroom traffic, other figures can prove the success of this year's event. At Bigelow's carpet showroom on the 18th floor, staffers distributed over 3,000 visitor questionnaires during the first day and had to reprint surveys on the Mart's own xerox machines unexpectedly. And, at Alma, 5,000 visitors were counted daily. If traffic can be measured by food consumed (a gauge perhaps unique to NEOCON's palate perfectionists), then consider the L.E. Carpenter showroom where an average 450 truffles disappeared during one evening's festivities!

The Mart, which itself is undergoing a new facelift, calculated the expenditure of $7 million in new showroom construction and renovation for this NEOCON alone; $1.5 million is the industry average for labor and construction services—"move-in costs"—at most shows of NEOCON's size.

Showroom monitors noted an upswing in participation by corporate facility managers, citing improved quality in attendance from this sector. In short, the event demonstrated the close cooperation of manufacturers, designers, and facility managers more than ever before. Here's to NEOCON 19 . . . but give us a year to recuperate.

Roberta Walton

Executive Editor

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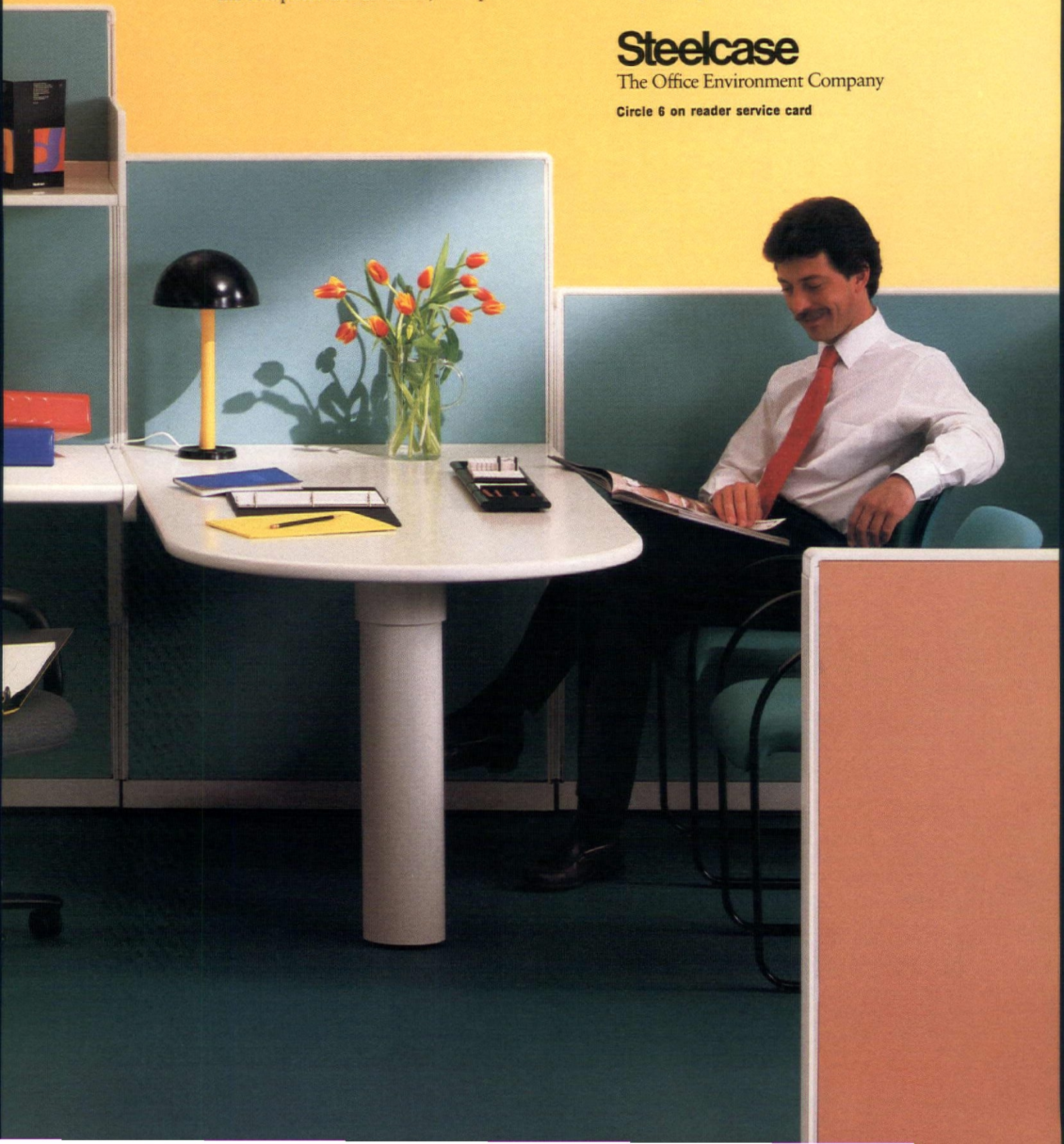

Contest critique applauded

Dear Editor: May I take this opportunity to thank you on behalf of the Interior Design Guild for your contribution in judging the entrants for the recently presented "Designers of the Year" awards at Gusman Cultural Center.

Your critique was most valuable in maintaining and creating even higher standards for this yearly event that has become known as one of the most prestigious in the South Florida design industry.

HELANE BALDWIN, IDG, ISID
Interior Design Guild
Miami, Fla.

Thanks for extra copies

Dear Editor: Thank you for the additional copies of CONTRACT magazine which you so kindly sent to me.

We at the university were delighted with the inclusion of the Palmetto Pavilion in your February 1986 edition.

MARY ANNE WILLSON
Music Medical Center
Charleston, S.C.

Research group reprints article

Dear Editor: We have included one reprint from CONTRACT in the current edition of the Office Technology Research Group Library.

Again, we would like to thank you for granting us permission to reprint articles from CONTRACT.

JUDITH T. CARTER
Office Technology Research, Inc.
Pasadena, Calif.

Royal appreciates coverage

Dear Editor: We just received your March 1986 issue, and want to congratulate you on another excellent publication.

We at Royal sincerely appreciate the coverage given our line in this publication and again, thank you for your continued support and promotion.

LORRAINE MOORE
Royal Seating Corp.
Cameron, Tex.

Compliments on Color Line

Dear Editor: Thank you for the coverage of Pionite in your current Color Line in the May issue of CONTRACT. We like being equated with the 'big guys'.

But more importantly, I compliment you on a style and a content that is cogent and breathtaking in scope. Working with you has been a pleasure. I trust we will be meeting again soon.

KENN SMITH, ASID
Pioneer Plastics
Jericho, N.Y.

Errata

A credit line for Robin Sawyer's photograph of the Alma Desk showroom on page 64 of the March issue was unintentionally omitted. CONTRACT offers apologies to Robin Sawyer of Positive Image for this oversight.

Interior Facilities Associates (IFA), designers of Dillon Read's trading floor, was incorrectly named as International Facilities Associates in the article which appears on page 134 of our June issue.

The photography credits for the June CEO office should read Stuart Gross, not Mark Gross. He is located in New York City.

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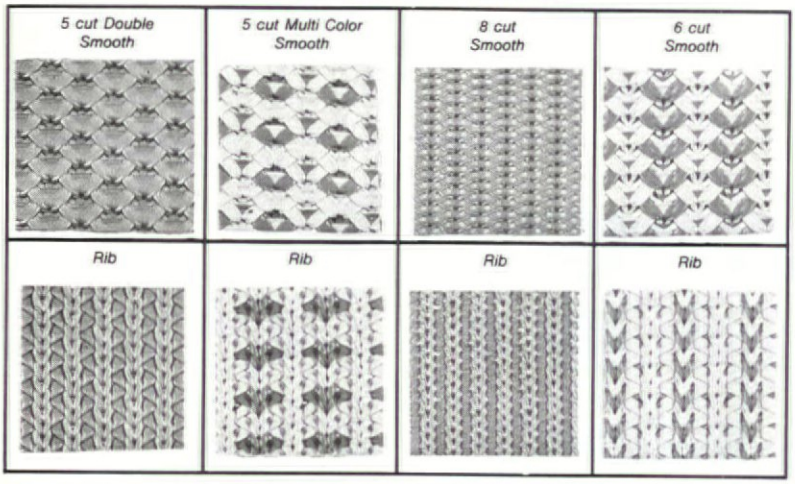

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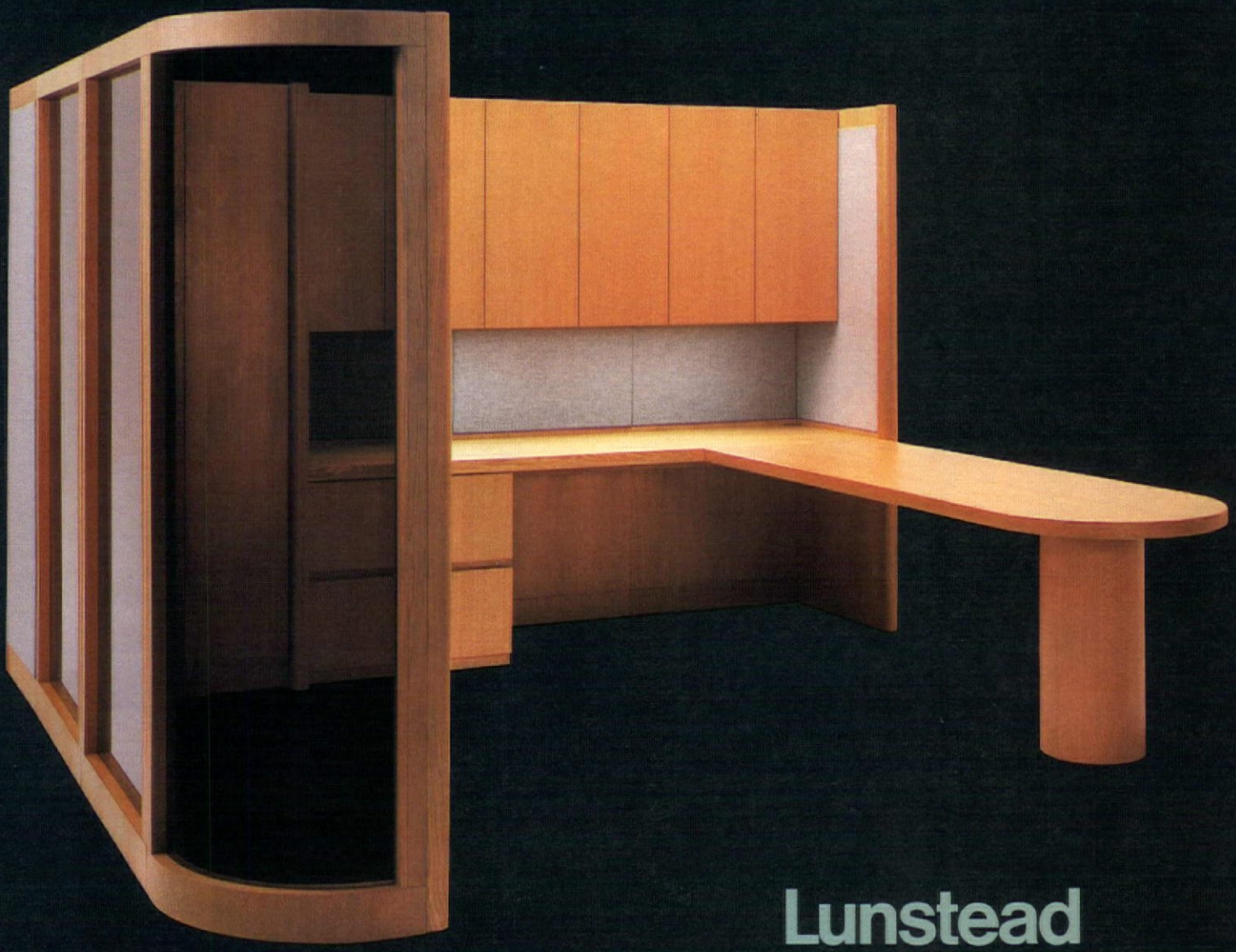

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ASID honors top products, projects, catalogues of '86 in L.A., July 17-19

New York—The American Society of Interior Designers (ASID) has announced winners of its 1986 competitions honoring interior design projects, product designs, and product catalogues. Awards are being presented this month during ASID's national conference, "The Challenges of Change," in Los Angeles.

Contract design cited

Awards cover both contract and residential categories. Top honors for interior design project, contract, go to Rex L. Nichols, ASID, Rex Nichols Architects & Associates, Boca Raton, Fla., for the F. Taylor Hudson Fine Arts Gallery, Boca Raton. Honorable mentions have been awarded to Joseph Grusczak, ASID, Grusczak Associates, New York, for the Presidential Suite in New York's Hotel Inter-Continental; and Susan Welzein, ASID, S.W. Wells Design Associates, Ft. Lauderdale, for Frankie & Johnny's restaurant, Ft. Lauderdale. In the historic preservation category, Barbara Vessels, ASID, ABV & Associates, Dallas, has won for design of the Capital Hotel, Little Rock, Ark.

In the adaptive use category, winners are Peggy Van Blaricom, ASID, and Sheila Wilson, ASID, both of Van Blaricom Design Associates, Roanoke, Va., for their transformation of a post office into the Commonwealth of Virginia Building.

Serving on the interior design project award jury were Rebecca Davidoff, ASID, (chairman) Rebecca Davidoff Interiors, Stamford, Conn.; Len Corlin, editor and co-publisher, CONTRACT; Pat Lescalleet, ASID, Killingsworth & Co., Lexington, Mass.; Bud Merle, ASID, Bud Merle Associates, Delray Beach, Fla.; and Antonio Torrice, ASID, of Just Between Friends, San Francisco, ASID's 1985 Human Environment winner.

Interior of Capital Hotel, Little Rock, Ark., received an ASID historic preservation award.

St. Paul Union depot was honored with an ASID interior design award, adaptive use category.

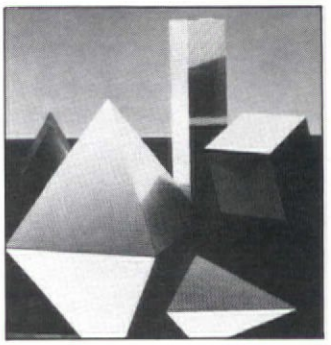
Commonwealth of Virginia Building interior won an ASID interior award.

In the product design competition, five winners were named in the contract category: Nevamar Corp.'s Pure Metals 1986 Collection, a line of metallic surfaces designed by Andrew Ziegler; Design 7 Corp's, Design 7 collection, comprised of synthetic granite; Herman Miller's Equa-Seating, designed by Don Chadwick and Bill Stumpf; Boyd Lighting Co.'s Olympus wall bracket, designed by Doyle Crosby; and, winning an honorable mention, Tarkett's Expresssions flooring collection designed by Bruce Terwilliger.

Herman Miller's Equa-Seating was cited with an ASID product award.

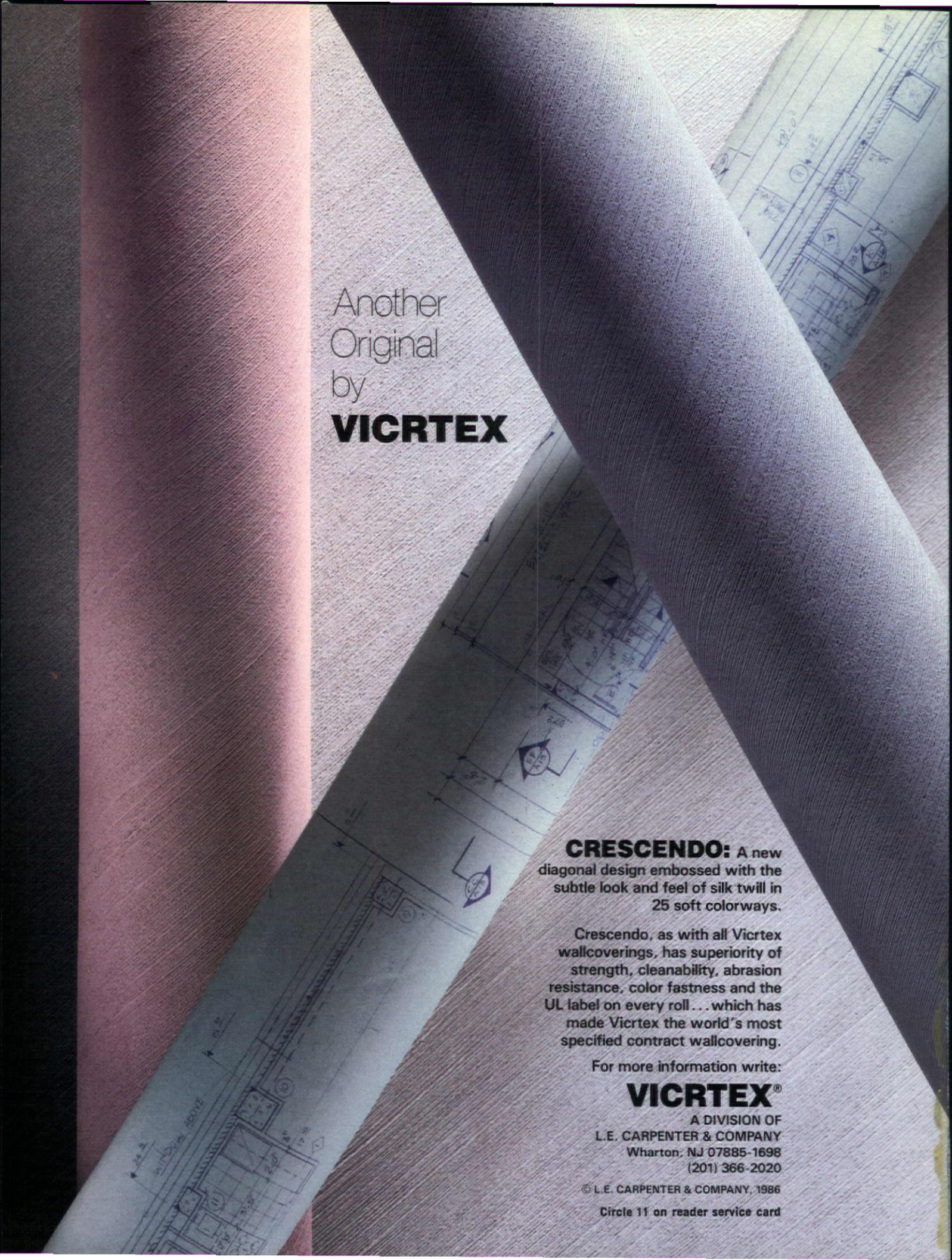
The product design award jury consisted of Carolyn Pulsifier, ASID, Alternative Design, Alexandria, Va.; Kim Graham, ASID, Woodbridge, Conn., Nina Hughes, ASID, Nina Hughes Associates, New York; Harry Lawenda, Kneedler Fauchere, Los Angeles; and Michael Souter, ASID, Palo Alto, Calif.

Winners of the product catalogue award are Smokador, first place; McGuire, second; Innovative Products for Interiors (IPI), third; and Avery Boardman, hon. mention.



An ASID award went to Nevamar Corp's Pure Metals product.

At the conference, ASID will announce and present awards to winners of the Designer of Distinction Award, Human Environment Award, and Thomas Jefferson Award, to be announced in the next issue of CONTRACT.



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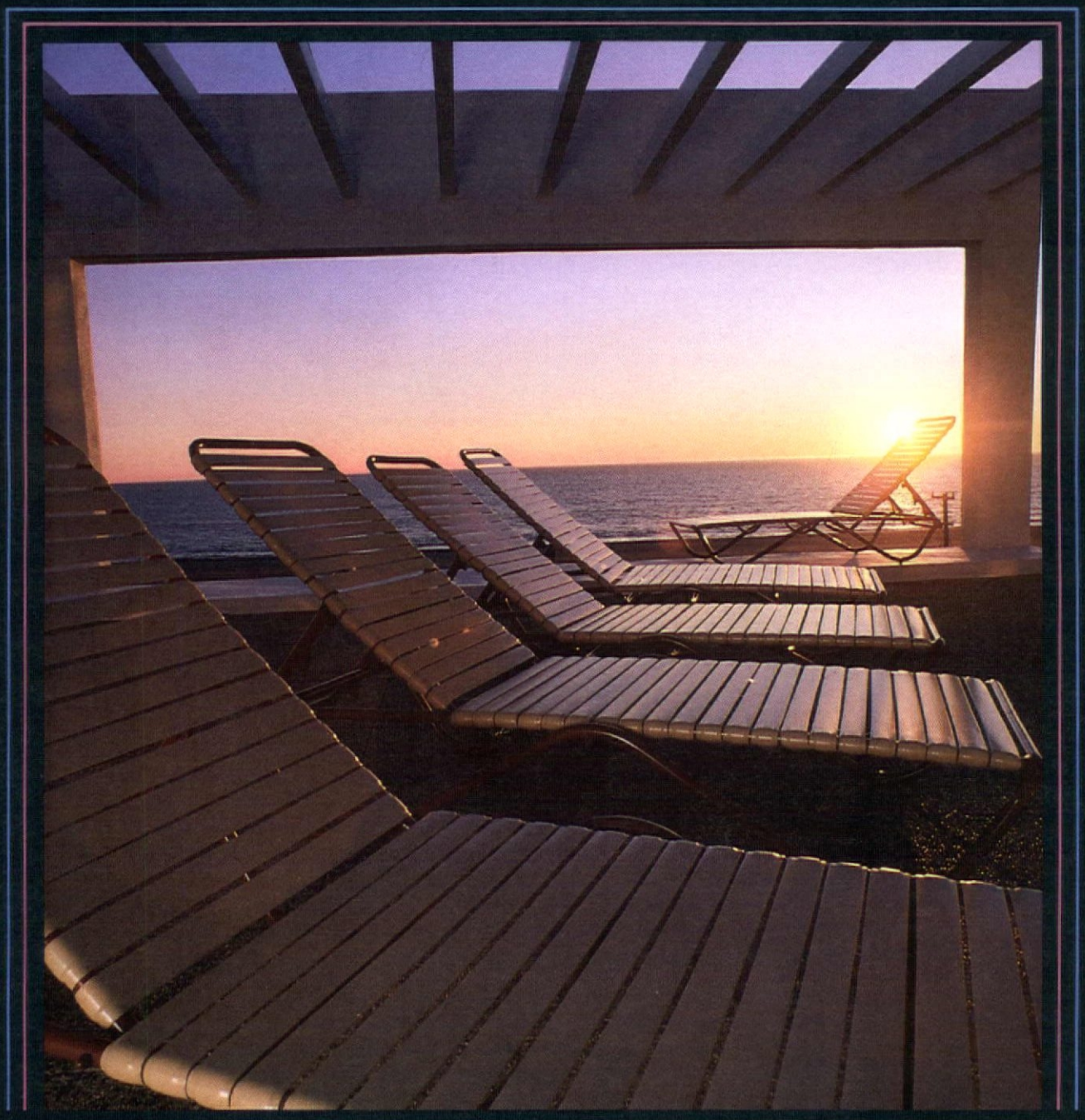

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Denver Design Center celebrates Rocky Mountain style, honors winners

Denver, Co.—Out of 300 submissions to the first annual competition of the Denver Design Center honoring the best of Rocky Mountain Style, 22 projects were cited with awards by a six-member jury during a May 15-16 annual forum here.

Projects covered interior, environmental, product, packaging, and graphic design as well as architecture, landscape architecture, and site-specific public art. Professionals working in the eight states of the Rocky Mountain Region, as well as clients for designed projects located there were eligible to participate. The eight-state area encompassed Colorado, Arizona, Idaho, Montana, Nevada, New Mexico, Utah, and Wyoming.

U.S District Courtroom facility designed by Hoover Berg Desmond won a prize in the institutional category of the first annual Rocky Mountain Style competition held by the Denver Design Center.

Winners in commercial design categories included the State Office Building restoration by Urban Design Group; Light of the World Catholic Church by Hoover Berg Desmond; Care Unit of Coral Springs by Anderson DeBartolo Pan; Tabor Center by Urban Design Group and Kohn Pederson Fox; law offices for Johnson, Robinson, Neff & Ragonetti by Dominick Architects; regional headquarters for Rosewood Properties by Gensler & Associates, Denver; U.S. District Courtroom Facility by Hoover Berg Desmond; and University of Utah Student Services Building by Castle/Ericson & Associates, among other projects including both retail and hospitality commissions.

Ceremonies honoring winners of the competition opened a two-day forum on Rocky Mountain Design featuring speakers on a wide range of subjects. Participants in program sessions included Roberta Walton, executive editor, CONTRACT, and Anne Fallucchi, editor/co-publisher *Facilities Design & Management* magazine.

Hosts for the event, Realities Inc.—developer of both the design center and the International Collection of Broadway Plaza—announced early plans for future design center/retail project tie-ins across the country. Realities recently reached an exclusive agreement to develop Parisian-based Printemps department stores throughout the States.

Phase I of the 277,000-sq.-ft. Denver Design Center opened last June, Phase II, this fall.

Contract-IBD Awards honor product design

New York—Entries are being accepted for the 1986 IBD Product Design Competition, which offers awards in 28 contract categories. Deadline is August 11, 1986.

Only products designed for contract use that have been offered for sale after September 1, 1985 are eligible. Categories are desks and credenzas; institutional casegoods; tables; filing and storage systems; furniture systems; computer support furniture; ceiling systems; furniture integrated task/ambient lighting; portable lamps; general lighting; task seating; guest chairs and special seating; lounge furniture; upholstery textiles; textile collections; drapery and casement textiles; healthcare textiles; hospitality textiles; broadloom carpets; carpet tiles; area and specialty rugs; hospitality carpets; hard surface flooring; wallcoverings; desk and office accessories; visual communications and signage; special finishes; and innovative product solutions.

Judges for the event are Sandra Ragan, IBD president; William Stumpf, product designer and principal, William Stumpf Associates; Charles Aehrke, principal, ISD; and Robert Lee Wolf, professor, Arizona State University.

Awards will be presented in New York in conjunction with Designer's Saturday. CONTRACT will feature winners in the November issue, and the Best of Competition winner will be featured on the cover.

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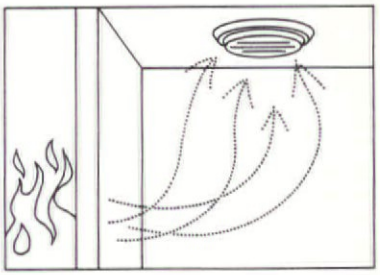

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Just think of what specifying BFGoodrich Koroseal wallcovering with the Early Warning Effect could mean in hospitals, schools, and commercial buildings. And then write the BFGoodrich Company, Wallcovering Products, 500 South Main Street, Akron, Ohio 44318.

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'Fabric On Walls' Seminar at IDCNY meets September 11

New York — "Fabric On Walls," an educational seminar on the proper use of fabric wallcoverings, will be held at the International Design Center, New York (IDCNY), on September 11. Sponsored by the Association for Contract Textiles, Inc. (ACT)—29 interior textile manufacturers who market contract fabrics—the seminar will explore the do's and don'ts of using fabric wallcoverings.

Both manufacturers and interior designers will participate in the educational panel, which will reference the spectrum of problems and solutions connected with application of fabrics to wall decor. The panel will be supplemented by mock-ups of wall installations.

Buses will be supplied by the IDCNY starting at 5:50 p.m., leaving from IDCNY's Manhattan headquarters, 919 3rd Ave. at 56th St.

After the panel presentations, an audience-expert question-and-answer session will be held to provide solutions to problems posed by professionals in the audience. Wine and refreshments will be served after the formal part of the seminar is concluded.

Subject matter will include information and advice on types of backings needed to properly adhere fabric to walls, fire-testing, proper adhesives, and treatments that work best for various types of products, according to Richard Wagner, ACT president and director of textiles for Knoll Fabrics. A raffle will be conducted at the event. Prize giveaways are also planned.

ACT plans to videotape the panel for showing in various parts of the country during the year.

Members of the association are: Adam James Textiles, Arc-Com Fabrics, Ben Rose Fabrics, Boris Kroll, Brickel Associates, Carnegie Fabrics, Coral of Chicago, DesignTex Fabrics, Donghia Textiles, Frankel Associates, Glant Fabrics, Greeff Fabrics, Groundworks, S. Harris and Co., and Hendrick Textiles. Also International Fabrics, Knoll Textiles, Jack Lenor Larsen, Lee/Jofa, Maharam, Rancocas Fabrics, Robert Allen Fabrics, Rudd Textiles, Scalamandre, Souveran Fabrics, Stratford Hall, SunarHauserman, Linda Thompson, Inc., and Unika Vaev, U.S.A.

Buses will return to Manhattan starting at 8 p.m. More information on ACT is available from Marilyn Rommeney of Arc-Com at 914/365-1100.

Beverly Sills: IHM&R keynoter

New York—Beverly Sills will deliver the keynote remarks at the 1986 International Hotel/Motel & Restaurant Show's opening luncheon, November 3, at the Sheraton Centre in New York.

She will tell the riveting story of her singing career, tracing her development from Brooklyn, N.Y. to her present worldwide prominence as general director of the New York City Opera.

A host of exhibits and seminars covering the latest hospitality industry trends will be featured at the show.

Show dates are November 2-5 at the new Jacob K. Javits Convention Center. For opening luncheon ticket information, contact Michael Murphy, c/o Hotel Assoc. of New York, 40 West 38th St., New York, NY 10018; 212/869-4600.

Neville Lewis celebrates 10th anniversary across the U.S.

New York—*Neville Lewis Associates (NLA) recently celebrated its 10th anniversary with a series of parties held across the country. Shown are NLA executives at the Union League Club here: (l. to r.) John Lijewski, sr. vice president & managing principal, New York; Juliette Lam, sr. vice president, N.Y.; Karen Kirts, vice president, Denver; Neville Lewis, president; Sonya Odell, vice president & mng. principal, Dallas; Robert Heraldez, vice president & mng. principal, Los Angeles; and Richard Dilday, vice president, L.A.*

Herman Miller expands services, targets financial industry

Zeeland, Mich.—Two recent developments have come out of Herman Miller's intensive research into the needs and growth opportunities of the commercial furnishings industry.

The first is a comprehensive program named "The Herman Miller Promise" which identifies four areas of expanded service. These are: offering five-year product warranties; providing quality audits for projects of $50,000 or more; stipulating trade-in-allowances on systems products (20 percent on Action Office and 100 percent on Ethospace wall frames); and guarantees on move-in dates with provision of customized compensation in the event of delay.

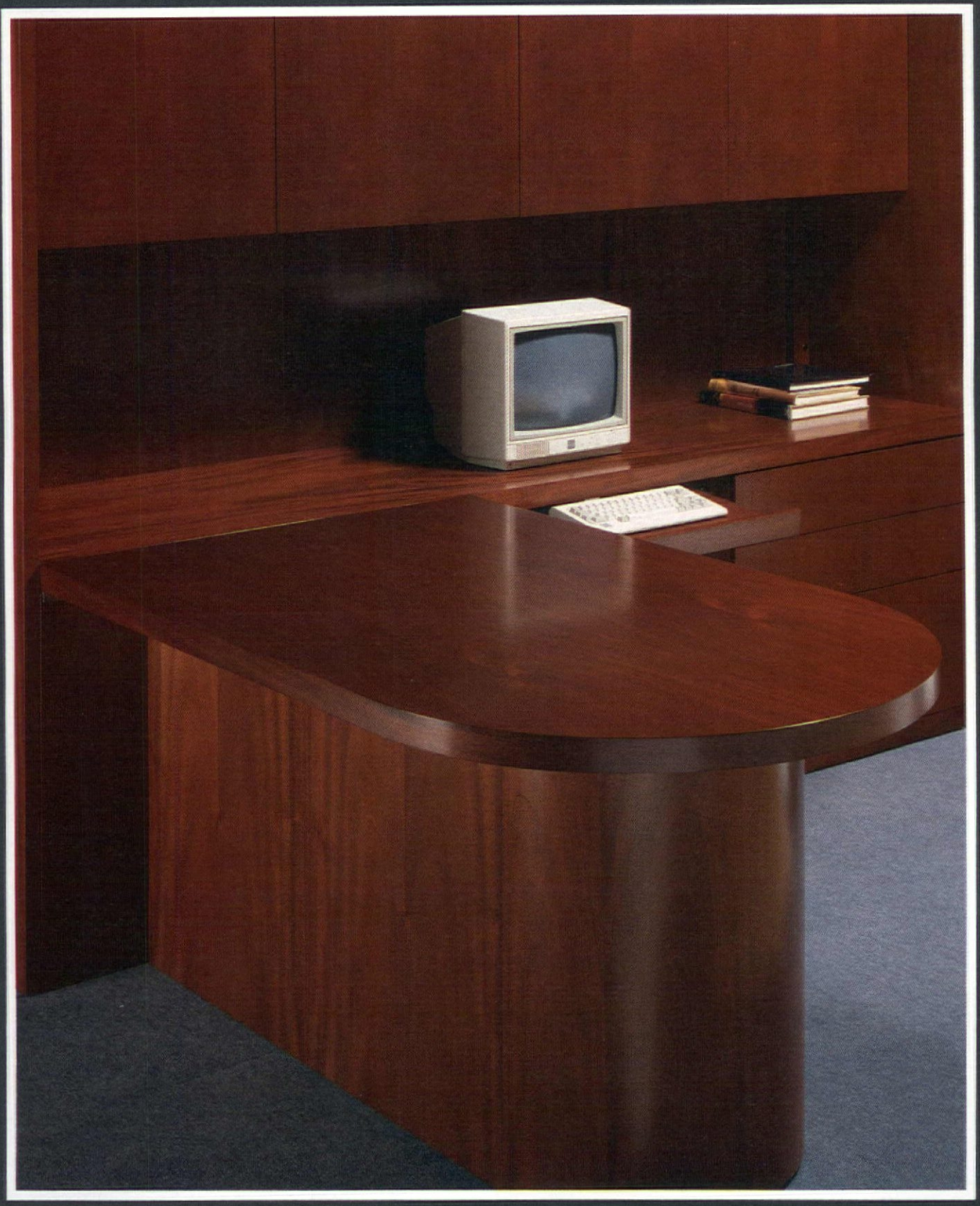
The Promise program is the result of over two years of research originally commissioned in 1983 with an independent research firm. The goal: to determine the perceived importance of product, price, promotion, physical distribution, cost, service, and overall performance of commercial furnishings manufacturers.

Nearly 263 dealers, 177 end-users, and 122 architectural and design firms participated in a mail survey supplemented by focus group discussions with 26 dealers, end-users, and A & D firms.

In another program aimed at the financial services industry, Herman Miller has dedicated its new facility, The Pavilion, to retail banking mock-ups employing Ethospace Interiors products as well as other product ranges of the company.

The program comes after years of in-depth corporate research with dedicated advisors from the financial field into the emerging needs of financial institutions. A model bank, "Great Lakes Bank & Trust," occupies 12,500 sq. ft. of the Pavilion in Grandville, Mich., exhibiting a range of design options for public and non-public areas of banking facilities.

formula plus



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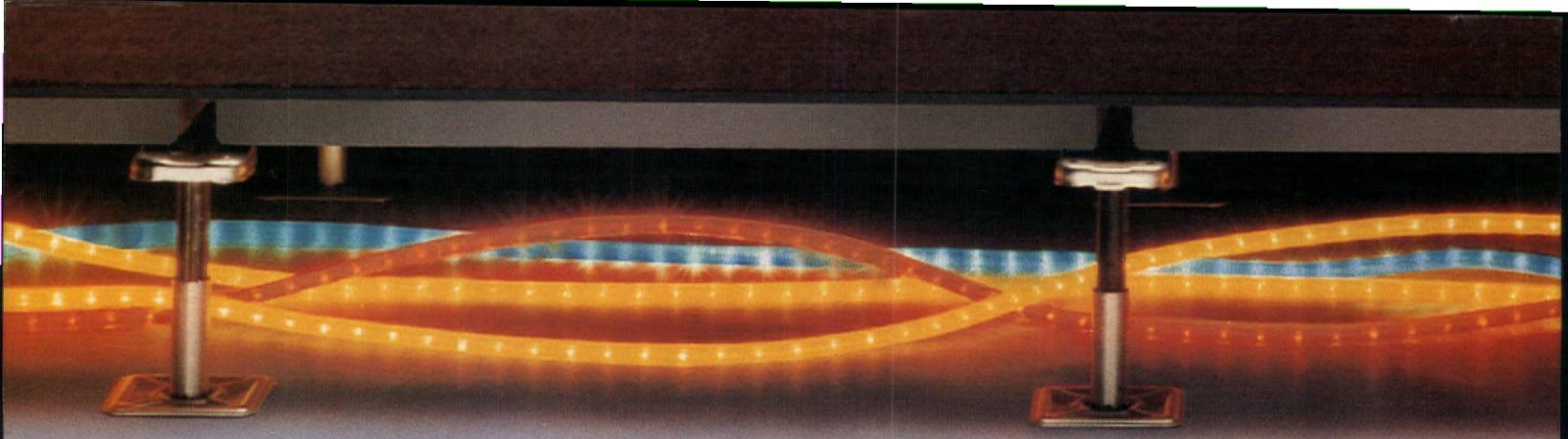
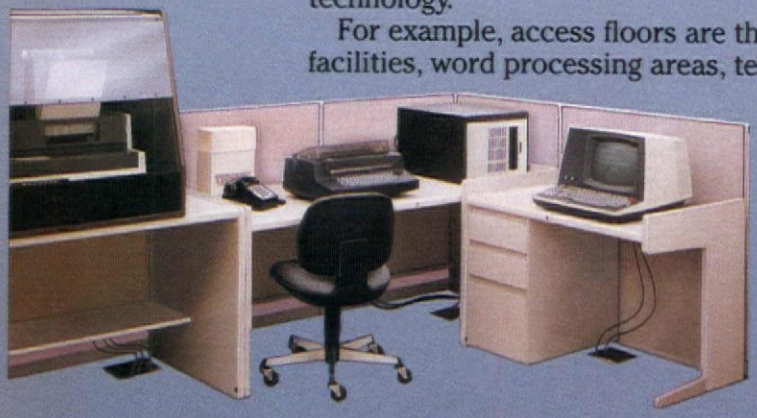


When to buy an access floor.

It's easy to be confused about access floors. Yet, when used in the right applications, they are a superb solution to a complex set of design problems.

Put simply, the more important flexibility is to you, the more you need access floors. Because access floors allow building management a great deal of latitude in adapting an interior space to changes in occupancy, work flow and technology.

For example, access floors are the logical choice for open offices, CRT facilities, word processing areas, telecommunications rooms, laboratories and, of course, computer rooms.



Experience has shown that access floors are highly cost-efficient in office buidings with:

- A 50% + open office plan.
- A 10% or more annual move rate.
- An occupant density of 200 sq. ft. or less per person.
- And technology-oriented workstations with as little as 20% computer terminal density.

In short, the best time to use access floors is whenever the productivity of occupants is most dependent on the network of electronic, communications and computer support systems.

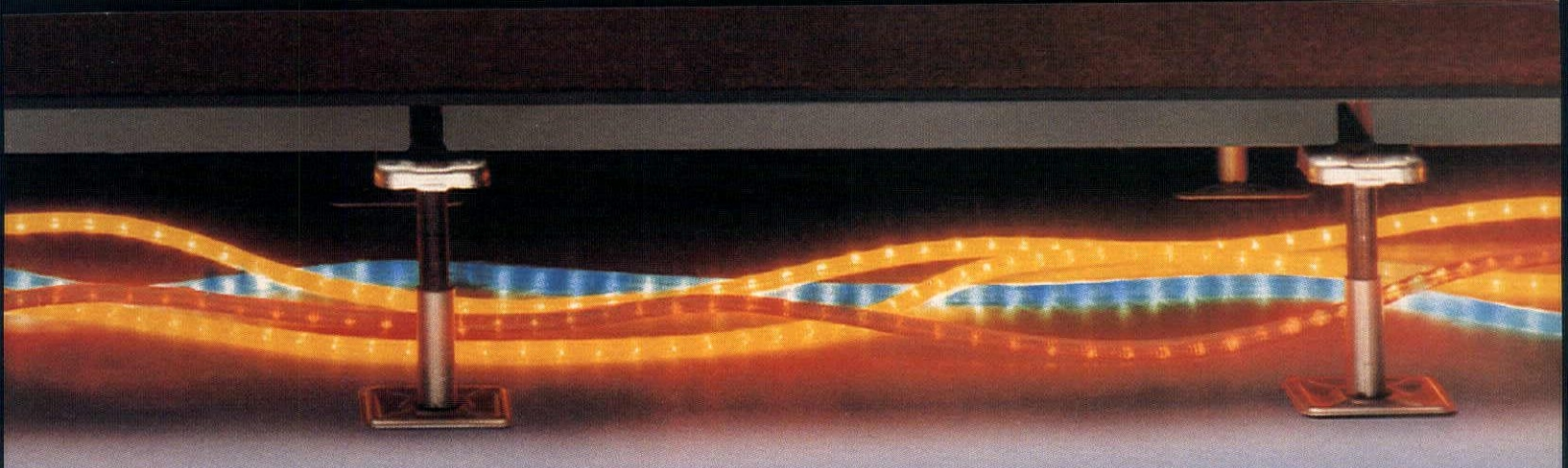
When not to buy an access floor.

There are times when a project is better served using traditional service distribution concepts. But they may be fewer than you'd expect.

While today's average access floor plenum height is only 6", access floors can add to total building height in some instances.

Also, facilities in which 90% or more of the plan will remain unchanged each year should probably continue to provide services via in-floor trenches.

Cost is a key, obviously, but most people just assume that access floors will be more expensive. In today's marketplace, you may find access floor costs competitive in more installations than you ever imagined.

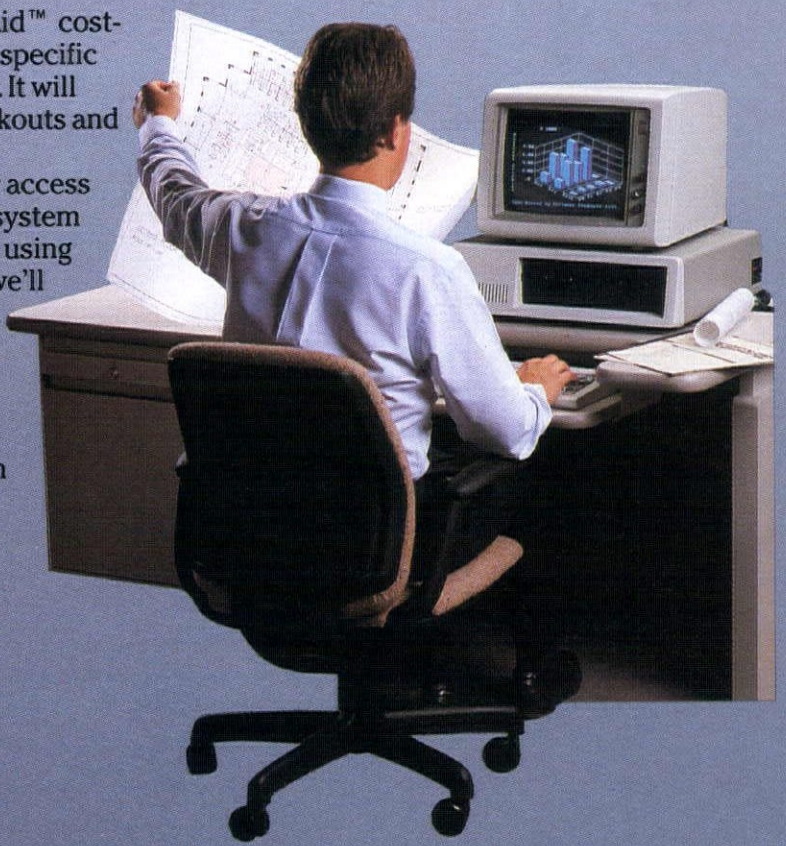


How to tell the difference.

This part can get very tricky. Comparing the initial and long-term costs of access floors with other construction techniques is no simple matter. You need a computer to factor in labor, material and operating costs.

Which is why we developed the DesignAid™ cost-comparison system. It will use data for your specific project to help you compare design options. It will even provide you with detail drawings, breakouts and specifications.

Obviously, we're pretty confident that our access floors will hold their own against any other system you're considering. But when you should be using another system, we'll tell you. Honest. And we'll even help you choose the best alternative.



How to learn more.

This is the really easy part. You can get full details on Donn access floors and the DesignAid system by talking with your Donn representative.

We can help you buy our product. We can help you buy somebody else's product. And we can help you decide for yourself.

DONN

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New showrooms: Scalamandre, Schumacher sign with IDCNY

Textile giants **Scalamandre** and **Schumacher,** plus lighting manufacturer **Orgatech** recently signed leases for showroom space in the International Design Center New York (IDCNY). Scalamandre will occupy 2,000 sq. ft. and Schumacher is moving into a 4,000-sq.-ft. space in Center One. Orgatech's 2,200-sq.-ft. showroom in Center Two is being designed by David Wales . . . **Lee Jofa** recently opened a new 2,500-sq.-ft. showroom in the Design Center of the Americas, Dania, Fla. . . . **Supreme Equipment** will move into a new, larger space in the Architects and Design Building, New York City . . . **Atelier International** recently opened a new 5,200-sq.-ft. showroom on the 4th floor in Innova (the recently renamed Houston Design Center) . . . **Domus Italia** has moved its showroom and offices to New York's Soho area, and will open another showroom at IDCNY later this year.

Scalamandre's Edwin Ward Bitter, Adriana Scalamandre Bitter, and Len Lemlein, vice president, director of leasing (seated) IDCNY, are surrounded by (l to r) Mark Joseph Bitter, Robert Franco Bitter, and Edwin Ward Bitter II on the occasion of the signing of a lease for the company's new showroom at IDCNY.

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500 students expected at IBD Rapids Rally in November

Grand Rapids, Mich.—Almost 500 students and faculty from across the U.S. are expected to attend the IBD Rapids Rally, November 9-14, in Grand Rapids, Mich. Sponsored by the Michigan and Ohio Regional IBD Chapters, the fourth bi-annual event is for junior and senior year commercial interior design students and will emphasize open planning and furniture systems.

A day-long Products Exposition involving 30 manufacturers and representatives of allied furniture, lighting, flooring, wallcovering, and accessories has been scheduled for the event. In addition, Haworth, Herman Miller, Steelcase, and Westinghouse will conduct facility tours and seminars on different aspects of systems design. Workshops given by professional designers and manufacturers will cover related subjects such as job opportunities and resumes, psychology of design, plus fiber and fabric construction.

For registration information, contact Cath McGlynn-Swain, 616/364-6592.

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Who reps what: Atelier Int'l. appoints 2 new representatives

Brooks Associates, Wyoming, Ohio, and **Ernest Thacker Associates,** Mansfield, Ohio, have been appointed new representatives for **Atelier International** in Ohio and Kentucky. Brooks will handle AI's lighting products, while Thacker will carry contract furniture . . . **David-Edward Ltd.,** a Baltimore, Md.-based furniture manufacturer is now represented in Georgia, Alabama, and Mississippi by **Snypp-Bowen,** Atlanta; plus in Arizona and New Mexico by **Nielsen Marketing Group,** Sun City West, Ariz. . . . **PermaGrain Products,** Media, Penn., has announced the appointment of **Denver Hardwood Company** and **Galleher Hardwood Company,** Santa Fe Springs, Calif., as full line stocking distributors . . . **Sentry Electric** has three new regional sales representatives: **Charles D. White Company,** Boston, in Massachusetts, Eastern Rhode Island, Maine, Vermont, and New Hampshire; **Ambiance Lighting,** Mitchellville, Md., in Maryland, Washington D.C., and northern Virginia; and **Keeler Sales Company,** Port Huron, Mich. in southeast Michigan . . . **Boyd-Levinson & Co.,** Dallas showroom, is the new rep for **Deschemaker, Inc.,** a leading French manufacturer of fabrics.

New assignments: Creative Environs to design 3 major hotel interiors

Four major hotels in Florida have commissioned **Creative Environs of Lynn Wilson Associates,** Coral Gables, Fla., for interior design services. Two prime properties are separately spearheaded by Arvide/Disney; a 350-room luxury Marriott south of Jacksonville and the 265-room Ocala Hilton. A third property, a new 250-room Sheraton Hotel at the Ft. Lauderdale Airport, is a key component of the new adjoining Design Center of the Americas complex . . . **Jain Malkin** has signed a contract with Mercy Hospital and Medical Center, La Jolla, Calif., to design a 12,500-sq.-ft. Ambulatory Surgical Center. The firm has also been engaged to provide full space planning and design services on four corporate headquarters: Magliaro & McHaney, La Jolla, 3,900 sq. ft.; Emerald & Sachs, La Jolla, 3,300 sq. ft.; Arizona Health Ventures, Phoenix, Ariz., 8,200 sq. ft.; and a 2000-sq.-ft. expansion for American Health Care Services, La Jolla . . . Broad Financial Center, one of Manhattan's newest "smart" office buildings, is in final stage of completion by architects **Fox & Fowle,** Boston . . . **3D/International** is completing design of the 536,000-sq.-ft. Weapon Systems Support Center at Kelly Air Force Base, Tex. . . . **Cannell & Chaffin,** Los Angeles, has been commissioned to design Amplicon Leasing's 10,000-sq.-ft. office in Santa Ana, Calif.

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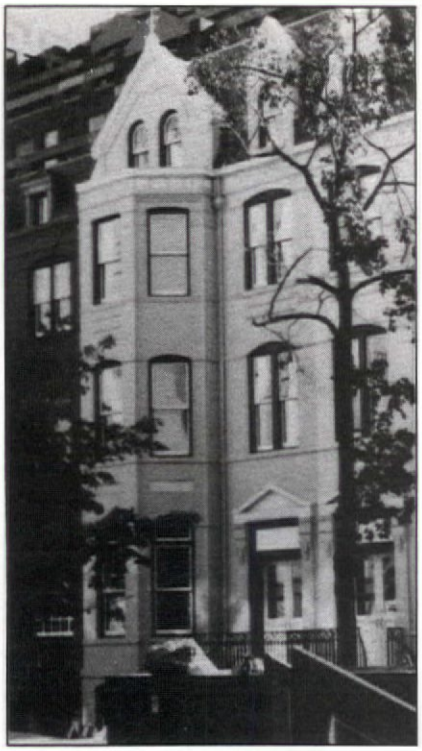

Restored townhouse is home of Arbee Associates' Washington, D.C. showroom. The firm is headquartered in New Jersey.

Arbee Assoc. opens in Washington, D.C.

Arbee Associates, a leading New Jersey distributor of office furniture, is opening its first branch operation in Washington, D.C. A 22,000-sq.-ft. warehouse/office facility in Gaithersburg, Md. is now operational and a 3,000-sq.-ft. showroom in the downtown area is being completed. The full-service dealership will feature Steelcase and Stow & Davis products along with a wide range of value-added services.

Expansions: Meridian opens new headquarters

Meridian, a steel filing systems manufacturer, has opened a new 108,000-sq.-ft. corporate headquarters in Spring Lake, Mich., near Grand Rapids. In addition to office space, the new building houses a state-of-the-art "closed loop" metal manufacturing facility, a baked enamel paint finishing department, and warehouse operations with a special area for handling quick-ship orders . . . **Thoro Systems Products** has announced the formation of a new Flooring Division, the third division for the Miami-based building materials company . . . **Indianapolis Office Supply** and subsidiary **Interior Office Systems** have just completed renovation of two buildings totalling 83,167-sq.-ft., to house its corporate headquarters in Indianapolis, Ind. . . . **Cubicon** has completed a 15,000-sq.-ft. addition to its plant in Ripley, Miss.

Meridian's new headquarters facility in Spring Lake Mich., features a dramatic glass entrance.

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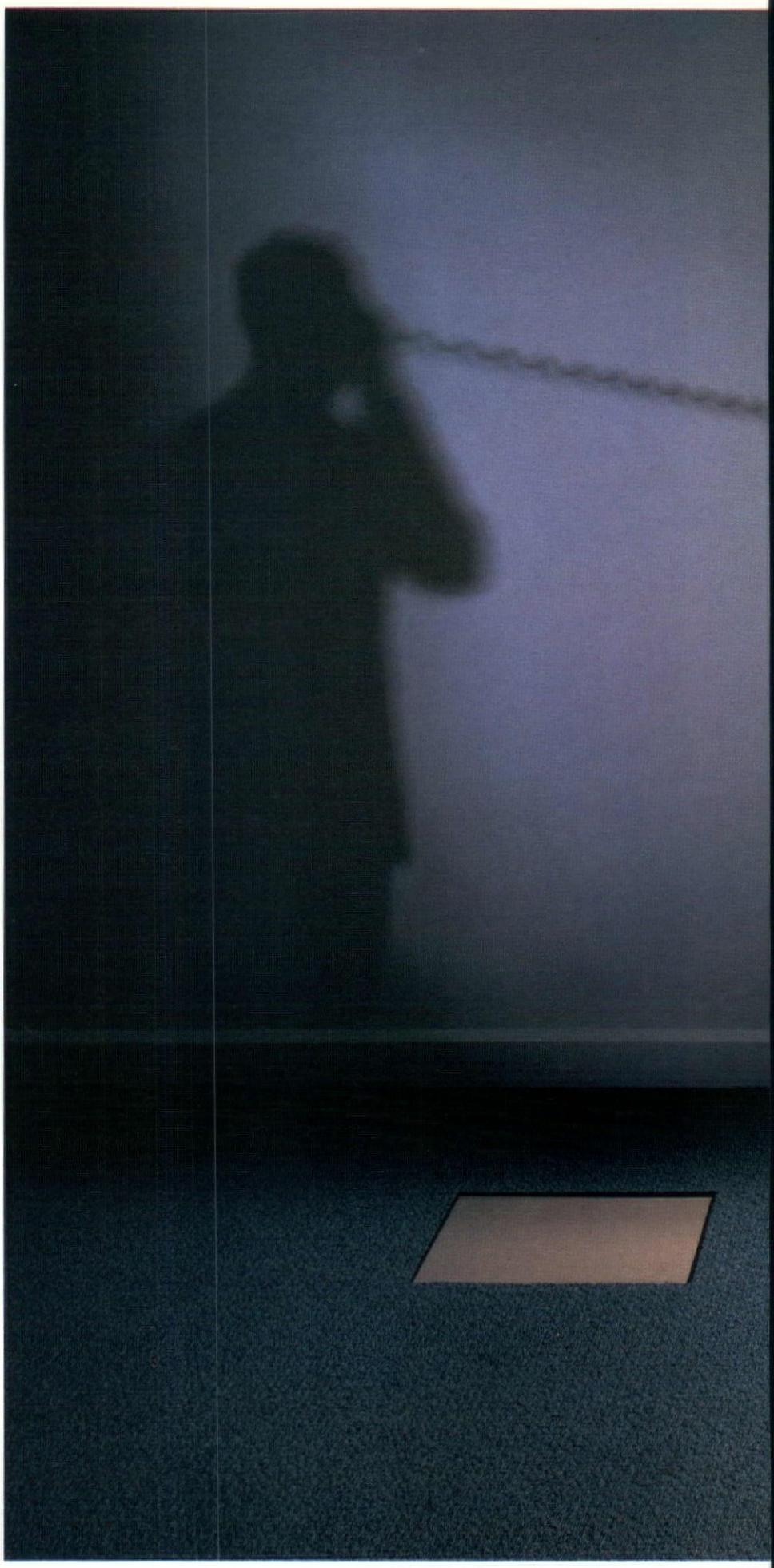

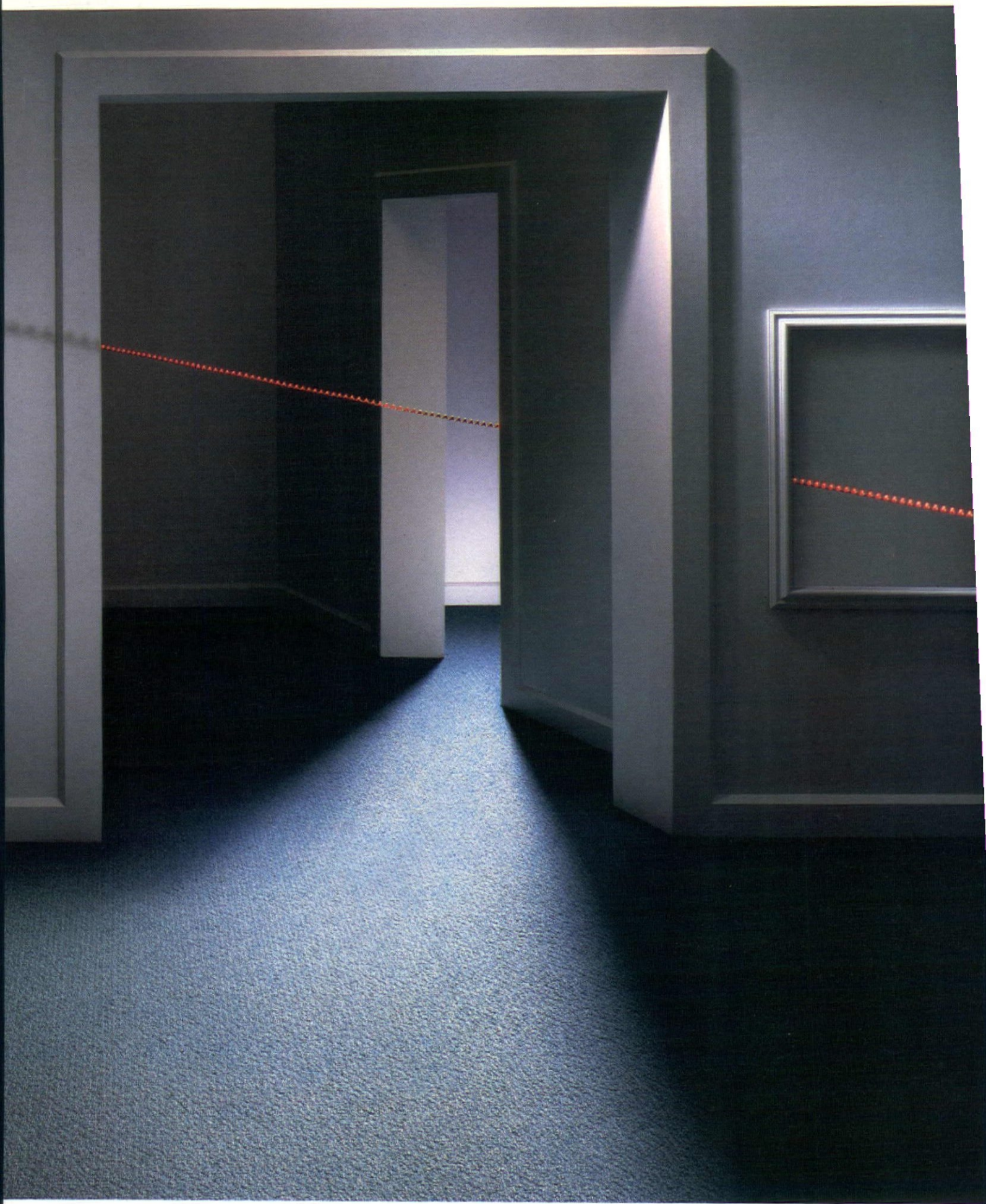

Modular carpet systems by Lees in over 200 colors and patterns. Photography: Fred Schenk. ©1985 Burlington Industries, Inc.

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Acquisitions: Panel Concepts acquires Tandem; Lee Jofa gets Groundworks

Panel Concepts, a subsidiary of **Standard-Pacific Corp.,** has acquired all the assets of **The Tandem Group,** a wood office furniture manufacturer. A new division is to be formed called **PCI/Tandem** that will continue to manufacture the majority of products in the current Tandem line . . . **Lee Jofa Inc.,** a source of contract fabrics, has announced the acquisition of **Groundworks Inc.,** a 16-year-old source of contemporary fabrics and wallcoverings. **Radley Resources,** a New Jersey-based marketing services firm, has formed a mutual assistance agreement with **Toby E. Rodes Consultants,** a Switzerland-based full service international public relations firm . . . **Chartwell Group Ltd.,** a high-end accent and accessory source located in Carlstadt, N.J., has completed purchase of all outstanding capital stock of **Sarreid, Ltd.,** a high-end deocrative accessories manufacturer . . . **Navan Carpets USA,** a joint venture between affiliate companies of **Navan Carpets Inc.** and **Nestler Enterprises, Inc.** has been formed to be the exclusive sales and marketing arm of Navan Carpets Inc. in the United States . . . **EHB Industries,** manufacturers of conference room furniture and accessories, has been acquired by **Adience Companies,** L.P., Pittsburgh, Penn.

Metcor introduces shipping program for accessories

Los Angeles—Metcor, an accessories manufacturer, has introduced a new shipping program that guarantees specified products will be shipped on time, or the entire order is free. The program specifically states that if and when a customer needs an absolute guaranteed shipment date, and if Metcor agrees to that date, it must be on time, or the customer will not be charged.

"This commitment will take the pressure off of customers, dealers, and designers," says Eitan Zur, general manager and CEO, Metcor. "We can offer such a unique option only because we handle all phases of our production in-house." Metcor offers guaranteed shipping on a wide range of products in its office accessory lines.

Eitan Zur, general manager and CEO, Metcor, inspects merchandise for the company's new guaranteed shipping policy.

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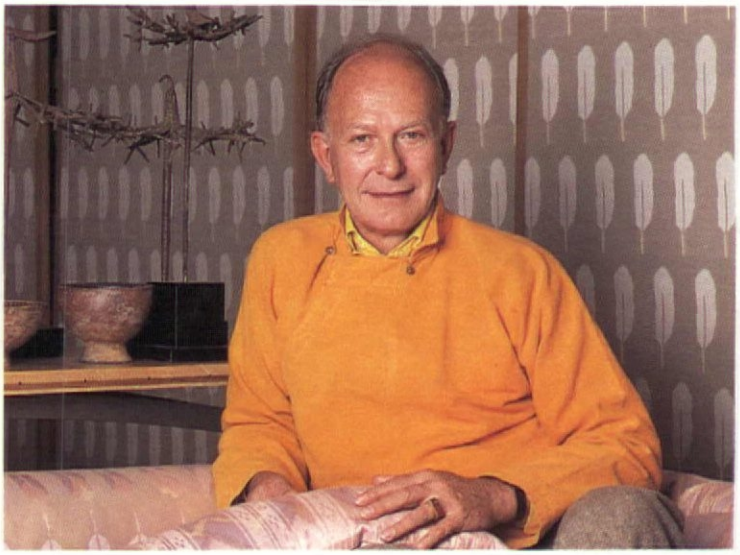

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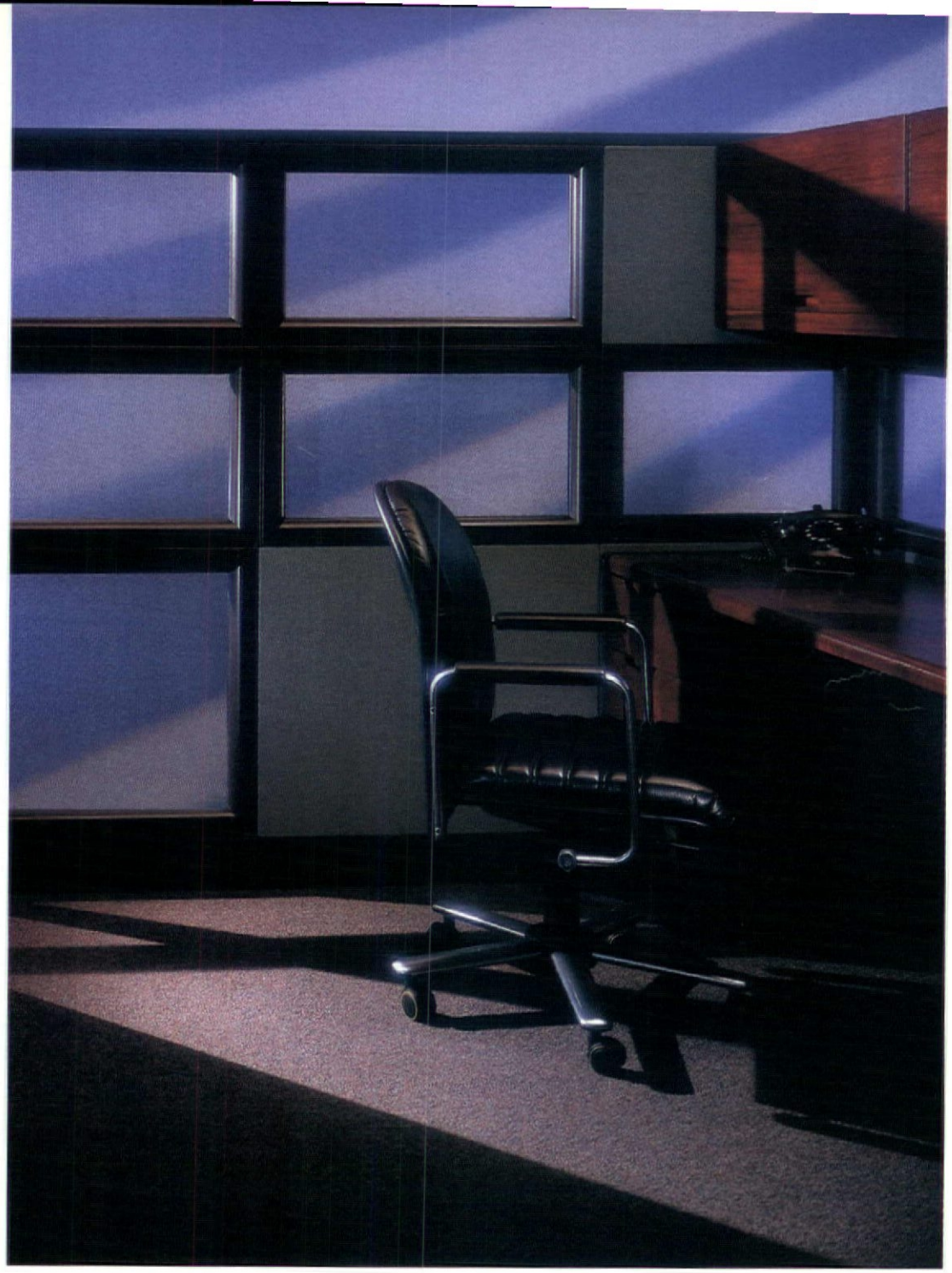

Harter Task Systems

The whole concept behind the original design for the systems product was to create very basic elements which would remain in a state of evolution — a gradual process of product enhancements which can retrofit into existing installations. Nicola Balderi, Designer

HarterMartinStoll D4 Sturgis, Michigan 616.651.3201

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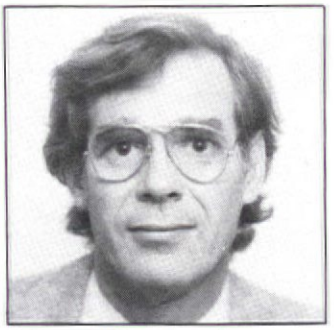
HARTER®

Boston architect aids clients with market research

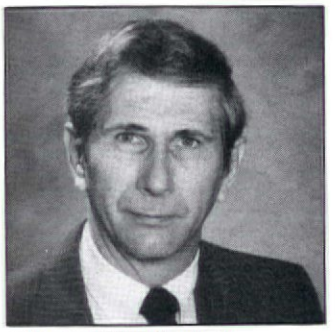
What is interior architecture without furniture specifications? And what are furniture specifications without source research? Payette Associates, Boston architectural firm, answers both questions with a market research study that benefits both the client and its own designers and specifiers.

As any conscientious specifier knows, researching systems furniture can be time-consuming in the extreme. Given the large number of systems furniture manufacturers, each at a different position on the price point spectrum, research can be frustrating.

Consequently, Thomas M. Payette, FAIA, RIBA, president of the architectural firm, which employs 100, commissioned two of his then employees—now working in other firms in the city—to undertake a massive research project that would provide answers to specifiers and clients about types, costs, and advantages and disadvantages of various systems.



"The extensive research . . . identified all the systems furniture manufacturers . . ."—Payette



"We considered only those systems that provided visual and acoustical separation . . ."—Smith

"The rationale for using the cluster is to provide a more realistic 'work station' cost . . ."—Hackett

"It was not enough to compare one manufacturer's system to another's," says Payette. "That would be like comparing apples and oranges. They are both round, about the same size, and fall into the fruit classification. But there the similarity ends." Payette assigned William O. Smith, then director of interior design, and Nancy E. Hackett, IBD, interior designer, to the systems research project.

Smith outlines the parameters of the project: "With an inordinate number of open office furniture 'systems' on the market, it was extremely difficult, if not impossible, for one person to know and understand each and every system. To narrow the field to a smaller and more manageable number, we elected to consider only those systems that provided visual and acoustical separation, and we narrowed the field even more by considering only those systems that have interlocking panels with integral, panel/system supported componentry."

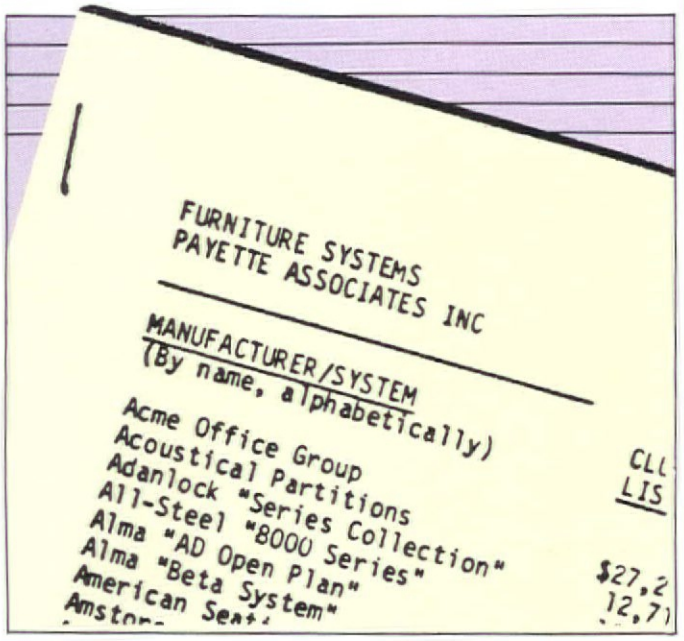
Smith and Hackett developed a handout that lists the beam, post and panel, and incremental panel systems manufacturers. Also included is the list price, FOB point of manufacture, of a six-station clerical grouping of each open plan producer for cost comparison purposes.

Nancy Hackett explains that the rationale for using the cluster is to provide a more realistic "workstation" cost, since there typically is a sharing of panels in systems furniture.

Says Payette, "We have continued to work with the cost data base, which has been a very useful tool. Our extensive research identified all the systems furniture manufacturers within the parameters of our definition."

The cost analysis provided by Payette enables a designer to quickly determine which of the manufacturers may be within budget constraints.

So effective has been the systems research for Payette that the company's management has expressed interest in sharing the findings with the design community.—*L.C.*



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For a copy of system furniture study, write to Ellen Brackelt, corporate librarian, Payette Associates, 40 Isabella Street, Boston, MA, 02116-5296.

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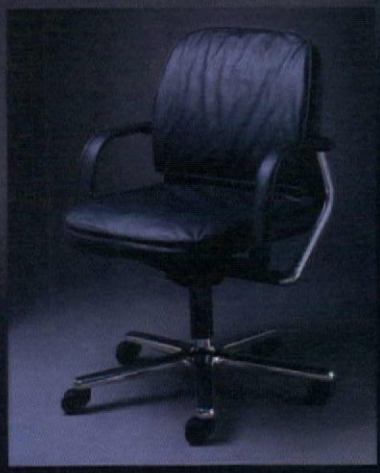

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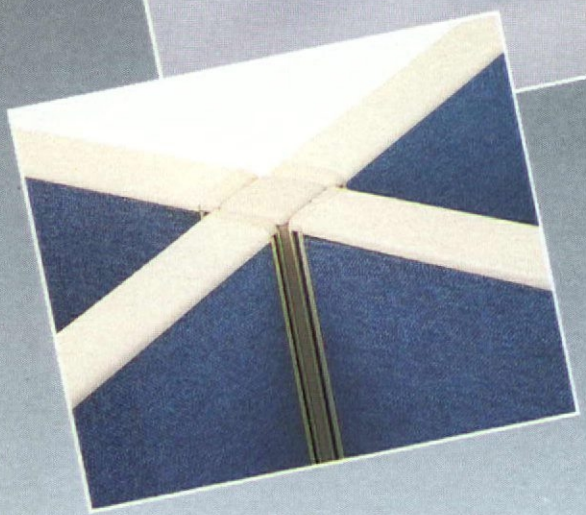

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By Sara O. Marberry

Valuable insights for designers in new book on color

Ever wonder why President Reagan always wears a dark blue suit for his press conferences on television? It's not just because blue is the standard business dress in Washington, or that blue is Nancy's favorite color (though it may well be). According to Carlton Wagner, director, The Wagner Institute for Color Research, Santa Barbara, Calif., it's because people have a learned reponse from historical associations which link dark blue with respect and authority. This makes a lot of sense for the President of the United States, who has to be image conscious. This same image consciousness also reaches into contract design, where producing the right response is key to the success of a product or interior project.

Color is important to this success, says Wagner, who has spent the better part of the past 26 years researching and consulting on human response to color. He has compiled his findings in a three-volume set of materials called "The Wagner Color Response Report," which was released in February. Published by Color Communications, Inc., Chicago, the package includes an all-inclusive report on color response; a color directory of individual leaves of color with known responses printed on each leaf; and a report on wearing colors. Wagner also has a report on make-up colors titled, "Beyond Beautiful," and is working on another book with co-author Kay Chertok called "Color Power."

Wagner's credentials include a degree in psychology from California State University, Long Beach; graduate work at the Carl Jung Institute in Zurich, Switzerland; and 15 years of teaching and clinical practice. His choice of a second career in interior design in the early '60s was a natural outgrowth of a graduate study program on the influences of color on behavior. Wagner returned to school to study at The Fashion Institute of Design and Merchandising in Los Angeles, where he received a degree in interior design. He now owns a design firm in Santa Barbara, Carlton Wagner Designs, which does both contract and residential work. He formed the Wagner Institute in 1985 for the purpose of gathering research on color from around the world and making it available to the public.

Easily understood

Although he has written many articles, given many lectures, and appeared on television, the "Color Response Report" is his first book on the subject. What makes it such a valuable tool for interior designers, as well as the ordinary lay person, is its simplicity. The book is easy to read, easy to understand, and easy to interpret. It is not a complicated volume of scientific studies or abstract theories, but rather a straightforward color reference that makes sense.

In the opening chapters of the report, Wagner writes that response to color is inherited. He explains that our endocrine gland system is indeed affected by certain colors due to the fact that not all optic neurons (which carry signals to the brain) leaving the eye go to the visual center of the brain. In fact, 20 percent of them go to the pituitary gland. Thus, we are able to measure these "chemical" responses to color. Red, for instance, causes a state of arousal; blue a state of tranquility or fantasy; and yellow stimulates anxiety.

Responses to color also depend on learned responses, income levels, and sophistication. Wagner also points out that geographic and regional attitudes, plus light and climate differences affect color response. And, because the eye sees all color as having either a yellow or a blue base, even males and females have different color preferences. Men inherit a preference to look at yellow-base reds, while women like blue-based reds.

"Because of all these factors, interior designers have to understand who their client is and what they want to accomplish," says Wagner. "Educating the client on color response is a constant problem with interior designers." It is also true that clients often may not even know who their target market is, or how to reach the right customers. Wagner once had a client who called from Minneapolis to hire him for a retail project. Because of time limits, Wagner interviewed the client over the phone, and was told that the store was a boutique in a shopping mall, in-between two larger department stores.

(Continued on p. 44)

Since red causes a state of arousal in humans, fast food restaurants use it to stimulate customers to eat quickly and move on for the next patron.

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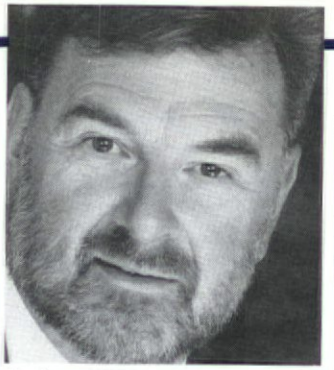
Blue may turn appetites off

(Continued from p. 41)

Wagner drew up a design plan and flew out to Minnesota, only to discover that the two department stores were actually Zayre's and K-Mart. "I had to change the whole color scheme in order to attract shoppers to that location," he remembers.

As mentioned before, the report states that red is an emotional color which arouses people. Fast-food restaurants use red to stimulate people to eat and move on for the next patron. Wagner writes that yellow is the fastest color the eye sees and requires the most complex visual processing. Because yellow indicates temporariness in nature (turning leaves, blossoming flowers, etc.), it is not a good color to use in environments where security is important, such as a bank. "Yellow and black together elicit negative responses," says Wagner. "A bee is yellow and black and it will bite you. Mammals inherit a rejection to yellow and black and because of this even a puppy will instinctively pull back at its first sight of a bee."

According to Wagner, blue is the number one verbal preference of the majority of people in the United States. The familiar "cardiac" blue used in hospitals causes the brain to secrete tranquilizing chemicals, while pale blue encourages fantasy. Around food, blue doesn't work. "We don't eat blue," he states. "However, blue on china is attractive, but may turn appetites off." Wagner says that people do not accept high priced restaurants done in blue. "If the color turns off their appetite, they think 'why am I paying all this money for a meal I'm not enjoying'?" he reasons.



Carlton Wagner, director, The Wagner Institute for Color Research, has been studying human response to color for 26 years.

Green as an environment color makes people feel welcome, secure, and is a good color for those who have been relocated, Wagner writes. It is an enhancing color around food—we eat and drink green. Brown is another color that is good around food, but there are some regional prejudices against brown, generally in the New York area. Wagner claims that gray is the only color for which no after image is seen and it is a color around which creative people are most productive. Black is a symbol for dignity and sophistication and works well as an accent in business interiors.

Much, much more is included in this fascinating report on color responses. Besides design, there are many observations about personal appearance which can be useful for any person in business. It would be impossible to read this report without gaining a heightened awareness of color, which is exactly what the book is intended to promote.

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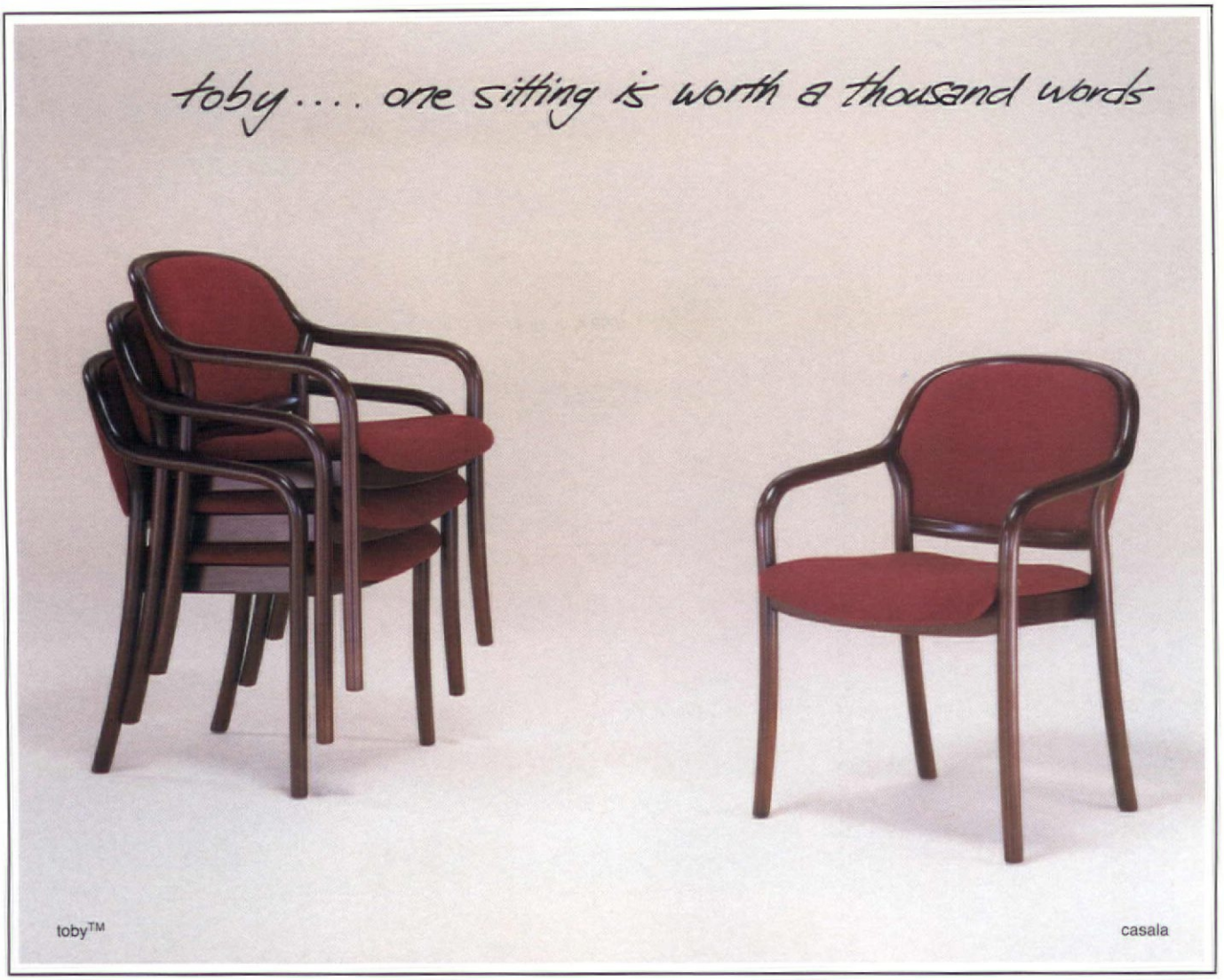

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By John S. Marshall

Task lighting improves productivity in open plan workstations

Shadows and glare, two enemies of productivity in open plan offices, can be effectively fought with task lighting in both desk and under-shelf fixtures, according to experts. Choosing the right fixture has become especially critical due to steadily decreasing ambient light levels and increased use of computer terminals throughout the country. There is also some controversy over whether task lighting is necessary in spaces with evenly distributed, strong ambient light.

When task lighting is used, fixtures should direct light to both sides of the task area, rather than in front, where veiling reflections can reduce visibility. In addition, task and ambient lighting must be coordinated so that workstation panels are evenly lit. When they are not, workers' pupils continuously dilate and constrict when looking first at light worksurfaces, then at dark panels. This contrast variation causes eyestrain and fatigue.

Task duration is also an important consideration. A worksurface where tasks are performed intermittently throughout the day does not need the same lighting as critical task areas. Secondary worksurfaces, however, must be evenly lit to reduce contrast variation.

In addition, eye fluids absorb more light with increased age, meaning that older workers need about 100 footcandles of light to perform critical tasks. "A 60-year-old employee needs about seven times the light of a younger worker," says lighting designer Robert Benson, IALD, Knudson & Benson Associates, Mercer Island, Wash.

For a recent open plan project, Benson met the lighting needs of both older and younger workers in the finance department of Nordstrom Inc., Seattle. Each had an L-shaped workstation with a computer in the corner. "They needed strong light for reading cash register receipts, which aren't very dark," he notes. "We needed better lighting than that supplied with the system."

Alkco's Varilux under-shelf task light features two 13-watt compact fluorescent lamps.

Under the shelf on the left, Benson replaced the system's lighting with a 3-ft. fluorescent fixture by Herman Miller, the General Task Light. Its batwing distribution lens directed light to both sides of the secondary worksurface. On the right, VDT input data was illuminated by a 13-watt PL compact fluorescent lamp in a Ledu desk light, the IPL 600. The latter distributed light asymmetrically, reducing glare and protecting the VDT screen from veiling reflections.

Even if under-shelf lighting is near a VDT, a desk lamp is still needed, says Paul Brady, sales manager, Ledu Corp. "Under-shelf lighting does not provide the employee with enough light," he says. "Ambient levels usually are not high enough."

Alkco makes an under-shelf task light which need not be supplemented with a desk light, according to Scott Roos, vice president, product development and marketing. The Varilux task light integrates two PL-13 fluorescent lamps into a single fixture and features three light levels ranging from 80 to 100 footcandles.

Roos stresses Varilux is a fixture that cannot be abused by users. "Too often, if two fixtures are used, they are spaced too far apart, or they are turned the wrong way, introducing glare," he notes. "Varilux cannot be turned the wrong way. Panels and worksurfaces are evenly illuminated."

Some lighting designers say that ambient light, if directed evenly across a ceiling at a high enough level, can eliminate the need for task lighting. According to lighting designer Joanne Lindsley, IALD, Synergy Consultants, New York, metal halide lamps aimed at the ceiling in some spaces can produce enough uniform, shadowless ambient light to perform critical tasks.

Lindsley recently specified custom-designed 400-watt halide torchieres and no task lights for accountants in an open plan office at Phipps Houses, N.Y. "Halide is good for reading numbers," she says, "and makes the space feel like it's skylighted."

Each workstation in the finance department of Nordstrom, Inc., Seattle, is equipped with the Ledu IPL 600 and the Herman Miller General Task Light, which evenly illuminate primary and secondary worksurfaces.

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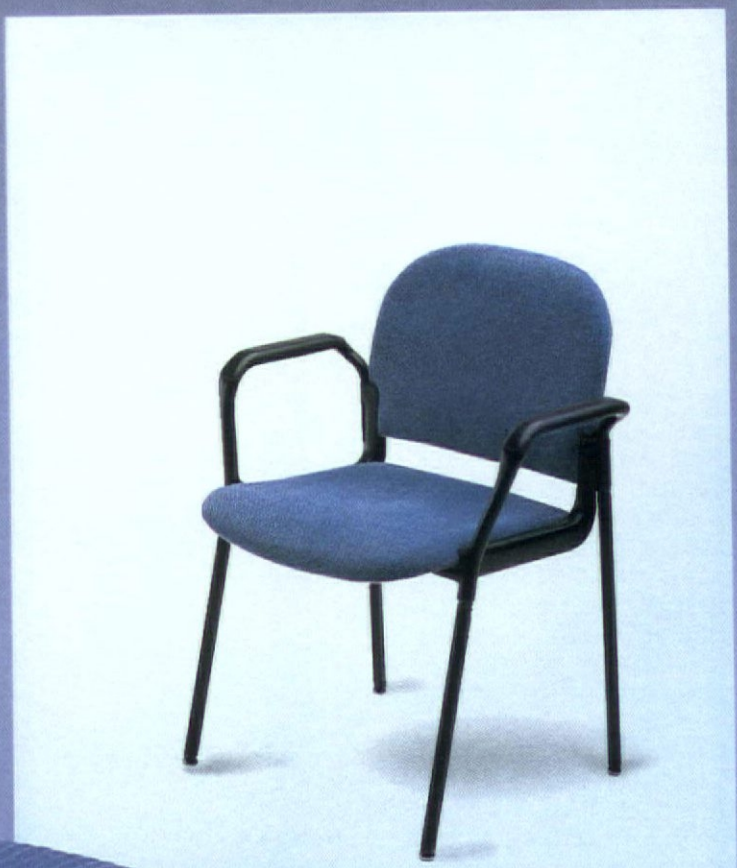

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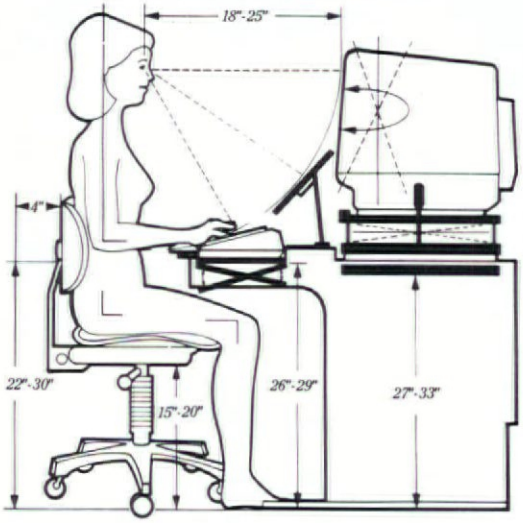

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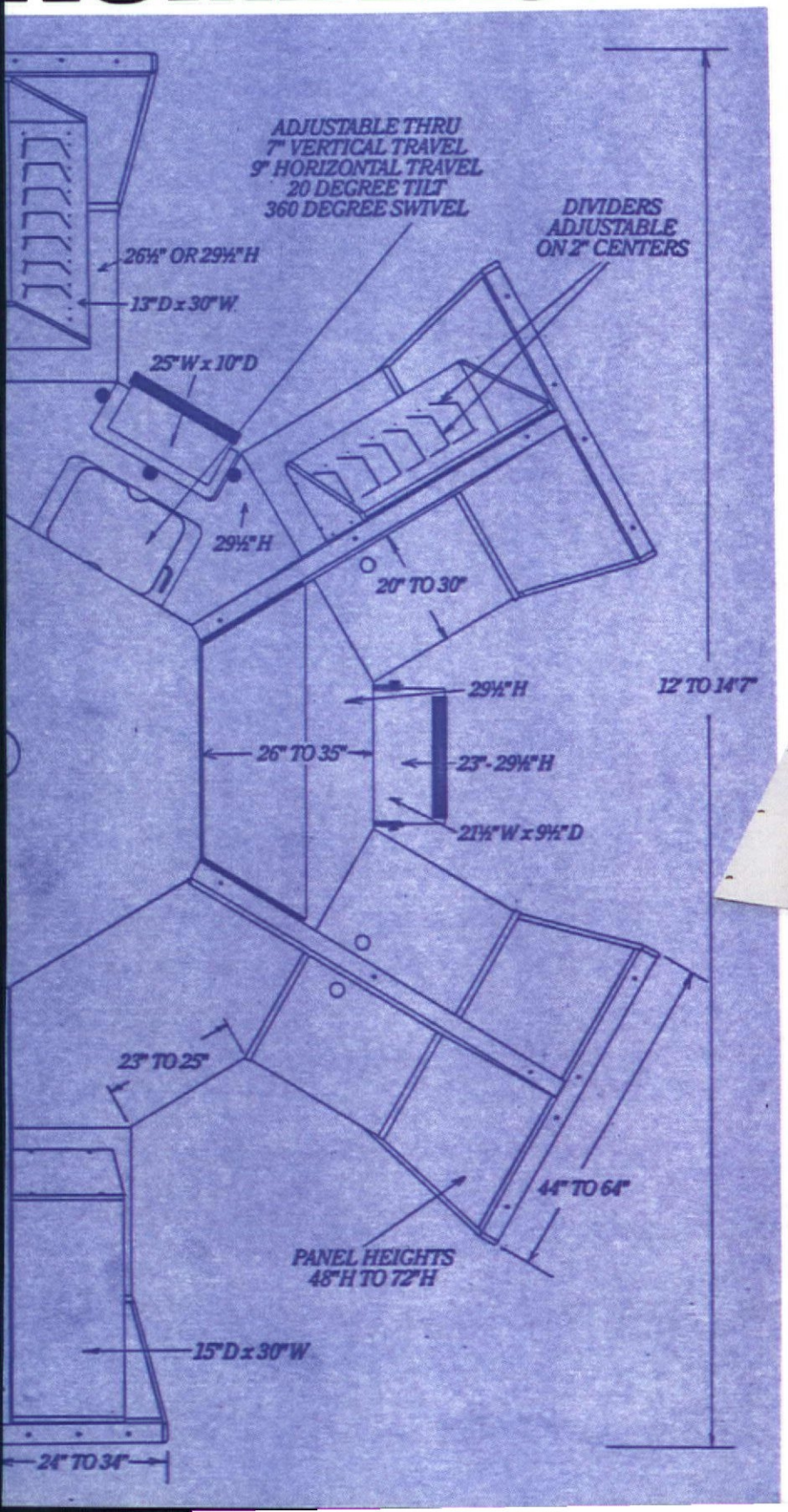

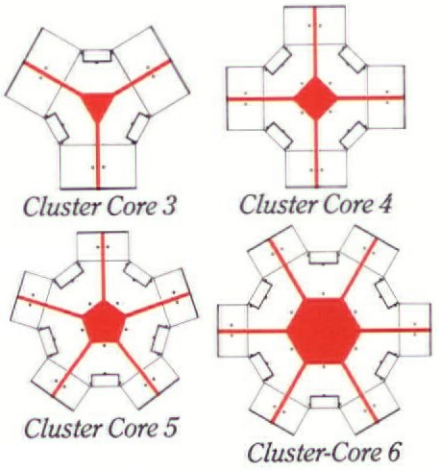

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Scandinavian Fair: U.S. Attendance Down, But Export to States Is On The Rise

By **ROBERTA WALTON**
Executive Editor

Kallemo—Paavo chair is of beech wood and has upholstered pillow and seat which are adjustable to suit user. **Circle No. 323.**

Despite a downturn in U.S. attendance this year, the Scandinavian Furniture Fair, Bella Center, Copenhagen, enjoyed record overall participation of close to 17,000 visitors, roughly one-half from foreign countries.

A decrease of approximately 200 U.S. buyer/visitors as compared with '85 was attributed mainly to the devaluation of the dollar. In spite of this factor, Scandinavian countries are forecasting healthy trade with the States, while many have already demonstrated significant export gains to this country in the year 1985.

Sweden posted the largest gains, with an increase of 58 percent in furniture exports to the U.S. from '84 to '85. For the same period, Finland's U.S. exports rose 40 percent. And, export to the States constituted 34 percent of total Danish furniture exports in 1985; while, for Norway, the U.S. represents the biggest export market in the furnishings field.

While the classic work of design masters, Aalto and Saarinen among them, was amply represented as it is year-to-year, fairgoers saw the emergence of new and upcoming designers. Indeed, although manufacturers showing at the fair tend to be reluctant to produce lines which do not have an established, "name designer" behind them, ground support for new talent seems to be on the rise.

Evidence of this was offered through: Norwegian manufacturer Westnofa which exhibited its Workshop series of experimental prototypes designed by Torstein Nilsen, showing a special whimsey in seating; the Danish exhibit "Designer Kontakt 86," featuring products of several Danish designers developed experimentally for the fair to stimulate manufacturer interest in production; the "Young sketches" group promoted by the Finnish Furniture Exporters' Association—work of five student designers from the University of Industrial Arts, Helsinki; and the Mobel Forum display in the Norwegian section, representing 90 designers and manufacturers engaged in prototype production.

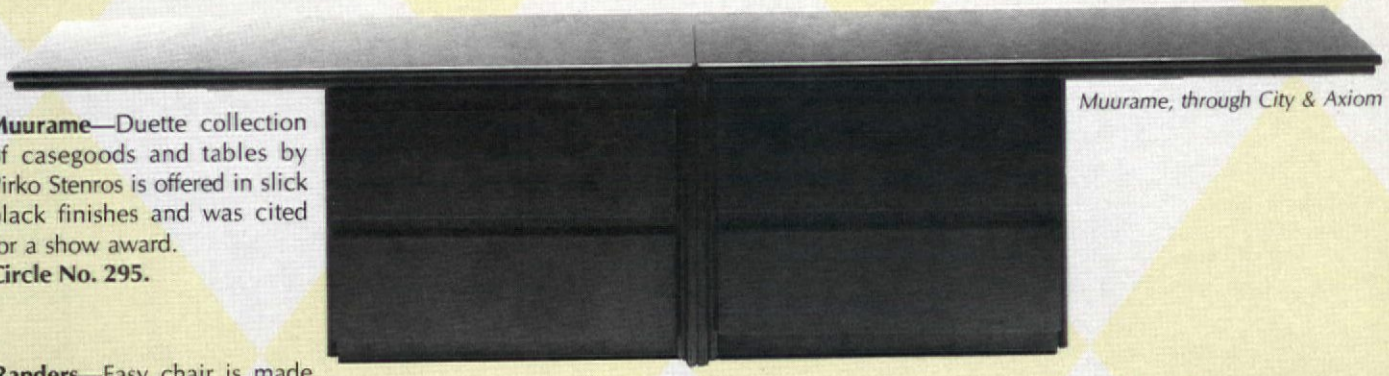
The design "edge" or advantage accrued from supporting fresh talent is deemed a marketing advantage to the Finnish manufacturers, as noted by Ritva Rissanen, managing director, Finnish Furniture Exporters' Association. "We used to be accused of resting on the laurels of the '50s," says Rissanen. "Success can indeed bring a fear of innovation.

"What we are doing now in Finland is bringing up new, legendary names in design. Unfortunately, a lot of our young design is going into museums and not into production. We hope to change this after the vacuum of the past 20 years in which the 'older crowd' was a reigning elite."

Rissanen's group is committed to exposing new designers to the marketplace and has an ongoing program of scholarships and market study tours for young professionals in the Finnish furniture field.

Support for the new

The Finns, who are not volume-oriented manufacturers, identify their competitive strength as being "personal design," not standard product. A number of observers agreed that a good deal of innovation was displayed through such Finnish firms as Muurame (winner of the Finnish Furniture Exporters' Association award for best product at the

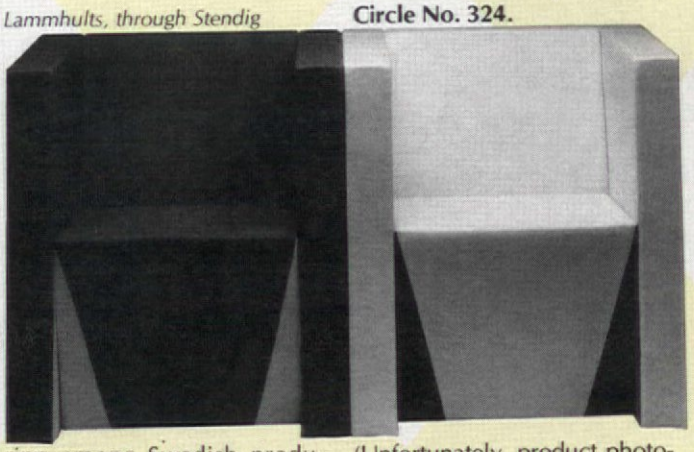


Muurame, through City & Axiom

Muurame—Duette collection of casegoods and tables by Pirko Stenros is offered in slick black finishes and was cited for a show award.
Circle No. 295.

Randers—Easy chair is made for use in offices, conference rooms, and reception.
Circle No. 313.

Lammhults, through Stendig



Lammhults—Guess easychair is available through Stendig.
Circle No. 324.

show), Lilyriver, and Avarte, among others whose products are shown in our coverage.

A conscientious support of innovation was reflected through other countries exhibiting at the fair as well. The work of a Danish group of 28 young designers, "The Young Furniture Group of '83" was on display on the bridge level at the Bella Center. The designs shown were products specially prepared by each member for the fair, with support from the Danish Furniture Manufacturers Association. Notes Henning Klestrup, general manager of the association, "It used to be that designers were draftsmen as well who had wood in their hands. They fabricated and designed the products they conceived.

"Today, we have a rank of designers whose talents lie more in conceptualization. We must re-marry design to production by getting more manufacturers interested in the broader design vocabulary offered by product designers."

Speaking for the Swedish Furniture Manufacturers Association, Bertil Arwidson, information manager, points out that this re-marriage of industry and design has been occurring among Swedish producers. Says Arwidson, "Roughly 10 percent of the companies in our group used trained designers for their product lines before the early '70s. Now, it is much more. It used to be thought that product design was obtainable only from those technically trained in production methods, and not from those trained in design."

Mfrs., designers re-marry

Reflecting this change in outlook among Swedish manufacturers is the thinking of Paul Hansen, principal, Johannes Hansen, whose firm has successfully produced the well-known work of master cabinetmaker/designer Hans Wegner for many years. Notes Hansen, "Because I believe that there should be room for new talent, I have formed a new company, called Altaform—specifically for innovative, new design. The designers I use for this new company are all in their '40s." (Unfortunately, product photography was not available from either Johannes Hansen or its new offspring.)

Hansen's efforts go beyond culling new talent for his firm to playing an instrumental role in supporting a group of youthful designers, many the sons of well-known elder master craftsmen.

"These young designers approached me 10 years after the Cabinetmakers Guild Exhibition folded in 1968 after 40 years of activity," explains Hansen whose father Johannes Hansen belonged to this original group along with Hans Wegner. Through Paul Hansen's efforts, the Cabinetmakers Fall Exhibition was started and is planning its next local show in October.

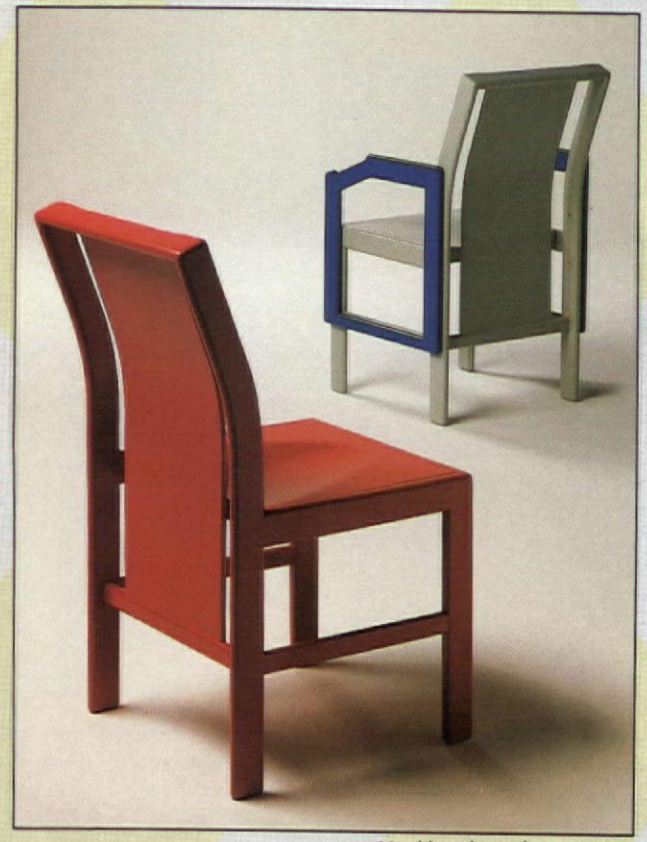
Shown on these pages are examples of some of the product selections epitomizing both the new and the traditional of Scandinavian commercial design.

(Continued)

Support for innovative, young design

Asko Oy—Aslak chair is intended for hospitality use and is revived from a '50s design by master designer Tapiovaara. **Circle No. 301.**

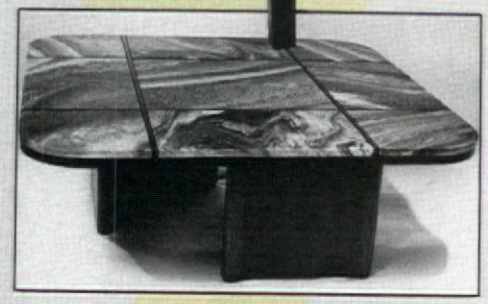
Asko



Vuokko, through Luminaire

Westnofa

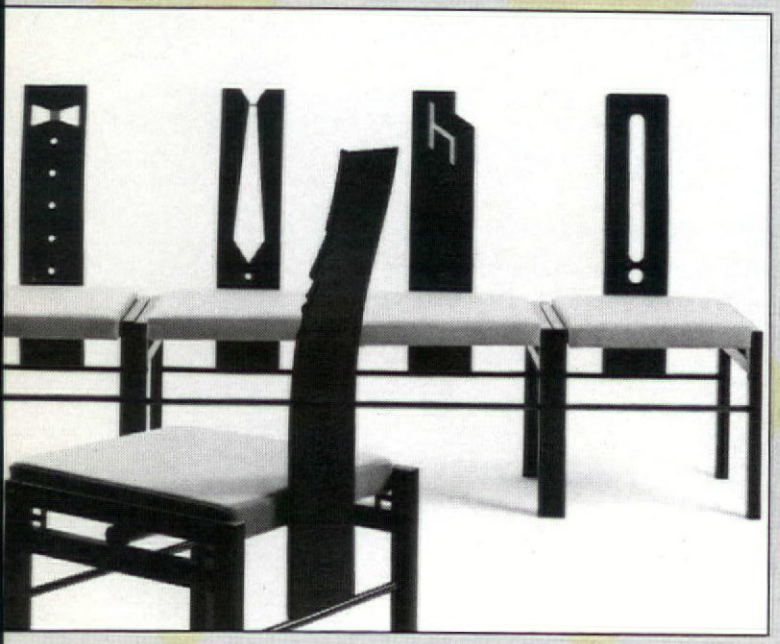
Bendixen/Continental

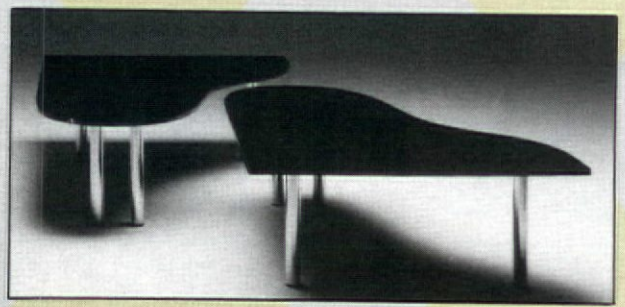


Bendixen Design—Available through Continental Imports are teak- and rosewood-base tables. **Circle No. 363.**

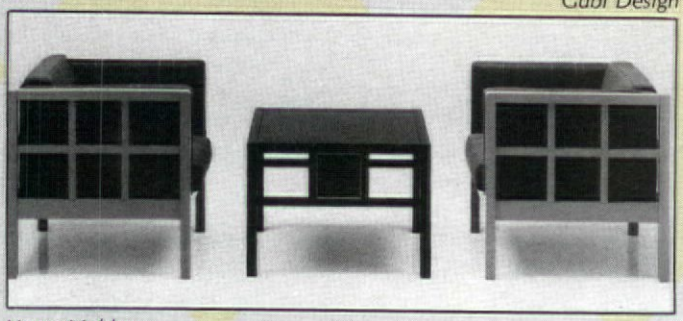
Vuokko—Chair 006 is made of lacquered birch and features adjustable armrest. **Circle No. 297.**

Gubi Design—Grand Piano Table is of high-gloss acrylic with inlaid ornamentation. **Circle No. 311.**





Gubi Design

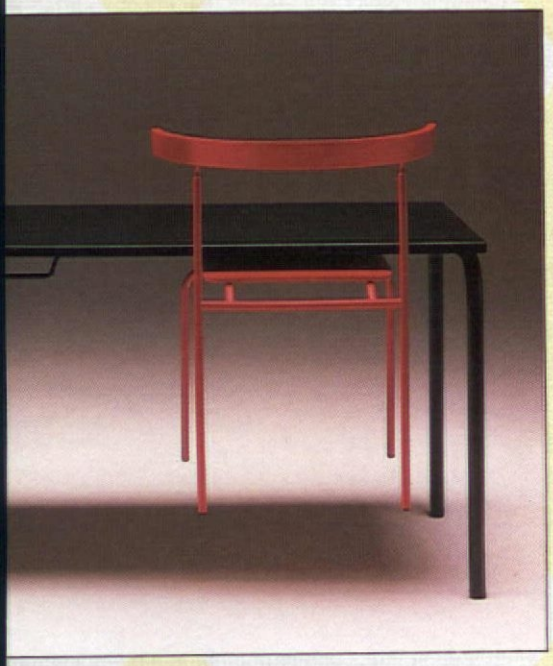


Vatne Mobler

Westnofa—Company showed Workshop pieces by Torstein Nilsen. Available through U.S. division. **Circle No. 315.**

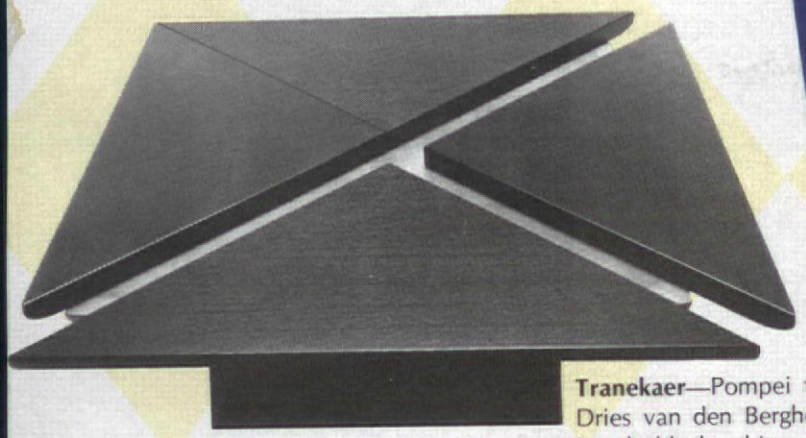
Vatne Mobler—Rut-X offers checkered styling in beech. **Circle No. 317.**

Schiang



Schiang—A table manufactured in two sizes offers a special component for mounting chairs. Product comes with steel tube frame and beech lacquered, or laminate, top. **Circle No. 306.**

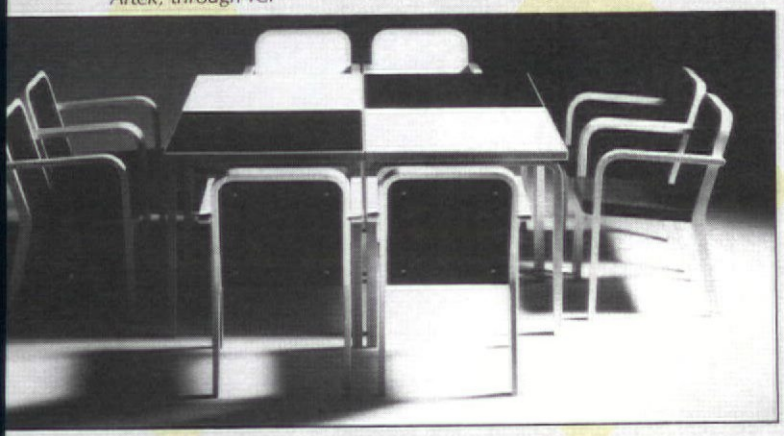
Avarte—Striking blue and red upholstered sofas and chairs in Variaatio series by Yrjo Kukkapuro showed strong Memphis tendencies. Series is made of mold-casted polyurethane and has amusing telescope legs. Avarte is represented by Beylerian. **Circle No. 299.**



Tranekaer

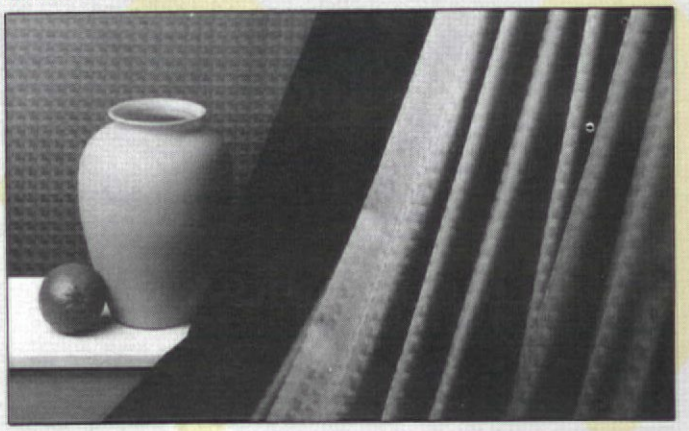
Tranekaer—Pompei table by Dries van den Berghe comes in ash, black, white, gray, and red finishes. **Circle No. 312.**

Artek, through ICF



Artek—Stackable armchair in birch has plastic seat and back in four colors. It is available upholstered. Firm is represented by ICF. **Circle No. 298.**

Kinnasand

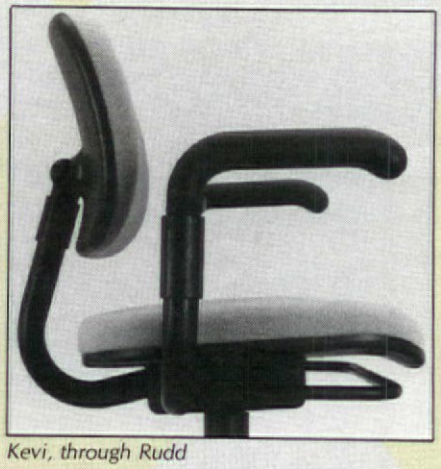


Kinnasand—Ella 1466 by Barbro Peterson comes in 20 colors. **Circle No. 325.**

Manufacturers & designers re-marry

Westnofa

Westnofa—Parabel chair comes with removable seat and back by means of a pressure clip. **Circle No. 315.**



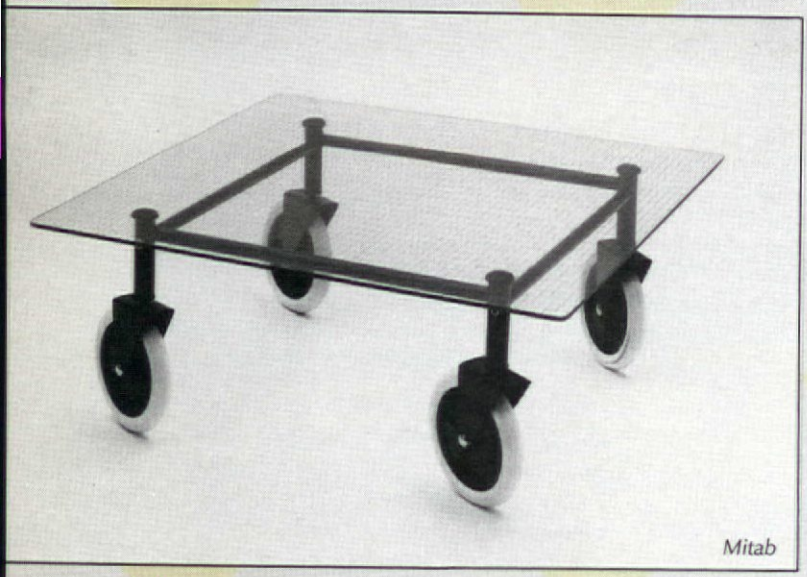
Kevi, through Rudd

Kevi—Available through Rudd International, chair series OH comes in range of models. **Circle No. 307.**

Lilyriver

Lilyriver—Chairs and tables designed by Pentti Makala and Hannu Kahonen are examples of young Finnish design. **Circle No. 296.**

Dux—These new products are shown through this company's U.S. division. **Circle No. 321.**



Mitab

Mitab—Table on wheels by Gustaf Peyron was introduced by this Swedish manufacturer. **Circle No. 320.**

Dux

Economic Kaluste

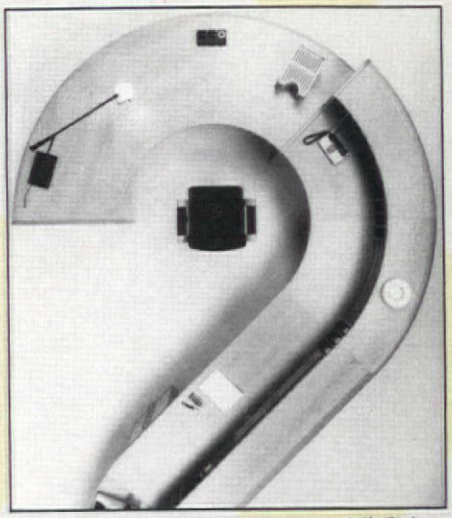
Economic Kaluste—Stackable all-purpose chair is available with or without arm-rests. **Circle No. 304.**

Korhonen

Korhonen—Although manufacturer Martela Oy was not exhibiting this year, this newly purchased subsidiary was showing interesting screen partitions. **Circle No. 303.**

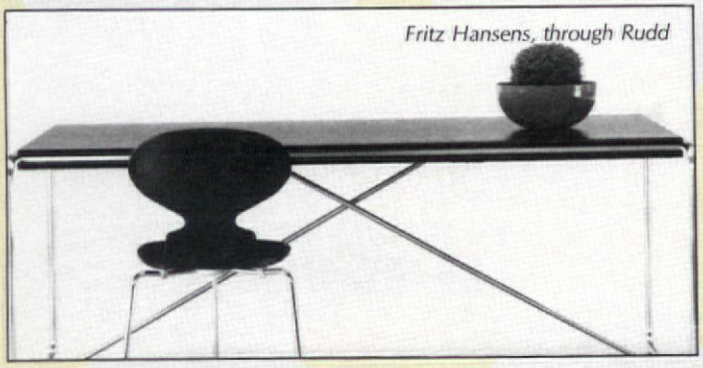
Moform

Moform—Collapsible chair is of black or white frame tubes with a white dacron seat. Colored arm-belts are in white, red, blue, or black. **Circle No. 305.**



Erik Boisen

Erik Boisen—Sectional reception counter is designed by Rud Thygesen and Johnny Sorensen. **Circle No. 310.**



Fritz Hansens, through Rudd

Fritz Hansens—Winner of the 1986 prize of the Danish Design Council, Niels Haugesen table offers unique folding mechanism and maple componentry. **Circle No. 308.**

Kalusto-Kolmio, through Polardesign

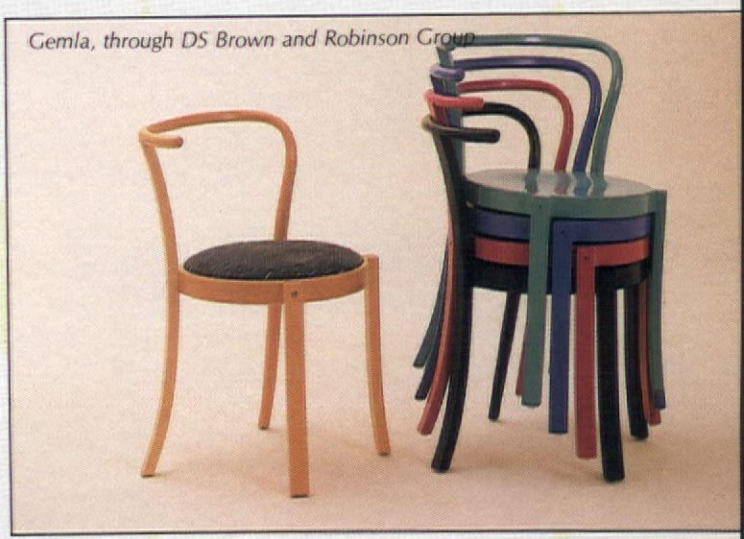
Kalusto-Kolmio—Represented by Polardesign, Kalusto offers Basic line. **Circle No. 300.**

Hag

Hag—High-back Credo office chair model 2600 also offers wider seat. Company has a U.S. division. **Circle No. 316.**

Bla Station

Bla Station—Obla Do collection offers stools, chairs, and tables in coordinating design that takes a cue from curved forms. **Circle No. 318.**



Gemla, through DS Brown and Robinson Group

Gemla—Shown through DS Brown and the Robinson Group, is bent beech chair. **Circle No. 319.**

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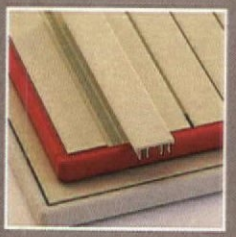

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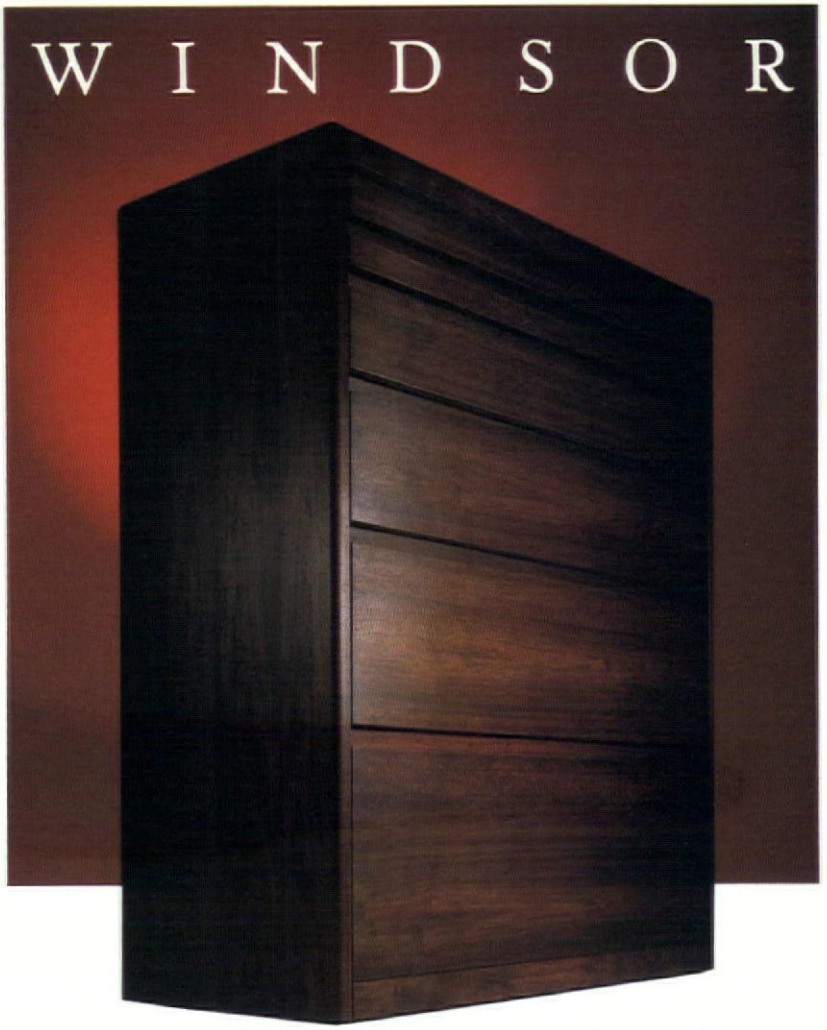
Circle 34 on reader service card



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1986
The Herman Miller Promise℠

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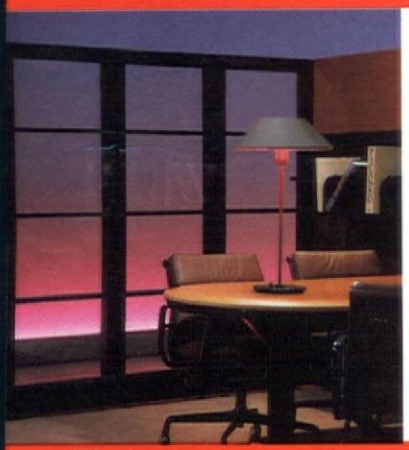
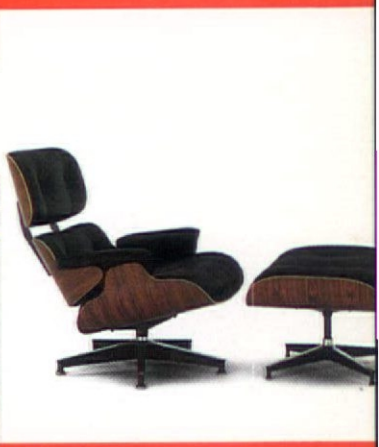


1985
Ethospace® interiors

1984
Equa® seating

1976
The Ergon® chair

1968
The Action Office® system



1956
The Eames® lounge chair

herman miller

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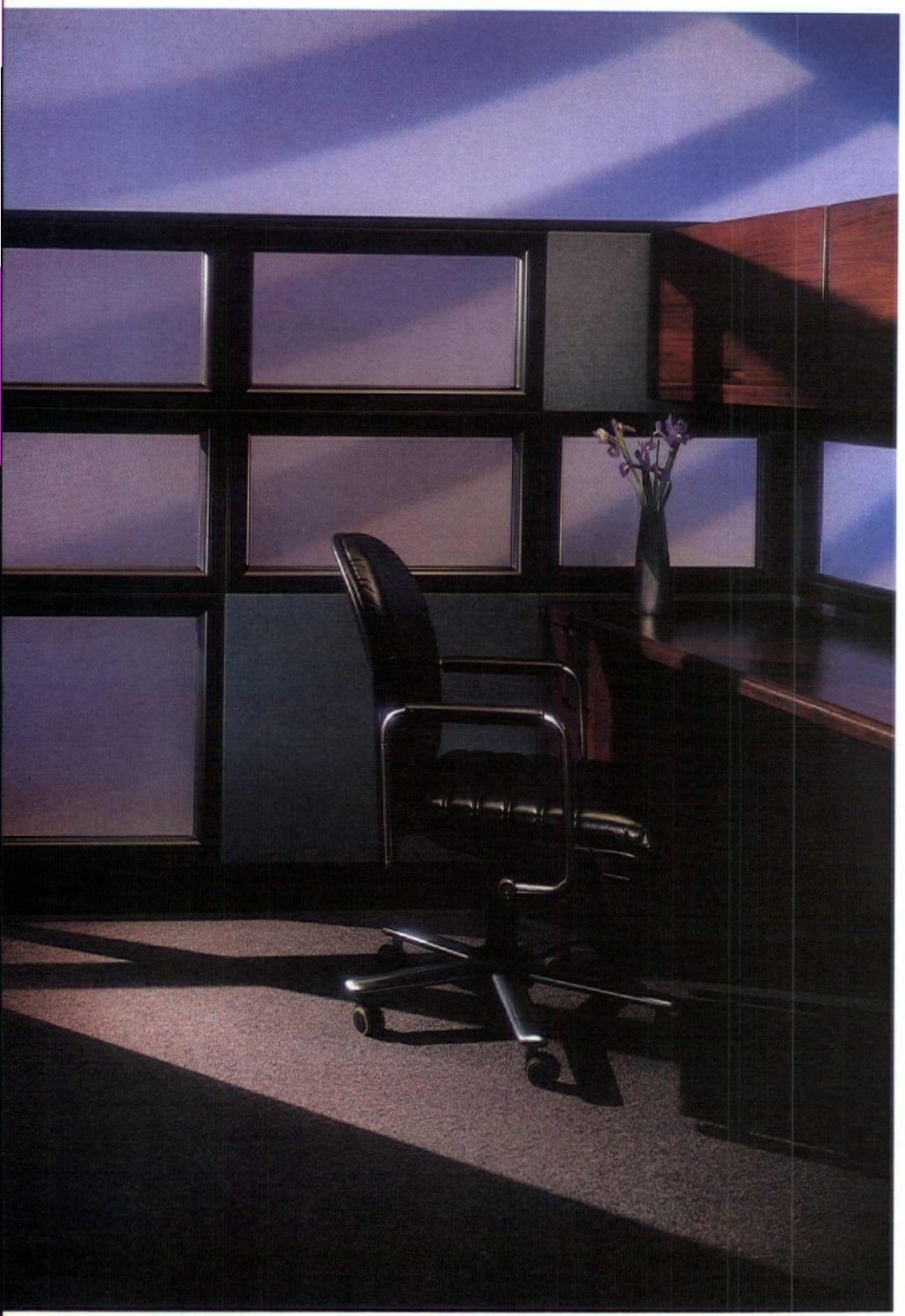
Harter upgrades Task Furniture System



Harter's Task Furniture System, shown on our cover this month, has been given a new look. The major change is the addition of a segmented panel, including window or pass-through panel systems, combined with fabric segments, to the existing Harter system, designed by Nick Balderi. These options work together to provide both visibility and privacy in the workspace.

Addition of wood veneers in red oak and mahogany for worksurfaces, solid wood fronts for drawers, and overhead cabinets are other means by which Harter has upgraded the product line.

The upgraded system, which was two years in development, gives designers many choices. Glass segments, fabric segments, or glass-fabric combination segments may be ordered. In addition, specifiers may order a small unit of that segment.

Harter offers segmented panels in heights of 48-, 65-, and 80-in.,and widths from 18- to 60-in. Glass panel segments come in all seven widths in heights of 15-, 17-, 26-, and 34-in.

A new full-size glass panel has also been redesigned to be interchangeable with the fabric panel. All fabric wrapped panels are acoustic, a standard feature of the Harter Task Furniture System. **Circle No. 294.**

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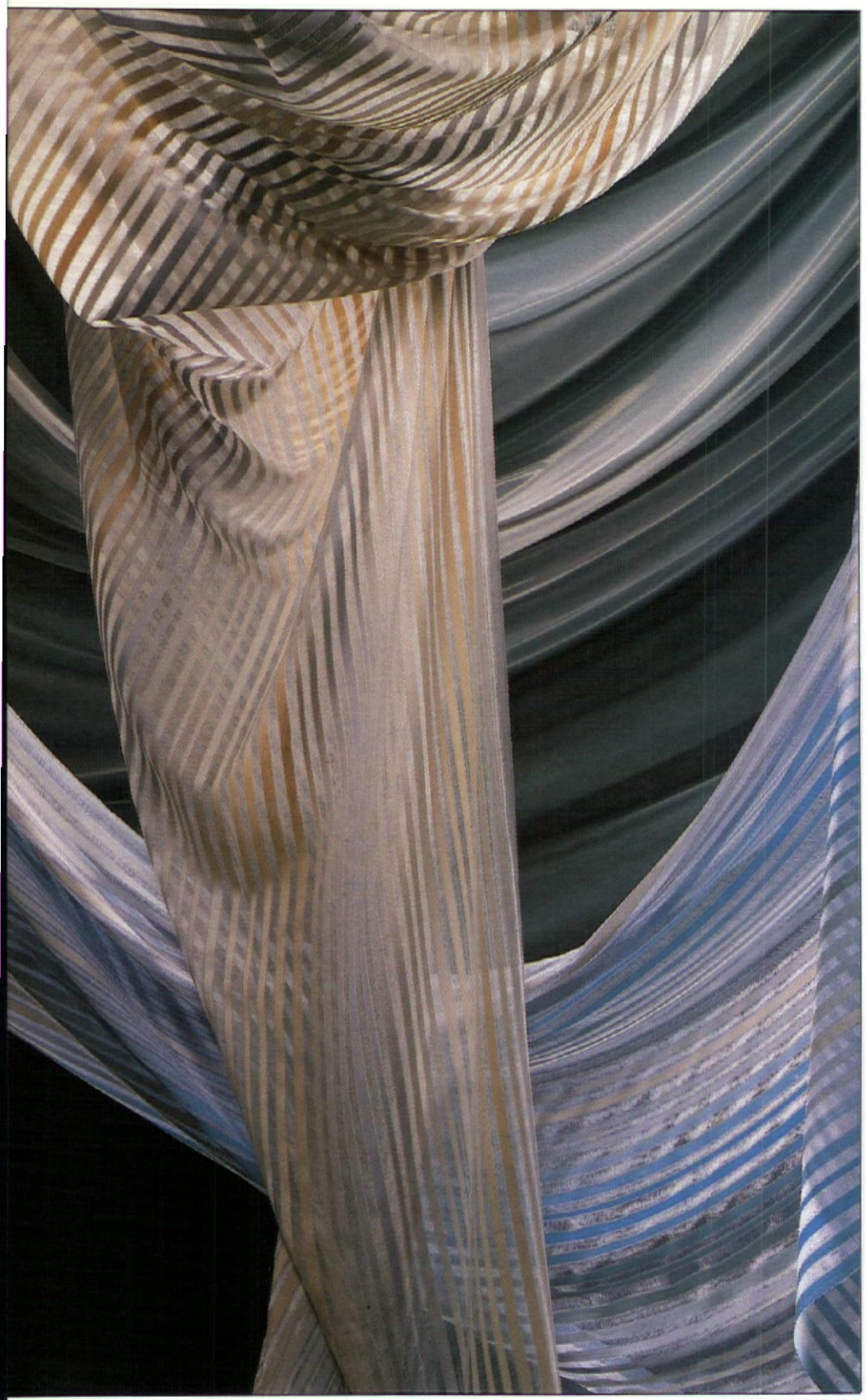

Design Tex offers flame-resistant drapery fabric

The Symphonic Collection is Design Tex's line of nine new drapery patterns. Eight of the nine fabrics are 100 percent flame resistant and one fabric, entitled Rhapsody, is 100 percent cotton, available with flame retardant finish.

Soft ombre striped patterns come in 59-in. widths and two sheer patterns are 118-in. wide.

Symphonic Collection's fabrics are appropriately named Harmony, Melody, Rhapsody, Concerto, Jazz, Minstrel, Serenade, Sonata, and Staccato. All colors and styles within the collection add up to a total selection of 53 units.

Pictured in the photo is Melody as the backdrop, available in a total of 14 colors, and Jazz in the foreground, offered in seven striped color combinations.
Circle No. 274.

"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 Domore *firsts*. They add to the many money saving features of NEO 7.

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Circle 70 on reader service card

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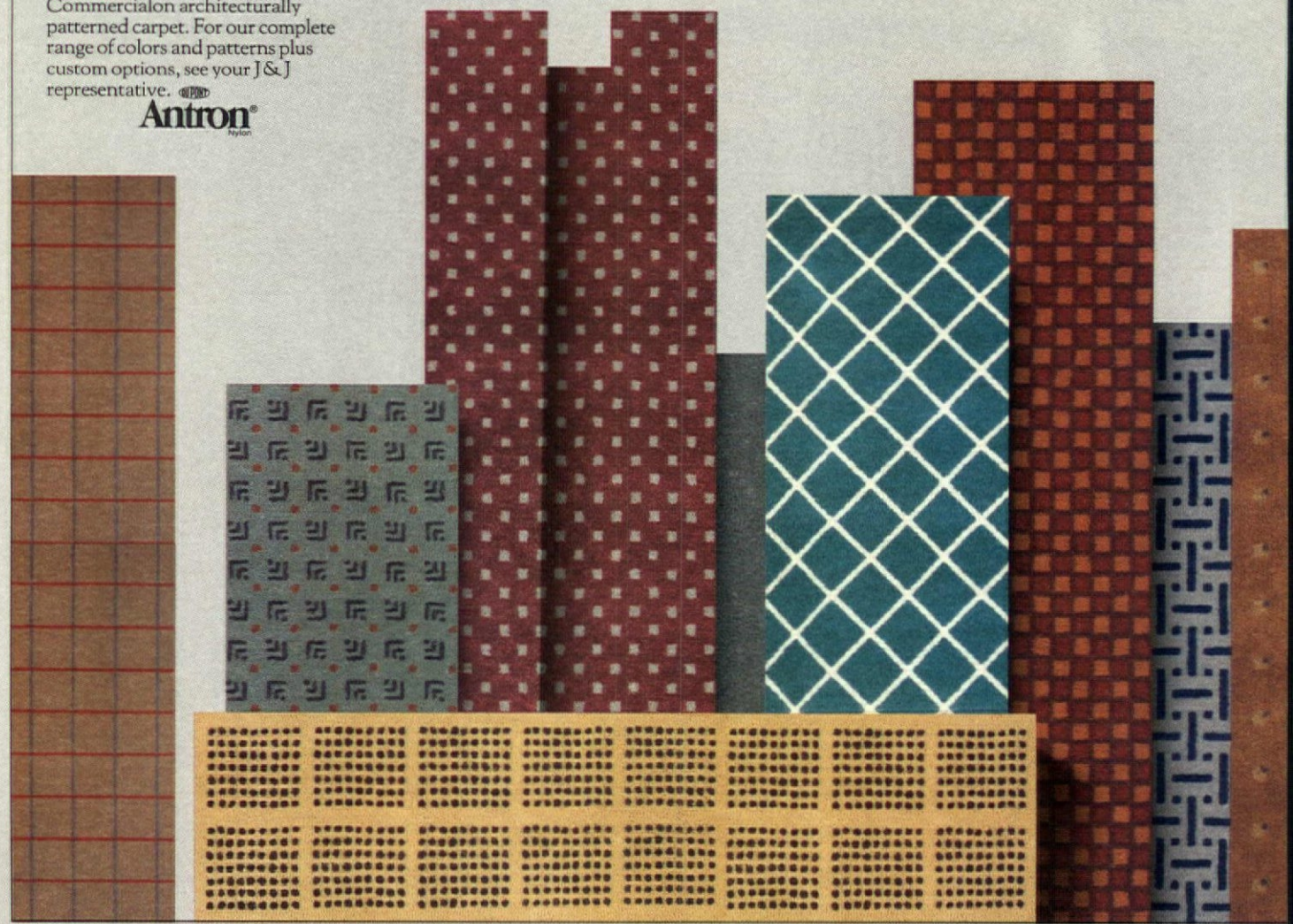

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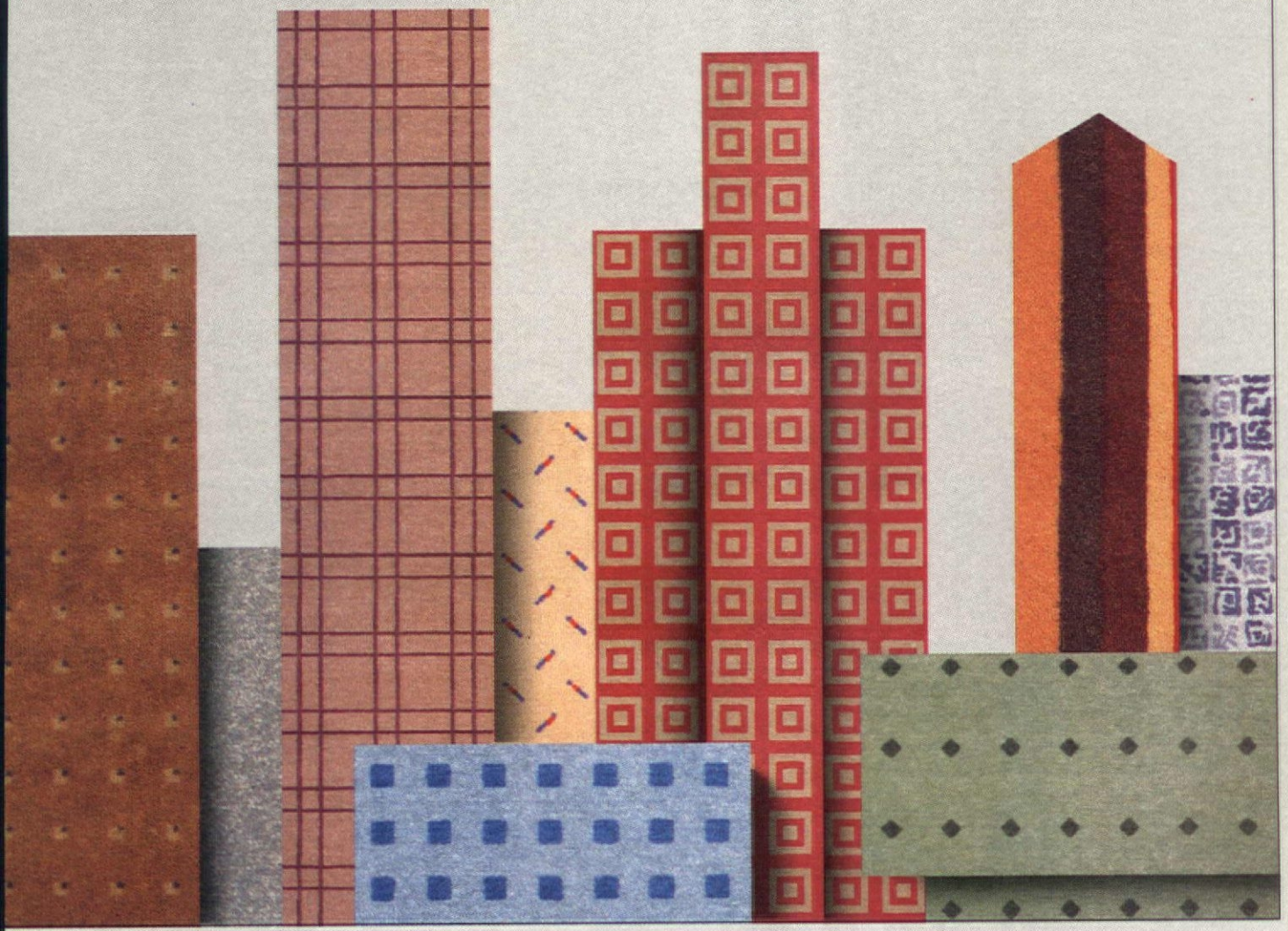

J&J makes the difference.

Circle 39 on reader service card

Transitional styling casegoods line introduced

More than 100 pieces in Executive Office Concepts' new Axiom line are being introduced in a transitional-styled collection. Included are desks, credenzas, workstations, conference tables, files, bookcases, storage/wardrobe stations, and support units. In addition to distinctive wood detailing and creative cabinet designs, the line is engineered with options that include articulated keyboards, power management systems, task lighting, and matching panel system components. Several new wood finish and trim options, including polished brass and a decorative marble figured wood inlay from the Ivory Coast of Africa, also are available to span middle-management to higher executive specification levels.
Circle No. 272.

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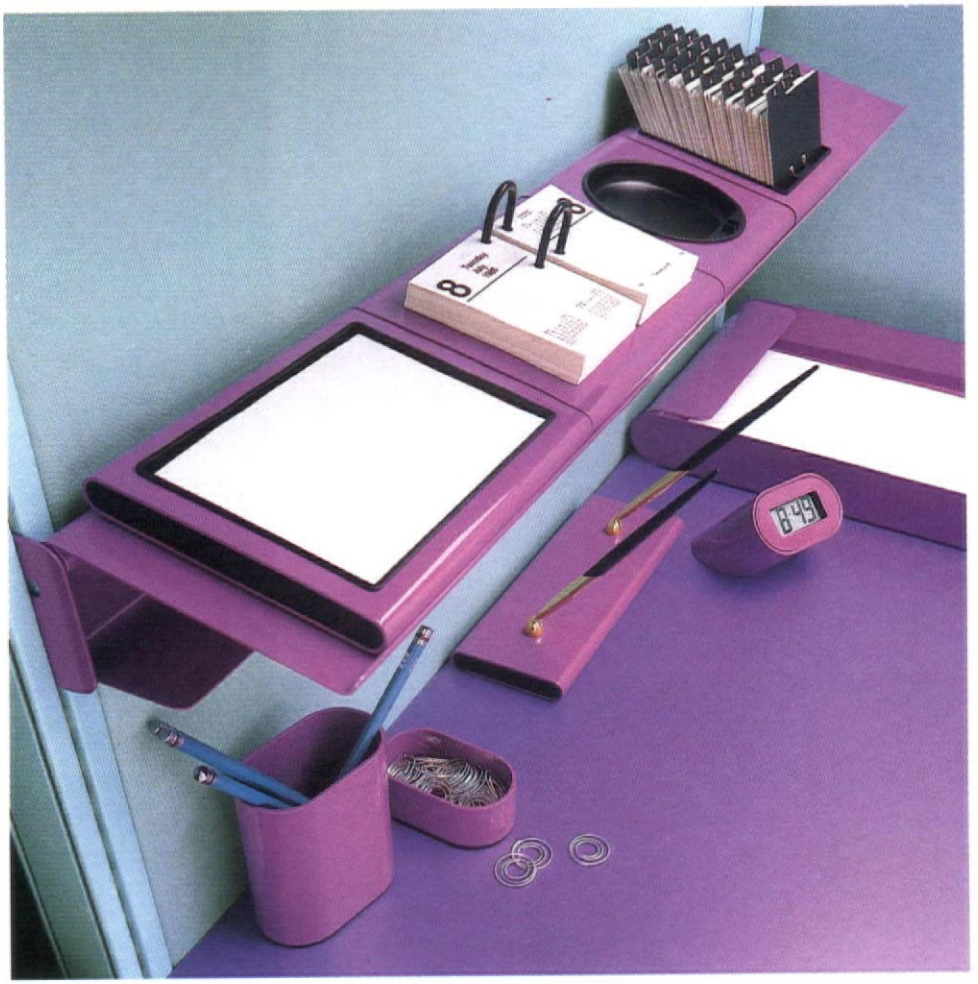

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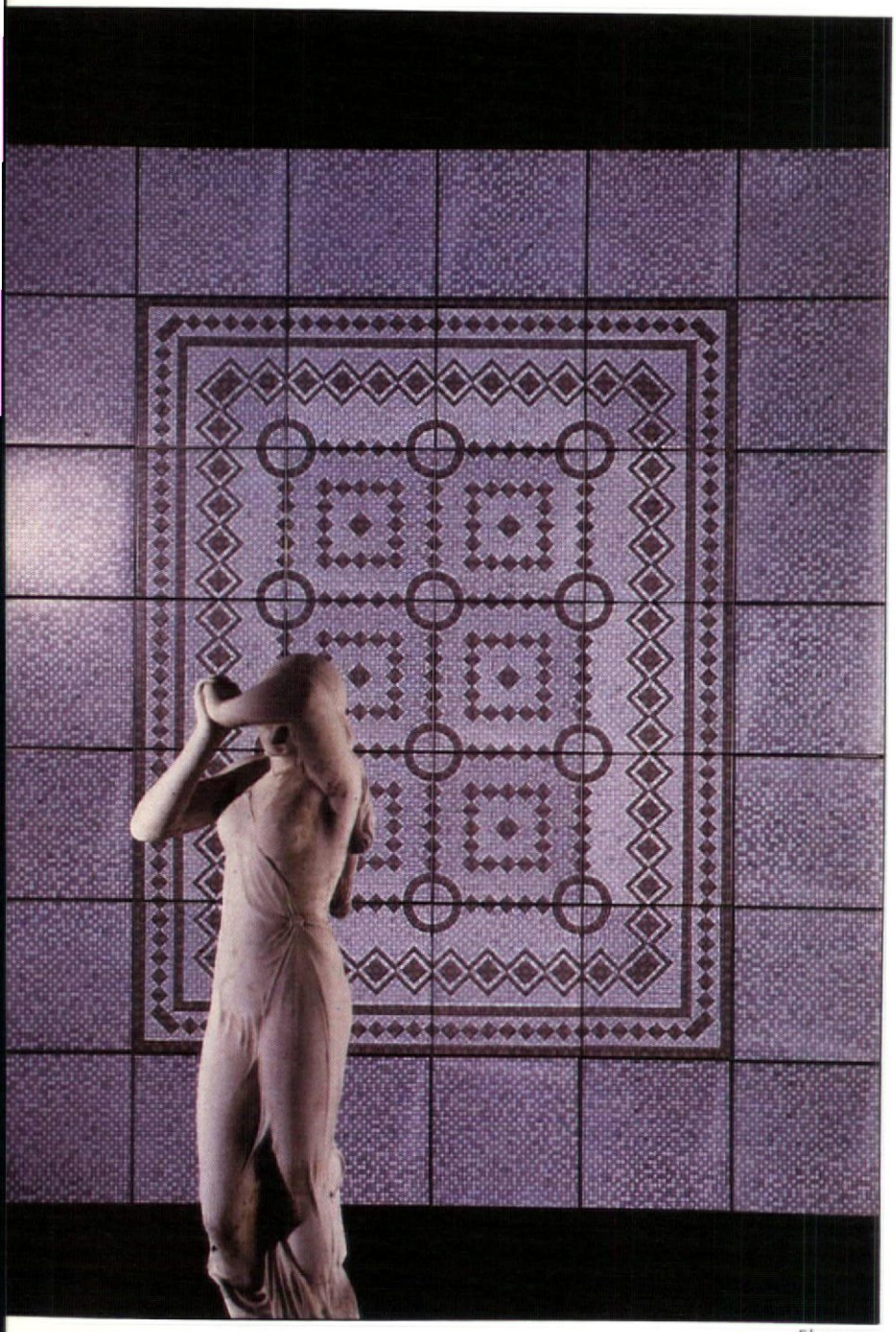
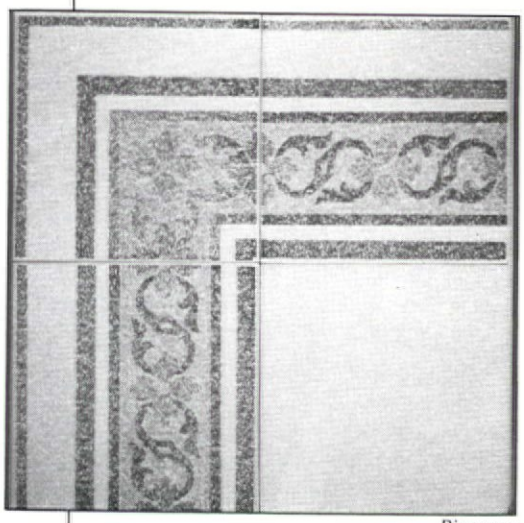
Circle 40 on reader service card

Italian tile makers develop new border designs



Floorgres



Piemme

New modular border designs for Italian tile installations that very closely resemble border designs in carpet installations are being introduced by a number of Italian tile producers, according to the Italian Tile Center, Division of Italian Trade Commission, New York.

Companies such as Piemme and Floorgres are developing a wide variety of border designs that work equally well on vertical surfaces and offer designers new and innovative possibilites. The tiles are furnished in a variety of sizes, but tend to the larger 12-in. squares favored by Italian tile manufacturers.

Designs include free-floating patterns, as well as border designs and corner applications. **Circle No. 273.**

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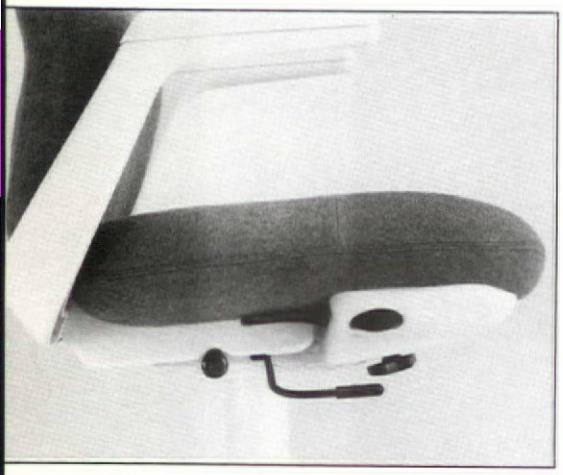
Circle 58 on reader service card

Ergonomic chair boasts inflatable lumbar support



Designed especially for persons with bad backs, those who spend long hours at workstations, and shorter persons, the Biscaro office chair from Cole-LBF Office Systems features an inflatable lumbar support cushion.

Named after creator Thomas Biscoe, manager of new product design and development, Biscaro can be adjusted to relieve lower back pressure by pressing a small bulb under the seat. As pressure is increased, the lumbar curve moves downward and the back cushion's foam is compressed, increasing its firmness.

Biscaro also enables one to lean back without lifting feet off the floor. Articulated seat's pivot-point is one-third from front edge, and internal split-seat pan allows back portion to flex while front edge remains stationary.

Reclining back can be locked in three different positions. Other features include pneumatic height control, five-prong base, and optional upholstered arm rests.

Known also as LBF's 600 Series, Biscaro is available in six models: high back with arms; medium back with and without arms; task chair; and sled base side chair, with and without arms.

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panel concepts

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Another New Size: 24″

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And now, TOPsiders® are more versatile than ever; in addition to the original 30 x 6⅛ x 6″ units illustrated, these radius-corner rectangles of matte finish ABS are available in a smaller, go-anywhere 24 x 6⅛ x 6″ size. In stock.

Safely, economically, TOPsiders® transform the whole grid of an open plan into a garden. In single accents or stretched out in hedges, they put lowest-cost foliage into highest-visability range, at eye level — without stealing a single square foot from a space critical design. Patented TOPsiders® can't leak ever; no part of the metal, painted-to-match brackets penetrate the bottom of the horticulturally correct planter box. Non-marring brackets adjust on site to fit flat-top panels from 1½″ thick, then virtually disappear when the planter snaps securely into place.

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Corporate Design & Realty COMPETITION WINNER 1986

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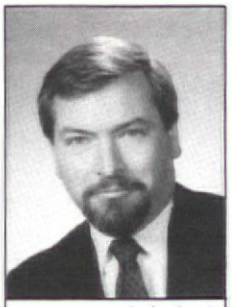
Emily Malino, ASID, has joined the HOK Interiors Group of Hellmuth, Obata & Kassabaum, Inc., as senior vice president and director of healthcare interior design.

Baldwin/Clarke Associates, Inc. of San Francisco has changed its name to **Clarke Design Group, Inc.** Julie Clarke is president.

Duncan B. Sutherland, Jr. (shown) has been promoted to vice president/director of officing at CRS Sirrine, Inc.


Sutherland

The American Society of Interior Designers (ASID) appointed **David D. Saedi** membership director. He had been an industry consultant for Servio Group, a consortium of firms providing high-tech services.

Marjorie F. Kronengold (shown) has been appointed vice president/director of design administration at Boris Kroll Fabrics.

Kronengold

Mindy Haar was named Wunda Weve's Midwest contract sales representative.

Lumex appointed **Joe Oberle** manager, marketing and sales administration.

Schultz

Lynda Armani Schultz (shown) has been promoted to director of creative services in the New York office of Atelier International. In the Washington, D.C. office, **Jana Charters** has been promoted to mid-Atlantic regional manager.

Davis Furniture Industries named **Sue Bevan** director of customer relations.

Hahn

Ann Hahn (shown) has been named projects director at Lee Jofa.

Don Dolan was promoted to national sales manager of Harbinger, a subsidiary of Horizon Industries.

Graber Industries, a Wisconsin-based manufacturer of drapery hardware and alternative window treatments, appointed **Aaron Stephens** sales manager, Southwest region.

Mary Pat Braet has been named contract specialist for Collins & Aikman's Colonnade and Eligere carpet lines. Her territory will cover Western Pennsylvania and West Virginia. Also, **Irwin Koch** has joined the firm's New York office as a Colonnade carpet contract specialist. **Karin Dennison** holds the position in the Washington D.C. office, and **Bernard H. Hoffman** will be responsible for the boroughs of New York City as well as Long Island and Westchester and Rockland counties.

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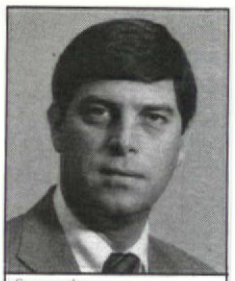
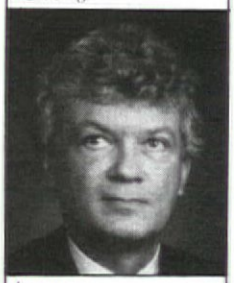
American Olean Tile Company has named **Carl B. Sensenig** (shown) general sales manager for the company's western division.


Sensenig

Flexible Materials, a Louisville, Ky.-based manufacturer of wood veneer faces, appointed **Michael DiGiuro** vice president, marketing.

Shelby Williams Industries has appointed **Doug Learman** (shown) to regional sales vice president.


Learman

Edward W. Bohling has been appointed president of Whitecraft Rattan, Inc.

Lorenz & Williams Inc., an architectural/engineering firm with offices in Cincinnati, Columbus, and Dayton, Ohio, promoted **Christine L. Madden,** associate member. **Thomas G. Fernandez,** AIA, and **Jerome D. Flynn,** AIA, were added to the architectural staff.

Following the purchase of Comforto Systems Ltd. by Vickers PLC, **Gunther P. Pamberg** resigned as managing director. **Patrick G. Dupuis** was appointed managing director of the new Comforto Vickers Division.

Hirschhorn

Gerard W. Hirschhorn (shown) has been appointed to the board of directors at Business Furniture, Inc. He also was elected chairman of the executive committee.

Robin H. Snyder was named sales rep for Howe Furniture Corp. His territory covers Georgia, North Carolina and South Carolina.

McCabe

Marge McCabe (shown) and **Thomas Buraszeski** have both been named to the position of vice president of Arbee Associates.

Metropolitan Life has appointed **Edward Toran** to head its space administration (facility planning/design) division.

Robin Klehr Avia, of New York, is one of eight newly appointed Gensler and Associates vice presidents. Others include **Darlene Weidert** and **Christine Banks**, in San Francisco; and in Los Angeles **Stephanie Koenig, Richard Logan,** and **Jack Spak. Robert Cox** is the new vice president in Denver, and also a vice president in New York is **Anthony Schirripa,** AIA.

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PEOPLE/NEWS

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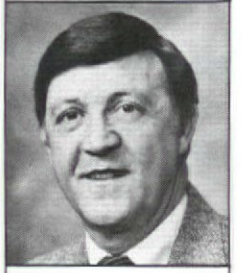

Consolini

Corlett Orr (shown) has been named manager of space programming for Stone Marraccini and Patterson.

H. David Murray was named executive vice president, Lotus Contract Carpet division of Columbus Mills. Also, **William P. McGuigan** was appointed vice president, manufacturing and product planning.

Galaxy Carpet has named **John Consolini** (shown) contract sales manager. He will be based at the firm's Chatsworth, Georgia office.

David R. Voysey was appointed president and chief operating officer of Cramer Inc., a Kansas City, Kansas-based manufacturer of commercial furniture.

Interior Construction Supply, located in Renton, Wa., has announced the appointment of **John Walsh** as manager of sales and marketing for Decosound acoustical wall panels in the U.S. and Canada.

Domus Italia has moved its showroom and office to Soho in New York City. The new address is 149 Wooster Street, New York, New York 10014; 212/529-1177. The firm will also open a showroom at IDCNY later in the year.

Dr. Barry Zimmerman, General Felt Industries, was elected president of the Carpet Cushion Council. Other new officers are **Don McMahon,** Crain Industries, vice president; **John Mitchell,** Dixie Manufacturing, secretary; and **Ernest Schorsch,** Scottdel, treasurer.

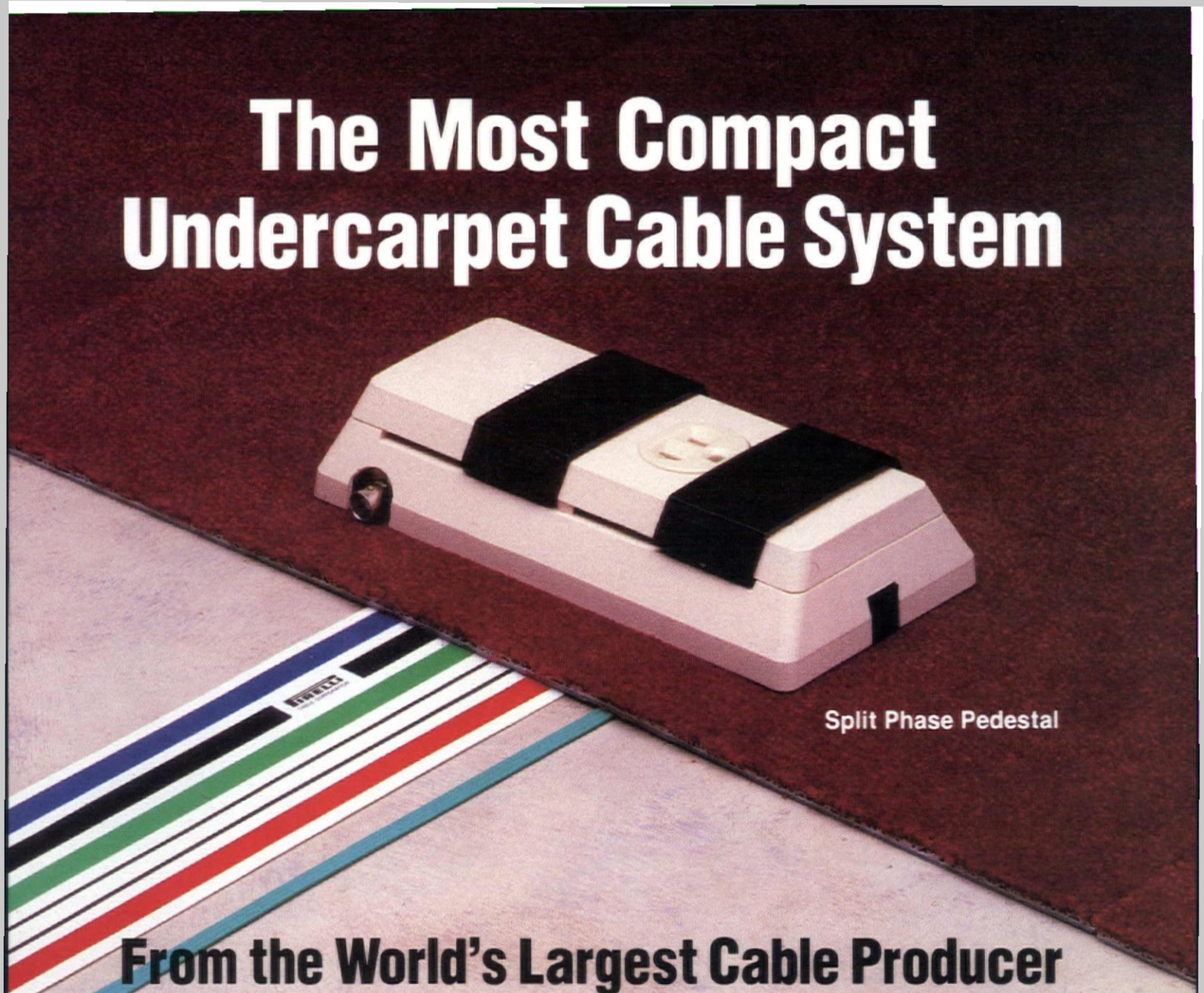
Office Design Associates/Shepard Martin, Inc., has named **Joan Ehrlich** a partner. She has been with the firm since 1981, serving as senior vice president.

Several appointments at Strand Lighting have been announced. **John Pavacik** has been named president; **Phil O'Donnell,** vice president of operations; and **William Groener,** vice president, marketing. Also, **Leif Larsen** has been appointed general manager of the company's research and development department.

Villeroy & Boch (USA) has named four new architectural representatives. They are: **Amy Dolan,** who covers Long Island, New York, and parts of the northeast region; **Derry Jossefides** for Arizona and New Mexico; **Inara Magons,** whose territory is the New York metropolitan area, New Jersey, and Connecticut; and **Joseph von Korff,** architectural representative/national accounts division.

Rodman B. Teeple, Jr. has been named worldwide marketing director, Fibers, for Hercules Engineered and Fabricated Products Company. Also, **James E. Knox** has been appointed president, and **Vincent J. Corbo** has been appointed vice president.

The Most Compact Undercarpet Cable System



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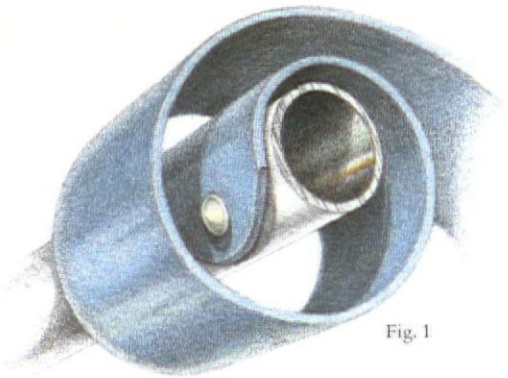

Fig. 1

fasten them with nylon rivets and then wrap them twice around the frame. They don't come loose. They don't fall off. Maybe that's why our competitors have all changed over to the same technique.

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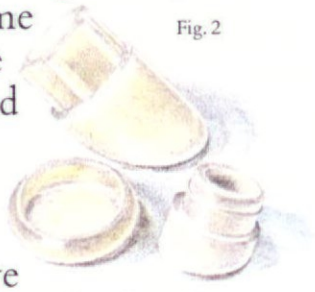

Fig. 2

We think about all the details. All you have to think about is which design best reflects the quality of your client's operation. There's a lot more we can tell you about Tropitone; what we've said here is just to whet your appetite.

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tropitone

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COMING EVENTS

1986

July 10-11. Criteria For New Product Success seminar. University of Wisconsin-Madison, Department of Engineering & Professional Development.
July 12-15. International Carpet & Rug Market (ICRM). Atlanta Market Center, Atlanta, Ga.
July 12-16. Atlanta Summer Floor Coverings Market. Atlanta, Market Center, Atlanta, Ga.
July 16-19. "Challenges of Change," American Society of Interior Designers 1986 Conference. Century Plaza Hotel, Los Angeles, Ca.
July 23-25. Calicon. Western Merchandise Mart, San Francisco, Ca.
August 2. Florida Chapter IBD Sixth Annual Post-NEOCON show. Orlando, Fla.
August 7-10. Industrial Designers Society of America National Conference. Northwestern University, Chicago, Ill.
August 17-21. Illuminating Engineering Society of North America 80th Annual Conference. Boston Marriott Copley Place, Boston, Ma.
September 21-26. American Consulting Engineers Council & Engineering Foundation. Miramar Hotel, Santa Barbara, Ca.
September 28-October 3. Fall Showroom Show. The L.A. Mart, Ca.
October 8-11. Design New York 1986. New York, N.Y.
October 9-11. Designer's Saturday. New York, N.Y.
October 13-15. World of Window Coverings West. Anaheim Hilton and Towers, Anaheim, Ca.
October 26-29. International Facility Management Association's (IFMA) Seventh Annual Conference & Exhibition. ExpoCenter, Chicago, Ill.
October 28-31. National Office Products Association (NOPA) Convention. McCormick Place, Chicago, Ill.
October 29-31. Conexion Market. Annual contract show of the Atlanta Market Center, Atlanta, Ga.
November 2-5. International Hotel/Motel & Restaurant Show. Jacob K. Javits Convention Center, New York, N.Y.
November 7-9. Design Houston. Interior Resource Center, Houston, Tex.
November 7-10. Capital Design Week. The Washington Design Center, Washington, D.C.
November 13-14. Computer-Aided Design & Facilities Management Conference. Marriott Marquis, New York, N.Y.

Foreign

September 17-22. International Furniture Exhibition. Milan, Italy.
September 17-22. 11th Euroluce. International lighting exhibition. Milan, Italy.
September 30-October 5. Cersaie 1986, 4th annual trade fair for ceramic tile and bathware. Bologna Fairgrounds, Bologna, Italy.
September 30-October 3. Decorex. Kensington Exhibition Centre, London, England.
October 2-4. International Interior Design Exposition (IIDE). Metro Toronto Convention Centre, Toronto, Canada.
October 16-21. Orgatechnik, 6th annual office trade fair. Cologne, West Germany.
October 18-26. 10th International Biennial of Interior Design Creativity. Kortrijk, Belgium.
October 21-24. Eurgodesign '86. The Evolution of the Electronic Workplace. Montreux, Switzerland.
November 1-19. Technhotel; 23rd International Exhibition of Installations, Facilities & Equipment For Hotels, Restaurants & Bars. Genoa, Italy.

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One of five atriums in TVA complex is graced with craft pieces by local artisans.

Photography by Charles McGrath

TVA ESTABLISHES 'SENSE OF PLACE' FOR 3,000 EMPLOYEES

Chattanooga facility relocates Office of Power people from 15 locations into five-building complex

Richard Stonis, president, ASD; Caroline Nelson, senior vice president, ASD; and Michael Brill, president, Buffalo Organization for Social & Technological Innovation (top to bottom) were members of the Tennessee Valley Authority interior space design team.

From 15 locations in the Chattanooga, Tenn. area, the Tennessee Valley Authority's (TVA) Office of Power completed its move into an interconnected five-building complex. Yet, foremost in the design philosophy of TVA management was to establish a "sense of place" for the gathered employees, whose roots are firmly anchored in various parts of the historical valley.

When President Franklin D. Roosevelt established the TVA in the early 1900s, the agency changed the nature of power generation and distribution for generations of Tennessee Valley inhabitants, because it brought light and power even to the most rural farmers. Neither the people of the valley nor the employees of TVA have forgotten that vital undertaking and it is reflected in the design of the complex. Even the names of the buildings evoke that "sense of place"—Lookout Place, Missionary Ridge Place, Signal Place, Mount Eagle Place, and Blue Ridge Place.

Five years in planning

The TVA selected Associated Space Design (ASD), Atlanta, and the Buffalo Organization for Social & Technological Innovation (BOSTI), Buffalo, N.Y., for a joint venture design of the interiors. The Architects Collaborative (TAC), Cambridge, Mass., and CRS Group, Houston, designed the buildings which are linked by bridges on the third level.

The complex consumed five years in planning and completion, and involved implementation of concepts by the TVA design staff. At the heart of the design, according to Richard Stonis, president and chief executive officer of ASD, is "the idea of a physical environment to which all employees could relate. TVA executives sought this basic tenet of the design. This orientation was created in the context of very powerful architectural statements expressed by the expansive planes, vistas, and corridors of the buildings."

Scoops gather & distribute light

Stonis spells out the intricate philosophy of the design. In each of the five six-floor buildings every floor was stepped out

Building services—post offices, restaurants, resting places—are located on main street of each building (top l.), just as they would be in a small town. Concept helps visitors identify locations.

TVA COMPLEX

Community concept directs design

into a glass-topped atrium, which provides copious amounts of power-saving light. It is then scooped into every floor.

Each of the floor areas is called a tray and contains a small community of office workers. Every community is differentiated from another not only by its name, but by the strategic placement of artifacts and art pieces from TVA's distinguished past.

Like Main Street U.S.A.

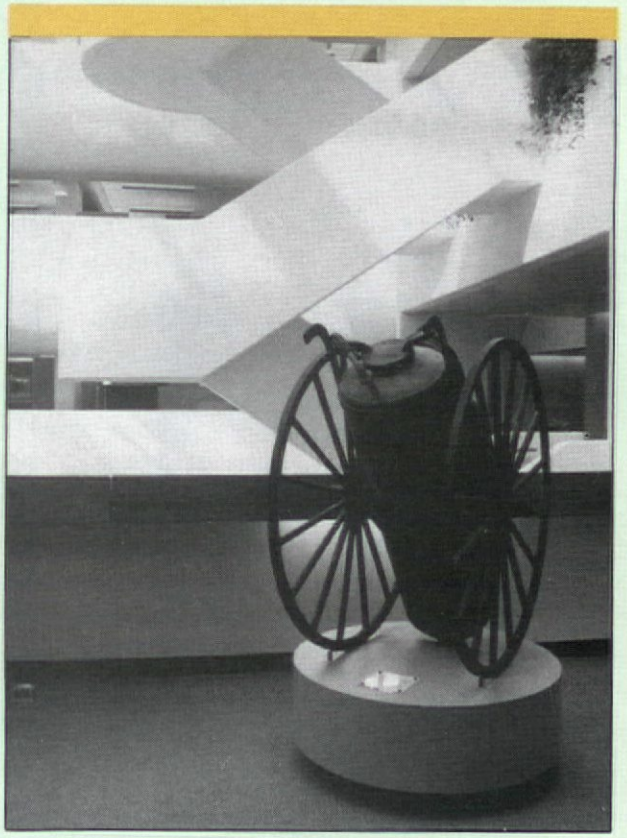
Connecting bridges lead into wide aisles called "main streets" in each building. There, smaller streets lead off into trays.

On the main street are located "post offices," credit unions, and other service functions reminiscent of activities on the main street of a small town.

"The design and space planning for the complex was completed on a fast track in one year and normally would have taken three years for a comparably sized project," says Caroline Nelson, senior vice president, ASD.

Atrium skylight pours light into interior of building where light scoops shunt illumination where needed—a power-saving concept.

Tennessee Valley artifact is one of many reminders of TVA's "sense of place."



Connector streets in each building permit the complex to be interconnected, yet landmarks, color schemes, and basic designs differentiate each building. Thus, a sense of order is imparted to building visitors or employees working their way from one building to another.

Lighting was a key element of the entire design, since the TVA is so intricately linked to lighting through its power generation. Consequently, the lighting design occupied a great deal of the sponsor's and architect's time.

To supplement the light scooped into the interior of the buildings by light scoops, an entire network of indirect lighting and lamps was designed into the installation. Partitions, too, were utilized, requiring special lighting consideration, as the panels tended to block scooped-in natural light.

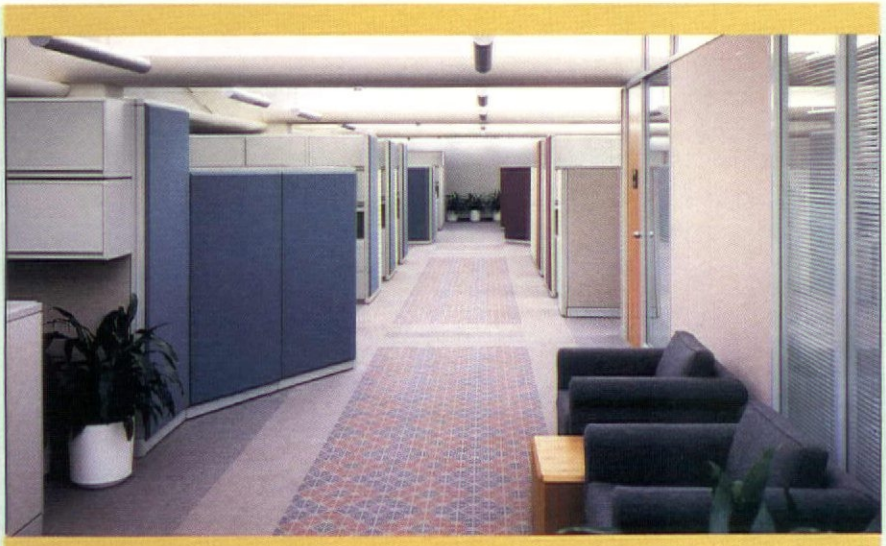
Throughout the complex are small conference rooms designed to facilitate intimate meetings among employees. The larger conference areas measure 12- by 12-ft. and are designed for open meetings that do not require speech privacy. Meetings for 20 or 30 people are accommodated in special meeting rooms equipped with audiovisual components and theater seating.

BOSTI concentrated its efforts on aspects of the design influencing productivity. Michael Brill, president, and BOSTI vice president Dr. Glenn Ferguson articulated furniture concepts that met the functional needs of employees, rather than those commonly dictated by status considerations. In effect, consultations with TVA management teams were held at great length to carefully assess functions of employees to better determine their exact needs for space and furniture.

Stonis recounts the color scheme selection for the complex. He says, "It was carefully worked out to remind viewers of the Smoky Mountains. We utilized a palette consisting of 'late-afternoon' colors–gray rose, white rose, and gray blues–in a layering effect that looks very much like the layered mountain look when one views the Smokies. Each layer of mountains diminishes in color intensity as it recedes to the horizon.

"Furthermore, each of the five buildings has its own color scheme designed to differentiate it from the others," Stonis adds.

"Together with art programs that show actual Tennessee Valley Authority locations and artifacts, the net effect is one that achieves the sense of place that was so sorely desired by TVA management."—*L.C.*



Mixture of walled and open offices are located on streets in various trays. Each is delineated by carpet color schemes, as well as artifacts strategically placed throughout.

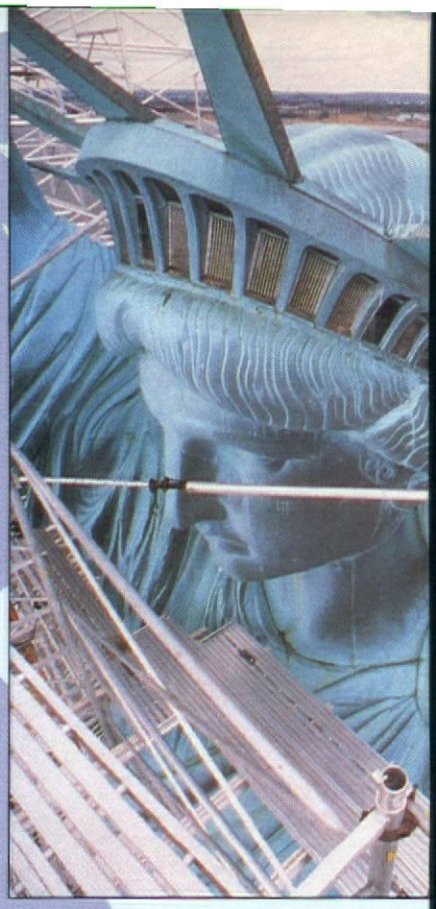
SOURCES

Demountable partitions—Omni Wall. **Workstations**—Steelcase. **Task seating**—Comforto. **Guest seating**—Knoll. **Reception seating**—Gilbert. **Carpet tile**—Collins & Aikman. **Supplemental indirect lighting**—Peerless. **Task lighting**—Luxo/Ledu. **Plantings**—TVA Mussel Schols Greenhouses. **Art works and crafts**—Robin S. Lewis, Mona McGoldrick/Philip Livingston, Crazy Quilt Friendship Center. **Mobile**—Jack Hastings/Joe Falsetti. **Carpet yarn**—BASF Fibers Zeftron 500® nylon.

Interior design project team—Associated Space Design, BOSTI, TVA interior team. **Architects**—The Architects Collaborative, CRS Group. **Interiors joint venture principals**—Richard Stonis, ASD; Mike Brill, BOSTI; **ASD project director**—Caroline C. Nelson. **TVA interior team**—Tom Simpson, Bob Cole, Chris Carl, Peggy Jenkins, Jeff Johnson, Judy St. Charles.

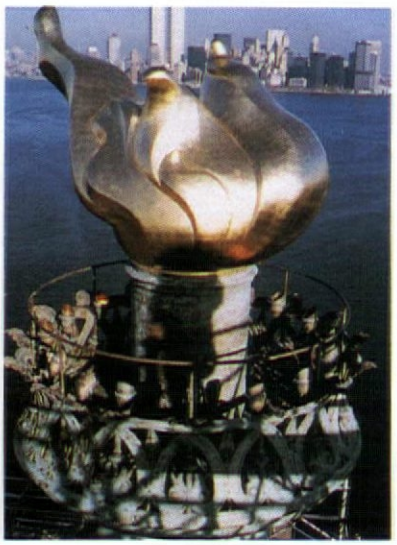
STATUE OF LIBERTY RESTORATION: A STRIKING BALANCE OF OLD & NEW

Artisanry from the past mingles with high-technology in statue's centennial facelift



By **ROBERTA WALTON**
Executive Editor

Editor's Note: Commemorating the 100-year celebration of the Statue of Liberty this month was a special occasion for architectural firm Swanke Hayden Connell, New York, and timeliness dictated publication of the restoration story in this issue. Look for more news of restoration and remodelling projects, our August issue theme, next month.



Old and new torch (left and right) provide study in miniature of statue's restoration which drew on traditional crafts as well as modern-day technology. Restored golf-leaf torch is faithful to original plans of the sculptor, Frederic-Auguste Bartholdi. Experienced craftsmen were retained to work on the intricate modeling of the new torch (opp. page). A $2 million scaffold (top) was constructed to enable close examination of the exterior.

Six years' work spread over 30,000 man-hours may not seem like a fast-track job. But, for the Statue of Liberty restoration, in which construction began well before final design documents were complete, the extended pace was intense as architectural firm Swanke Hayden Connell, New York, strove to make the July 4 centennial celebration this month.

For the architects, the constraints of time were but one of many challenges. The project was as awesome in restoration as in its original plan, and it provided many lessons. Among them, the means: to merge modern-day technology with dormant techniques of master craftsmanship; to borrow technologies from other industries, adapting them to restoration; and, above all, to marry the philosophy of pure restoration with pressing demands of time and funding.

Over the course of their work, which bridged old and new technologies, the project team developed a full respect for this engineering and sculptural feat built on colossal scale 100 years ago. Indeed, getting to the essence of this master work proved a challenge unto itself.

Notes Richard Seth Hayden, principal, Swanke Hayden Connell, "There was no readily available record of the statue ...no cohesion to the documentation. Original drawings of Richard Morris Hunt's design for the pedestal didn't relate to what was actually built. Similarly, the records of statue engineer Alexandre Gustave Eiffel do not allude to the tertiary structure of the arm. And, while we had sculptor Frederic-Auguste Bartholdi's notes and correspondence, we lacked detailed drawings of his sculptural plan.

"You might say we confronted a wasteland in terms of reliable data on the statue," Hayden concludes.

Once having accepted these problems of the diagnostic and research phase which began the project, he notes that this phase proved to have the most mystery. "Inquiry is the most exciting aspect of restoration," continues Hayden. "One of the feats of a restoration team involves creating a balance between the knowledge you have of what was intended and what actually exists; this, in turn, must be balanced with what will work and what must never be changed. This critical balance must never be altered."

As latter-day colleagues of Bartholdi, Eiffel, and Hunt, the Swanke team members had to immerse themselves in the thoughts of statue creators. As noted in their book, *Restoring the Statue of Liberty*, Hayden and Thierry W. Despont, associate architect on the project, state, "Along with the achievements of the statue's creators, we have inherited their limitations. Although the general concepts for the statue and her framework stood the test of a century, nature's elements and millions of visitors aged her considerably."

Torch transformations: theoretical, practical problems

Adding to the effects of nature and visitor traffic were ill-conceived structural alterations made to the statue during her century-long history. Most notably, the torch underwent transformations unforeseen and unplanned by original collaborators. Its story provides a profile in miniature of the long-term effects of decisions made during the statue's history—decisions which became the principal concerns of contemporary restoration experts on the project.

Consulting the statue's ample biography, we learn that in 1886, Bartholdi recommended that lights be placed on the torch platform to cast a strong light on the flame while leaving its gilded copper intact. This concept was overruled by a U.S. Army Corps of Engineers expert employed to install the lighting, on the basis that the strong lights would adversely affect safe navigation in the harbor.

It was decided instead that the torch's flame would be modified by cutting two rows of portholes which would be illuminated from within. Later, structural changes in 1892 introduced an 18-in.-high glass belt and an octagonal pyramidal skylight on top of the flame.

Ultimately, the change which set the statue on an accelerated course of deterioration occurred in 1916 when Gutzon Borglum, the sculptor of Mount Rushmore, resculpted the flame into a lantern of 250 panes of amber glass in a copper grid. Thereafter, leaks developed and corrosion eventually caused significant deterioration of torch and pendant.

As Swanke's study progressed, it was clear that both torch and flame needed complete replacement. The team decided to adhere to the torch's original design, rather than to its more recent descendant. The Borglum lantern, dubbed "the ugly teapot," is now on display in the statue's museum.

A public ceremony on July 4, 1984 removed the existing torch in order to facilitate building a replica. An extensive bid search canvassed firms experienced in the delicate art of ornamental and sculptural repoussé (the process of shaping copper by hammering it on the reverse side). This is the means by which the torch, and indeed the entire statue's skin of penny-thick copper was originally built. Out of 24 bids received, French artisans from the firm Metalliers Champenois were ultimately hired to begin work on the new torch.

A half-scale plaster model of the flame was developed, adapted from measurements of the existing, but distorted, flame as well as from historic photographs.

In a striking example of how old and new technologies

STATUE OF LIBERTY

Design, construction collaboration

were married in the course of Liberty's restoration, computers were employed to digitize photographs of the flame, drawings of the existing flame, and mock-ups made to the same scale. By this means, discrepancies were noted between the old flame and the model, permitting the team to proceed with full-size plaster mock-ups.

Artisans working on the project divided the final model into 25 segments, based on the number and shape of copper plates originally used. Small pieces of sheet metal were spot-welded to form a mold following the model's surface. Through the repoussé technique, copper was hammered against the interior surface of the mold. Ultimately, the finished copper surface was gold-leafed.

From scaffolds to graffitti

Over the course of the restoration, many concerns plagued the architectural team. These ranged from building a scaffold that would respect the statue's environmental condition, all the way to whether graffitti itself deserved preservation.

Carved names and other graffitti dating back as far as 1886 were kept intact. Favorites of the restoration team included an engraved "B" for Bartholdi on the first copper plate to be riveted.

But a decision with far greater implication—the type of scaffold system to be erected for external restoration—had the architects comparing their situation to that of the "Lilliputians confronting Gulliver." The system ultimately chosen rose 300 ft. above the island and was belted around the base at four levels with tension ties.

The scaffold's upper 150 ft. never touched the statue's fragile copper envelope, but remained a safe 18 in. from the skin surface to permit movement during high winds. Designers did not know at the time that Hurricane Gloria would record a 73-mile-an-hour wind on instrumentation at the scaffold's topmost height—without adverse effect to either the statue or the $2 million scaffold.

The scaffold permitted close examination of the copper skin, which has the familiar green caused by patination resulting from exposure to moist air. Bartholdi intended for this process to happen, believing it would make the statue look more like classic bronze sculpture. The patina, in fact, has been the statue's primary protection from corrosion and will permit it to weather several hundred years more.

The reverse side of the delicate copper skin proved to entail the most extensive restorative work. In the published reflections of the statue restorers, Liberty's interior "was full of unexploited potential." The goal of the National Park Service in refurbishing the interior was to make the annual 1.5 million visitors to the statue safer and more comfortable.

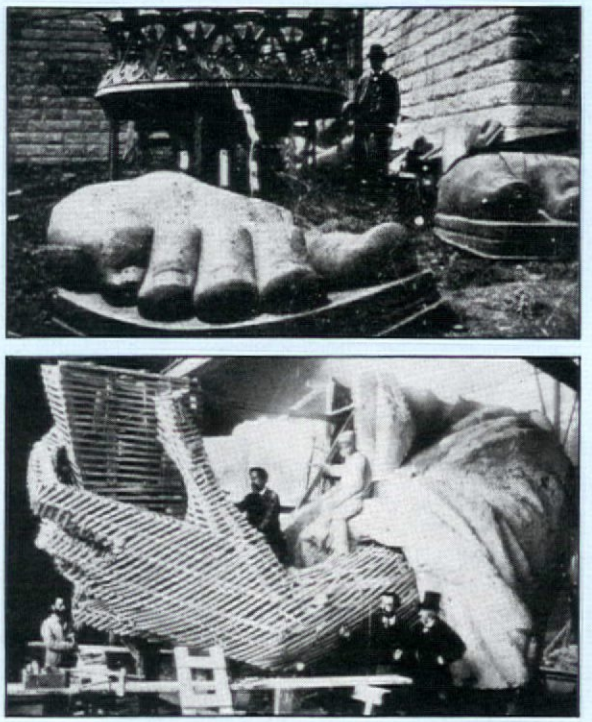
Structural concerns included repairing the shoulder and arm support system as well as the statue's overall armature system. Ultimately, the armature was entirely replaced. Feralium, a high-strength alloy of steel and aluminum, and stainless steel 316L were used to shape 1,825 new, individually shaped bars, replacing those that originally braced the statue. Here again, the merger of modern technology and traditional

Restoration Team Formed In Early '80s

Swanke Hayden Connell's contributions to the project as chief architect of the restoration represent a portion of the total time and energies devoted to the statue's revival on the part of many professionals. The restoration received impetus in the early '80s through the work of a French team of architects and engineers, called the *groupement*. The team consisted of Phillipe Grandjean, architect; Jacques Moutard, metal expert; Pierre Tissier, structural engineer; and Jean Levron, mechanical engineer.

Since that time, the restoration gathered momentum through the combined efforts of a "French-American Committee," the National Park Service, and the Statue of Liberty/Ellis Island Foundation.

In December, 1983 the role of Swanke Hayden Connell expanded with the appointment of Robert Landsman from Swanke as project director. Subsequently, the project's key players included: Lehrer McGovern, construction manager; Thierry Despont, associate architect; Ammann & Whitney, structural and mechanical/electrical engineers; Howard Brandston Lighting Design Inc., lighting consultant; John A. Van Deusen & Assoc., elevator consultant; Vito Cerami, acoustician; Geod Surveys, surveyor; John Robbins, architect, National Park Service; E. Lawrence Bellante (partner, GSGSB Architects Engineers Planners), staff engineer and later foundation project director; the Centre des Etudes Techniques des Industries Metallurgiques.



National Park Service archives photographs show statue's foot prior to pedestal construction at the island site and tablet/hand element in plaster model at the workshop of Gauthier et Cie, Paris, 1883.

craftsmanship occurred. A joint venture was formed between Nab Construction, a large steel fabricator, and P.A. Fiebiger, a third-generation metal workshop. It was calculated that round-the-clock labor in a week's time replaced a total of 70 armature bars. A template for each replacement was made by an artisan, using a soft metal. The template was then used in the workshop to form new bars to the same profile.

Interior paint was removed with liquid nitrogen, while the original coal tar layer, applied underneath paint for waterproofing, was removed by applying sodium bicarbonate. Later, the skin was washed with deionized water and a vinegar wash that restored the copper to its original color.

Visitor traffic re-routed

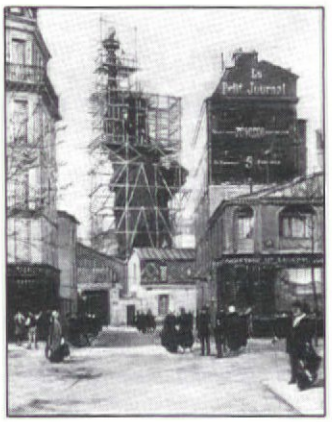
Visitors now enter the statue through new monumental doors designed by Swanke to commemorate the centennial. They are cast in bronze and depict the tools and craftsmanship of the restoration. A new grand stair has been added and the core returned to its original 90-ft. height by removing concrete floor slabs added over the years.

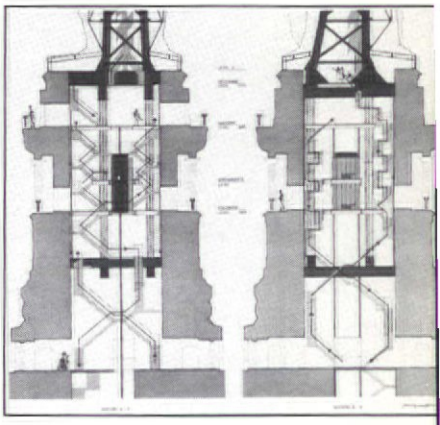
The fully restored height allowed installation of a stair system and new double-deck, glass-enclosed elevator. Through the glass, visitors can see the statue's massive anchorage system and rough-hewn concrete walls of the pedestal. The elevator travels to a height of 90 ft. and provides the statue's first handicapped access to harbor views of the colonnade level. Specially created lighting systems enhance sculptural detailing of the interior (see CONTRACT, February, 1986 Lighting Line column).

Above the balcony level, a restored double helical stair reaches 110 ft. up into the statue. Rest platforms were installed to permit visitors to enjoy interior detailing to its fullest.

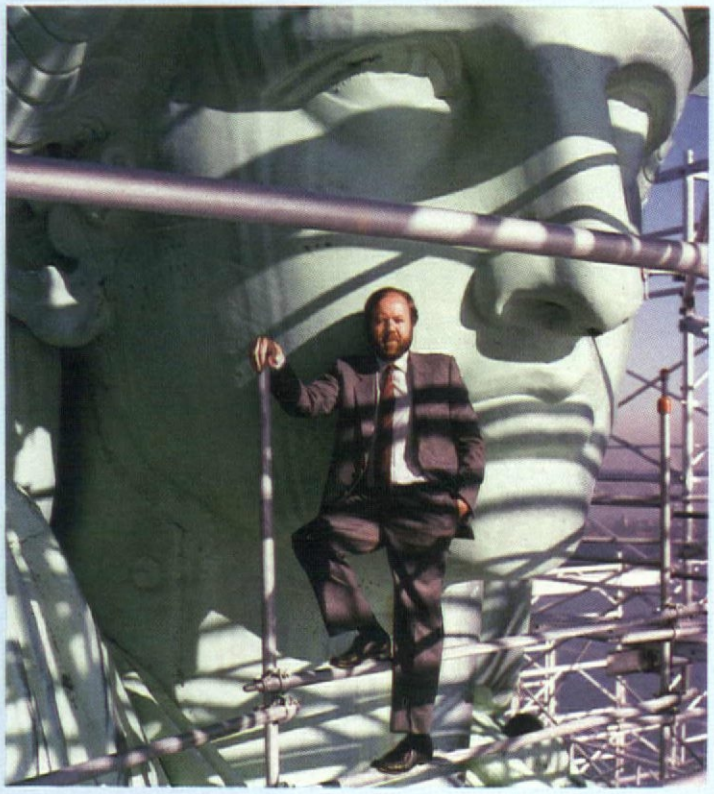
A small emergency elevator has also been installed, giving access from the base of the pedestal to the platform immediately below the statue's neck. Also improving safety conditions is a system for circulating air ventilation.

In conclusion, Richard Hayden notes, "This is without doubt the most significant collaboration between design and construction that has ever taken place. What impressed me was the immense dedication of workers on every level."





Juxtaposed here are the latter-day work of a painter depicting the statue at the harbor in Marseilles, France, and the drawing of a modern-day draftsman showing Liberty's newly refurbished interior.



Richard Seth Hayden, principal, Swanke Hayden Connell, who stands atop the scaffold in this view, praised the dedication of workers on the project, while citing the collaboration between fields of design and construction in the statue restoration.

13 Targets For Statue Repair

Priorities for statue restoration included these 13 areas identified by the architectural/engineering team:

- The torch, which had a leaking lantern, corroding iron and deteriorating copper envelope; the team removed and rebuilt the torch.
- The shoulder, which contained a weak connection of the right arm to the central plylon; connections were reworked.
- Skin support system exhibited advanced corrosion of iron armature ribs and failure of copper saddles; ribs and saddles were replaced.
- Secondary frame had warped and buckled bars; bars were reinforced.
- Guy rods demonstrated sag from lack of tension; reinforcement was used as a remedy.
- Tie rods' tension was restored.
- Crown platform showed advanced corrosion of iron framework which was replaced.
- The head arches had weak connection to central pylon; connection was reworked.
- Emergency elevator had difficulty in responding to emergencies; an emergency elevator was provided for levels 1 through 8.
- Helical staircases were repaired in handrail supports.
- Copper envelope showed deterioration which was repaired.
- Lattice girders were replaced where corroded.
- Visitor circulation was refined with new elevator, handicapped access.

THIRD COMPENSATION SURVEY: AVERAGE SALARY OF $33,543

By **ANDREA L. FINTER**

Results of the third annual Designers Compensation Survey are in and the response is better than ever. A total of 335 completed questionnaires from members of the architectural and interior design community were received.

This year posed an opportunity to conduct the survey during NEOCON, Designer's Saturday, and CONEXION, as well as through CONTRACT magazine. Combined response from the various trade shows numbered 101 while the response from CONTRACT totaled 234, or 68 percent higher than last year.

In the results of this year's research, readers should note a strong consistency with last year's findings. As the Design Compensation Survey continues, one can develop a better understanding of compensation and opportunity in the design profession.

A quick overview of the average respondent indicates the respondent is a female, approximately 34 years of age, working in a middle- to senior-level position with an interior de-

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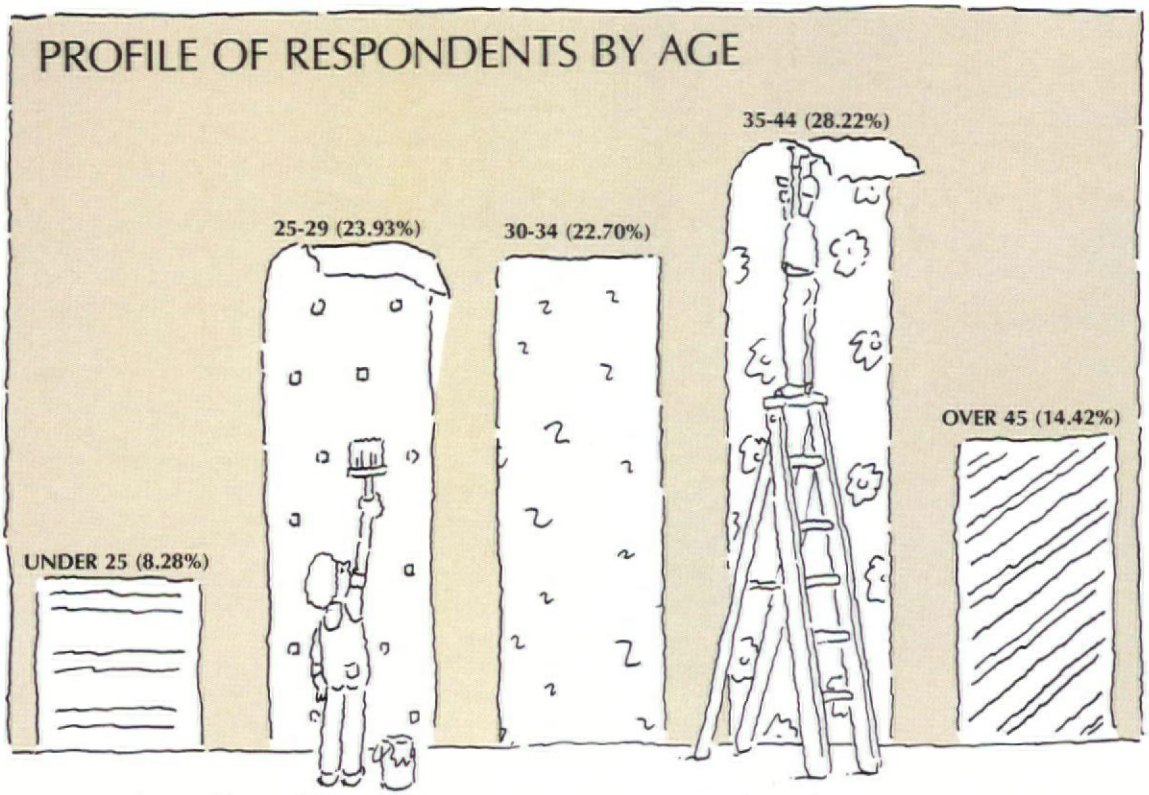
Andrea Finter is director of research for the Business Products Consulting Group (BPCG), Centerport, N.Y.



Illustrations by David Garner

Percentages do not add up to 100 because all respondents did not answer each question.

sign firm. On average, design firms in our sample are larger than they were in last year's sampling, having 21 full-time employees (versus 14 last year). Smaller firms are expanding their staffs, suggesting that fewer new firms are emerging in the competitive environment.

This "average" respondent has spent 10.7 years in the profession; 5.9 years with the current employer; and five years in her current position. Work week hours are up from last year, with 45.4 the average number of hours, and 36.3 of these spent in the job function described by title.

Some 28.9 percent of the sample response is from the Midwest/North region. Both the Midwest/North and the East showed the largest regional representation, reflecting a larger concentration of both architectural and interior design firms in New York and Chicago.

80 percent hold bachelor's degrees

Of the respondents, 75 percent fall between the ages of 25 and 45. While we indicate an average age of 34, the largest response came from the category between 35 and 44. A high response between the ages of 25 and 29 resulted in the lower average age.

In the sample, 80 percent of the respondents hold bachelor's degrees. Only 9.8 percent of this year's respondents currently hold master's degrees, a few percentage points lower than last year. While graduate degrees are currently not a requirement in the interior design profession, if more people earn their master's degree, it may become a requirement for employment, much like the MBA today is considered an almost standard commodity for a career in business. Many respondents footnoted their questionnaire to indicate they are currently master's candidates.

Average respondent is female, 34 years old, has 10 years' experience, & works a 45-hr. week

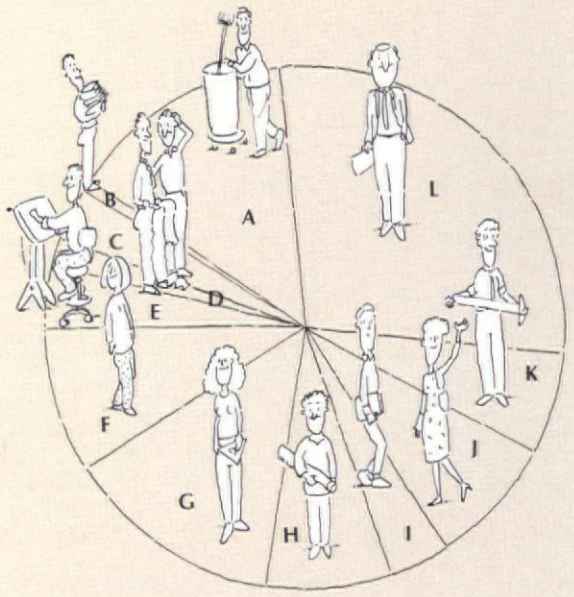
Having profiled the demographic data, let's now look at details of salary. When considering the salary statistics, keep in mind our respondent profile. The average salary of the respondents is $33,543 (24.23 percent of our respondents indicate they earn between $25,000 and $35,000). Last year, 65.64 percent earned incomes below $35,000 and 41.41 percent earned incomes below $25,000. These percentages continue to support observations that this is a highly competitive environment.

The 1985 average gross income is .52 percent (or, one half of one percent) higher than that of 1984. Despite the fact that this year's average gross income is only .52 percent higher than last year, the sample indicates an average increase over last year of 10.73 percent.

Remember that the average gross income is calculated on the particular blend of this year's sample pool. Comparison of this year's averages must always be considered in light of the sample size and profile.

To turn the tables a bit, readers should look at compensation from the employer's perspective. The numbers that are used here represent a profile of the average respondent. Education, tenure, body of work, reputation, and other factors define income apart from the competitive environment. The

PROFILE BY JOB FUNCTION



A–OTHER (13.6%)
B–TRAINEE (0.6%)
C–FACILITY PLANNER (3.6%)
D–SPECIFIER (1.5%)
E–ARCHITECT (3.9%)
F–JUNIOR DESIGNER (9.1%)
G–SENIOR DESIGNER (13.6%)
H–CONTRACT DESIGNER (7.9%)
I–PROJECT MANAGER (3.6%)
J–PROJECT DIRECTOR (7.9%)
K–ASST. DESIGN DIRECTOR (6.4%)
L–DESIGN DIRECTOR (28.2%)

COMPENSATION SURVEY

Marketing know-how is valuable commodity

negotiation between the "ask" and "bid" compensation will be greatly affected by the combination of candidate features and market competition.

It is already indicated that the interior design profession is highly competitive from a job opportunity standpoint. In last year's review, we revealed how competition often leads an individual to open his/her own design firm. In short, there aren't always design positions available. Those who choose not to wait for opportunities with large firms often decide to start their own companies in the hopes of developing a client base and building a reputation.

Design firms interested in attracting top talent will have to be creative, since the individual they seek is probably gainfully employed—a characteristic which affects the strength of the applicant's bargaining position.

GROSS INCOME PROFILES

1.53%
UNDER $10,000

7.06%
$10,000-$14,999

13.19%
$15,000-$19,999

19.63%
$20,000-$24,999

24.23%
$25,000-$34,999

18.40%
$35,000-$49,999

6.13%
$50,000-$64,999

3.99%
$65,000-$79,999

4.91%
$80,000 OR MORE

Changing market dynamics

The dynamics of the market have been changed by a variety of factors. In order to remain competitive, large interior design firms have had to broaden their service offering to address the needs of a far more demanding clientele. Small firms don't always have the capital resources to invest in the types of services and equipment which the market requires.

One of the key reasons behind this change in market dynamics is the investment required to operate an interior design firm. The proliferation of computer-aided design suggests that private individuals are unlikely to be able to summon the necessary resources to get "up and running." As a result, the dynamic which prevailed five years ago is no longer in evidence. Large design firms with the needed financial resources are able to invest in technology for application in the design arena.

Despite the substantial capital investment, however, full-service organizations are continuing to emerge. Design firms no longer provide design services exclusively, but find it necessary to broaden this offering beyond just design, to installation and facilities management. The more creative the design firm can be about the services it offers, the more likely it is to establish itself competitively in the environment.

The design industry offers a combination of esthetics and hard business. It's clear that interior design firms find the latter a crucial element to success. In order to survive the pressures of the environment, a number of firms are coming to terms with a practice which many service industries have heretofore resisted — marketing.

Increasingly, design firms are recruiting marketers for their staffs to assist them in developing business. New business development was previously the domain of principals of the company but now we find directors of marketing joining the management team. Our experience as recruiters indicates that firms are looking for directors of design who have not only a strong design background and portfolio of work, but business acumen as well.

High response from directors of design

We have already indicated that the 1985 Designer Compensation Survey revealed a high response from directors of design.

Let's examine what design firms are looking for in a Director of Design. Obviously, there are some important characteristics which define the successful candidate. These include:

talent, reputation, experience, contacts, and business acumen.

The profile of directors of design who responded to the 1985 Design Compensation Survey reflects these criteria.

- 53.7 percent of our sample of design directors work for interior design firms;
- Nearly equal representation from the Northeast (26 percent) and the Midwest/North (23.3 percent) was revealed;
- On average, these design directors have spent 14 years in the profession, seven years with the current employer, and over six years in the present position;
- Design directors work 50 hours per week spending 35 of these in activities related to the position described by job function;
- 53.7 percent of the design director respondents are females and 42.1 percent male.
- While the average age of our respondent is 37, over 61 percent of the director of design sample are over the age of 35. This suggests stability at senior levels in the profession. Firms are likely to be looking for an individual who has matured in the profession and brings a depth of experience.
- 74.7 percent hold bachelor's degrees and 16.8 percent hold master's degrees.
- 42.1 percent of the sample did not respond to the question on NCIDQ examination and of those responding, 28.4 percent indicated they have passed the exam.
- 42.11 percent are members of ASID.
- The 1985 gross income for directors of design, in our sample pool, averaged $41,021. While straight salary represents the bulk of this income source, "commissions" and "profit sharing" are representing increasingly higher proportions of that income.
- That $41,021 income is 16.5 percent higher on average than last year and increases in 1986 are expected, on average, at 18.9 percent.

New qualifications valued

Interior design firms are in a somewhat difficult position with a market where dynamics have changed so dramatically. While one might be tempted to think that the competitive environment would produce a large number of very talented individuals, the key to success is in finding an individual who can combine both design and business talent. That individual is a "rare bird."

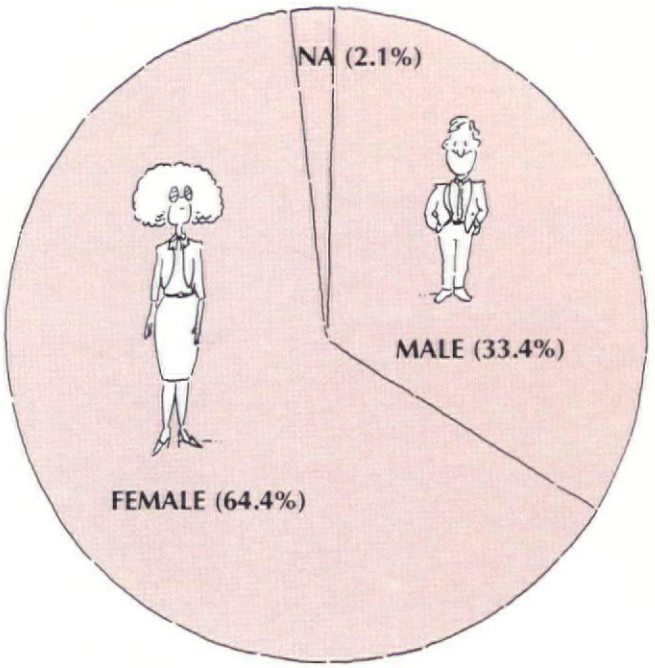
In order to compete effectively, it is likely that an individual who has attained a position of director of design has developed both design and business skills enabling him/her to succeed. An interior design firm wishing to attract an individual with talent, reputation, experience, contacts, and business acumen must be creative in structuring a compensation package.

As a result, organizations have to structure unique compensation plans which offer: a significant base salary; commissions to encourage the marketing of design services; and an equity position to guarantee tenure and loyalty to the organization. While $41,000 may represent an average income for directors of design, one can see among large interior design firms, the potential to earn anywhere between $60,000 and $100,000.

The key to identifying the type of individual who will be most successful is understanding the interplay between esthetics and hard business. Educationally, one day we may find that successful directors of design possess at least a bachelor's degree in interior design and a master's in business administration. While that is clearly speculation, it emphasizes the fact that business acumen is an important ingredient in making an individual and an organization successful in an increasingly competitive environment.

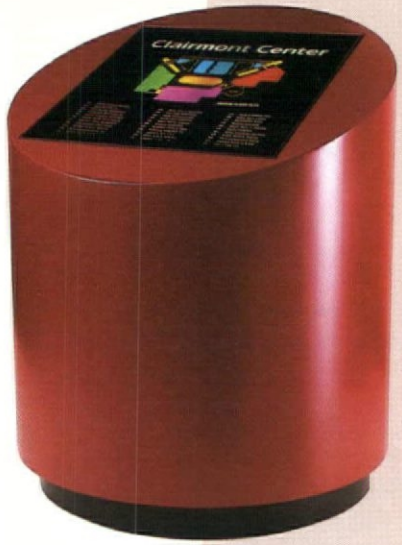
Complete survey results can be obtained by contacting Business Products Consulting Group, 24 Fort Salonga Road Centerport, NY 11721; (516/261-8000). □

PROFILE BY GENDER



SIGNAGE SYSTEMS ARE EASY TO INSTALL

Color selection, typeface, & finishes are options



Vomar

Varitronic Systems

Scott Plastics

Innerface

Apco

Vomar—Standard 350A unframed glass door directory is recessed into a molded fiberglass pedestal. The top is slanted at a 23-degree angle to give the unit added dimension. Available in a variety of colors. **Circle No. 209.**

Varitronic Systems—Merlin lettering system is a lightweight electronic unit with a detachable typewriter-style keyboard. The system produces high quality type on adhesive-backed tape for different applications. **Circle No. 202.**

Scott Plastics Co.—Scott-Elites signs now come in HM letter style and are ⅛-in. thick, injection molded plexiglass with a raised border and subsurface face. Also available in 1½-, 2-, 3-, and 4-in.-size capital and lower case letters. **Circle No. 204.**

Apco—Visualite illuminated directory and display system consists of a single monolith in a variety of shapes and sizes. Separate slots hold individual film negative message strips. **Circle No. 207.**

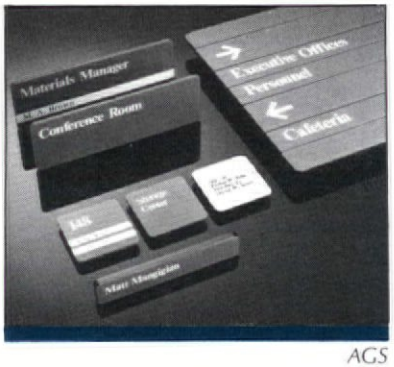
Lettering Specialists

Lettering Specialists—The Boys Temporary solid wall maintenance barricade is suited for airports, hospitals, office buildings, and hotels. Interlocking units create an effective solid wall barricade to traffic. **Circle No. 200.**

Innerface—Patented signage system enables user to change messages by removing the inside portion of each sign quickly and easily. A Letterguide Kit and Format Guide also make lettering simple. **Circle No. 205.**

Open Plan Accessories—New frame and insert option has been added to the System 2/90 signage line. This style alternative is available in all System 2/90 colors, copy, and mounting options. **Circle No. 206.**

Open Plan Accessories



AGS

Modulex

Leteron

Metcor

AGS—AG System 40 is predesigned to allow quick and easy specification. All requirements are outlined for sign styles. **Circle No. 201.**

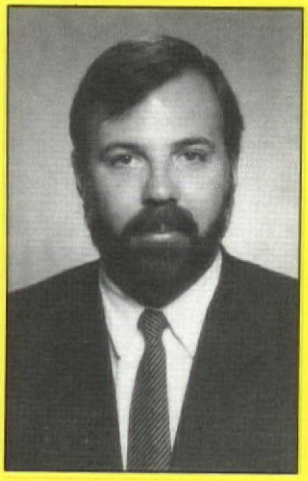
Modulex—Interior 30 sign system is adaptable to any configuration. It features a sleek porcelain-like finish with text transferred through a patent pending "hot print" process. **Circle No. 203.**

Metcor—Standard or custom signage and metal nameplates are suitable for banks or offices. **Circle No. 208.**

Leteron—VIS architectural signage system comes in flat-, wall-, ceiling-mounted, and free-standing formats. **Circle No. 362.**

CONTRACT REVIEWS CMG, IALD

In our continuing coverage of industry associations, presented in January and April, CONTRACT profiles two groups this month that serve specific areas of interest for design professionals. Color and light, two vital influences upon interior design and product marketing are the focus of the Color Marketing Group (CMG) and International Association of Lighting Designers (IALD), respectively. Relatively new, both these organizations are strong forces in the industries they serve.



"IALD has always been perceived as a club of New York lighting designers. It's true that the organization was originally formed by New York designers, but our goal has always been to expand the membership and get lighting professionals from all over North America to join the group.

Recently, IALD held its first board meeting outside of New York City at the Lighting World show in Los Angeles and is planning to have its annual meeting in Dallas this year. IALD is also one of the sponsors of Lighting World, which is now held alternatively in New York and Los Angeles each year. These are all positive steps towards extending the association's reach outside of New York.

In order for this to happen, though, the lighting profession needs to gain greater recognition. In some regions, lighting designers aren't perceived as being credible or essential. One of IALD's goals is to make interior designers, architects, developers, and building owners across the country understand that there is a need and a benefit to using lighting designers. IALD is trying to establish this recognition through our annual awards and student internship programs.

The internship program is very important because there are not many schools that offer courses in lighting design. Most often, they teach engineering or theatrical design. By participating in IALD's internship program, students can gain valuable experience working in a lighting design firm. IALD realizes that these students are resources for both the profession and our association. We need them so we can build a stronger organization."

Gene Stival
President
International Association of Lighting Designers

INTERNATIONAL ASSOCIATION OF LIGHTING DESIGNERS
18 East 16th Street
Suite 208
New York, NY 10003
(212) 206-1281

Founded: 1969
Number of members: 275.
Description of member categories:

Corporate Members must have at least four years of professional experience in the field of lighting design at the level of chief designer or above.

Senior Associate Members must have at least two years of professional experience in the field at the level of job captain or above.

Associate Members can be employed as lighting consultants, work for a professional lighting design company, or be practicing professionals in a related field in which activities include the occasional practice and/or appreciation of lighting design.

Educators who devote the majority of their professional time to the teaching of lighting and/or related subjects.

Students attending accredited institutions with studies concentrated in lighting design or related fields.

Press Affiliates from publications allied to, or interested in, the field of lighting design.

Annual conference: Annual Meeting, November.

Additional meetings events: Semi-Annual Meeting in June; Board of Directors Meeting each quarter; Lighting World co-sponsor, May 11-13, 1987, New York.

Special committees/programs: Energy Committee, Education Committee, Long-range Planning Committee. Internship Program for students interested in lighting design. Lighting Design Awards program and monthly newsletter.

Research/education: Slide library of examples of excellence in lighting design, plus a library of state energy codes. Involved in establishing degree programs in lighting design at educational institutions in the U.S.

Competitions: IALD Lighting Design Awards Program. Entries due September 24, 1986.

Executives/national officers: Gene Stival, president; Gary Steffy, vice president; Stephen W. Lees, treasurer; Barbara L. Cianci, secretary; and Marion Greene, executive director.

By SARA O. MARBERRY, Senior Associate Editor

"Since I joined CMG 20 years ago, the group has become much more sophisticated and diverse. Right now, it is in a tremendously volatile state of growth, not only in terms of numbers, but also in terms of the variety of different disciplines that are interested in CMG. It is not a design organization. We have a high percentage of designers, but we also have technical people who are developing color pigments and dyes from scratch.

Membership in CMG is on an individual basis; there are no company sponsorships because we need the continuity of individual thinking. We are currently establishing stricter membership guidelines that will require potential members to have some color experience or education and attend at least one national conference prior to application. But, we stress that membership in CMG is participatory . . . professionals do not join our group just to get a packet of colors. The real benefit is in attending conferences and interacting with other professionals from a variety of disciplines. This opportunity to exchange ideas is very valuable.

Recently, the Board of Directors has been thinking about some of the original ideas behind CMG, namely the need to create a dialogue about marketing and the importance of making the right color decisions to ensure a product's success. For a while, we sort of lost sight of this objective, concentrating on color palettes instead. But in the long run, whether a product sells is most important. This is why CMG only talks about color directions. How each individual member uses these color directions is subject to his or her professional interpretation. CMG is not a color service. We do not sell color palettes for profit; rather we provide a working tool for professionals. How members collaborate and exchange ideas to develop CMG's color directions is more important than the colors themselves.

During my term as president, the most important goal has been to get a higher percentage of the membership involved in committees. One significant development from this is that the Education Committee will make a major announcement about a color degree program at CMG's October conference in Boston. This new educational direction will allow professionals to become knowledgeable in many areas of color and lend credibility to the profession."

Sharon deLeon
President
Color Marketing Group

COLOR MARKETING GROUP
1133 Fifteenth Street, N.W.
Washington, D.C. 20005
(202) 429-9440

Founded: 1962.
Number of members: Approximately 1,000 worldwide.
Description of member categories:
Professional members include color decision makers, designers, stylists, graphic designers, technicians; and also advertising, management, marketing, public relations, and sales personnel with certain education or experience in color who are currently involved in the marketing aspects of color. CMG's Board of Directors is currently examining the possibility of adding additional membership categories.

Annual conference: Fall membership meeting, October 5-7, Park Plaza, Boston, Mass., Spring membership meeting, May 3-5, Hyatt Regency, Miami, Fla.

Additional meetings: At least four meetings a year in the Northeast, Central, Western, and Southern regions of the U.S.

Special committees/programs: *Consumer* and *Contract Color Directions* committees are concerned with the direction of color two years hence. *Design Committee* examines prevailing design trends and their relationship to color. *Tracking Committee* analyzes end-use of Color Direction's palettes. Other committees working in color-related areas include: *Technical, Marketing, Graphics,* and *Education.*

Executives/officers: Sharon deLeon, Design Portfolio, president; Merle Lindby-Young, Knoll International, vice president; Doris M. Crary, Prince Matchabelli, treasurer; Merritt Whitman Seymour, Owens-Corning Fiberglas, secretary; Jim Brown, Creative Color Marketing Services, immediate past president; and Everett R. Call, executive director.

Board of Directors: George Alatza, Colwell/General; Larry Allen, Mitchell Designs; Elaine Brochocki, St. Clair Pakwell; Thomas M. Burak, Thomas M. Burak Designs; Nancy M. Carlson, Carlson & Lobrano; Janet Carter, Mid-State Tile; Ann Dillon, Bartholomew & Dillon; John Gleason, Ameritone Paint Corp.; Alben J. Milwid, Mannington Mills; Victoria Mournean, Victoria Mournean Designs; Jerry Lynn Pritner, Pritner Product Designs; B. Jean Ruggeiro, L.E. Carpenter; Kay Stephenson-Wrack, Creative Services; and Patricia Verlodt, Color Services.

OPEN • PLAN

DIRECTORY

More than 340 sources in newest compilation

Atlantic Data Furniture, Circle No. 361

JG, Circle No. 241

Gunlocke, Circle No. 235

Despite an abundance of new space designs that combine both open plan and enclosed offices, the open plan scheme influences office design just as the Model "T" Ford did the automobile. Given four wheels, a motor, and a chassis, automobiles are built upon the same concept as when first developed, save they are faster, more luxurious, more powerful, and certainly better looking. A parallel can be drawn to the open plan furniture/systems concept. It works well with all sorts of mutations, but is basically a worksurface, storage area, and partition/wall system. Add task/ambient lighting, articulated surfaces for computer support, filing systems, plus sophisticated power distribution, and the furniture still consists of the same fundamental components. In a word, open plan/systems furniture is here to stay, is better than half the market, and is now as basic to the office as an ordinary desk. Here, therefore, is a useful directory and guide for the specifier.

CATEGORIES

Acoustical Ceiling Systems 128
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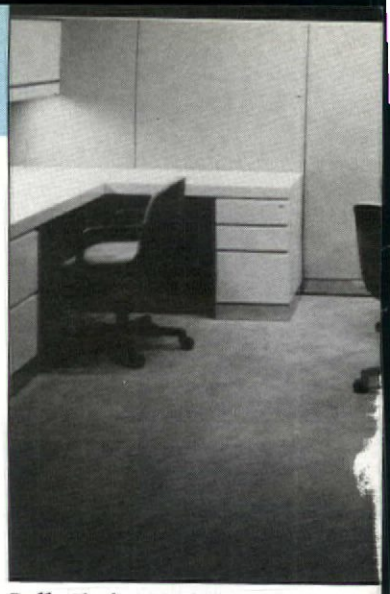
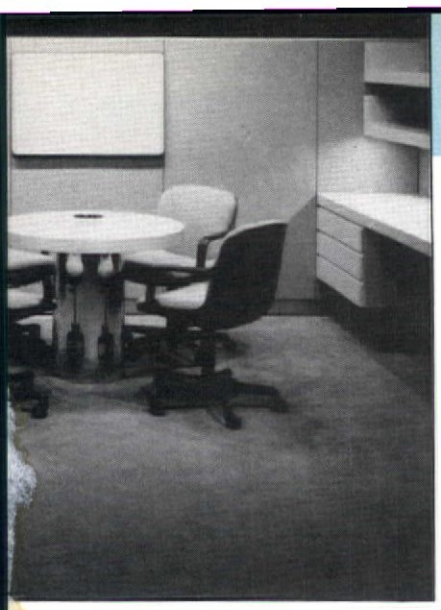
DIRECTORY

Amstore, Circle No. 389



Reff, Circle No. 390

FIRM	Panel Components	Worksurfaces, Hung	Screens, Partitions	Casegoods Furniture	Desks, Freestanding	Storage Units/Files	Shelves	Business Machine/Computer Furn.	Pin-up Surfaces	Chalkboards	Hideaway Computer Keyboards	Paper Handling/Organizers	Raceways	Built-in/Wire Management	Task Lighting	Ambient Lighting	Coat Racks/Wardrobe	Floor-To-Ceiling Mobile Walls	Doors	Other
Abstracta Structures	●				●	●	●	●							●		●	●		
Acco Int'l.			●			●		●				●								
Acme Office Group	●	●	●	●	●	●	●	●				●	●	●	●			●	●	
Acousti-Forms Inc.		●				●			●			●			●				●	
Acoustical Partitions Corp.	●	●		●	●	●	●				●	●	●	●	●	●	●	●	●	tables, seating, highwall
Acoustical Screens/Interact	●	●	●	●	●	●	●	●	●		●		●	●	●		●	●	●	credenzas
Adanlock Office	●	●	●	●	●	●		●	●	●	●	●	●		●	●	●	●	●	
Adden Furniture		●	●			●														
Advance Design Panel			●	●	●	●	●	●			●		●		●			●	●	
Advance Office Concepts	●		●		●		●	●	●		●	●	●	●	●			●	●	
Alka Structures Inc.	●	●	●		●															
All-Steel	●	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●		●	dual raceway pane
Alma Desk Co.	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	
American Seating Co.	●			●	●	●	●	●	●		●	●	●	●	●	●		●	●	
Amstore Systems	●	●		●		●	●	●	●		●	●	●	●					●	
Anderson Hickey		●	●			●		●												
Artec	●	●	●	●	●	●	●	●	●		●		●	●	●	●			●	
Artmet Products Ltd.	●	●	●	●	●	●	●	●	●	●	●		●	●	●	●			●	
Artopex Inc.	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●		●	bookcases
Aspects Inc.	●	●	●	●	●	●	●	●	●		●	●	●	●	●			●	●	
Atelier International		●	●		●	●	●	●	●		●	●			●		●			files, libr., wardr.
Atlantic Data Systems				●	●	●	●	●	●		●		●	●	●					printer stands
BIF INc.	●		●	●		●	●		●			●	●							
Baker Furniture, Contract		●	●	●		●	●										●			
Barricks Mfg.								●		●										tables
Benedetti Corp.	●	●	●	●	●	●	●	●	●		●		●	●	●					pedestals
Biltrite Nightingale	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Birum Corp.	●			●	●	●	●						●	●	●			●	●	



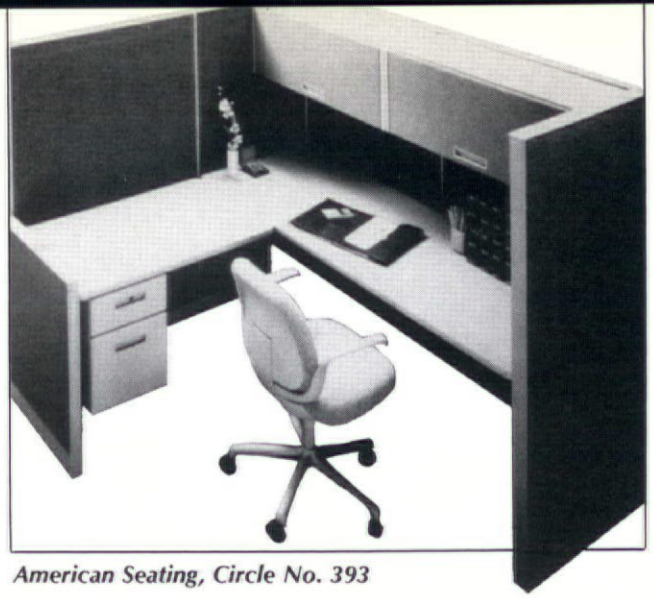
Transwall, Circle No. 391

FIRM	Panel Components	Worksurfaces, Hung	Screens, Partitions	Casegoods Furniture	Desks, Freestanding	Storage Units/Files	Shelves	Business Machine/Computer Furn.	Pin-up Surfaces	Chalkboards	Hideaway Computer Keyboards	Paper Handling/Organizers	Raceways	Built-in/Wire Management	Task Lighting	Ambient Lighting	Coat Racks/Wardrobe	Floor-To-Ceiling Mobile Walls	Doors	Other
Borroughs	●		●		●	●	●	●	●		●	●	●	●	●					
Brayton International		●	●			●	●	●	●			●					●			
Bretford/Knox		●		●			●	●	●	●	●						●			
Business Accessories									●	●										
C I Designs		●	●			●	●	●	●		●	●	●	●						
Cano Corp.	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●			●	
Castelli Furniture	●	●	●	●	●	●	●	●	●		●	●	●		●	●	●			
Check-Mate Interior System	●			●	●	●	●	●	●				●		●			●		
Cole Business Furniture	●	●		●	●	●	●	●	●	●	●	●	●		●					
Condi		●		●	●	●	●	●			●	●		●	●					
Contemporary American			●			●	●	●												
Contemporary Products	●			●	●	●	●						●	●	●			●	●	
Conwed Corp.	●			●	●	●	●	●	●		●	●			●					
Corry Jamestown	●	●	●	●	●	●	●	●	●		●	●	●	●	●		●			pedestals, files
Cramer Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	signage
Croydon	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Danwood	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●		●	
Data-Mate		●				●	●	●			●		●	●	●					
Datum Filing Systems		●	●	●	●	●	●	●	●		●	●	●		●					
Davis Furniture Inds. Inc.			●			●		●			●		●	●	●		●			
Decar Corp.		●	●			●	●	●			●		●	●						self-contained data entry workstation
Delco Assoc.	●	●	●	●	●	●	●	●	●		●	●	●	●	●					
Design Group Inc.		●	●	●	●	●		●	●		●		●	●	●		●			
Domore Corp.	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	
Drier/Div. MTS Seating	●		●	●	●	●	●	●	●	●	●		●	●	●		●		●	
Ebco Contract Furniture		●	●	●		●			●								●			
Elite/Biltrite	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	

Trendway, Circle No. 392

DIRECTORY

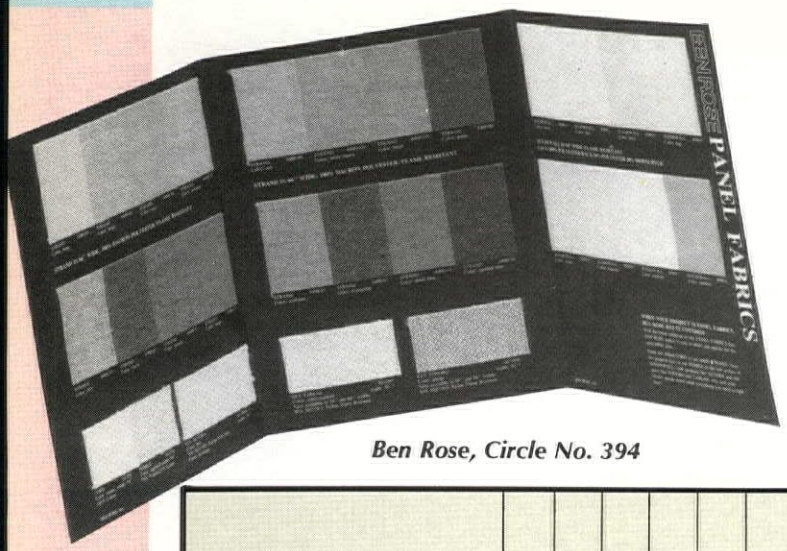
FIRM	Panel Components	Worksurfaces, Hung	Screens, Partitions	Casegoods Furniture	Desks, Freestanding	Storage Units/Files	Shelves	Business Machine/Computer Furn.	Pin-up Surfaces	Chalkboards	Hideaway Computer Keyboards	Paper Handling/Organizers	Raceways	Built-in/Wire Management	Task Lighting	Ambient Lighting	Coat Racks/Wardrobe	Floor-To-Ceiling Mobile Walls	Doors	Other
Executive Office Concepts	●	●	●	●	●	●	●	●	●		●		●	●	●		●		●	
Fantoni USA Inc.		●	●	●	●	●	●	●			●				●		●			
Filing Equipment Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●				
Flex-Y-Plan Industries Inc.	●		●	●	●	●	●	●	●		●	●	●	●	●		●		●	
Frank Eastern Co.	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●		●		
GF Furniture Systems Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●		●	
G/O Furniture		●		●	●	●	●	●	●		●		●	●	●		●		●	
The Gunlocke Co.	●	●	●	●		●	●	●	●		●	●	●	●	●	●	●		●	
Haller Systems		●	●		●	●	●	●			●	●		●		●				
Hamilton Sorter	●	●	●		●	●	●	●	●		●	●	●	●	●	●	●			
Hardwood House Inc.	●	●	●	●	●	●	●	●	●		●	●			●	●				
Harmon	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●		●	
Harter	●		●	●		●	●	●	●		●	●	●	●	●	●				
Haworth Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	
Helikon Furniture Co., Inc.	●			●	●	●	●		●				●		●	●	●			
Hiebert Mfg. Co.	●	●	●	●	●	●	●	●	●		●		●	●	●	●	●			
HON Co.	●	●	●	●	●	●	●	●						●	●					
Howe Furniture		●	●					●												
IEM Marketing	●	●	●		●	●	●	●						●			●			
iil International	●	●	●	●	●	●	●	●	●		●		●	●	●	●	●			
Innocrete Systems Inc.	●													●						
Interior Woods	●	●	●	●	●	●	●	●	●	●	●			●	●		●			
Invincible Metal Furniture Co.	●	●	●	●	●	●	●	●	●			●	●	●	●	●	●			
Jackson Northeast Inc.	●			●	●	●	●		●	●	●	●	●	●	●	●	●	●	●	
Jansko	●	●		●	●	●	●	●							●					
JG Furniture Systems	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●		●	
Jofco Inc.		●	●			●	●	●			●	●		●	●		●	●		"surround" system furniture
Kimball Office Furniture		●	●	●		●		●	●		●	●			●					storage unit with modular feature



American Seating, Circle No. 393

FIRM	Panel Components	Worksurfaces, Hung	Screens, Partitions	Casegoods Furniture	Desks, Freestanding	Storage Units/Files	Shelves	Business Machine/Computer Furn.	Pin-up Surfaces	Chalkboards	Hideaway Computer Keyboards	Paper Handling/Organizers	Raceways	Built-in/Wire Management	Task Lighting	Ambient Lighting	Coat Racks/Wardrobe	Floor-To-Ceiling Mobile Walls	Doors	Other
Kinetics Furniture	●		●		●	●	●	●	●		●	●	●	●	●					
Knoll International	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		
Kroin Inc.		●	●				●	●												
Krueger			●	●	●	●	●	●	●			●	●	●	●		●			
Krug Furniture Inc.	●	●	●	●	●	●					●		●	●	●	●	●		●	
LBF Office Systems	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	acoustical printer enclosures
Lamica Corp.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
Laminates Unlimited Inc.		●	●		●	●		●	●		●			●	●					
Lehigh-Leopold	●		●	●	●	●	●	●	●		●	●	●	●	●		●		●	
Lighting Products Inc.														●	●	●				
Lista International		●	●			●	●	●				●	●	●	●	●	●			high density mobile storage
Litton Business Furniture (LBF)			●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
LUI-Laminates Unltd.		●	●			●	●	●	●				●		●					
Harry Lunstead Designs Inc.	●	●	●	●	●		●	●	●		●	●	●	●	●	●	●			
Magna Design Inc.	●	●	●	●	●	●	●	●	●		●		●	●	●		●		●	
MAX by Amstore	●		●	●	●	●	●	●	●	●	●	●	●	●	●			●	●	
Metalstand Co.	●	●	●	●	●	●	●	●	●		●	●	●	●	●				●	
Herman Miller Inc.	●			●	●	●	●	●	●	●	●	●	●	●	●			●	●	partial ht. walls, filing, storage
Metropolitan Furniture		●	●					●												
Mode Corp.	●	●	●	●	●	●	●		●	●	●	●	●	●	●				●	
Modern Mode	●	●	●	●		●	●	●	●		●	●	●	●	●		●			windows
Modern Plastics		●	●	●			●	●												
Modu-Build Inc.	●		●	●	●	●	●	●	●		●	●	●	●	●	●		●	●	
Modular Designs	●	●	●	●	●	●	●	●	●		●	●	●	●	●		●			
Myrtle Desk		●	●	●		●	●			●					●		●			
National Office Furniture	●	●	●		●	●			●						●					overheads with bi-fold doors
Nello Systems Co.	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	clerestory

DIRECTORY



Ben Rose, Circle No. 394

TOTAL SYSTEMS

FIRM	Panel Components	Worksurfaces, Hung	Screens, Partitions	Casegoods Furniture	Desks, Freestanding	Storage Units/Files	Shelves	Business Machine/Computer Furn.	Pin-up Surfaces	Chalkboards	Hideaway Computer Keyboards	Paper Handling/Organizers	Raceways	Built-in/Wire Management	Task Lighting	Ambient Lighting	Coat Racks/Wardrobe	Floor-To-Ceiling Mobile Walls	Doors	Other
Nelson-Adams Co./ Acoustical Screen Div.	●			●	●	●	●	●	●	●	●		●	●	●	●	●			
Nightingale Inds. Ltd.	●			●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	
Norsons Inds.		●	●			●	●	●												
Nucraft Furniture	●		●	●	●			●	●	●					●					
O'Brien Movable Partition	●		●		●	●	●		●				●		●		●	●	●	
Office Specialty		●	●			●		●			●			●						mobile pedestal system
Office Suites	●	●	●	●	●	●	●	●	●		●		●	●	●	●	●		●	
Omni International Inc.			●			●		●	●	●	●			●	●		●			wall conference centers
Open Office Products Inc.	●				●	●	●		●				●	●	●			●	●	
Packard Inds. Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	full and half-glazed panels
Panel Concepts Inc.	●		●	●	●	●	●	●	●		●	●	●	●	●				●	voice/data connection modules
Pleion	●		●	●	●	●	●	●	●		●	●	●	●	●				●	
Polychromic Designs	●			●	●	●	●		●				●	●						
Precision Mfg. Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●		●	
Prima Products			●	●	●	●	●	●	●		●		●	●	●			●	●	
Harvey Probber Inc.		●	●	●	●	●	●	●	●		●	●			●	●	●			
Procaccino		●	●			●	●										●			conference tables
Ram Partitions/Div. Indal Ltd	●		●	●	●	●	●	●	●	●	●	●	●	●	●				●	
Reff Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	
Edward Axel Roffman Assoc.		●	●			●	●	●				●			●				●	
Rose Johnson	●	●	●	●	●	●	●	●			●	●	●	●	●		●			
Rosemount Office Systems	●			●	●	●	●	●	●		●		●	●	●		●		●	
Samsonite Furniture Co.	●			●	●	●	●	●	●			●	●	●	●					
Scandiline Inds.Inc.	●	●	●	●	●	●	●		●		●		●	●	●					
Shaw-Walker Co.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●			
Spec'built	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	custom

Artopex, Circle No. 382

Cano Corp., Circle No. 383

FIRM	Panel Components	Worksurfaces, Hung	Screens, Partitions	Casegoods Furniture	Desks, Freestanding	Storage Units/Files	Shelves	Business Machine/Computer Furn.	Pin-up Surfaces	Chalkboards	Hideaway Computer Keyboards	Paper Handling/Organizers	Raceways	Built-in/Wire Management	Task Lighting	Ambient Lighting	Coat Racks/Wardrobe	Floor-To-Ceiling Mobile Walls	Doors	Other
Steelcase Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Storagewall/Boyd-Britton	●	●		●	●	●	●		●	●			●	●			●	●	●	
Stow & Davis Furniture Co.	●	●	●	●	●	●	●	●			●	●	●	●	●	●	●			
Structural Concepts Corp.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	personalized air system
Syma Systems	●	●	●	●	●				●											
Systems Mfg. Corp.		●	●			●		●				●								
Tab Products	●					●							●							pedestals
The Tandem Group	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	full custom capability
Techniques in Wood	●		●	●	●	●	●	●	●	●	●		●	●	●		●			
Teknion Inc.	●		●	●	●	●	●	●	●	●	●	●	●	●	●				●	
Thonet Inds.		●	●			●														
Tibbet Inc.	●			●	●	●	●	●			●		●	●	●			●	●	
Tiffany Stand & Furniture		●	●			●	●	●	●		●	●		●						
Timbercraft Inc.	●																			
Tradex Corp.	●	●		●	●	●	●	●							●					
Transwall Corp.			●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Trendway Corp.	●		●	●	●	●	●	●	●	●	●		●	●	●		●	●	●	
Unifor		●	●		●	●	●	●				●	●	●						
Universal Building Systems Inc.	●	●	●	●	●	●	●	●	●		●		●	●	●	●	●	●	●	
Vecta	●	●	●	●	●	●	●	●	●		●	●	●	●	●		●		●	
Vickers Business Equipment	●	●	●	●	●	●	●	●				●	●	●	●					
Watson Furniture Systems	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●		●	
Weber Costello					●					●										dry erase boards, bulletin boards, directory boards
Westinghouse Furniture Systems	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
Wright Line Inc.	●		●			●	●	●	●		●	●		●	●					
Xception Design Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●		●	

DIRECTORY

FIRM	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE		Radius	INNER FRAME CONSTRUCTION					
						Straight	Curved		Aluminum	Fiberboard	Fiberglas	Particleboard	Honeycomb	Steel
Abstracta Structures Inc.	to spec	to spec	●	to spec	steel frame	●								●
Acme Office Group	various	various	●	various		●	●		●			●	●	
Acousti-Forms	15-31″	60″	●	NRC .68	Class A or 1	●								
Acoustical Partitions Corp.	30-108″	12-144″	●	NRC .90	Class A	●	●	any			●			
Acoustical Screens/Interact	56-72″	36-72″	●	NRC .95, STC 23	Flamespread 18 Fuel con. 39 Smoke 0	●	●					●		
Adanlock Office			●	NRC .85, STC 33		●	●			●	●	●	●	●
Advance Design Panel	60-72″	24-60″	●	NRC .65, STC 28, NIC 25	Class A	●	●	24″						
Advance Office Concepts	30-84″	18-60″	●	NRC .65-.85	ASTM E84, Class A	●	●	24″, 60″					●	
All-Steel Inc.	33-78″	18-60″	●	NRC .80, STC 20	Class A	●	●							
Alma Desk Co.	32-85″	18-42″	●	NIC 18, NRC .70 STC 31	Class A	●	●					●		
Amstore Systems	36-80″	18-60″	●		Class A	●	●	30″	●		●	●	●	
Artec	36-84″	18-48″	●	NRC, STC, SPP	NFPA 701	●	●		●		●	●		●
Artmet Products Ltd.	42-80″	20-60″	●	NRC .85, STC 31	Class A	●	●							●
Artopex	41-80″	20-72″	●	NRC .85, STC 20	Class A	●	●	26″	●	●				●
Aspects Inc.			●	NRC .85	Class A	●	●							
BIF Inc.	47 1/16″, 63 1/32″	17¼″to 36″	●										●	●
Baker Furniture	30-84″	18-36″	●			●	●			●				
Benedetti Corp.	42-66″	18-60″	●			●	●		●					
Beylerian	53¼ to 87″	14½, 29¼″				●	●					●		
Biltrite Nightingale	39-80″	20-72″	●	NRC .85, STC 22		●	●	20-31″		●	●	●		●
Birum Corp.	42-148″	24-72″	●	NRC .85, NIC 21	Class A	●	●	30″	●			●	●	
Borroughs	42-76″	18-60″	●	NRC .85	Varies w/fabric	●	●		●		●			
Brayton International	72″	36″				●						●		
Brewster Corp.	42-84″	18-96″	●	NRC .90, STC 25 NIC 22	Class A ASTM E-84	●								
Cano Corp.	42-76″	24-72″	●	NRC .60, .85	Class A	●	●	24″	●		●			
Castelli Furniture	43″, 65″	20-32″	●			●	●	24″						
Check-Mate Interior System Inc.	48-72″	24-72″	●	NRC .65 & up STC .31	Class A	●				●				●
Claridge Products	78″	96″	●			●	●					●		
Cole Business Furniture	42-80″	12-48″			Class A	●							●	●
Contemporary Products	36-80″	18-72″	●	NRC .90 STC 23	Flamespread 10, Fuel con. 20 Smoke density 50	●	●	24″, 30″	●			●	●	

	EDGE TRIM										CORE MATERIAL						OUTSIDE							LEVEL ADJ		
	Wood	Other	Aluminum	Fabric	Self-welt	Steel	Vinyl/Plastic	Wood	Prov. for interlock	Base Hardware	Fiberglass	Hard/Flake	Honeycomb	Wood	Mineral Wood	Other	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other	Horizontal	Vertical	Self-adj.
	●					●							●			●							●	●		
		●				●	●								●			●							●	
	●			●				●	●		●	●		●				●						●	●	
					●			●	●	steel	●								●							●
	●								●		●	●	●		●		●	●		●						
	●			●					●						●			●							●	
			●						●		●													●		
		●					●		●						●			●						●		
	●			●				●	●	metal			●					●						●	●	
			●						●		●															
				●					●	steel		●						●		●					●	

OPEN PLAN DIRECTORY

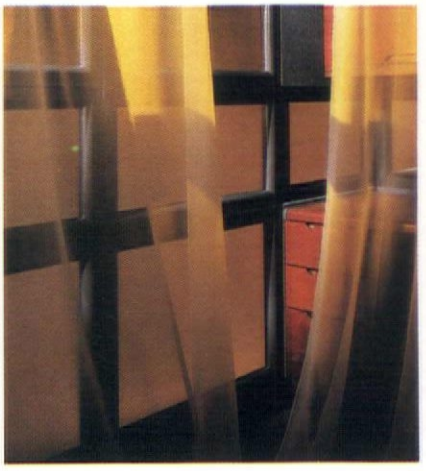
EOC, Circle No. 230

FREESTANDING SPACE DIVIDERS

FIRM	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE		Radius	INNER FRAME CONSTRUCTION					
						Straight	Curved		Alumium	Fiberboard	Fiberglas	Particleboard	Honeycomb	Steel
Conwed Corp.	48-72"	30-96"	●	NRC .60, .85	Class A	●	●							
Corry Jamestown	31-80"	20-44"	●	NRC .80	Class A	●	●	26"			●			●
Cramer Inc.	30-80"	12-72"	●	NRC .85, STC 21	Class A	●	●	24"						●
Creative Dimensions	60 & 80"	24-48"	●		NFPA STD 701, ASTM-E-84					●			●	
Croydon Furniture Systems	54-72"	18-60"	●	ASTM .85 STC 23	Flamespread 15, Fuel Con. 0 Smoke dev. 50	●	●	84"						●
Danwood	29-80"	12-72"	●	NRC .78, STC 23	Class 1	●	●		●		●		●	
Davis Furniture Inds.												●	●	
Decoustics Ltd.	to 108"	to 48"	●	NRC .70-1.0	Class A ASTM E-84	●	●	6" +		●	●			
Delta Mfg. and Sales	48-72"	24-60"	●	NRC .85	Class A	●	●	56"			●		●	
Design Group Inc.	42-65"	24-60"	●	NRC .75, STC 22		●					●	●		
Dormore Corp.	32-80"	18-60"		NRC .99	Class A	●								●
Donn Corp.	various	24-48"	●	NRC .65, STC 35-44	Class A	●								●
Drier/Div. MTS Seating	42-80"	12-60"	●	NRC .85	Class A	●	●			●				
Ebco Contract Furniture	76"	31-61"				●						●		
Elite/Bilrite	40-80"	20-62"	●	NRC .85, STC 27		●	●				●	●		●
Executive Office Concepts	30-80"	12-60"	●	NRC .80	Class A	●	●	24", 30"						
Filing Equipment Inc.	54-90"	24-48"		NRC .75	Class A	●							●	●
Flex-Y-Plan Inds. Inc.	36-96"	24-63"	●	NRC .85	Class A	●	●	24", 60"						●
Frank Eastern Co.	42-96"	24-73"	●	NRC .50, .70, .90		●	●							
General Mica	30-72"	12-42"	●			●						●		
GF Furniture Systems Inc.	32-79"	12-60"	●	NRC .75, STC 21	Class A ASTM-E-84	●	●	24"						●
The Gunlocke Co.	29-79"	20-48"	●	NRC .75, STC 25	Class A	●	●	15"		●	●	●	●	
Haller Systems Inc.	Custom	Custom	●											●
Hardware House Inc.	42-80"	18-42"	●	NRC .85		●		30", 36"						
Harmon	42-78"	18-48"	●	NCR .85		●	●	24", 30"						
Harter	42-80"	12-60"	●	NRC .85, NIC 20,	Flamespread 0 Smoke dev. 5	●			●		●	●		
Haworth Inc.	42-80"	12-60"		NRC .80, .90 STC 29	Class A	●	●	24"						●
Helikon Furniture Co. Inc.	29-72"	12-79"	●			●	●				●			
Hemisphere Steel	39-84"	12-72"	●			●			●		●	●	●	●
Hiebert	30 to 78"	18-48"	●			●	●							

Alma Desk, Circle No. 210

EDGE TRIM											CORE MATERIAL						OUTSIDE							LEVEL ADJ		
Wood	Other	Aluminum	Fabric	Self-welt	Steel	Vinyl/Plastic	Wood	Prov. for interlock	Base Hardware	Fiberglass	Hard/Flake	Honeycomb	Wood	Mineral Wood	Other	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other	Horizontal	Vertical	Self-adj.
●		●			●	●	●	●	aluminum	●	●						●							●	
								●		●							●					●		●	
						●		●						●			●		●		●	●		●	
●		●						●	steel foot								●							●	
			●				●	●	chrome	●	●						●			●	●			●	
								●					●					●		●	●				
●							●				●	●					●			●	●	●		●	
		●	●	●		●			various	●							●				●		●	●	
	●	●						●	5 options	●		●					●						●	●	
							●	●			●						●							●	
		●						●						●			●						●		
	●				●			●	PVC						●				●						●
		●						●	bases & available raceways	●	●						●						●	●	
							●	●			●										●			●	
		●	●							●							●	●					●		
●			●				●	●	metal	●				●			●				●	●	●		
●					●			●				●				●	●	●				●	●	●	
		●					●	●		●		●		●			●				●	●	●	●	
								●		●	●			●			●						●	●	
		●			●		●	●	wood or metal		●												●		
								●	base covers with knockout covers	●		●					●	●	●	●				●	
●			●				●	●		●	●	●	●	●			●	●					●	●	
●								●														●	●		●
●			●				●	●		●	●	●					●				●		●	●	
●		●					●	●		●	●	●					●				●		●	●	
		●					●	●		●		●					●				●		●	●	
●							●	●	panel support leg or self-supporting	●			●				●	●			●		●	●	
●							●	●	aluminum	●				●			●				●			●	
		●			●			●	steel	●			●				●		●		●		●	●	
●			●				●		steel	●							●				●		●		

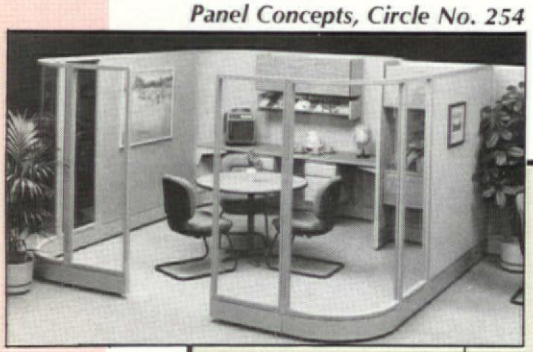


Harter, Circle No. 239

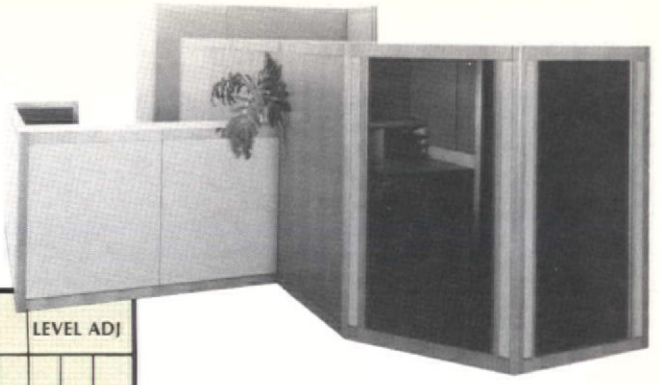
Donn, Circle No. 229

DIRECTORY

Panel Concepts, Circle No. 254



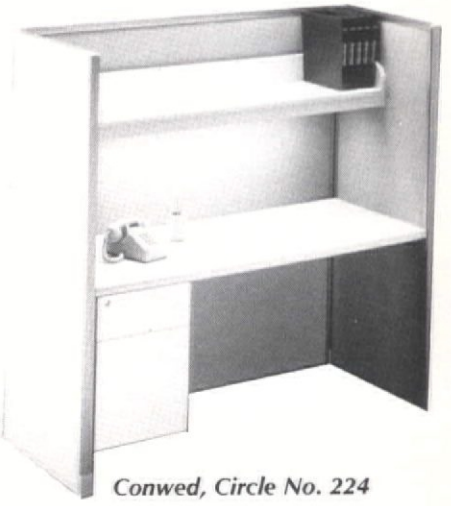
FIRM	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE		Radius	INNER FRAME CONSTRUCTION						
						Straight	Curved		Aluminum	Fiberboard	Fiberglas	Particleboard	Honeycomb	Steel	
Hoover Systems	42-82"	18-72"	●	NRC .85, NIC 20	Class A	●	●	84"	●					●	
IEM Marketing	63"	23", 31"	●			●	●								
iil International	38-80"	24-48"		NRC .75	ASTM E-84	●	●	24", 30"			●	●			
Insul-Art Acoustics Corp.	96"	60"	●	NRC .90	Class A	●				●					
Interior Woods	42-78"	18-48"	●	NRC .85		●	●								
InterRoyal Corp.	47-72"	24-72"		NRC .85	Class A	●	●	84"						●	
Invincible Metal Furniture Co.	43-79"	24-60"	●	NRC .65	Class 1 or A	●	●	24"			●		●	●	
JG Furniture Systems	30-84"	18-60"	●	NRC .80	Class A	●	●	24", 30"		●		●			
Jackson Northeast Inc.	36",48",60", 72",84",96", 120"	12",24",30", 36",48", 60"	●		Class A	●				●			●		
Jansko Inc.	42-72"	24-72"	●	NRC .65, NRC .80		●	●	30"		●	●	●			
Jofco Inc.												●	●		
Knoll International	42-74"	18-60"	●	NRC .80, STC 20	Class A ASTM E-84	●								●	
Krueger Inc.	42-80"	18-60"	●	NRC .90, STC 22	Class A	●			●		●			●	
LBF Office Systems	34-84"	12-60"	●	NRC .85, STC 21	Class A Flame 10	●	●	24"	●		●	●	●	●	
Lamica Corp.			●			●	●			●	●	●	●		
Laminates Unlimited Inc.	60-84"	to 60"		NRC .90, STC 22	Class A	●	●	24"							
Lehigh-Leopold	34-84"	12-60"		NRC .85, STC 21	Class A	●	●	24"	●			●			
Litton Business Furniture (LBF)	34-84"	12-60"	●	NRC .85, STC 21	Class A	●	●		●		●		●	●	
Lombardo & Co.			●		NYC MEA, 0 flame, 0 smoke	●	●								
Harry Lunstead Designs Inc.	44-80"	18-60"	●	NRC .85, STC 24	Class A	●	●	18"			●	●		●	
MPC Inc./Noise Control Products	60"	60"	●	NRC .75 to 1.0	Class A	●			●	●	●				
Magna Design Inc.	30-84"	12-60"	●	NRC .75		●	●	24"				●			
Major Partitions	36-72"	12-60"	●	NRC .60	Class A	●				●			●		
MAX by Amstore	32-80"	12-60"	●		Class A	●	●	24"	●						
Metalstand Co.	42-80"	12-60"	●	NRC .85	Class A	●	●	24"						●	
Herman Miller	38" & up	24-48"	●	NRC .90, STC 32	Class A	●								●	
Mode Corp.	42-84"	12-72"	●	NRC .80, STC 24	Class A	●	●	24"			●			●	



Lunstead, Circle No. 248

EDGE TRIM											CORE MATERIAL							OUTSIDE								LEVEL ADJ		
Wood	Other	Aluminum	Fabric	Self-welt	Steel	Vinyl/Plastic	Wood	Prov. for interlock	Base Hardware		Fiberglass	Hard/Flake	Honeycomb	Wood	Mineral Wood	Other		Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other		Horizontal	Vertical	Self-adj.
		●	●	●		●	●	●			●					●			●								●	●	●
	●				●		●	●	steel		●	●	●						●			●					●	●	
			●								●																		●
	●		●				●	●	levelers		●								●								●		
	●		●				●	●	legs & feet or glides		●								●								●		
					●			●	steel				●						●	●	●						●	●	●
	●		●				●	●			●								●	●			●				●		
	●				●		●	●					●						●	●			●				●	●	
						●			steel		●	●							●				●				●		
	●						●	●				●	●														●	●	
				●			●	●	steel		●	●						●	●		●		●						
			●				●	●	steel		●								●			●					●		
			●			●		●	thumb screws		●	●	●					●	●			●		●			●		
	●			●	●		●	●			●	●	●	●				●	●			●	●				●	●	
		●				●		●			●								●										
							●	●			●								●								●		
						●		●			●		●						●	●	●			●			●		
		●	●	●	●	●	●	●									●								●			●
							●	●	chrome, wood, brass		●									●								●	
				●	●			●			●	●								●				●			●	●	
			●				●					●								●									
			●					●				●	●						●	●							●	●	
						●		●					●							●								●	
						●		●				●								●								●	
								●																				●	
		●						●			●		●						●	●							●		

GF, Circle No. 233



Conwed, Circle No. 224

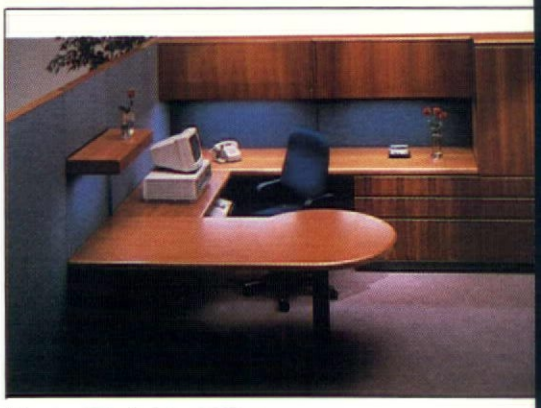
Corry Jamestown, Circle No. 225

DIRECTORY

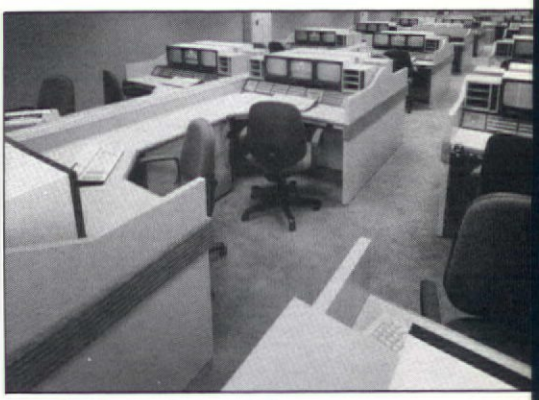
FREESTANDING SPACE DIVIDERS

FIRM	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE		Radius	INNER FRAME CONSTRUCTION						
						Straight	Curved		Alumium	Fiberboard	Fiberglas	Particleboard	Honeycomb	Steel	
Modern Mode	8-32"	24-72"	●	NRC .65, STC 22	NFPA Class B UBC Class II ASTM E-84	●	●	2"-4"			●				
Modern Plastics			●			●	●					●			
Modu-Build Inc.	39-96"	18-72"	●	NRC .90	Class A	●	●				●			●	
Modular Designs	42-80"	18-48"	●	NRC .90	Class A	●	●	24"	●					●	
Monning Partitions, Inc.	various	various	●	various	various	●							●	●	
Multiplex Display Fixture	78"	36", 48"				●				●					
National Office Furniture	48-66"	30-60"		STC 23	Class A	●									
Nello Systems Co. Inc.	48-84"	24-60"	●	NRC .85, STC 26 NIC 22	Class A	●								●	
Nelson-Adams Co.	42-72"	12-72"	●	NRC .85	Class 1	●	●	24", 66"							
Nightingale Inds. Ltd.			●	NRC .85		●	●			●	●			●	
O'Brien Movable Partition	48-78"	12-60"	●	NRC .85, .90	Class A	●	●							●	
Office Suites	29-78"	12-60"	●	STC 28, NRC .85	Class A	●	●				●	●	●		
Open Office Products Inc.	all	all	●	NRC .85, NIC 21/23	Class A	●	●	80							
Packard Inds.Inc.	40-120"	12-72"	●	NRC .85, NIC 23 SPP .62, STC 25	Class A Flamespread 20 Smoke 20, Fuel 0	●	●	24"						●	
Panel Concepts Inc.	40-84"	12-84"	●	NRC .85, STC 20	Class A	●	●	24"	●						
Peter Pepper Products	60-84"	42"	●	none			●								
Pleion	42-80"	24-72"	●	NRC .90	Class 1	●	●	24"			●				
Polychromic Designs	39-72"	18-72"	●	NRC .55/ .65/.85	Class A	●				●	●			●	
Precision Mfg. Inc.	42-80"	12-72"	●	NRC .85, STC 27	Class A	●	●	4"	●		●				
Prima Products	30-108"	6-108"	●	NRC .65, .91	Class 1	●	●	24-76"							
Harvey Probber Inc.	60"	23 or 33"	●	NRC .85, STC 27	Flamespread 5, Fuel 0, Smoke 0	●	●	2'-3'							
Ram Partitions/ Div. Indal Ltd.	54-76"	60", 72"	●	NRC .90, STC 20		●	●	96"						●	
Reff Inc.	30-80"	12-72"	●	NRC .85, STC 21	UL approved	●	●	24", 32"	●						
Rockaway Metal Products Corp.	39-84"	9-72"	●			●			●					●	
Rose Johnson	31-81"	18-60"	●	NRC .85, STC 28	Class A	●	●	24" 30"							
Rose Mfg.	42-72"	24-60"	●	NRC .85	Class A	●	●								
Rosemount Office Systems	43-80"	24-60"	●	NRC .75, .80, .85, STC 17, 25	Class A, Class C	●	●	24"				●		●	

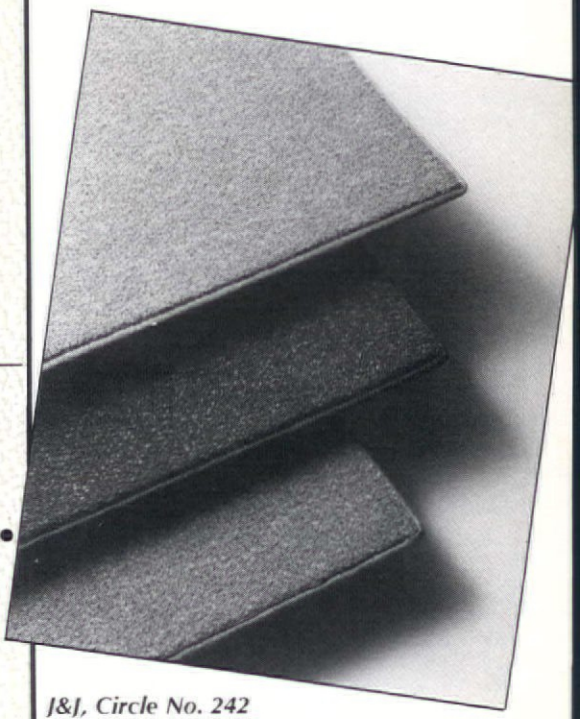
EDGE TRIM											CORE MATERIAL						OUTSIDE							LEVEL ADJ		
Wood	Other	Aluminum	Fabric	Self-welt	Steel	Vinyl/Plastic	Wood	Prov. for interlock	Base Hardware	Fiberglass	Hard/Flake	Honeycomb	Wood	Mineral Wood	Other	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other	Horizontal	Vertical	Self-adj.
●			●				●	●	wood faced metal & plastic	●	●		●				●	●		●			●	●	
●						●	●	●			●											●			
			●			●	●	●	metal	●					●		●							●	
			●				●	●	chrome, brass bronze	●	●						●	●		●			●	●	
			●		●	●	●	●				●		●		●	●	●	●		●		●	●	●
	●				●			●	brackets								●				●	●		●	
●						●			steel		●	●					●							●	
			●		●		●	●		●							●						●		
●				●			●	●		●							●						●	●	
		●				●	●	●	snap on base plate with knock-out for power	●	●						●	●		●	●		●		
●	●	●						●		●															
●							●	●	chrome & brass		●									●					
●			●	●			●		electrical raceway & UL electrical components	●							●						●		
		●	●		●		●	●	steel	●		●			●	●	●	●	●		●	●	●	●	
		●						●	adjustable glides	●							●	●						●	
●					●			●	adjustable glides				●							●			●		
					●			●	steel connectors	●							●					●		●	
●			●			●		●	legs or glides	●				●			●							●	
●			●				●	●	electrical raceway, base channel, cast base	●			●				●					●	●	●	
●	●						●	●		●							●			●			●		
●		●								●	●						●			●	●		●	●	
			●			●	●	●	chrome, steel	●							●						●	●	
						●	●	●		●			●				●	●		●	●			●	●
					●					●		●													
●				●			●		wood, enamel, chrome, steel	●	●						●	●		●				●	
●							●	●		●							●			●				●	
●						●	●	●	support base	●	●						●							●	



Vecta, Circle No. 267



Spec'built, Circle No. 262



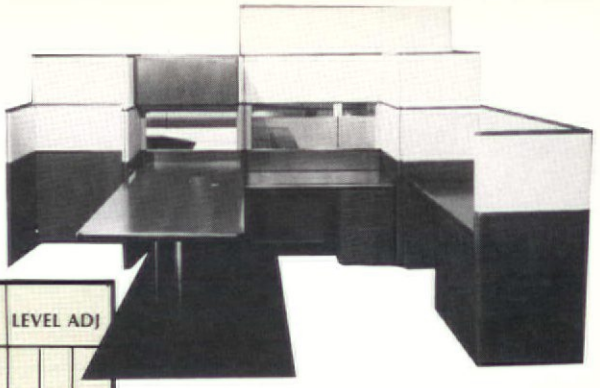
J&J, Circle No. 242

DIRECTORY

FREESTANDING SPACE DIVIDERS

FIRM	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE		Radius	INNER FRAME CONSTRUCTION					
						Straight	Curved		Aluminum	Fiberboard	Fiberglas	Particleboard	Honeycomb	Steel
Scandiline Inds. Inc.	42-78"	16-52"		NRC .75	Smoke 35, Fuel 15, Flame 5	●			●					
Shaw-Walker Co.	40-76"	19-48"	●	NIC Barrier 21, Flanking 24	Class A Spread 20.5, Smoke 44.3, Fuel 0	●	●	24"	●					●
Shogun Int'l.	12" stackable	30" stackable	●			●	●							
Showcase Systems	various	various	●	NRC .90	Class A, Smoke 5, Flame 0	●								
Spec'built	all	all	●	as specified	as specified	●	●	custom		●	●	●		●
Steelcase Inc.	34¼-75"	18-60"	●	NRC .85	Class 1 ASTM E-84	●	●							●
Storagewall/Boyd-Britton	various	various	●			●			●					
Stow & Davis Furniture Co.	43-79"	20-45"		NRC .85, STC 25	Class A	●	●							●
Structural Concepts Corp.	31-82"	6-60"	●	NRC .80	UL listed	●	●	24"						●
Syma Systems	up to 104"	up to 50"	●			●	●	29⅝"				●	●	
Syme & Assoc.	55-71"	36-72"	●	NRC .95,	Class A	●	●	66"			●	●		●
The Tandem Group	80"	12-72"	●	NRC .80	Class A	●	●	24"			●			
Techniques in Wood	60-72"	36-72"	●	NRC .50-.95	Flamespread 20 Smoke 40	●	●	80"				●		
Tibbet Inc.	36-78"	4-60"	●	NIC Barrier 22 Flanking 23	Class A	●			●					
Timbercraft Inc.	37-85"	26-62"	●	NRC .85, STC 24	Class A UL approved	●				●		●		
Tradex Corp.	42", 62-64"	24-48"	●	NRC .85, STC 27	Class A or 1 (Fabric)	●						●		
Transwall Corp.	42-80"	12-72"	●	NRC .85, STC 26	Class A or 1	●	●	24"		●	●	●	●	●
Trendway Corp.	42-84"	12-60"		NRC .85	Class A	●	●	24"	●		●			
Unistrut. Interior Building Systems	36-78"	24-72"		NRC .85		●			●					
Universal Building Systems Inc.			●	NRC .85	Class A						●	●		
Vaughan Walls	to 72"	to spec	●	NRC .85, STC 27	Incombustible construction, fire retardant fabric, Class A	●	●	82"						
Vecta	30-80"	18-60"				●	●							●
Vickers Business Equipment	40-72"	30-60"	●			●			●			●		●
Vogel-Peterson	60-72"	60-72"				●							●	
Watson Furniture Systems	42-78"	18-48"	●	NRC .65, STC 26		●						●		
Weber Costello	48-72"	48-72"	●		Cork-C, Vinyl-B, Chalk-C	●				●		●		
Westinghouse Furniture Systems	40-80"	12-60"	●			●	●							
Xception Design Ltd.	30-78"	20-60"	●	NRC .80		●	●	24-30"		●	●	●		●

Flex-Y-Plan, Circle No. 231



Modern Mode, Circle No. 249

Knoll, Circle No. 244

Howe, Circle No. 236

EDGE TRIM										CORE MATERIAL						OUTSIDE							LEVEL ADJ		
Wood	Other	Alumium	Fabric	Self-welt	Steel	Vinyl/Plastic	Wood	Prov. for interlock	Base Hardware	Fiberglass	Hard/Flake	Honeycomb	Wood	Mineral Wood	Other	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other	Horizontal	Vertical	Self-adj.
							●	●		●										●					
			●		●		●	●	steel			●			●		●	●					●		
	●							●							●								●		
	●		●					●		●											●			●	
●	●	●	●	●	●	●	●	●	as specified	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
					●			●	steel	●		●					●	●	●	●				●	●	
●		●			●	●	●	●					●			●		●	●	●				●	●	
			●				●	●	black epoxy, mirror chrome, bronze	●	●						●	●		●	●			●	●	
					●			●	steel levelers	●	●						●				●	●		●		
●		●						●	aluminum		●	●	●			●	●	●		●	●		●	●	
	●			●			●	●	solid barstock legs	●							●						●	●	
	●						●	●	steel	●			●				●	●		●			●		
			●			●	●	●	steel, chrome	●							●				●		●	●	
			●				●	●	aluminum	●							●							●	
							●	●		●							●				●		●	●	
●						●		●		●	●	●											●	●	
		●	●		●	●	●	●	steel	●		●		●		●	●	●	●	●			●	●	
		●						●	vinyl	●			●			●	●	●			●			●	
		●						●							●	●	●				●		●		
●							●	●		●			●				●			●					
			●			●	●	●	adjustable metal	●							●								
							●		steel	●	●						●	●		●				●	
		●					●										●			●				●	
			●					●	stabilizer feet			●					●								●
						●	●	●			●					●							●	●	●
		●						●	aluminum		●										●	●			
			●		●		●	●											●		●				
						●	●	●		●							●	●		●			●		

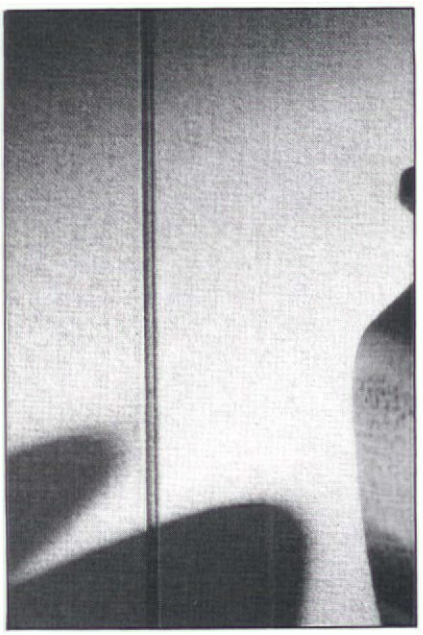
DIRECTORY

ACOUSTICAL PANELS, WALL-MOUNTED

FIRM	CORE MATERIAL								OUTSIDE MATERIAL						
	Fiberboard	Fiberglass	Honeycomb	Particleboard	Wood	Mineral Fiber	Custom	Other	Fabric	Steel	Veneers	Vinyl/Plastic	Custom	Other	Sizes
Acme Office Group							●	●		●				●	various
Acoustical Partitions Corp.		●			●		●		●		●		●		any
Acoustical Screens/Interact		●			●	●			●						up to 48" x 96"
Advance Design Panel						●	●		●				●		custom
Advance Office Concepts		●							●						
Architectural Wall Systems		●	●	●					●						custom
Armstrong World Inds.		●				●			●			●	●		
Artopex Inc.	●								●			●	●		
Aspects Inc.		●	●			●			●						
Atelier International	●	●							●						11" x 30" to 60" x 30"
B.L.I. Corp.		●				●			●			●	●		
Bannerworks		●							●				●		custom
Brewster Corp.		●							●						
Cano Corp.		●					●		●				●		
Capaul Corp.	●	●	●			●	●		●			●	●		to 4' x 10'
L.E. Carpenter/Vicracoustic		●							●			●	●	●	4' x 8', 4' x 10', custom
Check Mate Interior Systems Inc.		●							●						up to 4' x 10'
Contemporary Products		●						●	●						various
Conwed		●			●				●						18" x 48" to 42" x 60"
Decoustics Ltd.	●	●							●			●			
Delco Assoc.		●							●						to order
Dyrotech Inds.		●													
Elite/Biltrite		●					●		●		●				
Fabri-Trak		●					●		●						unlimited
Fabric Interiors		●				●		●	●			●		●	
Flex-Y-Plan Inds.	●								●						up to 96"
Frank Eastern Co.	●	●							●						24 x 24" to 96 x 96"
General Drapery Service		●							●				●		
Gilford Inc.									●			●			
Harter						●	●		●				●		
Helikon Furniture Co.					●				●		●				to 72"
Hoover Systems		●							●						custom
Industrial Acoustics		●						●		●					standard w, up to 12'h
Insul-Art Acoustics Corp.		●			●	●	●		●			●	●		up to 60 x 120"

SHAPE					Acoustical Ratings (NRC, NIC, STC, other)	Fire Ratings
Curved	Flat	Rectangular				
●			●	●	various	various
●	●	●	●	●		Class A
	●	●	●	●		
				●	NRC .65, NIC 25 STC 28	Class A
	●				NRC .65-.90	Class A, E-84
			●	●		
●	●			●	NRC .50 to .95	Flamespread 25 or less, ASTM E-84
	●	●	●	●		
	●	●	●			Class A
	●	●	●		NRC .75-1.0, NIC 20	Class A
●	●	●	●	●	NRC .85-.95	Class A
	●	●	●	●	NRC .85-1.00	Class A
	●	●	●	●	NRC 1.0, NIC 21	Class A
●	●	●	●	●	NRC .85	Class A
	●	●	●	●	NRC to .95	Flamespread 0-25 ASTM E-84, Class A
●	●	●	●	●	NRC .80	Class A
	●		●	●	NRC .65 & up	Class A
		●	●		NRC .95	Flamespread 10, fuel con. 20, smoke density 50
		●			NRC .95,	Class A
●	●	●	●	●	NRC .70-1.0	Class A, ASTM E-84
	●	●	●	●	not rated	not rated
	●					Class I & III
					NRC .85, STC 27	
●	●	●	●	●	NRC	Class A
						Class A, ASTME-84
		●	●		NRC .85	Class A
		●	●	●	NRC .50, .70, .90	
●	●	●	●	●	NRC .80+	25 or less
						Class A
	●	●	●	●		
		●	●			Class A
●	●	●	●	●	NRC .60 to 1.0	Class A

Rosemount Office Systems, Circle No. 385



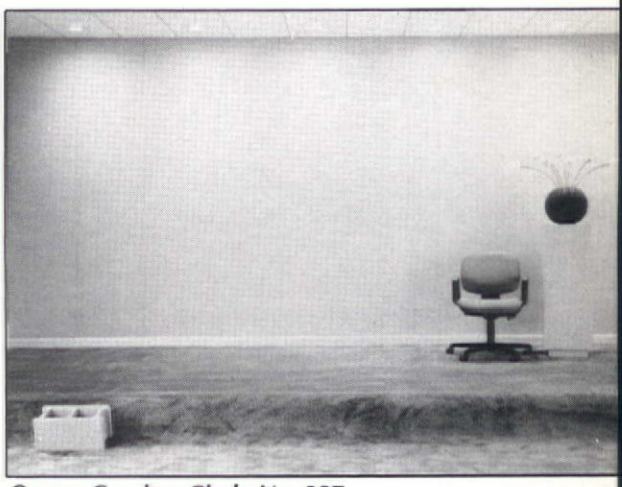
Armstrong, Circle No. 386

DIRECTORY

ACOUSTICAL PANELS, WALL-MOUNTED

FIRM	CORE MATERIAL								OUTSIDE MATERIAL						Sizes
	Fiberboard	Fiberglass	Honeycomb	Particleboard	Wood	Mineral Fiber	Custom	Other	Fabric	Steel	Veneers	Vinyl/Plastic	Custom	Other	
Invincible Metal Furniture		●	●				●		●				●		
LBF Office Systems		●			●				●						
Lamica Corp.		●	●	●	●		●		●			●	●		
Lombardo & Co.								●							
Harry Lunstead Designs	●								●						
MPC Inc./Noise Control Div.		●				●	●		●		●	●	●		
Magna Designs		●							●						
Herman Miller Inc.								●	●			●	●	●	24-48'w x 8-10'h
Modern Mode Inc.		●			●				●		●				24-72"
Monning Partitions		●				●			●						
Nello Systems Co.	●	●							●						
Nelson-Adams Co.		●							●						48-120"h, x 12-60'w
O'Brien Movable Partitions								●	●						custom
Open Office Products Inc.		●							●						various
Owens-Corning Fiberglas Corp.		●							●						
Peabody Noise Control		●							●						24-48 "w x 48-120"h
Peter Pepper Products		●							●						9-84"
Polychromic Designs		●					●		●						custom
Prima Products		●						●	●						to spec
Harvey Probber		●		●			●		●		●	●	●		
Reff Inc.		●			●				●		●	●			custom
Shaw-Walker Co.	●								●						custom
Showcase Systems		●							●			●			up to 4' x 10' and custom
Silent Sound Systems		●	●		●				●						custom
Sound-Ab-Sorb		●					●		●			●	●		custom
Spec'built	●	●	●	●	●	●	●	●	●	●	●	●	●		
Steelcase Inc.	●								●						
Storagewall/Boyd-Britton					●				●		●	●	●		
Stow & Davis Furniture Co.		●		●					●		●				
Styme & Assoc.		●					●		●			●	●		4 x 10 max.'
Tibbet Inc.		●							●						6-60" w, up to 120" h
USG Acoustical Products		●				●			●						30" x 108-120"
Universal Building Systems Inc.		●		●	●				●		●				
Vogel Peterson		●							●						24" x 36" to 48" x 60"
Watson Furniture Systems		●							●						2' x 4' to 4' x 8'
Winona Industries					●						●		●	●	

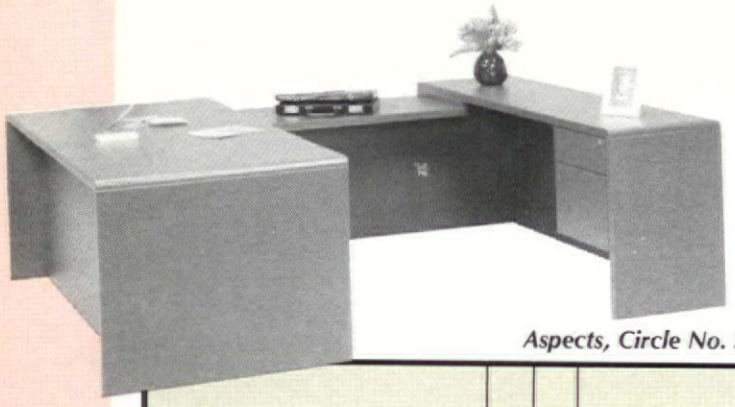
SHAPE					Acoustical Ratings (NRC, NIC, STC, other)	Fire Ratings
Curved	Flat	Rectangular				
●	●	●	●	●	NRC .65	Class A or 1
		●			NRC .85	
●	●	●	●	●		
●	●	●	●	●	all	
●	●					
●	●	●	●	●	NRC .70 to 1.0, NIC 24	Class A, ASTM E-84
	●	●	●			
					STC 40	
●	●	●		●		NFPA Class B, UBC Class II
		●	●			
	●	●	●	●	NRC .60, NIC 22	
	●				STC 26	Class A
	●	●	●	●	NRC 1.0	Class A
	●	●	●	●	NRC .85	Class A
	●				NRC .80	Class A
		●			NRC .85, 1.05	flame 25, smoke 50, fuel 25
●	●	●	●	●	NRC .87	
	●	●	●	●	NRC .85, .95	Class A
	●			●	NRC .91	Class 1
	●	●		●		
		●	●			
	●					
	●	●	●	●	NRC .90	Class A, smoke 5, flame 0
	●	●	●	●	NRC .70, .80	
●	●	●	●	●	NRC .85	ASTM E-84, Class A
●	●	●	●	●	as required	as necessary
	●	●			NRC .70	Class 1, ASTM E-84
	●			●		
●	●	●				
	●	●	●	●	NRC 1.0	Class A
	●				NRC .80, .85	Class A
		●			NRC.60 to 1.0 STC 35 to 40	flamespread 0-25
●				●	NRC .85	Class A
		●			NRC .85	Class A
					NRC .90	Class A, ASTEM E-84 Flame 15, fuel 15, smoke 0
●		●	●	●		Class A Available



Owens Corning, Circle No. 387

Haworth, Circle No. 388

OPEN PLAN DIRECTORY



Aspects, Circle No. 380.

USG, Circle No. 266.

FIRM	Baffles	Tiles	Acoustical Ratings	Fire Ratings	HVAC	Lighting	Other
Acoustical Partitions Corp.	●			Class A			
Alcan Building Prods.	●		NRC, STC		●	●	
Armstrong World Inds.		●	NRC .50-1.0	ASTM E-84	●	●	
B.L.I.Corp.	●	●	NRC .85-.95	Class A			
Brewster Corp.	●		NRC .90, STC 20	Class A			
Capaul Corp.	●	●	NRC to 1.0	Flamespread 0-25, ASTM E-84, Class A			
L.E. Carpenter/Vicracoustic	●		NRC .80	Class A			
The Celotex Corp.		●					
Decoustics	●	●	NRC to 1.0	Class A ASTM E-84	●	●	
Donn Corp.		●	NRC to .95,NIC to 20, STC 45 to 49		●	●	
Frank Eastern Co.	●		NRC .50, .70, .90				
Hemisphere Steel Products		●					
Industrial Acoustics		●	NRC .90, NIC 43				
Insul-Art Acoustics Corp.	●	●	NRC .75 to .90	Class A			
Levolor Lorentzen Inc.	●	●	NRC .70-.80	ASTM 119		●	
Lombardo & Co.	●	●	All	NYC MEA, 0 smoke, 0 flame	●	●	
MPC Inc./Noise Control Div.	●	●	NRC .75 to 1.0	ClassA			
Modu-Build Inc.	●						
Nello Systems	●		NRC .85, NIC 22, STC 26	Class A			
Nichols-Homeshield	●		NRC .55 to .85		●	●	
Open Office Products Inc.	●			Class A			
Owens-Corning Fiberglas Corp.		●	NRC .70 to 1.0, NIC 20	Flamespread 25, Smoke Developed 50		●	
Peter Pepper Products	●		NRC .87				
Polychromic Designs	●		NRC .85	Class A			
Showcase Systems	●	●	NRC .90	Class A, flame 0, smoke 5			
Sound-Ab-Sorb	●		NRC 1.60	ASTM E-84, Class A			
Syme & Assoc.	●		NRC .95	Class A			
Tibbet Inc.			NRC .95	Class A			ceiling acoustical panels
USG Acoustical Products	●	●	STC 25 to 49	up to 3 hours			
Winona Inds.		●		Class A available			
Yorkraft		●	NRC	Class A Flamespread 25			

Peter Pepper, Circle No. 252.

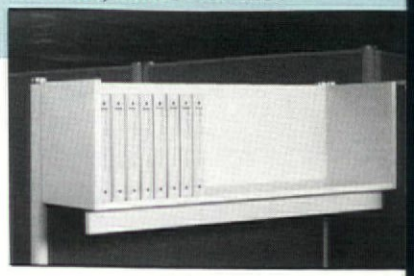
Condi, Circle No. 226.

FIRM	Vertical Poles	Raceways	Panel-mt	Flat-power plane	Flat co-ax	Pre-wired	Other
AMP Products Corp.						●	
Acme Office Group	●		●				
Acoustical Partitions Corp.	●		●			●	
Adanlock Office Environments	●		●				
Advance Design Panel Systems	●		●				
Advance Office Concepts			●				
All-Steel Inc.	●	●	●	●	●	●	
Alma Desk Co.			●			●	
Anderson Power Products			●	●			
Artec	●						
Artopex Inc.	●		●			●	
Aspects Inc.	●		●			●	
Benedetti Corp.						●	
Biltrite Nightingale	●		●				
Borroughs			●			●	
Brewster Corp.			●			●	
BRIntec Corp.				●	●		
Burndy Corp.				●	●		
Cano Corp.	●		●			●	
Cole Business Furniture			●				
Contemporary Products						●	
Corry Jamestown	●					●	
Cramer Inc.	●					●	
Danwood Design	●		●			●	
Davis Furniture Ind.						●	
Domore Corp.	●					●	
Electri-Cable Assemblies			●				
Elite/Biltrite	●	●	●	●	●		
Epic Metals Corp.		●					
Flex-Y-Plan Inds. Inc.	●					●	
Frank Eastern Co.			●				
GF Furniture Systems Inc.	●		●			●	
G/O Furniture				●			
The Gunlocke Co.		●	●	●		●	
Harmon	●	●				●	
Harter	●					●	
Hemisphere Steel Products	●		●				
Hiebert Inc.			●				
Hoover Systems	●		●			●	
Harvey Hubbell, Inc.	●			●	●		
iil International			●				
Indal Furniture Systems	●					●	none sold independent of furniture
Invincible Metal Furniture Co.	●	●	●			●	
Jackson Northeast Inc.	●		●			●	
Kinetics Furniture	●						
Krueger Inc.			●			●	

FIRM	Vertical Poles	Raceways	Panel-mt	Flat-power plane	Flat co-ax	Pre-wired	Other
LBF Office Systems	●		●				
Laminates Unlimited Inc.	●						
Lehigh-Leopold	●		●			●	
Litton Business Furniture (LBF)	●		●				
Harry Lunstead Designs Inc.	●		●			●	
Magna Design Inc.	●		●				
Major Partitions	●		●			●	
MAX by Amstore	●		●			●	
Midland-Ross Corp.		●					through floor raceways
Herman Miller Inc.	●	●	●	●	●	●	
Mode Corp.	●					●	
Modern Mode Inc.	●		●			●	
Modu-Build Inc.	●	●				●	
Monning Partitions Inc.	●	●	●	●		●	
Nello Systems Co.	●		●				
Nelson-Adams Co.	●		●			●	
Nightingale Inds. Inc.	●	●	●	●	●	●	
O'Brien Movable Partition	●						
Open Office Design	●		●			●	
Open Office Products	●		●			●	
Packard Inds. Inc.	●		●				
Panel Concepts Inc.			●			●	
Pirelli Cable Corp.				●	●		
Pleion	●		●				
Precision Mfg. Inc.	●		●			●	
Reff Inc.	●		●			●	
Reloc	●						relocatable wiring systems
H.H. Robertson Co.		●					
Rose Johnson	●		●				
Rosemount Office Systems Inc.	●						
Shaw-Walker Co.	●						
Showcase Systems			●				
Square D Co.		●					
Steelcase Inc.	●		●			●	
Stow & Davis Furniture Co.			●	●	●	●	
Structural Concepts Corp.						●	
The Tandem Group	●		●			●	
Thomas and Betts Corp.				●	●		
Timbercraft Inc.			●			●	
Transwall Corp.	●		●			●	
Trendway Corp.	●		●				
Union Products Int'l.			●				
Vecta	●		●				
Westinghouse Furniture Systems	●		●	●	●	●	
The Wiremold Co.	●		●				
Wolff Wire Corp.			●				

TELEPHONE & POWER SOURCES

DIRECTORY

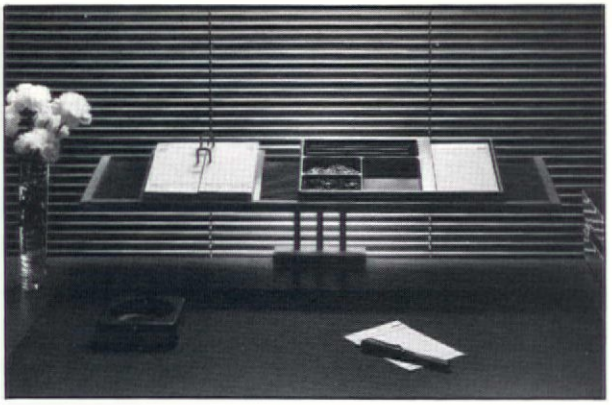


HANG-ON ACCESSORIES

FIRM	In/Out	Organizers	Other
Abstracta Structures	●	●	
Acme Office Group		●	
Acousti-Forms		●	
Advance Design Panel		●	
Advance Office Concepts	●	●	
All-Steel Inc.		●	
Alma Desk Co.	●	●	
Amstore Systems		●	
Architectural Supplements			paneltop planters
Artec			overhead storage
Artopex Inc.		●	EDP suspension frame
Aspects Inc.	●	●	
Baldwin Hardware			desk accessories
Best Mfg.			sign systems
Biltrite Nightingale		●	Cord holder
Borroughs	●	●	paper management systems
The Brewster Corp.			coat hooks
Cano Corp.	●	●	
Castelli Furniture	●	●	signage, hangers, hooks
Cole Business Furniture	●	●	
Condi		●	hanging file system
Corona Decor		●	wall hangings
Cramer Inc.	●	●	
Danwood Design	●	●	
Delco Assoc.		●	
Domore Corp.	●	●	
Eldon Office Products	●	●	magazine box, shelves, sorter, tubs
Electri-Cable Assemblies			task lighting fixtures, organizer
Elite/Biltrite	●	●	
Filing Equipment Inc.	●	●	
Frank Eastern Co.	●	●	
GF Furniture Systems Inc.	●	●	
Glaro			planters, signs
Glassform	●	●	
The Gunlocke Co.	●	●	cabinets, shelves
Harmon		●	
Harter	●		
Haworth	●	●	
Indal Furn. Sys.		●	
Invincible Metal Furniture Co.		●	tub files, worksurfaces, VDT, desks
JG Furniture	●	●	
Jackson Northeast Inc.	●	●	
Jansko		●	shelves, storage

FIRM	In/Out	Organizers	Other
Kinetics Furniture	●	●	
Knoll International	●	●	
Krueger Inc.	●	●	
LBF Office Systems	●	●	
Lehigh-Leopold	●	●	manuscript holder
Levolor Lorentzen Inc.			blinds/vertical & horizontal
Litton Business Furniture (LBF)	●	●	
Harry Lunstead Designs Inc.		●	
MAX by Amstore	●	●	
McDonald Products Corp.	●	●	file & media storage, modular desk accessories
Metalstand		●	
Herman Miller Inc.	●	●	trays, shelf dividers, etc.
Modern Mode		●	shelves
Mode Corp.	●	●	
Modu-Build Inc.	●	●	complete range
National Office Furniture			overhead storage
Nello Systems		●	cabinets
Nightingale Industries Ltd.	●	●	
Office Suites			shelves, flipper door & tambour door cabinets
Open Office Products			bookshelves
Packard Inds. Inc.		●	
Panel Concepts Inc.		●	
Pleion		●	tackboards
Precision Mfg. Inc.		●	
Reff Inc.		●	tackboards, coat hooks
Rose Johnson	●		
Shaw-Walker	●	●	
Smokador	●	●	all accessories
Steelcase Inc.		●	
Stow & Davis Furniture Co.		●	
Structural Concepts	●	●	racks
The Tandem Group	●	●	
Transwall Corp.	●	●	coat hooks, name tags
Trendway Corp.			coat hooks
Unistrut Interior Building Systems	●	●	
Vran Assoc.	●		signage, marking bds., bulletin bds., etc.
Vogel-Peterson			wardrobe products
Walker Systems Inc.			picture hanging devices
Westinghouse Furniture Systems	●	●	
Westwood Mfg.			adjustable drafting boards
Wolff Wire	●	●	trays, shelving
Wright Line Inc.		●	conversion hanger bars

Smokador, Circle No. 359



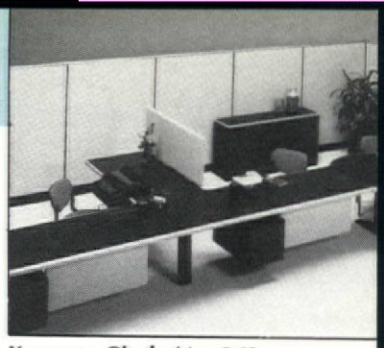
Firm	Task	Ambient		
		Furn-mtd	Wall-mtd	Free-stdg
Acme Office Group	●	●		
Acousti-Forms Inc.	●			
ALKCO	●	●	●	
All-Steel Inc.	●	●	●	
Alma Desk Co.	●	●		
American Seating Co.	●	●		
Artec	●	●		
Artemide	●			●
Aspects Inc.	●			
Atelier International	●	●		●
Benjamin Div. of Thomas Inds.	●		●	●
Borroughs	●	●		
Capri Lighting of LA	●	●		
Cole Business Furniture	●	●		
Contract Lighting Systems	●	●	●	●
Danwood	●	●		
Dazor Mfg. Corp.	●	●		●
Domore Corp.	●	●		
Electra-Lite, Div. of ECA	●	●	●	●
Electri-Cable Assemblies	●	●	●	●
Elite/Biltrite	●			
Frank Eastern Co.	●			
GTE Sylvania Lighting	●			
Guth Lighting Systems	●	●	●	●
Herman Miller	●	●		●
HON Co.	●			
Indalux by J.H Spaulding	●	●	●	●
Intalite Inc.	●			
Intalite Louvers & Ceilings	●			
Invincible Metal Furniture Co.	●	●	●	●
Jansko	●	●		
Jofco Inc.	●			
Koch & Lowy Inc.	●	●	●	●
Krueger Inc.	●			
LBF Office Systems	●			●
LPI	●	●	●	
Lehigh-Leopold	●	●		
Levolor Lorentzen Inc.	●			

Firm	Task	Ambient		
		Furn-mtd	Wall-mtd	Free-stdg
Light/Inc.	●	●	●	●
Lighting Associates Inc.	●		●	●
Lighting Products Inc.	●	●	●	●
Lighting Services Inc.	●	●	●	●
Lightolier	●	●		●
Major Partitions	●			
Mary Street Studio	●			●
Modern Mode Inc.	●	●	●	
National Office Furniture	●	●		
Nello Systems Co.	●	●		●
Nelson-Adams/Acoustical Screen	●	●		
Neo-Ray Lighting			●	
Office Suites	●	●	●	
Open Office Products	●			
Reff Inc.	●	●	●	
Reloc	●	●	●	
Ron Rezek Lighting & Furniture	●	●		●
Rose Johnson	●			
Roxter Mfg. Corp.	●	●	●	●
SPI Lighting/Halo	●	●	●	●
Shaw-Walker Co.	●	●		
Spectrums of Light	●	●	●	●
Steelcase Inc.	●	●	●	●
Sterner Lighting Systems	●	●	●	●
Swivelier	●	●	●	●
Sylvan Designs	●	●	●	●
Syma Systems	●	●	●	●
The Tandem Group	●	●		●
3M/Energy Control Products	●	●	●	●
Thunder & Light	●	●	●	●
Tradex Corp.	●			
TSAO Designs Inc.	●			
Universal Building Systems (UBS)	●	●	●	●
Westinghouse Furniture Systems	●	●		●

McDonald Circle No. 270

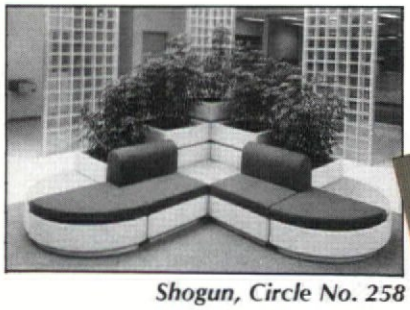
LIGHTING

OPEN PLAN DIRECTORY

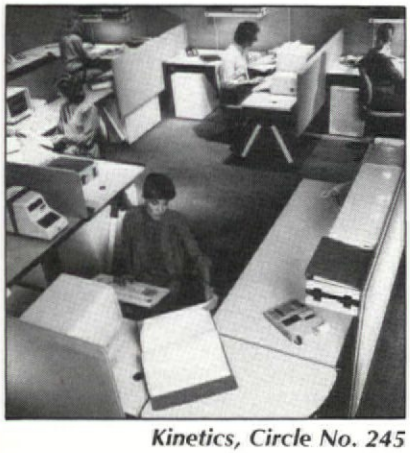


Krueger, Circle No. 243

Firm	Size	Height	Surface Material	Other Features
C-TEC, Inc.	24" × 24"	6" through 39"	HPL, UA tile, carpet, carpet tile	steel/concrete panel, corner lock available
Donn Corp.	2' × 2'	4"–24"	HPL, vinyl tile, carpet tile	perforated panels, grommets, electrical boxes
Floating Floors Inc.	24" × 24" and 18¼" × 18¼"	variable	carpet tiles, carpet, laminates, vinyl	unlimited access to underfloor services, solid & quiet walk surface, high strength & durability
GHP Inc.	2' × 2' or custom	up to 60"	HLP, conductile/carpet	tri-locked edge-trim, 1400 lb. concentrated load spec.
Innocrete Systems Inc.	2' × 2'	custom	freelay, carpet squares	sound absorb, highest test data for rolling load
Jason Industrial	24" × 24", 61cm × 61cm	3mm low profile stud 4mm regular stud	100% synthetic rubber	resilient
Nello Systems	2' × 2'	12" avg.	HPL, carpet, V.A. tile	
H.H. Robertson Co.	24" × 24"	6" and higher	carpet, vinyl & rubber tile, stone, ceramic	stringerless, boltless, non-metallic, sound deadening
Tate Architectural Products Inc.	24" × 24", 60cm × 60cm	various	HPL & vinyl tile, carpet tile, bare	task air module

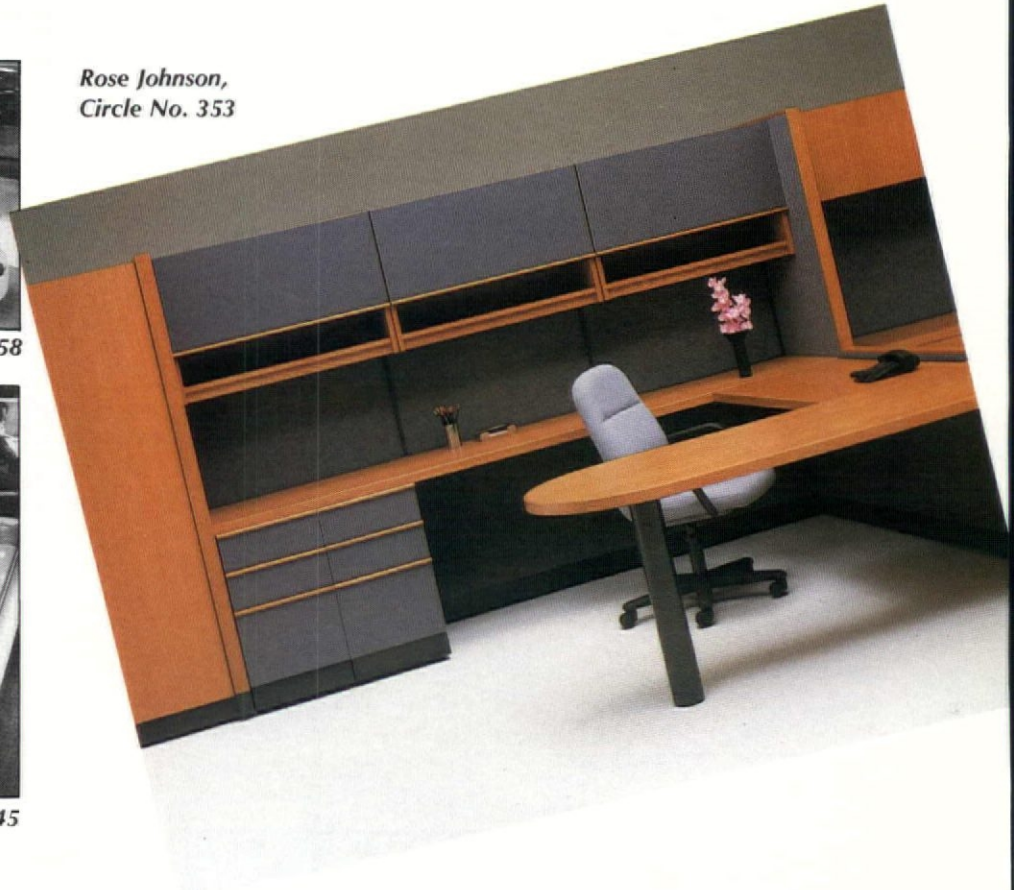


Shogun, Circle No. 258



Kinetics, Circle No. 245

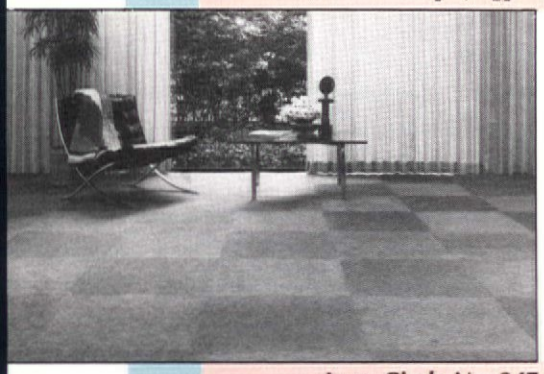
Rose Johnson, Circle No. 353



RAISED FLOORS

Hiebert, Circle No. 238

MASKING SOUND SYSTEMS



Lees, Circle No. 247

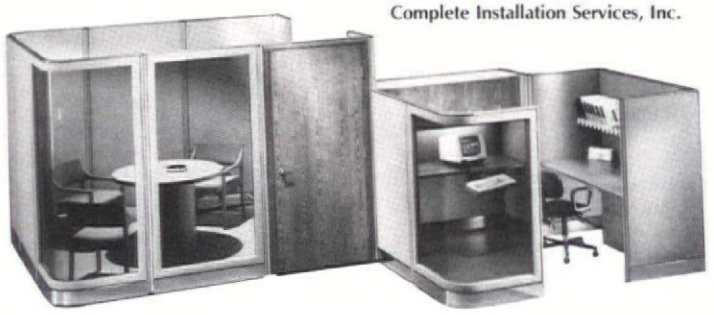
Bolt Beranek and Newman Inc.
Control Electronics Co.
Dukane Corp.
Dyna-Systems Inc.
Filing Equipment, Inc.
Frank Eastern Co.
Insul-Art Acoustics Corp.
Office Technologies
Orfield Associates
Owens-Corning Fiberglas
Sound Industries

CARPET TILES

American Floor Products Co.
Bigelow-Sanford, Inc.
Collins & Aikman, Inc.
Contract Carpets Intl.
Contract Distributors Corp.
Design Resources Center
Desso (USA) Inc.
Ben Elfman & Son/Omni Carpet
Eurotex, Inc.
Forbo North America, Inc.
Harmil Carpet
Hollytex Carpet Mills
Innocrete Systems Inc.
Interface Flooring Systems
Interior Acoustic
J&J Industries
Knoll Carpet, Inc.
Lane's Floor Coverings Inc.
Jack Lenor Larsen
Lees Commercial Carpet Co.
Manchester International
Milliken Contract Carpets, Inc.
Mohawk Carpet, Div. Mohasco Corp.
Nello Systems Co.
Patrick Carpet Mills
Philadelphia Carpets
Storagewall
Stratton Inds. Inc.
Tate Architectural Products Inc.
United Technical Products, Inc.
Wunda Weve Carpet Co.

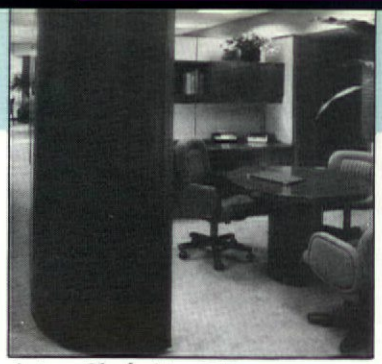
INSTALLATION SPECIALISTS

Biltrite, Circle No. 219



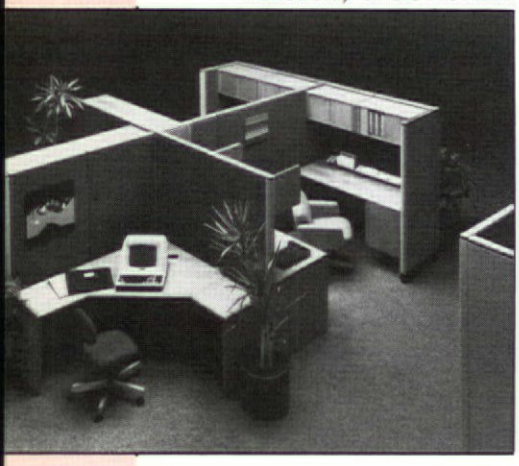
Advanced Design Panel System
Aimm Corp.
Certified Industrial Services
Certified Installation & Storage of Atlanta
Cole Business Furniture
Commercial Interior Specialists, Inc.
Complete Installation Services, Inc.
Core Contracting Inc.
Design Resource Group
Elgem Nationwide Open Plan Installers
Furniture Consultants, Inc.
Furniture Systems Specialists
IOI Installations, (Danville, Calif.)
IOI Installation Group
Modu-Build Inc.
Modular Office Installation
Nello Systems Co. Inc.
Productive Office Furniture Installers
Southern Office Services, Inc.
Wegman Associates Inc.

OPEN PLAN DIRECTORY



Artec, Circle No. 221

Benedetti, Circle No. 221



ALPHABETICAL LIST OF FIRMS

AMP Products Corp.
P.O. Box 1776
Southeastern, PA 19399
215/251-6275

Abstracta Structures, Inc.
347 Fifth Ave.
New York, NY 10016
212/532-3710

Acco International, Inc.
770 S. Acco Plaza
Wheeling, IL 60090
312/541-9500

Acme Office Group
513 Porter Ave.
Brooklyn, NY 11222
718/387-6400

Acousti-Forms Inc.
7831 Hickory St. N.E.
Fridley, MN 55432
612/571-6033

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

Acoustical Screens/Interact
79 Industrial Dr.
East Longmeadow, MA 01028
413/525-6613

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

Advance Design Panel Systems
#1 Peru Rd.
Dubuque, IA 52001
319/556-0456

Advance Office Concepts, W.I. Inc.
507 Shoreview Park Rd.
Shoreview, MN 55112
612/481-0151

Aimm Corp.
111 E. Luray
Philadelphia, PA 19120
215/324-7400

Alcan Building Products
9900 Brookford Street
Charlotte, NC 28210
800/438-4461

Alkco
11500 Melrose Ave., P.O. Box 1389
Franklin Park, IL 60131
312/451-0700

All-Steel Inc.
Rte. 31 & Ashland Ave.
Aurora, IL 60507
312/859-2600

Alma Desk Co.
1301 Lincoln Dr.
High Point, NC 27262
919/885-4101

American Floor Products Co.
5010 Boiling Brook Pky.
Rockville, MD 20852
301/770-6500

American Seating Co.
901 Broadway N.W.
Grand Rapids, MI 49504
616/456-0600

Amstore Systems Inc.
716 Nims St.
Muskegon, MI 49443
616/722-6681

Anderson Hickey Co.
1610 Industrial Dr.
Henderson, TX 75652
214/657-9531

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

Architectural Wall Systems
3637 Sysco Ct., S.E.
Grand Rapids, MI 49508
616/949-7081

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

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

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

Artmet Products Ltd.
15935 114 Ave.
Edmonton, Alberta
T5M 2Z3 Canada
403/452-7522

Artopex Inc.
2121 Berlier St.
Laval, Que.
H7L 3M9 Canada
514/332-4420

Aspects Inc.
P.O. Box 1799
9477 N. Opal Ave.
Redlands, CA 92373
714/794-7722

Atelier International, Ltd.
IDCNY, 30-20 Thompson Ave.
Long Island City, NY 11101
212/644-0400

Atlantic Data Furniture Products
4507 West Alva Ave.
Tampa, Fla 33614
813/879-3504

BIF Inc.
2230 Tubeway Ave.
City of Commerce, CA 90040
213/725-0711

B.L.I. Corp.
507 Canal St.
Stamford, CT 06902
203/325-3883

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

Baldwin Hardware Corp.
841 Wyomissing Blvd.
Reading, PA 19603
215/777-7811

Bannerworks, Inc.
558 First Ave. S.
Seattle, WA 98104
206/622-8734

Barricks Mfg. Co., Inc.
P.O. Box 1612
Gadsden, AL 35902
205/442-2600

Bekins Distribution Services
5 American Industrial Dr.
Maryland Heights, MO 63043
314/434-3400

Benedetti Corp.
1500 S. Evergreen Ave.
Los Angeles, CA 90023
213/261-3000

Benjamin Div. of Thomas Inds.
P.O. Box 180, Rte. 70 S.
Sparta, TN 38583
615/738-2241

Bentley Mills, Inc.
14641 E. Don Julian Rd.
City of Industry, CA 91746
818/333-4585

Best Manufacturing
1202 N. Park Ave.
Montrose, CO 81401
303/249-2378

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

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

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

Birum Corp.
Rte. 29
Frenchtown, NJ 08825
800/452-4786

Bolt Beranek & Newman, Inc.
10 Moulton St.
Cambridge, MA 02238
617/491-1850

Borroughs Div. Lear Siegler Inc.
3002 N. Burdick St.
Kalamazoo, MI 49007
616/342-0161

Brayton International Collection
255 Swathmore Ave.
High Point, NC 27264
919/434-4151

Bretford/Knox
9715 Soreng Ave.
Schiller Park, IL 60176
312/678-2545

Brewster Corp.
50 River St., P.O. Box B
Old Saybrook, CT 06475
800/243-8198

BRIntec Corp.
Brand-Rex Telecommunications
Systems Div.
1600 W. Main St.
Willimantic, CT 06226
203/423-7783

Business Accessories
P.O. Box 610
Amherst, NY 14226-0610
416/453-0136

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

C-TEC, Inc.
3433 Lousma Dr., S.E.
Grand Rapids, MI 49508
616/243-2211

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

Cano Corp.
225 Industrial Rd.
Fitchburg, MA 01420
617/342-0953

Capaul Corp.
1300 Division St.
Plainfield, IL 60544
800/421-8368

Capri Lighting of Los Angeles
6430 E. Slauson Ave.
Los Angeles, CA 90040
213/726-1800

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

Steelcase, Circle No. 260

Castelli Furniture Inc.
116 Wilbur Pl.
Bohemia, NY 11716
516/589-0707

The Celotex Corp.
1500 N. Dale Mabry Hwy.
Tampa, FL 33607
813/871-4811

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

Certified Installation and Storage of Atlanta
540-A Armour Circle
Atlanta, GA 30324
404/881-1028

Check-Mate Interior System Inc.
433 Liberty St.
Little Ferry, NJ 07643
201/440-5720

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

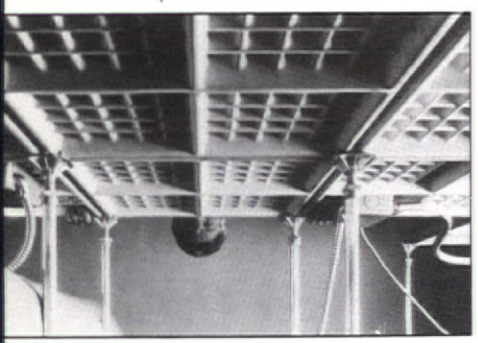
Cole Business Furniture
640 Whiteford Rd.
York, PA 17405
717/854-1545

Collins & Aikman Corp.
Floor Coverings Div.
Smith Industrial Blvd.
Dalton, GA 30720
404/259-9711

Commercial Interior Specialists, Inc.
18101 S. Figueroa St.
Gardena, CA 90248
213/515-0990

Complete Installation Services, Inc.
5919 Verona Rd.
Verona, PA 15147
412/793-6659

Condi, div. Pacific Furniture
1965 E. Vista Bella Way
P.O. Box 5912
Compton, CA 90224-5912
213/774-8300



Floating Floors, Circle No. 232

Contemporary American Furniture
1821 W. Bertau
Chicago, Il 60613
312/348-4355

Contemporary Products
7 Grand Blvd. North
Brentwood, NY 11717
516/231-4370

Contract Carpets International
P.O. Box 70095
Marietta, GA 30007
404/587-2244

Contract Distributors Corp.
505 Park Ave.
New York, NY 10022
212/308-3111

Contract Lighting Systems, CLS
31 Grove St.
New Canaan, CT 06840
203/966-9559

Control Electronics
107B Allen Blvd.
Farmingdale, NY 11735
516/694-0125

Conwed Corp./Designscape
2820 Anthony Lane
Minneapolis, MN 55418
800/932-2383

Core Contracting, Inc.
P.O. Box 238
Verona, PA 15147
412/793-7170

Corona Decor Co.
260 39 Ave. E.
Seattle, WA 98102
206/325-0972

Corry Jamestown Corp.
511 John W. Carpenter Frwy.
Irving, TX 75062
214/506-9500

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

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

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

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

Data-Mate
P.O. Box 408, 46 Bridge St.
Nashua, NH 03061
800/258-1768

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

Davis Furniture Inds. Inc.
602 W. Linden St.
High Point, NC 27260
919/889-2009

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

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

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

Delco Associates, Inc.
P.O. Box 423
Greenwich, CT 06836
203/661-5101

Delta Manufacturing & Sales Inc.
728 111 St.
Arlington, TX 75220
214/640-1550

Design Group Inc.
5875 S.W. Lakeview Blvd.
Lake Oswego, OR 97034
800/227-7720

Design Resources Center
322 6 Olive St.
St. Louis, MO 63103
314/531-7222

Design Resource Group
1269 Majesty Dr.
Dallas, TX 75247
214/634-7350

Desso (USA) Inc.
8687 Melrose Ave., Ste. 209
Los Angeles, CA 90069
213/855-1842

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

Donn Corp.
1000 Crocker Rd.
Westlake, OH 44145
216/871-1000

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

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

Dyrotech Industries, Inc.
104 N. Chicago St.
Joliet, IL 60434
815/727-5000

Ebco Contract Furniture
1221 Erie Ave.
Sheboygan, WI 53081
414/458-8731

Eldon Office Products
1130 E. 230 St.
Carson, CA 90745
213/518-1600

Electra-Lite
Div. of ECA
P.O. Box 2040
Shelton, CT 06484
203/735-4414

Electri-Cable Assemblies, Inc.
549 Howe Ave.,
P.O. Box 2040
Shelton, CT 06484
203/735-4414

Elgem Nationwide Open Plan Installers
4620 Flatlands Ave.
Brooklyn, NY 11234
718/338-9500

Epic Metals Corp.
11 Talbot Ave.
Rankin, PA 15104
412/351-3913

Eurotex Inc.
165 W. Ontario St.
Philadelphia, PA 19140
215/739-8844

Executive Office Concepts
1705 Anderson Ave.
Compton, CA 90220
213/537-1657

Fabri-Trak
201 E. 28 St.
New York, NY 10016
212/532-2393

Fabric Interiors Finishing Co.
201 E. 28th St.
New York, NY 10016
212/889-5649

Fantoni USA Inc.
104 Greene St.
New York, NY 10012
212/219-2321

Filing Equipment, Inc.
P.O. Box 457
Ringgold, GA 30736
800/241-5246

Flex-Y-Plan Inds. Inc.
3200 W. 22 St.,
P.O. Box 8263
Erie, PA 16505
814/838-3583

OPEN PLAN DIRECTORY

Atelier, Circle No. 216

ALPHABETICAL LIST OF FIRMS

Floating Floors, Inc.
795 Berdan Ave.
Toledo, OH 43610
419/476-8772

Forbo North America, Inc.
218A W. Orange St.
Lancaster, PA 17603
717/291-5874

Frank Eastern Co.
599 Broadway
New York, NY 10012
212/219-0007

Furniture Consultants, Inc.
228 E. 45 St.
New York, NY 10017
212/935-9218

Furniture Systems Specialists
179 Chelmsford St.
Lowell, MA 01851
617/452-4767

GHP Inc.
11453 Hillguard Rd.
Dallas, TX 75243
214/343-0004

GF Furniture Systems, Inc.
4944 Belmont Ave.
Youngstown, OH 44505
216/759-8888

G/O Furniture, Inc.
2392 E. 48 St.
Los Angeles, CA 90058
213/589-9181

GTE Sylvania Lighting Products
Sylvania Lighting Ctr.
Danvers, MA 01923
617/777-1900

General Drapery Services, Inc.
635 W. 23 St.
New York, NY 10011
212/924-7200

General Mica Corp.
1850 N.E. 144 St.
N. Miami, FL 33181
305/949-7247

Gilford Inc.
19 W. 21 St.
New York, NY 10010
212/243-2700

Glaro Inc.
735 Old Willets Path
P.O. Box 3039
Smithtown, NY 11787
516/234-1717

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

Guth Lighting Systems
2615 Washington Blvd.
St. Louis, MO 63103
314/533-3200

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

Hamilton Sorter Co., Inc.
3158 Production Dr.
Fairfield, OH 45014
513/874-9498

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

Harmil Carpet Inc.
969 Third Ave.
New York, NY 10022
212/838-1330

Harmon
P.O. Box 1464
Tacoma, WA 98401
206/383-5367

Harter Corp.
400 Prairie Ave.
Sturgis, MI 49091
616/651-3201

Haworth, Inc.
One Haworth Ctr.
Holland, MI 49423
616/392-5961

Helikon Furniture Co. Inc.
607 Norwich Ave.
Taftville, CT 06380
203/886-2301

Hemisphere Steel Products Corp.
54 N. 11 St.
Brooklyn, NY 11211
718/388-6705

Hiebert Inc.
19801 S. Santa Fe Ave.
Carson, CA 90749
213/603-0441

Hollytex Carpet Mills, Inc.
300 N. Baldwin Park Blvd.
City of Industry, CA 91749
818/369-3661

HON Company
Div. Hon Industries
200 Oak St.
Muscatine, IA 52761
319/264-7100

Hoover Systems
12118 Corporate Dr.
Dallas, TX 75228
214/270-6471

Howe Furniture Corp.
12 Cambridge Dr.
Trumbull, CT 06611
203/374-7833

Harvey Hubbell Inc.
Wiring Device Div.
P.O. Box 3999
Bridgeport, CT 06605
203/333-1181

IEM Marketing Inc.
251 W. Garfield Rd.
Aurora, OH 44202
216/562-0770

iil International
5701 Steeles Ave. W.
Toronto, Ont.
M9L 1S7 Canada
416/745-9365

IOI Installations Inc.
1550 W. Fort St.
Detroit, MI 48216
313/961-2357

IOI Installations Inc.
671 Silver Lake Dr.
Danville, CA 94583
415/866-1003

Indal Furniture Systems
350 Clayson Rd.
Weston, Ontario
M9M 2L5 Canada
800/387-5813

INDALUX
by J.H. Spaulding
1736 Dreman
Cincinnati, OH 45223
513/541-3486

Industrial Acoustics Co.
1160 Commerce Ave.
Bronx, NY 10462
212/931-8000

Innocrete Systems Inc.
49 Meeker Ave.
Cranford, NJ 07016
201/272-0573

The Installation Group, Inc.
15608 E. 18th Ave.
Aurora, CO 80011
303/337-2660

Insul-Art Acoustics Corp.
107 Allen Blvd.
Farmingdale, NY 11735
516/694-0002

Intalite Inc.
9855 Meilleur St.
Montreal, Que.
H3L 3J6 Canada
514/382-2793

Intalite Louvers and Ceilings, Inc.
3611 Commercial Ave.
Northbrook, IL 60062
312/564-1570

Interface Flooring Systems Inc.
P.O. Box 1503, Orchard Hill Rd.
La Grange, GA 30241
404/882-1891

Interior Acoustics Inc.
P.O. Box 839
Bellemeade, NJ 08502
201/874-4155

Interior Woods, Inc.
16318 Meridian S.
Puyallup, WA 98373
206/848-2200

InterRoyal Corp.
Community Ave., P.O. Box 91
Plainfield, CT 06374
203/564-3341

Invincible Metal Furniture Co.
842 S. 26 St., P.O. Box 607
Manitowoc, WI 54220
414/682-4601

JG Furniture Systems Inc.
121 Park Ave.
Quakertown, PA 18951
215/536-3353

J&J Industries, Inc.
J&J Dr., P.O. Box 1287
Dalton, GA 30720
404/278-4454

Jackson Northeast Inc.
245 Market St.
Lawrence, MA 01842
617/687-7212

Jansko, Inc.
1800 S.W. 34 St.
Ft. Lauderdale, FL 33315
800/327-2725

Jason Industrial, Inc.
340 Kaplan Dr.
Fairfield, NJ 07006
201/227-4904

Jofco Inc.
P.O. Box 71
Jasper, IN 47546
812/482-5154

Kimball Office Furniture
1600 Royal St.
Jasper, IN 47546
812/482-1600

Kinetics Furniture
110 Carrier Dr.
Rexdale, Ont.
M9W 5R1 Canada
416/675-4300

Knoll International
655 Madison Avenue
New York, NY 10021
212/219-6531

Koch & Lowy Inc.
21-24 39 Ave.
Long Island City, NY 11101
718/786-3520

Kroin Inc.
Charles Sq., #300
Cambridge, MA 02138
617/492-4000

Krueger, Inc.
1330 Bellevue St., P.O. Box 8100
Green Bay, WI 54308
414/468-8100

Krug Furniture Inc.
111 Ahrens St. W.
Kitchener, Ont.
N2H 4C2 Canada
519/743-8281

Insul-Art, Circle No. 240

LBF Office Systems Collection
640 White Ford Rd.
York, PA 17405
717/854-1545

LPI, Inc.
2155 Delany, P.O. Box 608
Gurnee, IL 60031
312/360-0010

LUI-Laminates Unlimited, Inc.
5500 E. Lombard St.
Baltimore, MD 21224
301/522-4135

Lamica Corp.
Rt. 59, P.O. Box W
Hillburn, NY 10931
914/368-1200

Lane's Floor Coverings, Inc.
192 Lexington Ave.
New York, NY 10016
212/532-5200

Jack Lenor Larsen
41 E. 11 St.
New York, NY 10003
212/674-3993

Lees Commercial Carpet Co.
Valley Forge Corporate Ctr.
King of Prussia, PA 19406
800/523-5647

Lehigh-Leopold
1 Joyce Dr.
Burlington, IA 52601
319/753-2271

Levolor Lorentzen, Inc.
1280 Wall St. W.
Lyndhurst, NJ 07071
201/460-8400

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
2155 N. Delany Rd.
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

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

Litton Business Furniture (LBF)
1629 Litton Dr.
Stone Mountain, GA 30083
404/939-4115

Lombardo & Co.
300 Richardson St.
Brooklyn, NY 11222
718/388-4024

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

MPC, Inc.
Noise Control Products
835 Canterbury Rd.
Westlake, OH 44145
216/835-1405

Magna Design Inc.
5804 204 St. S.W.
Box 1354
Lynnwood, WA 98046
206/776-2181

Major Partitions Inc.
P.O. Box 2167
Irwindale, CA 91706
213/686-1998

Manchester International, Inc.
P.O. Box 1463
Calhoun, GA 30701
404/625-0810

Mary Street Studio
346 Mary St.
Saugatuck, MI 49453
616/857-4722

MAX by Amstore Corp.
716 Nims St.
Muskegon, MI 49443
616/722-6681

McDonald Products Corp.
2685 Walden Ave.
Buffalo, NY 14225
800/828-7788

Metalstand Co.
11200 Roosevelt Blvd.
Philadelphia, PA 19115
215/673-5300

Metroplitan Furniture Corp.
245 E. Harris Ave.
S. San Francisco, CA 94080
415/871-6222

Midland-Ross Corp.
Electrical Products Div.
P.O. Box 1548
Pittsburgh, PA 15230
412/323-5400

Herman Miller Inc.
8500 Byron Rd.
Zeeland, MI 49464
616/530-4062

Milliken and Company
201 Industrial Drive
LaGrange, GA 30240
404/883-5511

Mode Corp.
14700 Doolittle Dr.
San Leandro, CA 94577
415/895-8570

Modern Mode Inc.
111 San Leandro Blvd.
San Leandro, CA 94577
415/568-6650

Modern Plastics
152 Horton St.
Wilkes-Barre, PA 18702
717/822-1124

Modu-Build Inc.
1750 Steeles Ave. W.
Concord, Ontario
L4K 2L7 Canada
416/665-1793

Modular Designs Inc.
15541 Mosher
Tustin, CA 92680
714/259-9560

Modular Office Installation Inc.
P.O. Box 1513
Bridgeview, IL 60455
312/436-4818

Mohawk Carpet, div. Mohasco Corp.
1755 The Exchange
Atlanta, GA 30339
404/951-6000

Monning Partitions, Inc.
54-60 46th Street
Maspeth, NY 11378
718/361-0808

Multiplex Display Fixture Co.
1555 Larkin Williams Rd.
Fenton, MO 63026
314/343-5700

Myrtle Desk Co.
P.O. Box 2490
High Point, NC 27261
919/885-4021

National Office Furniture Co.
1600 Royal St.
Jasper, IN 47546
812/482-1600

Nello Systems Co., Inc.
7079 Brookdale Dr.
Baltimore, MD 21227
301/796-3750

Nelson-Adams Co.
Acoustical Screen Div.
1872 Rollins Rd.
Burlingame, CA 94010
415/589-3787

Borroughs, Circle No. 357

Neo-Ray Lighting
537 Johnson Ave.
Brooklyn, NY 11237
718/456-7400

Nichols-Homeshield Inc.
3755 E. Main St.
St. Charles, IL 60174
312/377-7900

Nightingale Inds., Ltd.
354 Wellington St. W.
Toronto, Ont.
M5V 1E2 Canada
416/593-2501

Norsons Industries Inc.
543 Union St., P.O. Box 606
Brooklyn, NY 11215
800/438-6776

Nucraft Furniture Co.
1615 Eastern Ave.
Grand Rapids, MI 49507
616/241-1605

Lineage, Circle No. 358

O'Brien Movable Partition Co.
5301 E. 59 St.
Kansas City, MO 64130
800/821-3595

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
214/278-2116

Office Technologies
4551 Bloomington Ave. S.
Minneapolis, MN 55407
612/721-2457

Omni International Inc.
12 St., S.W.
Vernon, AL 35592
205/695-9173

OPEN PLAN DIRECTORY

AMP, Circle No. 356

Contemporary Prods., Circle No. 352

ALPHABETICAL LIST OF FIRMS

Open Office Design & Engineering
P.O. Box 34463
Phoenix, AZ 85067
602/371-1981

Open Office Products, Inc.
3031 N. 31 Ave.
Phoenix, AZ 85017
602/272-6773

Open Plan Accessories Corp.
3800 Paterson Ave. S.E.
Grand Rapids, MI 49508
616/949-4310

Orfield Associates, Inc.
4551 Bloomington Ave., S.
Minneapolis, MN 55407
612/721-2455

Owens-Corning Fiberglas Corp.
Fiberglas Tower
Toledo, OH 43659
419/248-7505

Packard Inds. Inc.
1515 US 31 N.
Niles, MI 49120
800/253-0866

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

Patrick Carpet Mills
2937 Maria St.
Rancho Dominguez, CA 90221
213/636-0861

Peabody Noise Control, Inc.
6300 Irelan Place
Dublin, OH 43017
614/889-0480

Peter Pepper Products Inc.
17929 S. Susana Rd.
Compton, CA 90221
213/979-0815

Philadelphia Carpets
616 E. Walnut Ave.
Dalton, GA 30720
404/278-3812

Pirelli Cable Corp.
Under Carpet Systems Div.
35 Uwchlan Ave.,
Bldg. 3, Suite 334
Exton, PA 19341
215/363-1180

Pleion Corp.
1402 E. Chestnut Ave.
Santa Ana, CA 92701
714/835-9101

Polychromic Designs
P.O. Box 354
Bellmore, NY 11710
516/643-4227

Precision Mfg. Inc.
2200 52 Ave.
Montreal, Que.
H8T 2Y6 Canada
514/631-2120

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

Harvey Probber Inc.
44 Probber Lane
Falmouth, MA 02720
617/674-3591

Procaccino
32 Strawberry St.
Philadelphia, PA 19106
215/925-9114

Productive Office Furniture Installers
2370 N.W. 150 St.
Miami, FL 33054
305/681-8219

R/J Contracting Service, Inc.
725 County Line Rd., Unit D
Deerfield, IL 60015
312/498-9180

Ram Partitions
Div. Indal Ltd.
125 Oakdale Rd.
Downsview, Ont.
M3M 1W2 Canada
416/745-2244

Reff Inc.
1000 Arrow Rd.
Toronto, Ont.
M9M 2Y7 Canada
416/741-5453

Reloc
Box A
Conyers, GA 30207
404/922-9000

Ron Rezek Lighting & Furniture
5522 Venice Blvd.
Los Angeles, CA 90019
213/931-2488

H.H. Robertson Co.
400 Holiday Dr.
Pittsburgh, PA 15220
412/928-7519

Rockaway Metal Products Corp.
175 Roger Ave.
Inwood, NY 11696
516/239-1000

Edward Axel Roffman Assoc., Inc.
430 E. 59 St.
New York, NY 10022
212/753-4252

Ben Rose, Inc.
6828 N. Clark St.
Chicago, IL 60626
312/274-8185

Rose Johnson Inc.
1111 Godfrey Ave. S.W.
Grand Rapids, MI 49503
616/246-0246

Rosemount Office Systems, Inc.
21785 Hamburg Ave.
Lakeville, MN 55044
800/328-6446

Roxter Mfg. Corp.
10-11 40 Ave.
Long Island City, NY 11101
718/392-5060

SPI Lighting
Halo Lighting Div.
McGraw Edison Co.
7601 Durand Ave.
Racine, WI 53405
414/554-5600

Samsonite Furniture Co.
Samsonite Blvd.
Murfreesboro, TN 37130
800/527-6278

Scandiline Inds., Inc.
1217 W. Artesia Blvd.
Compton, CA 90220
213/537-6411

Shaw-Walker Co.
P.O. Box 209
Muskegon, MI 49443
616/725-4200

Showcase Systems, Inc.
540 N. Commercial St.
Manchester, NH 03101
603/627-8484

Shogun International Corp.
22 W. Ontario
Chicago, IL 60622
312/828-0090

Silent Sound Systems, Inc.
P.O. Box 2476
Grand Rapids, MI 49501
616/784-3835

Smokador
200 Carter Dr.
Edison, NJ 08818
201/287-8400

Sound-Ab-Sorb Inc.
603 Broad Ave.
Ridgewood, NJ 07657
201/945-1213

Sound Industries
15 Woodcrest Dr., P.O. Box 96
N. Andover, MA 01845
617/685-3521

Southern Office Services, Inc.
9700 Rodney Parham, Space I-2
Little Rock, AR 72207
501/225-5449

Spec'built
105 Amor Ave.
Carlstadt, NJ 07072
201/438-1864

Spectrums of Light
2628 Washington Blvd.
St. Louis, MO 63103
314/533-0002

Square D Co.
5735 College Corner Rd.
Oxford, OH 45056
513/523-4171

Steelcase Inc.
901 44 St. S.E.
Grand Rapids, MI 49508
616/247-2710

Sterner Lighting Systems, Inc.
351 Lewis Ave.
Winsted, MN 55395
612/485-2141

Storagewall
Boyd-Britton Assoc.
105 Green Bay Rd.
Lake Bluff, IL 60044
312/295-1860

Stow & Davis Furniture Co.
25 Summer Ave.
Grand Rapids, MI 49504
616/456-9681

Stratton Inds., Inc.
779 S. Erwin St.
Cartersville, GA 30120
404/382-9350

Structural Concepts Corp.
17237 Van Wagoner Rd.
Spring Lake, MI 49456
616/846-3300

Swivelier
33 Rte. 304
Nanuet, NY 10954
914/623-3471

Sylvan Designs, Inc.
8921 Quartz Ave.
Northridge, CA 91324
818/998-6868

Syma Systems, Inc.
115 Dell Glen Ave.
Lodi, NJ 07644
201/340-8686

Syme & Associates
2062 Trans Canada Hwy.
Dorval, Que.
H9P 2N4 Canada
514/685-1865

Systems Manufacturing Corp.
13 Broad St., P.O. Box 343
Binghamton, NY 13902
607/723-6344

TSAO Designs Inc.
31 Grove St.
New Canaan, CT 06840
203/966-9550

Scandiline, Circle No. 261

Tibbet, Circle No. 264

Tab Products
1400 Page Mill Rd.
Palo Alto, CA 94304
415/852-2400

The Tandem Group Inc.
6905 Aragon Cir.
Buena Park, CA 90620
714/994-1441

Tate Architectural Products Inc.
7510 Montevideo Rd.
Jessup, MD 20794
301/799-4200

Techniques in Wood
P.O. Box 594
Rochester, NY 14602
716/328-3800

Teknion Inc.
17 W. Stow Rd., P.O. Box 562
Marlton, NJ 08053
609/596-7608

Thonet Ind., Inc.
491 E. Princess St.
York, PA 17403
717/845-6666

3M/Energy Control Products
3M Center, Bldg. 225-45-08
St. Paul, MN 55144
612/736-2388

Thomas and Betts Corp.
920 Rte. 202
Raritan, NJ 08869
201/685-1600

Thunder & Light
147 41st Street
Brooklyn, NY 11232
718/499-3777

Tibbet, Inc.
155 S. Superior St., P.O. Box 2266
Toledo, OH 43603
419/244-9558

Tiffany Stand and Furniture Co.
9666 Olive St.
St. Louis, MO 63132
314/991-1700

Timbercraft, Inc.
7569 Woodman Pl.
Van Nuys, CA 91405
818/988-2174

Tradex Corp.
10875 Chicago Dr.
Zeeland, MI 49464
616/772-1630

Transwall Corp.
143 Pennsylvania Ave.
Malvern, PA 19355
215/647-3040

Trendway Corp.
13467 Quincy St.
Holland, MI 49423
616/399-3990

USG Acoustical Products Co.
101 S. Wacker Dr.
Chicago, IL 60606
312/321-4000

Unifor, Inc.
2256 Northlake Pky.
Atlanta, GA 30084
404/938-5444

Union Products Intl.
1 Industrial Dr.
Cromwell, IN 46732
219/856-2196

Unistrut Interior Building Systems
12400 E 58 Terr.
N. Kansas City, MO 64116
816/421-4011

United Technical Products, Inc.
960 Turnpike St.
Canton, MA 02021
617/821-1752

Universal Buildings Systems, Inc.
2270 N. First St.
San Jose, CA 95131
408/946-5445

Vaughan Walls, Inc.
P.O. Box 68518
Indianapolis, IN 46268
317/299-0700

Vecta
1800 S. Great Southwest Pkwy.
Grand Prairie, TX 75051
214/641-2860

Vickers Business Equipment Div.
Hawley Rd.
Dartford, Kent, Great Britain
0322/23477

Vogel-Peterson
Samsonite Furniture Co.
Samsonite Blvd.
Murfreesboro, TN 37130
800/527-6278

Vran Associates, Inc.
74 Park Ave., P.O. Box 277
Chalfont, PA 18914
215/822-7006

Walker Systems, Inc.
534 S. 21 Ave. E.
Duluth, MN 55812
218/728-4434

Watson Furniture Systems
12715 Miller Rd. N.E.
Bainbridge Island, WA 98110
206/842-6601

Weber Costello
465 S. Lincoln Dr.
Troy, MO 63379
800/238-6009

Wegman Associates Inc.
3440 Oakcliff Rd., Ste. 118
Atlanta, GA 30340
404/458-0734

Westinghouse Furniture Systems
4300 36 St. S.E.
Grand Rapids, MI 49508
616/949-1050

Westwood Mfg. Co.
20313 Westview Dr.
Tuolumne, CA 95379
209/928-3571

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

Wolff Wire Corp.
902 N. Rowe St.
Ludington, MI 49431
616/845-1574

Wright Line Inc.
160 Gold Star Blvd.
Worcester, MA 01606
617/852-4300

Wunda Weve Carpet Co.
P.O. Box 167
Greenville, SC 29602
803/298-9176

Xception Design Ltd.
2875 Industrial Blvd.
Laval, Que.
H7L 3V 8 Canada
514/668-0710

Yorkraft Inc.
550 S. Pine St.
York, PA 17404
717/845-3666

Omni, Circle No. 381

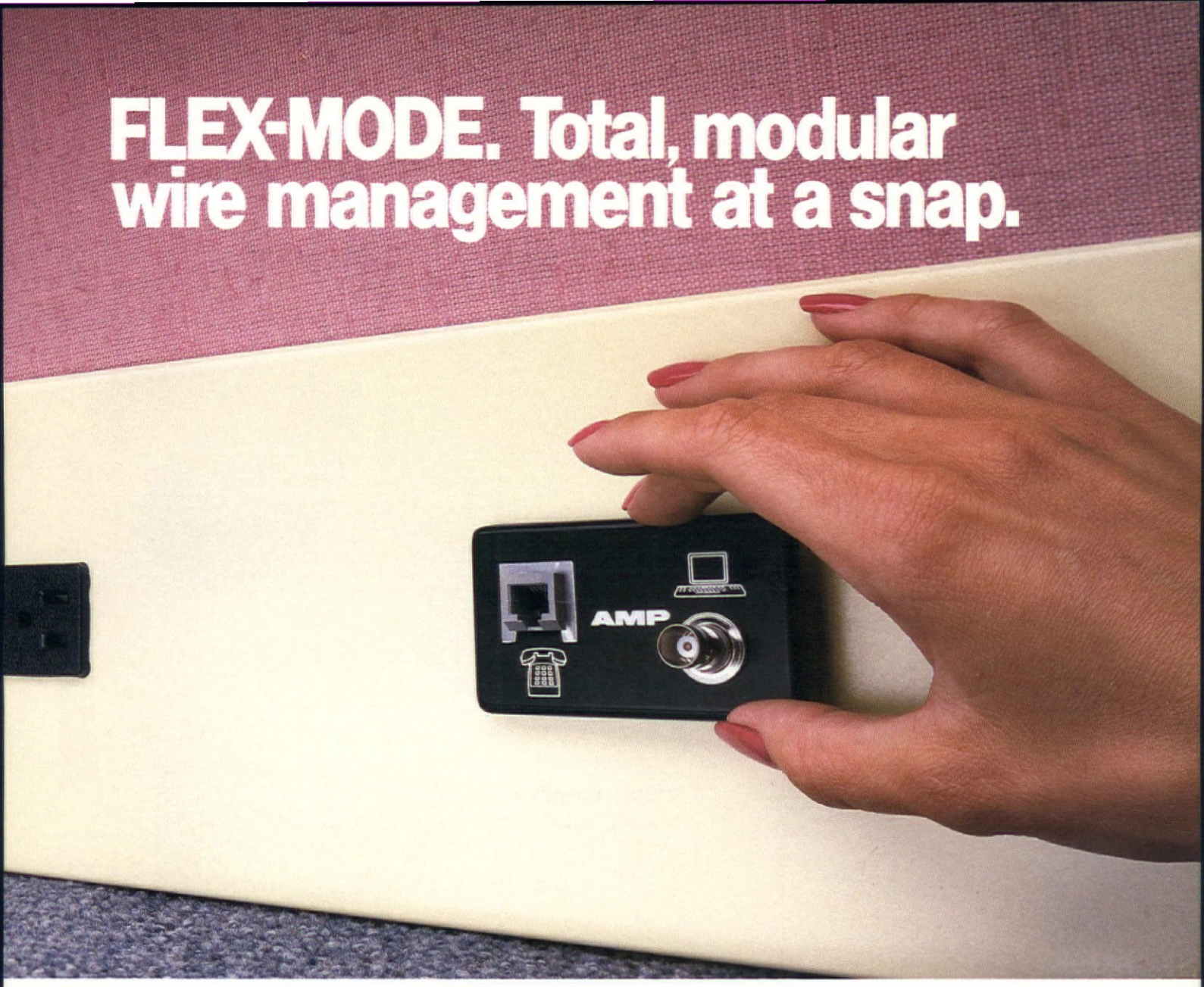
When it comes to commercial interior furnishings we're strictly top drawer.

A. Blank Inc. is the Office Furniture Source representing over 200 of the very finest Furniture and Systems Manufacturers, including Knoll International.

A. BLANK, INC.
88 Broad Street, New York, N.Y. 10004 (212) BO 9-8884

Circle 54 on reader service card

FLEX-MODE. Total, modular wire management at a snap.



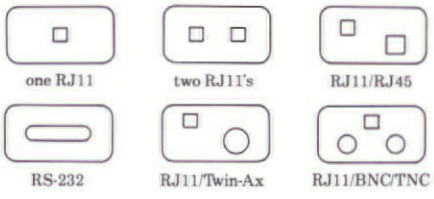
AMP introduces FLEX-MODE phone and data interconnect modules.

The most flexible, most sensible way yet to make office partition/furniture wiring systems compatible with the needs of office information systems and voice-data networks.

Mix and match from a choice of standard data and telecommunications connectors. Compact FLEX-MODE modules fit into standard raceway knockouts for easy installation, or easy retrofit. And data lines can be totally isolated.

Module combinations include RJ11, RJ45, BNC, TNC, RS-232, and virtually any type of connector your furniture requires. As a complement to our AMP PANEL-PAK II six-wire power connect system, FLEX-MODE offers a truly cost efficient modular approach to wire management.

And it's available in virtually any color to match or complement panel fabrics, carpets and desks.



For complete information, write or call Jerry Assal at AMP Special Industries, P.O. Box 1776, Southeastern, PA 19398-1776. (215) 251-6275.

AMP SPECIAL INDUSTRIES

A division of AMP Products Corporation

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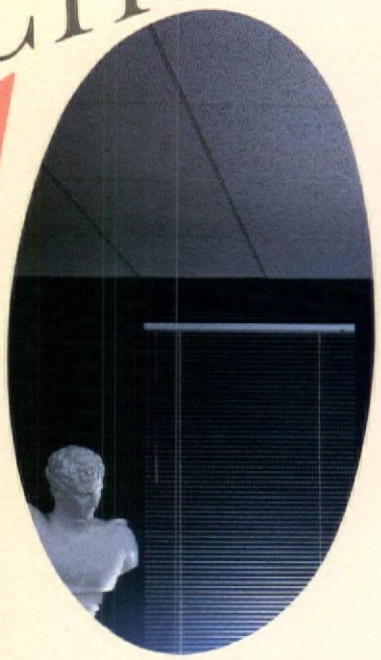
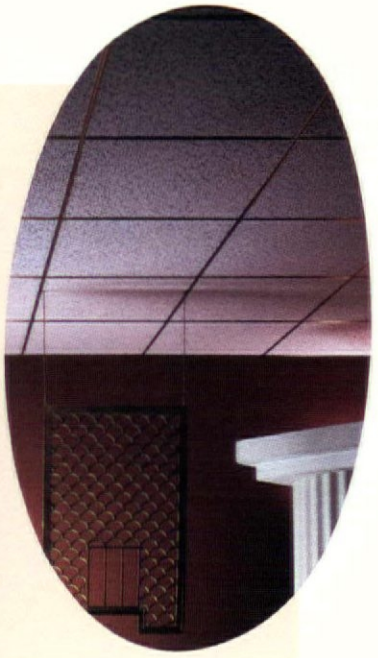
Circle 69 on reader service card

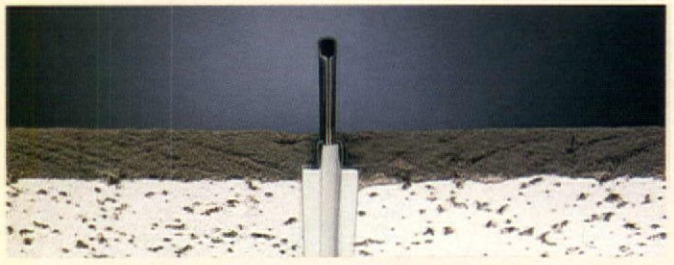
In Designer Ceiling Systems . . . Less Is More!

SPECTRA 3700





DESIGNER CEILING



A Narrow 9/16″ Face A 3/16″ Center Regress

LESS IS MORE ...an impression perceived by all designers and the concept we've put into Spectra 3700.

LESS SURFACE ...60% less visual metal surface at the ceiling plane for a solid, uniform appearance.

LESS RESTRAINTS ...with no required fixture frames or support clips the selection of light and air handling fixtures for specification is expanded.

MORE OPTIONS ...10′ and 12′ main runner lengths that allow for a wide variety of possible modular configurations.

MORE APPEAL ...a profile that accepts standard lay-in, square-cut ceiling panels.

MORE COLOR ...a capped face that offers a wide variety of reflective and paint coated finishes.

LESS IS MORE ...the concept that won Spectra 3700 the 1985 Institute of Business Designers Silver Award for Product Design Excellence.

Institute of Business Designers
IBD
and Contract Magazine
Product Design Award

Chicago Metallic Corporation

4849 S. Austin Avenue, Chicago, Illinois 60638 • 312-563-4600
5501 Downey Road, Los Angeles, California 90058 • 213-582-1100
6750 Santa Barbara Court, Baltimore, Maryland 21227 • 301-796-8220

Circle 56 on reader service card

Terra

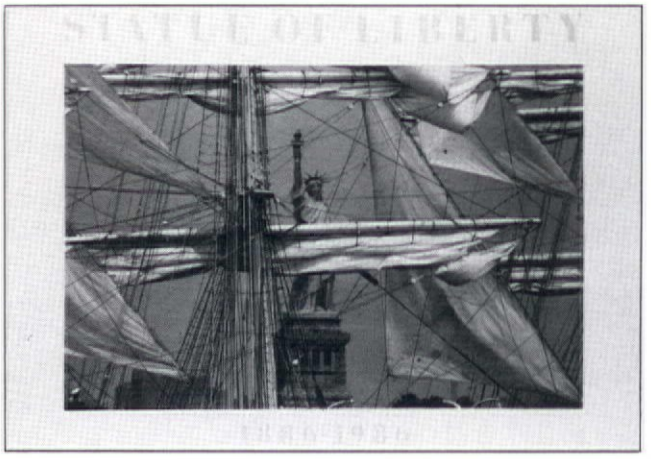
Umbrella has strip lighting

Terra Furniture Inc.—Tivoli strip lighting has been added to line of wooden umbrellas. Model pictured is the eight-ft. octagonal size. Other styles include seven-ft. and eight-ft. square as well as 11-ft. and 13-ft. octagonal units. **Circle No. 345.**

Pouliot

Fiberglass planters come in 27 colors

Pouliot Designs—A large range of smaller fiberglass planters is offered by Pouliot Designs. The company offers cylinders, rectangles, panel system planters, and wall planters. They are available in 27 standard contemporary colors. **Circle No. 350.**



Delany Design

Poster set commemorates statue of liberty

Delany Design Group—The Liberty Set is a collector's edition of four photographs of the Statue of Liberty. The full color posters, measuring 24- by 36-in., are printed on quality stock paper. **Circle No. 347.**

New armchair has overstuffed cushion

Monel Contract Furniture Inc.—Parma armchair features thick double seat and overstuffed back cushion on an open solid wood frame. Contoured shaped back is constructed from a combination of hardwood and plywood, and possesses an added cushion with molded polyurethane and light dacron padding. **Circle No. 348.**

Monel

Sligh

Clocks feature traditional design

Sligh—Floor clocks and wall clocks featuring traditional design comprise the Legacy Collection. Pictured is Wilmington, furnished from cherry solids and crotch mahogany with fluted columns framing the glass door. **Circle No. 349.**

Coming In September CONTRACT...

Bank "Executive Buyer Edition"

September CONTRACT's Bank "Executive Buyer Edition" delivers Bonus Circulation to 5,000 presidents and board chairmen at banks and other financial institutions. Editorial features cover a wide range of topics including...

Bank Design: An in-depth look at some of the latest state-of-the-art bank installation.

Bank Furniture/Furnishings Product Review: A rundown of the latest offerings from major manufacturers including executive, traditional and reproduction furniture.

Designer's Saturday Preview: Extensive product introductions are previewed, plus a map and guide for this annual prestige event, New York City, October 9-11.

NOPA Show Preview: Advance coverage of exhibitors, program and products at the National Office Products Association Show, October 28-November 2, McCormick Place, Chicago.

CONEXION Show Preview: Detailed coverage of the Atlanta event, October 30-November 1.

Ad Value For Suppliers: For information on how your ad reaches over 34,000 all-contract specifier/buyers, and qualifies you for free Designer's Saturday benefits, call Gary Puro, associate publisher, at 212-869-1300. Ad space closes August 8.

CONTRACT

A Gralla Publication ■ 1515 Broadway, New York, NY 10036 ■ 212-869-1300

Summitville®

55 Sandrock 4" x 8"

Strata...The one natural surface that lasts and lasts.

Summitville. The look is beautiful. The life is long. The quality is natural.

If these are the things you demand in a floor, Summitville ceramic tile is your only choice.

Just look at our Strata Tile... a unique mixture of shale and clay that brings out the warmth of the earth's natural striations. Strata makes a beautiful complement to interiors that range from country to contemporary.

And Strata is easy to maintain, a durable surface that keeps its good looks for years — even in heavy traffic areas like restaurants, stores and lobbies.

See Sweet's File 9.18/Sum for our complete line of ceramic tile in a wide range of colors, styles and shapes, including wall murals and decorative insets.

Specify Summitville. The one surface you can count on to look natural and last long.

56 Appaloosa Spiral Pattern

Summitville's Strata Tile is available in two color variations and five sizes that can create a variety of different patterns. Trim units also available.

MADE IN AMERICA

Summitville®

Summitville Tiles Inc. · Summitville, Ohio 43962

Circle 57 on reader service card

Let me introduce you to the Gregson family.

At Gregson, making the finest quality contract seating is a family affair . . . in more ways than one.

First, there's the beautiful family you see here. Low backs, high backs, clerical, lounge . . . virtually all your seating needs available in one style, one quality, one price level. From one resource.

In each of these pieces, too, something else is quite obvious: the craftsmanship and care our employee family brings to their work.

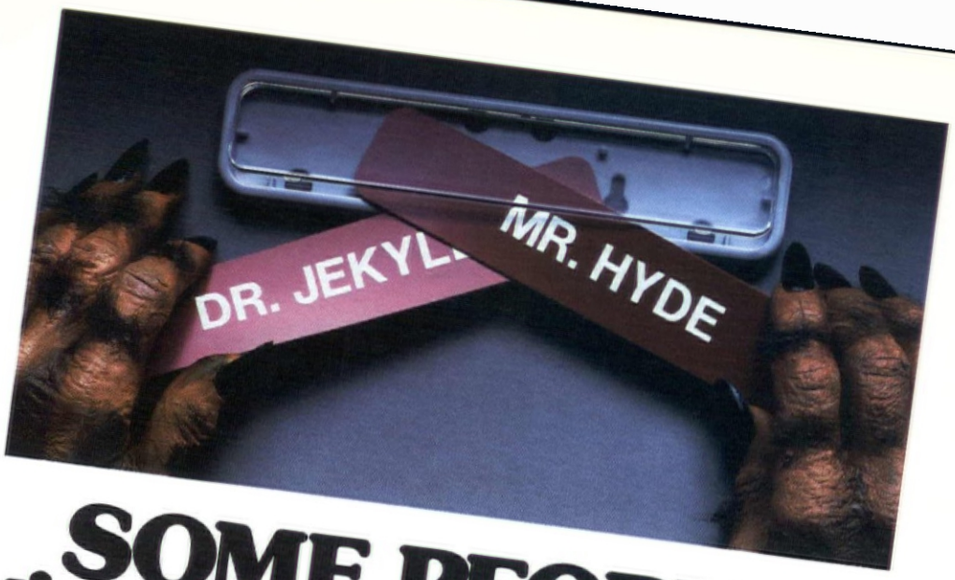
Our sense of quality is all in the family. That's the secret Gregson customers already know. Now you do too. Want to know more? Call me at 919-622-2201.

Robert G. Hunter
President

Gregson

Gregson Furniture Industries • PO Box 1496 • 206 East Frazier Avenue • Liberty, NC 27298 • (919) 622-2201

Circle 49 on reader service card



SOME PEOPLE CAN'T WAIT WEEKS FOR THEIR SIGNS.

Let's face it, having signs made can bring out the worst in anyone.

As if the eternal wait and the hefty prices weren't bad enough – you often don't get much to choose from. It's no wonder you feel like you're choosing between the lesser of two evils.

Well, not anymore.

Because now you can take advantage of Kroy® Sign Systems. And we're sure you'll find us a pleasant change.

We have the only nationwide network of Sign Specialists. They'll work with you to create a look that best suits your company's needs and personality.

Kroy signs come in a wide variety of styles, sizes and colors. You can choose from natural wood frames. Designer, metal frames. Or colorful, molded frames. Then you can choose the insert, lettering color and mounting option you like best.

And our prices?

Glad you asked. You'll find our prices competitive from the start. And when it comes time for updating, the savings really start adding up.

You see, with the Kroy® Lettering System, you can update your signs yourself. So you save time as well as money. Or, if you'd prefer, we'll even do your updating for you.

Give us a call or mail in this coupon for more information. And we'll tell you how to avoid sign hang-ups. In hardly any time at all. Call us today, toll-free, at **1-800-328-1306**. In Arizona, call 1-602-948-2222.

☐ Please call me for a free consultation with a Kroy Sign Specialist.
☐ Please send me your free 8-page brochure.

NAME

TITLE

( )
PHONE

COMPANY

ADDRESS

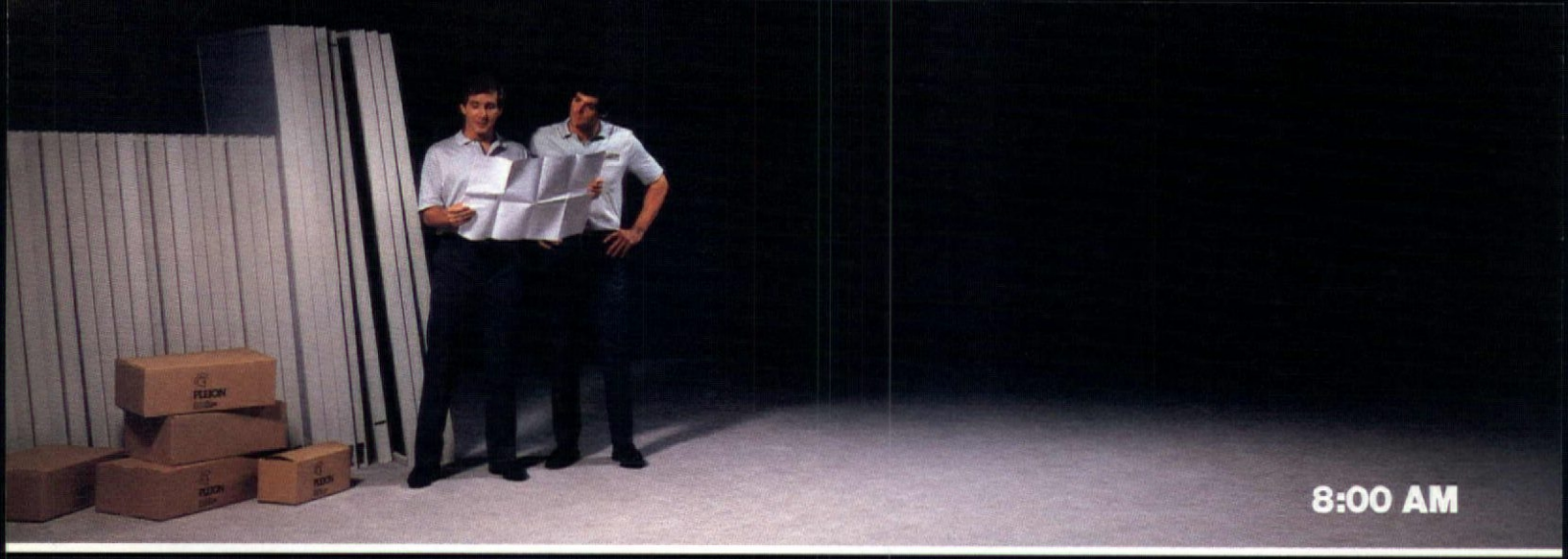
CITY STATE ZIP 2314-S

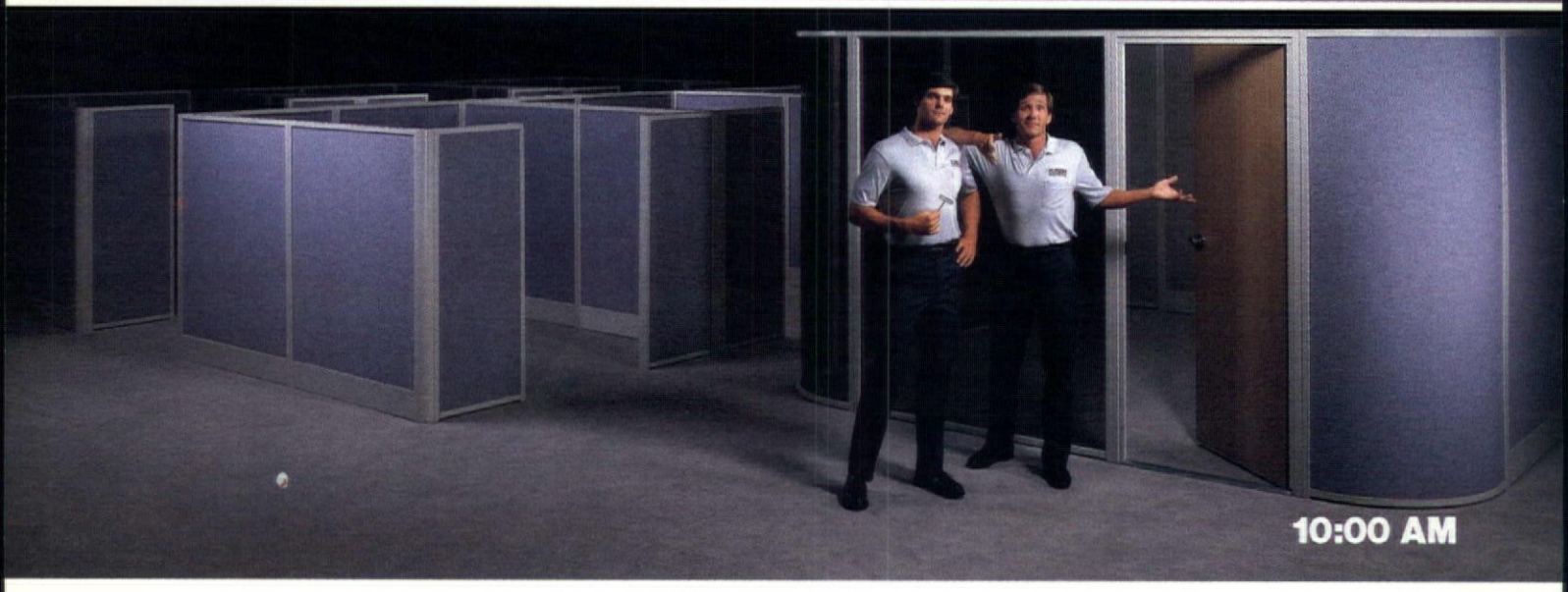
KROY Sign Systems

Kroy Inc., P.O. Box C-4300, Scottsdale, AZ 85261

All headlines set in Kroy® lettering. Kroy® is a registered trademark of Kroy Inc.

Circle 55 on reader service card





ZERO TO 60 IN TWO HOURS FLAT.

To say that Pleion panels go up fast is an understatement.

Two installers can set up, align and level 60 Pleion panels before the morning coffee break. Four installers can set up 2,400 panels in less than a week.

Assembly is simple. A hex key is all it takes to fasten the rigid steel top connectors. Bottom connectors simply slide into place. And because Pleion uses external steel frames, no additional top caps or side rails are necessary.

All major components of the Pleion system are constructed of durable steel. And all metal surfaces are finished with a scratch-resistant, baked epoxy powder coat to keep Pleion panels looking factory new.

When you're looking for office systems that go up fast and are built to last, look to Pleion.

Learn more about our full line of modular furniture components, seating and panels.

Write to Pleion Corp., 1402 E. Chestnut Ave., Santa Ana, CA 92701. Or call 800-222-3322. In California, 800-367-3335.

PLEION

MODULAR OFFICE SYSTEMS

Circle 38 on reader service card

1 9 8 6

You are invited to enter the Industry's most widely recognized competition for innovative design. The 1986 IBD Product Design Competition. Sponsored by the Institute of Business Designers and Contract Magazine.

IBD

For information write to the IBD National Office:
1155 Merchandise Mart
Chicago, Illinois 60654
(312) 467-1950

1986 IBD PRODUCT DESIGN COMPETITION

PURPOSE/ ENTRANTS

To recognize manufacturers and their product designers for their innovative and exceptional design in contract furnishings and related items.

All manufacturers of contract furnishings and related items introduced within the past year.

CATEGORIES

1. DESKS AND CREDENZAS

2. INSTITUTIONAL CASEGOODS—Library, Medical, Educational, Industrial, Hospitality and Financial applications

3. TABLES

4. FILING AND STORAGE SYSTEMS

5. FURNITURE SYSTEMS

6. COMPUTER SUPPORT FURNITURE—Specific equipment used in conjunction with computer, word processing and telecommunications systems

7. CEILING SYSTEMS

8. FURNITURE INTEGRATED TASK/AMBIENT LIGHTING

9. PORTABLE LAMPS

10. GENERAL LIGHTING—Ceiling, wall, recessed and public lighting fixtures

11. TASK SEATING—Individual seating designed for specific job functions

12. GUEST CHAIRS AND SPECIAL SEATING—Seating (non-task) for conference rooms, hospitals, restaurants and special uses, including multi-purpose, stacking, ganging, folding and geriatric

RULES FOR ENTRY

1. Only products designed for contract use that have been offered for sale after September 1, 1985 are eligible. IBD and Contract will rely on the personal integrity of each manufacturer to honor this rule. A designer or manufacturer may enter products in as many categories as he chooses; however, the same product may not be entered in more than one category.

2. IBD and Contract Magazine are not responsible for lost or damaged items or kits submitted, either through fire, theft or any other cause, in transit or on location at our own or any other address where the designs and kits may be judged or exhibited.

3. IBD and Contract Magazine reserve the right to exhibit individually or collectively for the period of one year the award winning designs at their own or other addresses including an exhibition tour at major market centers.

JUDGES

Sandra L. Ragan

William Stumpf

Charles J. Uehrke

REQUEST FOR ENTRY KIT

KIT FEE IS NON-REFUNDABLE
To enter this competition, send a check for $100 (IBD members) or $150 (non-members) to IBD National Office, 1155 Merchandise Mart, Chicago, Illinois 60654 for each entry kit.

ENTRY DEADLINE: August 11, 1986.
The kit is designed to hold photographs, 35mm slides and forms for product description. No presentation boards are required. Submission of actual samples in certain categories is encouraged.

Forward to:
Institute of Business Designers
1155 Merchandise Mart
Chicago, Illinois 60654
312-467-1950

RECOGNITION

- Awards will be presented in New York City in conjunction with Designer's Saturday.
- Contract Magazine will feature the winners of the Product Design Competition in their November issue. The Best of Competition winner will be featured in color on the front cover.
- A reprint of the Contract Magazine coverage will be distributed to all members of the Institute of Business Designers.
- The Institute will publicize the Competition winners and the products in the National Office during NEOCON activities.
- An exhibit of winning products will be displayed at major market centers throughout the year.

13. LOUNGE FURNITURE—Sofas, chairs and modular seating units. May include a design series

14. UPHOLSTERY TEXTILES—Including vinyl or leather

15. TEXTILE COLLECTIONS—Coordinated fabric groupings designed as a collection

16. DRAPERY AND CASEMENT TEXTILES

17. HEALTH CARE TEXTILES—Draperies, casements, cubicle curtains and collections of coordinated fabrics designed for health care use

18. HOSPITALITY TEXTILES—Draperies, casements, upholstery and collections of coordinated fabrics designed for hospitality applications

19. BROADLOOM CARPETS

20. CARPET TILES

21. AREA AND SPECIALTY RUGS

22. HOSPITALITY CARPETS

23. HARD SURFACE FLOORING—Resilient, ceramic tile, wood, etc.

24. WALLCOVERINGS

25. DESK AND OFFICE ACCESSORIES

26. VISUAL COMMUNICATIONS AND SIGNAGE

27. SPECIAL FINISHES—Coatings and Surfacing Materials

28. INNOVATIVE PRODUCT SOLUTIONS—Items exhibiting unique application for contract use which do not fit in any of the above categories

4. Decisions by the judges are final. The judges reserve the right to determine the number of awards given and may choose not to award prizes in any given category.

5. Winning entries and kits become the property of the Institute of Business Designers and Contract Magazine.

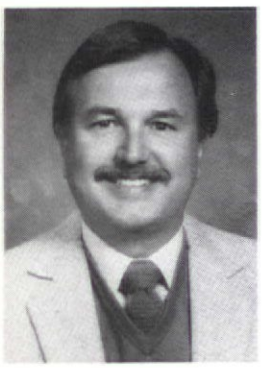
6. Advertising and publicity on winning designs following the initial announcement of the award winners must be confined to and specifically refer to the winning design. No publicity is to be released by a manufacturer or designer of an award-winning product prior to October 10, 1986. Failure to comply with this rule will immediately disqualify the winner.

7. All advertising and publicity on winning designs must utilize the approved Product Competition image and include the year of the Competition.
Example: "1986 IBD Silver Award Winner."

8. Winners will be notified by mail.

9. The entry kit is designed to hold 35mm slides and 8" x 10" photos. Full color, large format transparencies must be available upon request.

10. Deadline for receipt of completed entry kits is 5:00 p.m. August 11, 1986 at IBD—1155 Merchandise Mart, Chicago, Illinois 60654.



Robert Lee Wolf

SANDRA L. RAGAN, IBD
National President of IBD
Owner/President, friday design group
Washington, D.C.

WILLIAM STUMPF
Proprietor, William Stumpf + Associates
Minneapolis, Minnesota

CHARLES J. UEHRKE
Principal, Design Manager
ISD, Inc.
Houston, Texas

ROBERT LEE WOLF
Educator Member IBD
Professor and Chair,
Department of Design
Arizona State University
Tempe, Arizona

Category

City, State, ZIP

Date product first introduced on market

Name of individual submitting entry

Manufacturer

Telephone

Address

THE ENTRY FEE MUST ACCOMPANY EACH KIT REQUEST

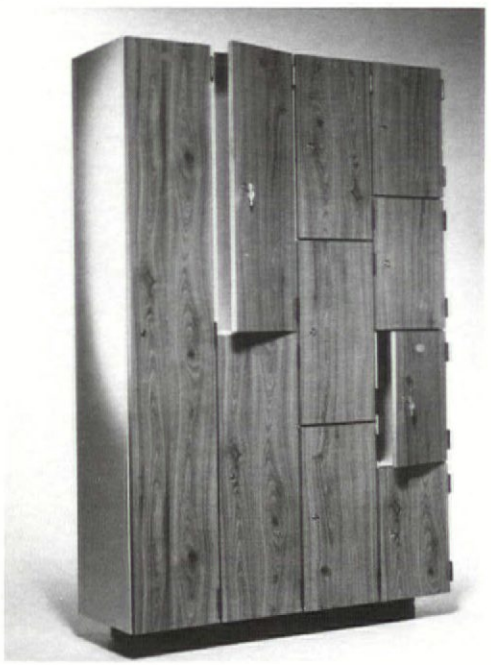
Institute of Business Designers
IBD
and Contract Magazine
Product Design Award

Circle 59 on reader service card

Beat the High Cost of Seating

Cubicon Corporation's new line of benches are finished with laminate ends. Sturdily built for heavy use, they are available with laminate or fabric seats. Benches come 41 inches to 65 inches long. Custom size and finishes optional.

CUBICON® CORPORATION
3825 LACLEDE AVENUE
SAINT LOUIS, MO 63108
PHONE (314) 535-3020



Look into these lockers!

They're beautiful, warm, quiet, strong, secure and carefree. Crafted by Fiberesin Industries, Inc., Oconomowoc, WI 53066-0088, (414) 567-4427. Complete information on request. Dealerships available.

Fiberesin Locker Systems

Circle 60 on reader service card

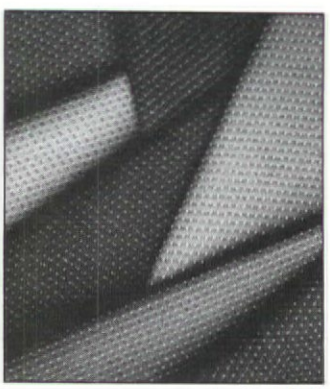
CHAIR IS CONSTRUCTED FROM BUTCHER BLOCK

Terra Furniture introduces CP-23 chair from the contract series. Constructed from butcher block and available in three oil finishes, the product is suitable for use in office, food service, and health care interiors. **Circle No. 330.**

Terra

CARNIVAL TEXTILE PROVIDES LUXURY AND DURABILITY

Carnival textile from **Stratford Hall** combines cotton and worsted wool to provide durability with luxurious look. Product is available in 13 festive colorways. **Circle No. 331.**



Stratford Hall

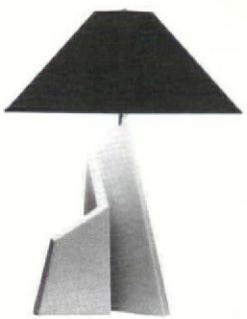
SIGNAGE FILM PREVENTS COLOR FADING

3M's Scotchcal Series 3630 Translucent film for internally luminated signs provides uniform appearance from sign to sign without color fading. Film features non-glare surface, and corporate colors are available. **Circle No. 336.**

Marden

WOOD FRAME DEFINES CONTEMPORARY-SEATING

Newport collection of contemporary chairs from **Marden Mfg., Inc.** features gently-shaped wood frame, offered in solid walnut or oak. Full range of wood finishes, including light and dark mahogany shades also are available, as options for the designer/specifier. **Circle No. 344.**



Boyd

TABLE LAMP FEATURES LOOK OF CONTEMPORARY SCULPTURE

Asymmetrically-styled table lamp, from **Boyd Lighting,** with upward-moving silhouette and jagged planes, features look suggestive of modern sculpture. Lamp is constructed from smooth faux-stone, available in white, grey, or beach, with opaque shade in white cotton/linen or matte black paper. **Circle No. 343.**

Indiana Desk

DESKS ARE MADE OF FLATCUT MAHOGANY VENEER

Indiana Desk Company, Inc. offers line of desks made of genuine flatcut mahogany veneer and solids, featuring rich cordovan or walnut high gloss lacquer finish. Each desk in the 1600 series features wood veneer tops as well.
Circle No. 329.

Storwal

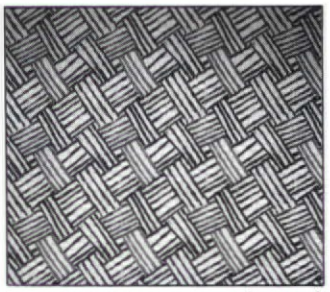
SUSPENDED DRAWER UNITS ATTACH TO WORKSURFACES

Suspended drawer units have been added to **Storwal International Inc.'s** Select 4 Group of modular pedestals. Units, which easily attach to work surfaces, are available in two depths, 20- and 24-in., and in three drawer combinations. Four drawer front finish options are available—metal, oak veneer, plastic laminate, and custom fronts, which may be ordered to harmonize with any office decor. **Circle No. 339.**

Fixtures

CHROME HIGHLIGHTS EXECUTIVE SUITE FURNITURE

Delos collection of furniture designed for executive suites is offered from **Fixtures Furniture.** Product line includes four-leg and cantilevered sled base arm chairs, a tilt-swivel desk chair, and a lounge group. Furniture combines polished chrome with black molded rubber and epoxy.
Circle No. 338.

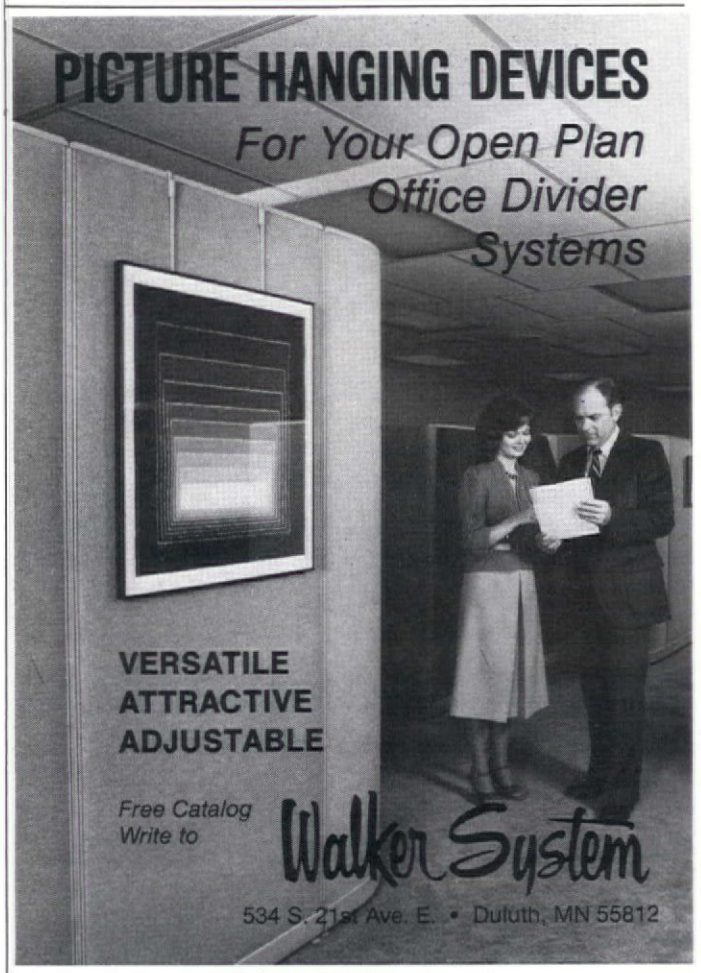


David & Dash

BOLD STROKES OF COLOR GRACE COTTON WARP SATEEN

Unity fabric from **David & Dash** features bold strokes of colors, creating a basket weave type pattern printed on 100 percent cotton warp sateen. Fabric is treated with Scotchguard fabric protector.
Circle No. 332.

Circle 61 on reader service card



Circle 62 on reader service card

Circle 63 on reader service card

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"Old world" quality and craftsmanship plus the very latest in design and utility. Variety of finishes available. Thousands of buyers look to AMTAB for service and competitive pricing second to none.

Request New Color Catalog

AMTAB MANUFACTURING 1747 W. GRAND AVE. CHICAGO, ILL. 60622
Some Sales Territories Open

—IN THE SOUTHWEST—

Johnson's Worldwide Moving, Inc.

For Receiving, Storage, and Installation of Modular Systems and Furniture

New 25,000 Sq. Ft. Cooled Warehouse Near Airport – Off Freeway I 10, 17 Call or Write for Particulars

Phyllis or Henry Johnson

Johnson's

WORLDWIDE MOVING, INC.

3326 East Wier Avenue Phoenix, Arizona 85040 602/243-1618

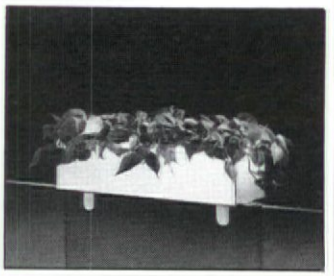
Circle 64 on reader service card

PRODUCTS & SERVICES

Nienkamper

NYLON MESH CREATES STRUCTURAL CHAIR SEAT

Chair with J-shaped arm, designed by Richard Schultz for **Nienkämper,** uses upholstered nylon mesh as a structural seat and back. Chair is available with chrome or powder-coated black high gloss finish with fabric or leather upholstery. **Circle No. 342.**



Architectural Supplements

PLANTERS COMPLEMENT MOST PANEL SYSTEMS

Panelmount planters from **Architectural Supplements** division of Habitat are designed for decorating with panel systems. Available in metal, polished chrome, satin bronze, and polished brass as well as two Haworth colors, three Steelcase colors and 16 high-gloss colors, planters complement majority of panel systems. **Circle No. 351.**

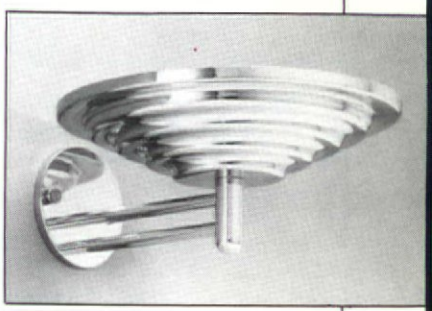
ASSA

NEW LEVER HANDLES EXPAND COMPANY'S LINE

ASSA, Inc. has added two new lever handle designs to its product line, bringing the total to nine level handle models available. All ASSA lever handles come in standard functions and finishes. **Circle No. 335.**

SCONCES FEATURE BRASS CONSTRUCTION

Four new wall sconces join the Designer Collection from **Visa Lighting.** Pictured is Model CB1550, a solid brass stepped reflector with polished solid brass tubular arms and backplate. Incandescent or quartz halogen lamping is available. **Circle No. 340.**



Visa

MOBILE STORAGE SYSTEMS DESIGNED FOR SMALL OFFICES

Spacesaver Corporation has developed a new series of packaged mobile storage systems designed for small offices and tight areas. Pictured is standard single-aisle system with capacity of ten four-drawer filing cabinets in 62 percent less space. **Circle No. 337.**

Bush

COMPUTER FURNITURE LINE COMBINES FORM & FUNCTION

Form and function are united in line of computer furniture, the Oak 160 series, from **Bush Industries, Inc.** Constructed entirely from solid oak and oak laminates, pieces feature softly-shaped edges, a distinctive pattern of accent lines, and a warm, hand-rubbed lacquered finish which enhances beauty of the natural wood. **Circle No. 333.**

Gregson

CONFERENCE CHAIR COMES IN WALNUT OR OAK FINISH

Side Conference leg chair from **Gregson Furniture** Industries has full back and open arm. Chair is available in walnut or oak. **Circle No 327.**

Dapco

DESK ACCESSORIES FEATURE HIGH-GLOSS FINISH

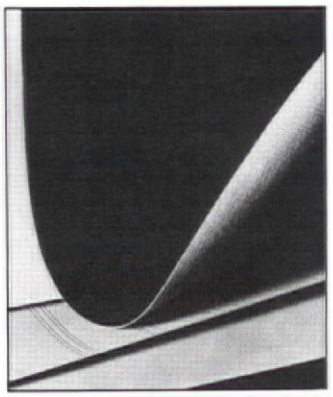
High-tech collection from **Dapco Industries** features desk accessories constructed mainly from wood and finished with a high gloss acrylic lacquer finish. Colors available are white, creme, burgundy, red, blue, green, grey and black. **Circle No 292.**

SEATING LINE FEATURES CHAIR WITH FLOWING SHAPE

Flexsteel offers chair, model number C102, with simple contemporary lines outlined in gleaming dark walnut. Chair has a flowing shape made possible by upholstered in-back and in-arms, padded with urethane foam for extra comfort. **Circle No. 328.**

WALLCOVERINGS DESIGNED WITH SUEDE LOOK

Tiffany Suede Wallcoverings from **BF Goodrich** are designed with the look and feel of real suede. Product has special surface treatments designed to reduce shading problems inherent in traditional suede wallcoverings. **Circle No 293.**



Goodrich

MODULAR COMPONENTS COME IN VARIETY OF WIDTHS

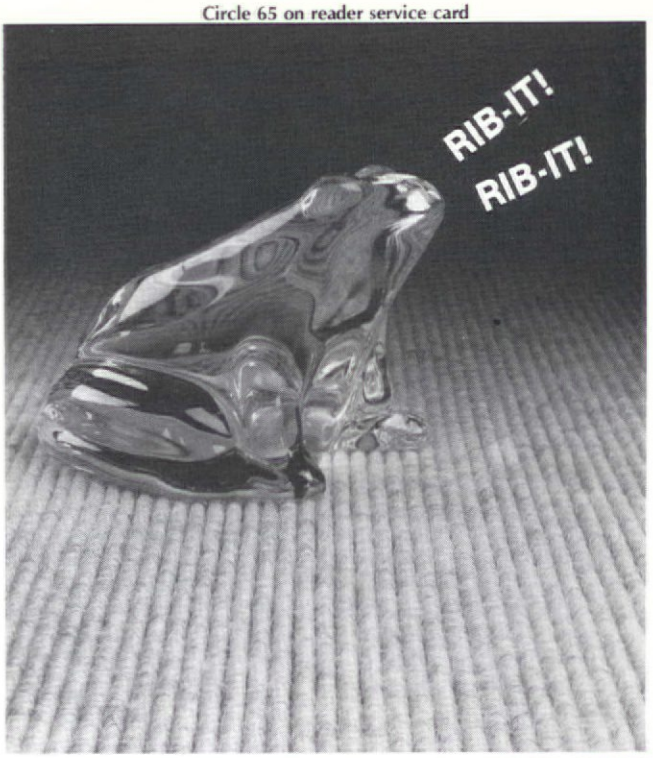
Space Age Interiors line from **Delco** are attractively designed, flexible modular components for flipper door and other standard furniture cabinets. The base shelf component can be ordered in any width up to 10 ft., and nine standard shelf widths are available. **Circle No 291.**

Delco

30 DEGREE BEVEL IS OFFERED WITH WOODGRAIN PLANK

Masonite Corporation has introduced a new 30 degree bevel for the V-shaped grooves in Marlite Brand Tambour plank, available in natural oak, carriage oak, and unfinished oak veneer. Tambour plank also is available with 60 degree v-shaped grooves. **Circle No. 341.**

Circle 65 on reader service card



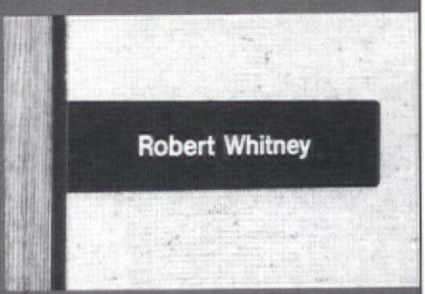
RIB-IT WITH 6 NEW TRETFORD COLORS!

Rib floors, walls, doors, counters, columns, panels, partitions and platforms with Tretford's unique ribbing in six new colors: Sandy Gray, Misty Olive, Navy Blue and three different Gray Blues. Send for samples and ask about our cut-order, in-stock program for immediate delivery. Contact Home Office: Eurotex, 165 West Ontario Street, Philadelphia, PA 19140. 800-523-0731. In PA call 215-739-8844.

EUROTEX

NEW EGS 9000 Bracket Mounted Nameplate

Bracket hooks into slotted partition channel. Designed for Steelcase 9000 and other systems.



Environmental Graphic Systems, Inc.
2035 S. Arlington Heights Road
Arlington Heights, Illinois 60005
Telephone: (312) 981-8525

egs

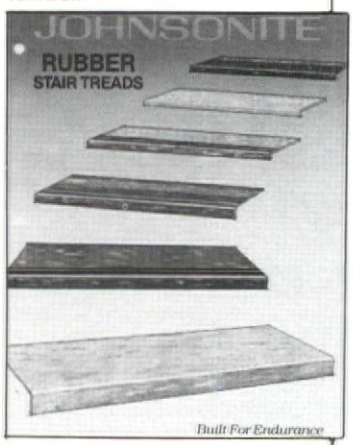
Circle 222 on reader service card

Duff Steel Industries, an Australian company, offers three full-color brochures describing its Omni office system and one covering Vista library shelving. **Circle No. 364.**

Data communications wire management is detailed in a four-page brochure from Damac. A program is described for routing communications lines within IBM 3270 systems.
Circle No. 365.

Alliance connecting table system from Howe Furniture is presented in a full-color brochure. Photos and diagrams are included.
Circle No. 366.

Johnson



A variety of rubber stair treads and accessories are featured in brochure from The Johnson Rubber Company. Products include five types of treads as well as risers, stringer material, rubber landings, and floor tile.
Circle No. 286.

Lighting Services Inc. offers a color brochure called "Display Lighting For Visual Merchandising." Fixtures are shown in display settings.
Circle No. 384.

4 PANEL SYSTEM PRICE COMPARISONS--DO YOUR OWN--
5 WITH ONE TAKE-OFF YOU CAN:
6 ### PRICE VARIOUS MANUFACTURERS' SYSTEMS
7 ### GENERATE QUOTATIONS IN 15 MINUTES
8 ### GENERATE ORDER ENTRY TO THE MANUFACTURER
9 ### GENERATE INVOICE BACKUP FOR BILLING
10
11 YOUR STAFF WILL SAVE HOURS/JOB WITH THIS TOOL
12
13 DEVELOPED BY A DEALER FOR DEALERS IN SYSTEMS
14
15 OUR SALES DOUBLED THE FIRST YEAR WE USED IT
16
17 RUNS ON A P.C. WITH MULTIPLAN (T.M. OF MICROSOFT)
18
19 1ST YEAR SUBSCRIPTION IS $1,000 INCLUDING TEN
20 MANUFACTURERS' SYSTEMS, YOUR CHOICE FROM OUR LIST
21
22 SUBSCRIPTION INCLUDES PRICE UPDATES AS THEY OCCUR
23
24 EACH ADDITIONAL MANUFACTURER IS $30/YEAR
25
26 CIRCLE READER CARD OR RESPOND TO:
27 D. W. NUSSER & COMPANY, INC.
28 2405 N.E. 11TH AVENUE
29 FORT LAUDERDALE, FLORIDA 33305
30 305-564-1105
31 IF BUSY, 305-564-1102
32 YOUR COMPETITION COULD HAVE IT FIRST

A free information guide from Lumex, makers of healthcare equipment and seating, offers purchasers a value analysis checklist for products. Developed with a team of consultants, the guide is called "Evalu-Calc: Purchasing Perspectives in an Era of Cost Containment."
Circle No. 372.

Nevamar Corp.'s decorative laminates brochure covers its 1986-1987 product line. This full-color, 12-page brochure also includes installation photos.
Circle No. 375.

Large color prints and display transparencies used as wallcoverings for corporate, hospital, and other interiors are shown in a new booklet from Graphic Systems Inc.
Circle N. 376.

Tek-Wall, an alternative to vinyl from Maharam, is described in a four-page, color brochure. A sample is included. The brochure is part of Sweet's 1986 catalog. **Circle No. 379.**

Virco

Virco Mfg. Corporation presents six new powder-coated pastel frame colors and coordinating upholstery material to its new full color brochure.
Circle No. 285.

Charvoz-Carsen's new Charvoz Dauphin Contract Seating Catalog features 38 ergonomic chairs.
Circle No. 369.

Terra Furniture Inc. announces its line of office furniture in a color brochure. The new product is a highly functional desk and cabinet system. **Circle No. 275.**

Wyandot Seating displays office task seating featuring a patented A.M.P. cushion. Constructed from open cell foam, the cushion is designed to be both soft and supportive. **Circle No. 276.**

The first demountable wall system to accept hang-on componentry of all major office systems is pictured in a brochure from Architectual Wall Systems. Vertex system's panels can be specified in fabric, veneer, plastic laminate, as well as glazing. **Circle No. 277.**

Optik Privacy, a venetian-style blind offering users three light control alternatives is shown in Nanik's brochure of window blinds. **Circle No. 278.**

Proptronics Company displays its stimulated stereo components, TV, VCR, and computer units in a four-color brochure. Units may be effectively utilized in showrooms displaying wall units, entertainment centers, or computer furniture. **Circle No. 279.**

All-Steel's Advanced Function Penta Task Seating line is pictured in product literature from the company. Brochure illustrates seating options offered to the user. **Circle No. 280.**

Haworth offers a brochure demonstrating features of its line of electronic support components. ES Table System, the newest product, is described in detail. **Circle No. 290.**

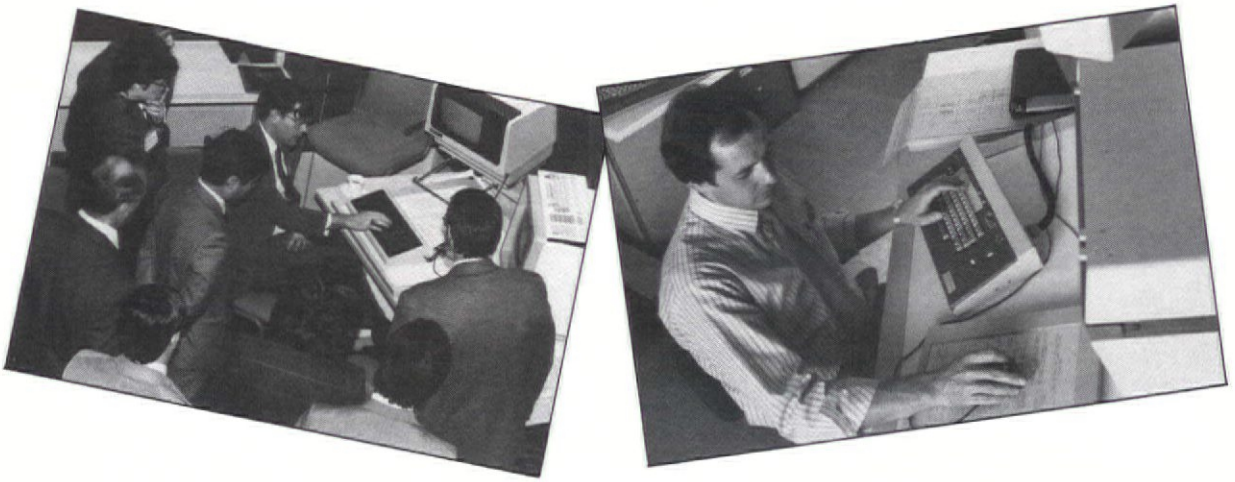
Steelcase explains its computer-assistance program for collecting and analyzing information about office environments in a six-page, four-color brochure. **Circle No. 281.**

Take the next step in facility design/ management by computer... we have! Don't miss the exciting, all-new 8th Annual

COMPUTER-AIDED DESIGN & FACILITIES MANAGEMENT CONFERENCE

Co-sponsored by Gralla Publications *Contract* and *Facilities Design & Management* Magazines

November 13-14, 1986 • New York Marriott Marquis • New York, NY



About the only thing that hasn't changed is the name. So even if you've been to CADFMC—or any other similar conference—within the last seven years, you'll want to join us again this November. And, if you haven't ever attended our event, this is the year to sign up!

It was time for a change. New developments, advances in hardware/software, evolving ideas... all made us want to rethink our approach to this complex subject. So we did. And, for '86, our new conference chairman Herb Newmark has put together probably the most exciting program in this field—and assembled some of the industry's hardest hitters to deliver "the goods" to you.

In a dynamic, two-pronged approach, the top corporate people on the cutting edge of this industry will, first, sound off on what we as users need to make CAFM work for us—now and in the future. Next, they'll help you become an expert—as they analyze what's available and teach you precisely what you need to know to select the right system for your needs. Here are just some of the titles on our November seminar line-up:

- Methodologies for Facility Planning and Operation—What Computers Should Do for Us Today and Tomorrow
- How to Handle the Facility Management Responsibility
- Computers, Design, and Facility Management—Where Are We/Where Are We Going?
- Selecting a CAFM System—How to Determine What You Need
- Understanding Technologies for CADD and CAFM
- Managing FM Operations by Computer
- And more!

In addition to seminars, you'll also want to take advantage of our demonstration area. Exhibits will be open from 3:45–6:30 p.m. on Thursday, November 13th, and from 10:15 a.m.–1:15 p.m. on Friday, November 14th. You'll find out what's available, when, what's on the horizon, and at what price. You'll comparison shop—learn how different systems compare with one another and see them in action. You'll get face-to-face, on-target answers from the pros. All in one place at one time.

Don't miss the opportunity to find out how to put computers to maximum use for you! Take the next step with us this November. Return the coupon today.

Mail to: COMPUTER-AIDED DESIGN AND FACILITIES MANAGEMENT CONFERENCE, c/o Gralla Conferences, 1515 Broadway, New York, NY 10036, 212/869-1300.

Please send me information on CADFMC '86, scheduled for November 13-14th at the New York Marriott Marquis.

Name _____ Title _____

Company _____

Street Address _____ Phone _____

City _____ State _____ Zip _____

For details on exhibiting, contact Rachel Hall at 212/869-1300.

Circle 66 on reader service card

CLASSIFIED ADVERTISEMENTS

RATES: A standard classified ad costs $70.00 per column inch. Estimate a column inch as 37 characters per line, 7 lines per inch, including headline and address. Please specify whether it is a signed ad or a blind box number. Add $5.00 to the cost if a box number is used. Payment with order is required for insertion of classified. Send ad and check to: CONTRACT, Classified Ad Dept., 1515 Broadway, 24th Floor, New York, NY 10036. **DEADLINE:** 1st of the preceding month. **REGULATIONS:** Classified ads may be used for help or situations wanted; salesmen, reps, or lines wanted; business for sale; and any used or odd-lot products or 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.

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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.

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Beier & Gunderson, a nationally leading Steelcase office furniture dealership, has excellent opportunities on the West Coast for aggressive, highly motivated sales professionals. The successful candidate should meet the following requirements:

—A minimum of 2 years contract sales background
—Systems experience, preferably w/Steelcase
—Project management ability

We offer high earnings potential and a full benefits package. To arrange an interview, please send resume in confidence to:

Beier & Gunderson
P.O. Box 12953
Oakland, CA 94604

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. . . Where Your Classified Ad reaches over 29,000 industry "pros". . .

This high-reader-traffic section is a marketplace for you to fill an important position in your company, to find a new career opportunity for yourself, find salesmen, reps or lines wanted, business for sale and any used or odd-lot products or closeouts for sale on a one-time basis.

THE MARKETPLACE offers you an audience of over 29,000 commercial interior architects, designers, furnishers, specifiers, planners and dealers.

DEADLINE: First of the preceding month.

RATES: $70 per column inch (approximately 40 characters to a line. 7 lines per inch). All copy is pub set at no charge. For blind box number, please add $5.00, for each issue.

REGULATIONS: Classified Ads may not be used for extensive product descriptions; customer solicitations; or for the offer of merchandise or services continuously available to our readers, which is the function of display advertising.

To place your ad in **THE MARKETPLACE,** just fill out the coupon below, enclose a check for the full amount, and mail to:
Classified Ad Manager
CONTRACT MARKETPLACE
1515 Broadway, New York, N.Y. 10036

Please run the attached ad(s) in the next issue(s)____of CONTRACT. I am enclosing a check for $____.
☐ This includes $5.00 per issue for a blind box number.

Name & Title _____
Organization _____
Address _____
City/State/Zip _____
Phone # _____

Check Heading Under Which Ad is to Appear

☐ Representatives Wanted
☐ Lines Wanted
☐ Help Wanted
☐ For Sale
☐ Miscellaneous
☐ Business Opportunities
☐ Situations 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., 212 W. Kinzie St., Chicago, IL 60610, 312/329-0900.

August First is the deadline for the September issue

NATIONWIDE CONTRACT MANAGEMENT POSITIONS

FEE PAID BY CLIENT COMPANIES
FOR CONFIDENTIAL HANDLING CALL OR SEND YOUR RESUME TO—

THE FURNITURE AGENCY INC.
P.O. Box 53 High Point, N.C. 27261
Phone 800-833-3261
919-841-3221

CLASSIFIED ADVERTISEMENTS

REPRESENTATIVES WANTED

REPRESENTATIVES WANTED

We are looking for aggressive, high caliber representatives in various parts of the country to call on architects, designers, specifiers, and office supply dealers. We are a growing, well rated concern having a reputation for manufacturing high quality acoustical office partitions, components and accessories, specializing in service, quality and custom work. Would you like to grow with us?
Send resume to:
ACOUSTICAL PARTITIONS CORPORATION
P.O. Box 908
Holyoke, Massachusetts 01041
ATTN: Mr. Nathaniel Harwood

Sales reps needed to sell high style line of European printed carpet to the contract trade. Many qualities and colors stocked in U.S.

Contact: Apple Carpet Mills, Inc.
P.O. Box 4029
Dalton, GA 30721
404-226-0592

REPS WANTED

Exclusive 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 FABRIC SALES

Upholstery fabric manufacturer seeks experienced sales reps who have well-established, solid contacts with office furniture manufacturers. Several territories open. Send resume to Sales Manager, Absecon Mills, Inc., P.O. Box 672, Cologne, NJ 08213.

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.

National Case Goods manufacturer now interviewing experienced contract reps for the following territories:
Texas, California, Chicago, Miami, Memphis, Boston, Atlanta and Denver.
Please send replies to Box 650, CONTRACT, 1515 Broadway, New York, NY 10036.

MANUFACTURERS REPS WANTED

Experienced, ambitious & successful reps needed for contract table manufacturer. Various territories available. For information contact: REDCO Mfg., Division LHL Corporation, 1601 Madison S.E., P.O. Box 1608, Grand Rapids, MI 49501. (616) 245-1116.

Established manufacturer of resin tabletops has openings for ambitious self-starter in many territories. Contact Trips in Resin, c/o Rick Lamontagne, RD 1 Beverly Drive, Kintnersville, PA 18930, 800-346-7608. In PA (215) 847-5381.

GSA AND INSTITUTIONAL REPS

Contact us about your bedspring needs.
Hickory Springs Manufacturing Co.
P.O. Box 128
Hickory, NC 28603
Attention: Ed Alala
(704) 328-2201

CONTRACT REPS WANTED

Paul Hanson/NY Graphic Society, manufacturers of lighting products and framed images, is seeking individuals to develop/expand its contract sales in two territories.

1. New York Metro area. NY showroom for base of operation. 2. Southeastern U.S.

New positions. Strong experience/contacts required. Send resume and references to: Gerrold C. Schwartz, Vice President Marketing & Sales, Paul Hanson Co., Inc., 610 Commercial St., Carlstadt, NJ 07072.

MANUFACTURER'S REPS WANTED

Spacemaster Systems, the manufacturer of some of the largest moveable compact shelving installations in the library market, is seeking manufacturer's reps to call on the office and institutional market. If you are interested in this opportunity, please send a complete resume to:

Scott Fowler
SPACEMASTER SYSTEMS
1400 N. 25th Ave.
Melrose Park, IL 60160

CONTRACT REPRESENTATIVES WANTED

Well established leather upholstery manufacturer opening contract division. Line consists of executive swivels, side chairs, sofas and sectionals in leather, vinyl and fabric. Applicant must be experienced with designers, specifiers, architects and end users. Great opportunity for aggressive hard-working representatives.

Send resume to:
Hickory International Incorporated
PO Box 3403
Hickory, NC 28603

LINES WANTED

LINES WANTED

Northern California based rep firm with complete staff and showroom seeks seating and systems products to complement current wood package. Well-established and aggressive with a strong orientation toward the contract market. Reply to: Box 649, CONTRACT, 1515 Broadway, New York, NY 10036.

MANUFACTURERS REPRESENTATIVES

Experienced, ambitious, and successful Rep. group seeks additional contract manufacturers to represent in the Washington, D.C., MD VA, and WEST VA territory. Box 616, CONTRACT, 1515 Broadway, New York, NY 10036.

MISCELLANEOUS

ATTENTION: FLORIDA ARCHITECTURE FIRMS, INTERIOR DESIGNERS, AND SALES REPS

North Florida Chapter IBD Annual Post Neocon Show Sat. August 2, 1986. Industry Placement Service will be provided. Interested? Write: North Florida Chapter IBD, 122 N. Orange Ave., Suite E, Orlando, FL 32801.

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