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OCTOBER 1986

CONTRACT

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

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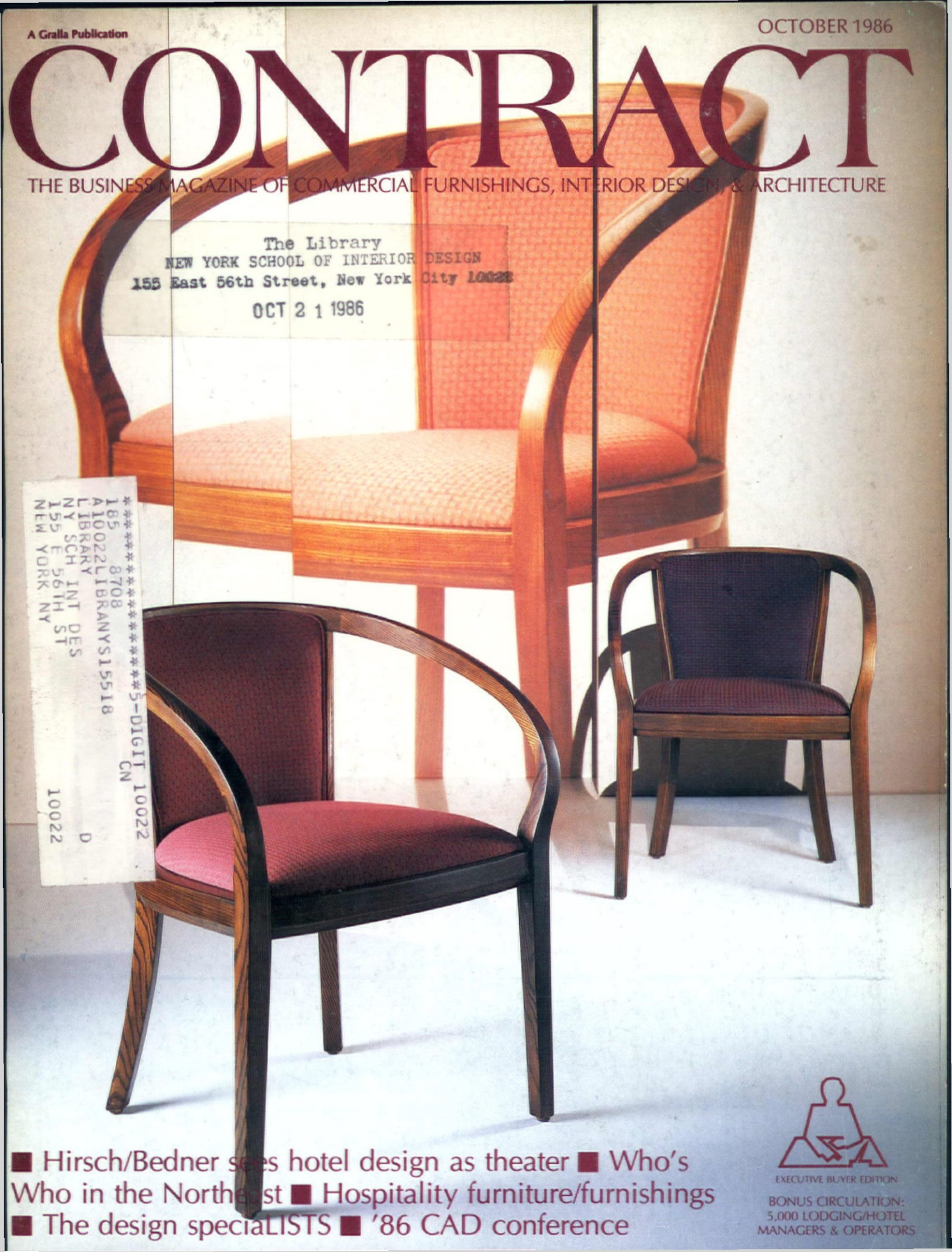

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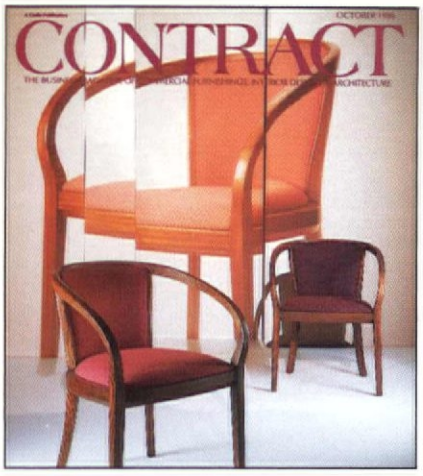

Cover premieres the open-arm Yoke Chair by Brickel Associates, designed by Ward Bennett. Art direction by Donovan and Green, photography by Fred Schenk. See p. 60 for details on both product and company.

CONTRACT

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

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EXECUTIVE BUYER EDITION
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CONTRACT

Volume 28, No. 10

November: Executive Buyer Edition/Corporate Offices has bonus circulation to 5,000 office managers and facility planners. A portfolio of well-designed corporate offices is featured, along with a review of corporate furniture/furnishings. Winners of the IBD/CONTRACT magazine product design competition are showcased in a special section, with the "Best of Competition" winner featured on the cover. Bonus circulation also goes to all IBD members, plus 2,000 Canadian contract designers and architects. Also included is a Specifiers Drapery, Upholstery & Wall Fabric market report and a review of Desk Accessory introductions.

December: Executive Buyer Edition/Fast Food Chains and Retail Businesses features latest installations in this design category. Product sections cover Fast Food Furniture/Furnishings, Public Seating, and Resilient Wood/Hard Surface Flooring. Issue also includes annual review of Marts & Showroom Buildings serving the commercial specifier. This directory includes information on mart locations as well as activities planned for 1987. Retail Design SpeciaLists directory highlights architect/design firms specializing in the retail market. Look for preview of CONDES, Dallas World Trade Center, January 29-31, 1987.

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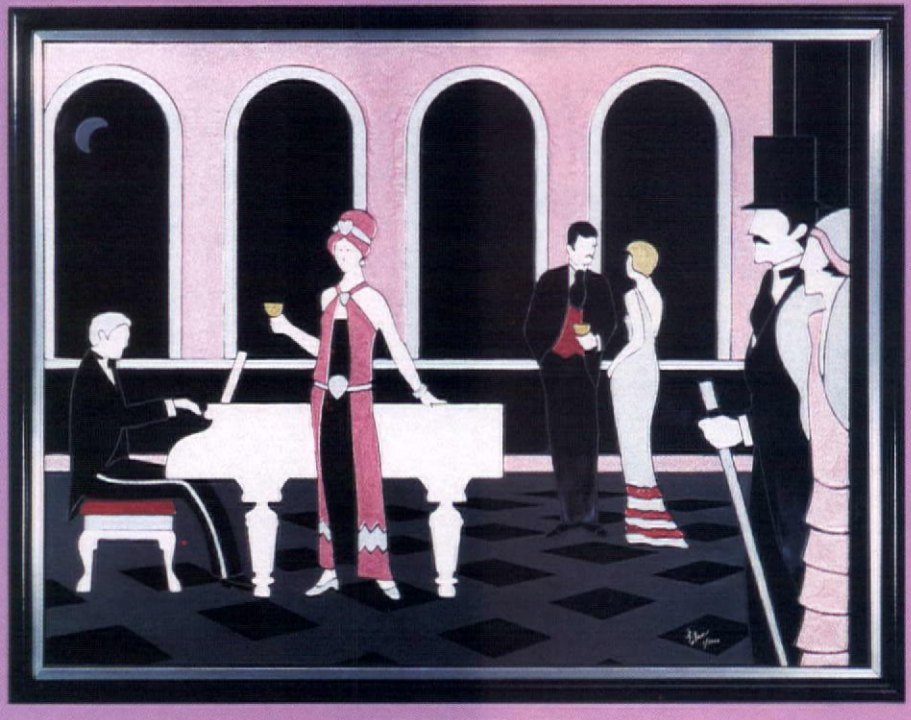

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CONTRACT

COMMENTARY

'NAY-SAYERS': THEY'RE RIGHT IN SHORT RUN

A recent article in the *Wall Street Journal* refers to the "contrarians" who generally operate against the market and could end up making a lot of money. The newspaper identifies normally conservative financial groups in Houston which are buying oil rigs and rights to oil reserve properties at historic low prices due to the Houston oil recession. These entrepreneurs are looking past the current oil glut and anticipating a future recovery.

While Houston broadens its economic base by diversifying its industry under the direction of Mayor Kathryn Whitmire, the "nay-sayers," who are everywhere, shake their heads and make up tasteless jokes about the plight of the city.

And, in New England, which is now enjoying a building boom, strong contract market, and good business generally, the nay-sayers complain that "It can't last!" That's hardly a brilliant projection. Every part of the country experiences flat economic conditions at one point or another, but all recover.

For the country generally, we prefer to bank on the projections of an active contract market through the mid 1990s, despite soft spots that inevitably crop up due to over-building. Historic precedent prompts us to be "yea-sayers,"—contrarians, if you will—about the contract market, which remains bullish.

Lee Corlin

Co-Publisher/Editor

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Coverage gets positive feedback

Dear Editor: Thank you for the outstanding article written on the Lakeview School project which appeared in the August issue. We have already received a lot of positive feedback on the article.

I will definitely take you up on your offer to submit projects in the future.

PAMELA STERNE KING
Moody & Associates
Birmingham, Ala.

Impressive response to article

Dear Editor: The response to the systems furniture article has been most impressive—we have already sent out more than 75 copies of the survey. Your idea for the article was excellent.

We wish to thank you for providing us with the opportunity to introduce Payette Associates to the readers of CONTRACT.

KATHY O'CONNELL
Payette Associates Inc.
Boston, Mass.

Appreciate directory listing

Dear Editor: We received your August issue and want to congratulate you on an excellent publication.

All of us at Royal appreciate the listing in your computer support directory, and thank you again for your support and continued promotion of our line.

LORRAINE MOORE
Royal Seating Corporation
Cameron, Tex.

Industry support noted

Dear Editor: Thank you for the creative coverage in your article on the Benedetti Corporation, August issue.

We were pleased to be included in your magazine and want to thank you for your continuing support of our industry.

MAURICE L. HEATON
Benedetti Corporation
Los Angeles, Cal.

Requests for editorial calendars

Dear Editor: I am interested in receiving a 1987 CONTRACT editorial calendar so we can plan accordingly. Please send us one as soon as they are available.

Thank you.

JOYCE C. CLARK
Knoll International
New York, N.Y.

Editor's Note: CONTRACT'S 1987 editorial calendars will be ready shortly. Please send all inquiries to CONTRACT, 1515 Broadway, New York, NY 10036.

Presentation to be held

Dear Editor: I would like to thank your staff for including the Palace Theatre in the August issue of CONTRACT. I was also pleased to notice the article on the Building Doctor Clinic.

You might be interested to know that Judy Kitchen has prepared a presentation on historic interiors as a result of the CID grant to the Ohio Historical Society. The presentation will be held in late November at the Old Post Office, a historic rehab on which ISD Chicago and Bohm-NBBJ collaborated.

MARTHA A. ALLISON
Business Space Design
Columbus, Ohio

Color report gives insight

Dear Editor: I found your article about Carlton Wagner and his new volume of books. "The Wagner Color Response Report," very interesting, and would greatly appreciate your assistance in directing me to the proper source to purchase the three volume set. Thank you.

CAROL R. BEAR
Design Centre
York, Penn.

Color Line response continues

Dear Editor: Who would I contact or where do I purchase the "Carlton Wagner Color Response Report," (which appeared in the July CONTRACT)? The report sounds like a very interesting and helpful tool for major color decisions affecting offices. Thank you.

ALISON BALTZ
Egyptian Stationers
Belleville, Ill.

Editor's reply: Carlton Wagner's books (requested by many readers) can be purchased through Fountainhead Assoc., 2550 Hawthorne Blvd., Suite 201, Torrance, CA 90505; 213/378-9317.

Errata

Tibbet Incorporated, July Open Plan Specifiers Guide, should have been listed in the categories for worksurfaces/hung, and screens/partitions.

On page 116 in the August computer support directory, Allsteel was inadvertently misspelled.

In the August Computer Support Directory, the photograph labelled Nestler, p. 114, should read "Hund." The address for both Hund Office Furniture and Nestler is: 170 N. Brandon Dr., Glendale Heights, IL 60139; Hund's telephone number is (312) 529-0038; Nestler's is (312) 529-4441.

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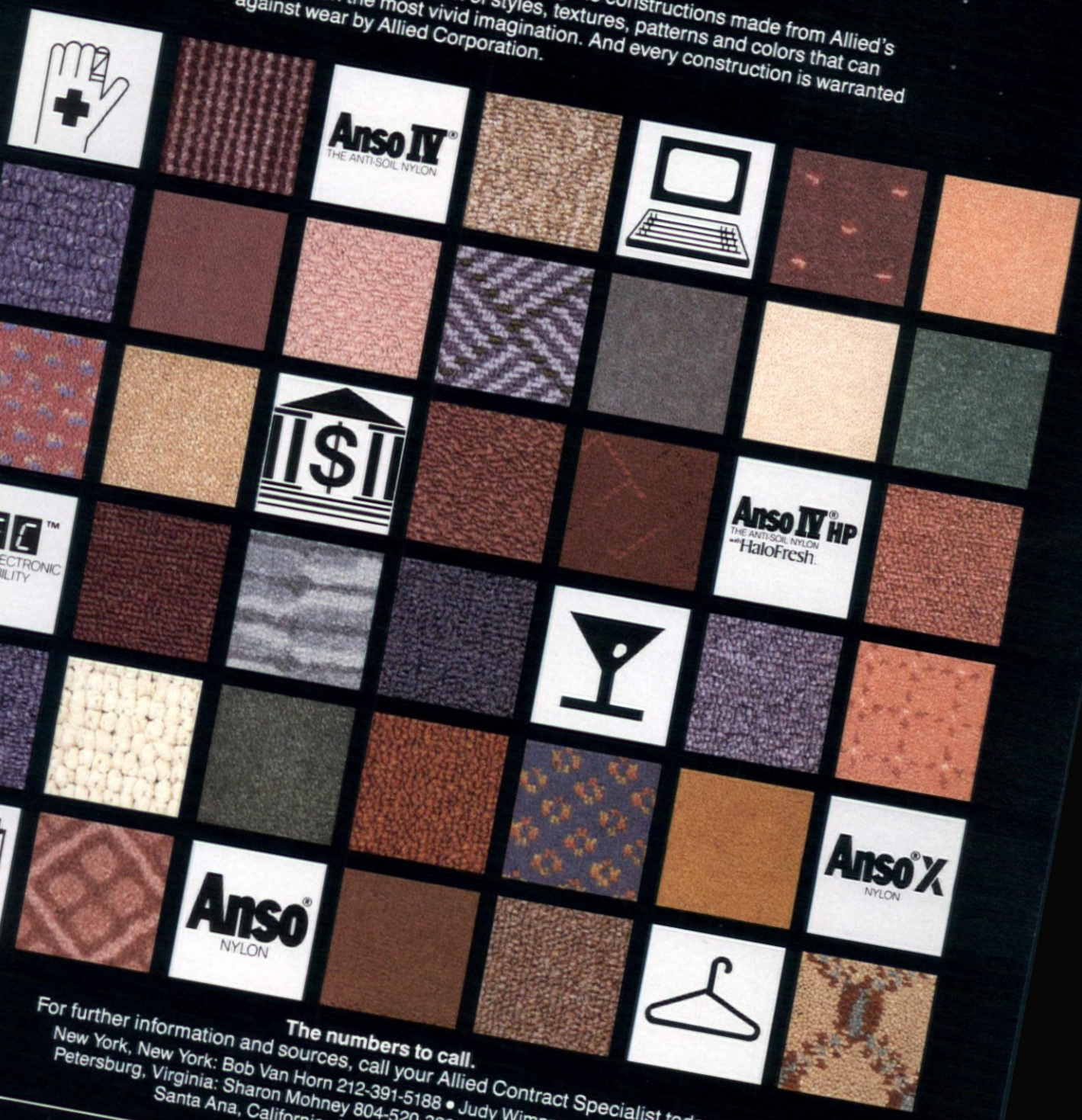

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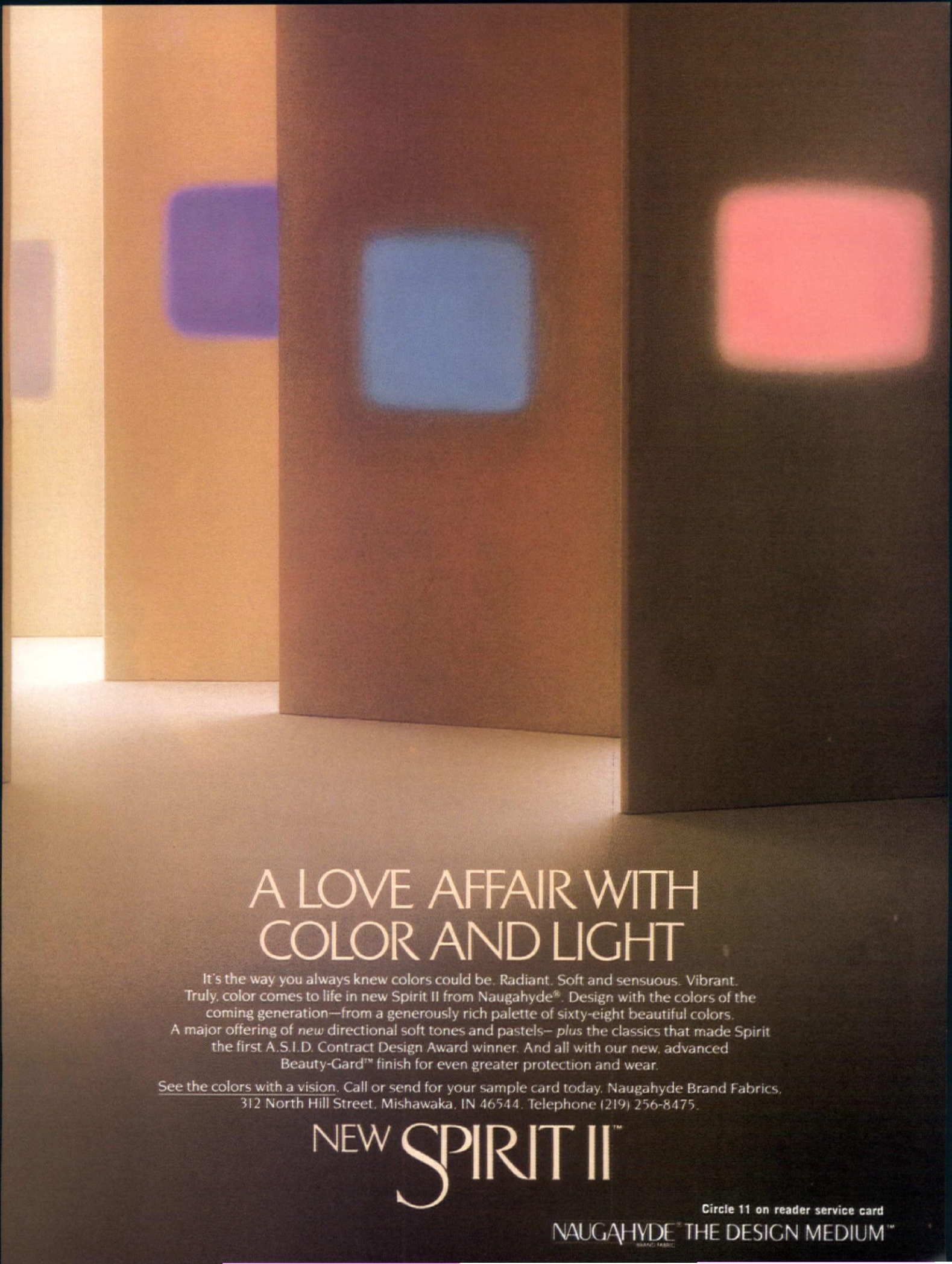

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Int'l Hotel/Motel & Restaurant Show, Nov. 2-5 moves to new facility, increases space by 65%

New York—After a 30-year run at the New York Coliseum, the 71st International Hotel/Motel & Restaurant Show (IH/M&RS) opens November 2-5 at the new Jacob K. Javits Convention Center in New York City. Over 60,000 executives of international hotels, motels, restaurants, hospitals, clubs, institutions, and related services are expected to attend the show, which boasts 200,000 sq. ft. of exhibit space—a 65 percent increase over last year.

Themed "The Key to World Hospitality," this year's show continues to provide a comprehensive overview of the entire industry. The latest products in food service, laundry, contract furnishings, textiles, security systems, energy conservation systems, and more will be showcased in over 800 exhibits on Level 3 of the Convention Center, located between 34th and 39th streets and 11th and 12th avenues on New York's West Side.

With over 85 furnishing and textile exhibitors, the contract category is second largest out of 10 product groupings (food service is number one). Products on display will include seating, flooring, casegoods, carpeting, lighting, casual furniture, tables, accessories, upholstery fabric, drapery fabric, linens, and more. The exhibits are open to dealers, distributors, wholesalers, architects, consultants, food brokers, interior designers, manufacturer's representatives, and press only on Sunday, November 2 from 10 a.m. to 2 p.m. After that, the exhibits are open until 6 p.m. every day to the entire trade.

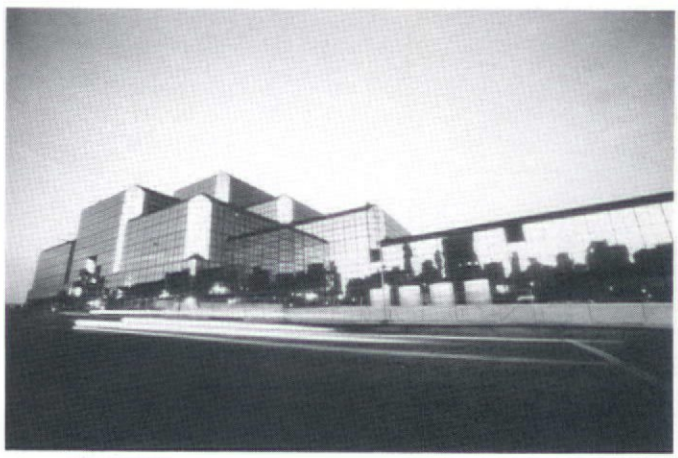
The Ramada Hotel at Fisherman's Wharf, San Francisco, designed by DiLeonardo International, is a finalist in the Gold Key Awards competition in the categories of lobby (right) and dining area (left) design.

Of special interest to architects and interior designers is a "Designs of the '80s Gallery" showcasing 15 finalists entered in the 1986 Gold Key Awards for Excellence in Interior Design, sponsored by the American Hotel & Motel Association and *The Designer* magazine. First-place winners will be announced during the show's Opening Luncheon on Monday, November 3 at 11:30 a.m. at the Sheraton Centre.

Twenty-one strategic management seminars, emphasizing such topics as hotel automation and quality assurance will be presented during the show. Two programs in particular, are of interest to architects and interior designers. One is a panel discussion on "How to Promote and Package Your Small Property," moderated by Jerome Adams, president, Cartwright/Savoy Hotels. Frank Emanuel, owner, Middlebury Inn and Frank Bay, owner, Carriage House Inn, will address creative and traditional marketing techniques that make the most of staff, community, guest, and financial resources. At 3:30 p.m. that same day, David Beer and Hank Brennan, Brennan Beer Gorman Architects will join interior designer Zoltan Kovacs and cost consultant Taylor Strubinger to discuss "Designing A Hotel on-Budget and On-Time."

Other special events include the International Hospitality Ball on Sunday, November 2 at 7:30 p.m. at the New York Hilton. The affair will feature gourmet food, dancing, and the world-famous Glenn Miller Orchestra. Tickets are $115 per person. Beverly Sills keynotes the Opening Luncheon on Monday, November 3 at 11:30 a.m. at the Sheraton Centre. Ticket prices are $45 per person.

For further registration information, contact Howard Hamm, CEM, general manager, George Little Management, Inc., Two Park Avenue, Suite 1100, New York, NY 10016; 212/686-6070.



The Jacob K. Javits Convention Center is the new site for the IH/M&R Show, November 2-5, New York City. Designed by I.M. Pei & Partners, the building is composed of glass cubes that reflect the city skyline by day and become spectacularly transparent by night.

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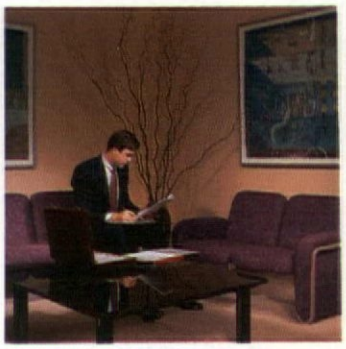

The 200 Plus Seating Series is one line in an integrated range of business furniture from Kinetics, founded in 1971, and now generating sales worldwide.

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For more information, please send your business card to: 200 Plus Series Kinetics Furniture
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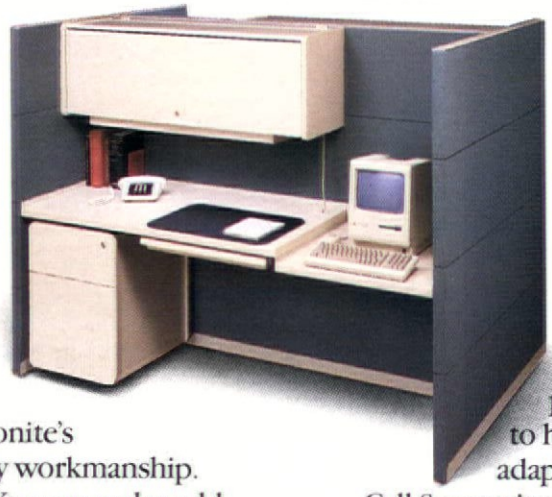

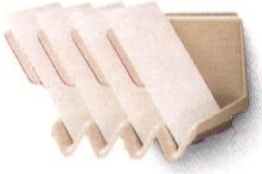

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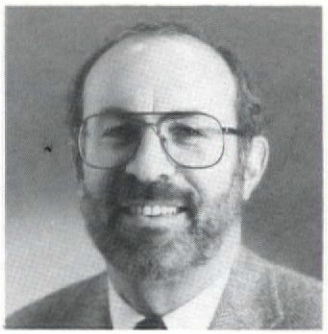
More than 30 different sessions slated for 8th annual CAD & FM Conference, November 13-14, New York



Gary Silver, HOK, is one of four leading design firm spokesmen represented in this year's program.

New York—There is something for everyone on the agenda for the eighth annual Computer-Aided Design & Facilities Management Conference (CAD & FM), November 13-14 at the New York Marriott Marquis hotel. Co-sponsored by CONTRACT and sister publication *Facilities Design & Management* magazine, the conference features over 30 sessions which explore what types of CAD systems are available and how to use them most effectively.

300 sessions open to all

While there is a fee for attending the entire conference, qualified design professionals can sit-in on the 300 session seminars only at no cost. Geared for architects and interior designers, the topic for these seminars is "Computers: What They Mean to Facility Management and Design." Scheduled for Friday, November 14 at 8:45 to 10:30 a.m., the first lecture by Dan Raker, president, Design & Systems Research, is on "CADD: Current State of the Art/View of the Future." Kreon Cyros, director, office of Facility Management Systems, M.I.T., focuses on "CAFM: Current State of the Art/View of the Future" in his presentation. Bradley Meade, director of Computer Operations, Swanke, Hayden, Connell Architects wraps it up by addressing the subject of "Delivering CADD/CAFM Services to Organizations: The Architect/Designer's Role." For further information on the free 300 series, contact Nancy Furtak, Gralla Conferences; 800/223-6767 or 212/869-1300 (New York only).

Also on Friday, Stuart Pertz, partner, Haines Lundberg Waehler teams up with Karl Guren, manager, site & operations planning, Union Carbide to discuss, "Using CADD to Develop Facility Resource Strategies" in session #502 at 1:30 p.m. Session #704 at 3 p.m. features Gary Silver, senior principal, Hellmuth

Bradley Meade, Swanke, Hayden, Connell Architects, talks about the architect and designer's role in delivering CAD to organizations.

Obata & Kassabaum and Edward Toran, manager, space administration, Metropolitan Life Insurance, talking about "How to Make Existing Facilities Do More."

Other notable seminars in the 500 series include #503 at 2:40 p.m. on Thursday, November 13. Titled, "Use of Designer-Created Data Bases by the Facility Manager," the program features Anthony Mirante, director of computer services, Gensler & Associates, Architects. At 3:55 p.m. that same day, Jeffrey M. Hammer, president, Computer-Aided Design Group, speaks on "The Evolving Role for CAFM" in session #501.

In addition to the seminar program, a demonstration area with exhibits by several top vendors will be presented. It will open from 5-7 p.m. on Thursday, November 13 and from 10:30 a.m. to 1:30 p.m. on Friday, November 14. There is no fee for admission to exhibits.

Tuition for the conference is $495 for a company's first registrant and $450 for each additional attendee from the same company. The fee includes admission to all seminars and exhibits, take-home materials, refreshment breaks, and a cocktail reception. It does not include hotel, but room reservations can be made at the Marriott Marquis by calling the hotel directly at 212/398-1900 (be sure to mention the conference). The hotel is located at 1535 Broadway (Broadway and 45th Street). According to Treasury Regulations 1-162-5, registration fees, travel costs, and meals/lodging incurred for educational purposes are tax-deductible. For a complete seminar schedule and registration information, contact Nancy Furtak, Gralla Conferences, 1515 Broadway, New York, NY 10036; 800/223-6767 or 212/869-1300 (New York only).

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PHH Group acquires Avenue, Interspace firms

Hunt Valley, Md.—PHH Group, Inc., a leader in corporate services related to vehicle and business aircraft management and personnel relocation, has formed a new corporate services division with the acquisition of Avenue Group, Inc., Chicago, and Interspace Incorporated, Philadelphia. The two design firms will join two existing PHH Group companies, Fantus and PHH Capital Resources, to form its newest area of services, called Office Resources Management services.

Both Avenue (formerly RMM) and Interspace are among the nation's fifteenth largest design firms, providing services to corporations in strategic facilities planning, interior architectural design, and space planning. In addition, each offers furniture and fixture procurement, installation, service, and management. In 1985, both firms purchased more than $350 million worth of office furnishings and interior construction.

Growth opportunity

"Our entry into Office Resources Management initiates a major new area of service and represents a significant new growth opportunity for PHH Group," says Jerome W. Geckle, PHH Group Chairman and Chief Executive Officer. After years of research and looking at hundreds of companies, we decided to create an entirely new approach to a very fragmented and untapped market where corporations annually spend approximately $30 billion on facilities and improvements in productivity.

Our experience has also shown that most corporations do not have the time or expertise to provide these services and still stay focused on their business," he continues. "Even when they looked outside, they must face dealing with scores of different local suppliers with little or no service integration available. The combination of a fragmented supplier base dealing with a costly and complex area for business has proven over and over again to be a situation tailor-made for PHH Group."

In a joint statement, Thomas Stat, president, Avenue, and Jack LeFort, Jr., president, Interspace, said, "We are most pleased to be joining such an outstanding firm and look forward to many years of a profitable association."

Avenue and Interspace will continue to operate out of Chicago and Philadelphia.

Corry Jamestown cuts ribbon for Dallas headquarters & showroom

Dallas—*Nigel M. Ferrey (center), president, Corry Jamestown Corporation, cuts the ribbon to open the company's new corporate headquarters and showroom in Las Colinas Urban Centre. Onlookers included members of the Corry Jamestown staff; Stanley Howe (fourth from right), chairman of Corry's parent company, Hon Corporation; Dallas interior designers and specifiers; and members of the chamber of commerce.*

Fabric knowledge assures proper specs say contract textile experts in ACT meeting

New York—When selecting fabric for a permanent wall system, a designer or installer needs to be aware of the image to be projected at the pattern's location, maintenance and installation requirements, quality control, stretch wall needs, and relative humidity conditions.

These were among the topics addressed by six experts in the contract textile field at the Fabric on Walls seminar recently sponsored by the Association for Contract Textiles (ACT). The seminar was held at the IDCNY, Long Island City.

Teri Figliuzzi, interior designer, Kohn Pedersen Fox Conway Associates, spoke on design esthetics. "The location should dictate the type of fabric to be used for a specific area," she explained. A reception area should be soothing while the work environment requires a more stimulating pattern, perhaps using a textured fabric, she added.

The importance of fabric meeting city or state flame retardancy codes was stressed by Mary Montray, senior designer, GN Associates, who spoke about the technical qualities of fabric. The selection finish should also adhere to fire codes, she warned.

Speak to manufacturer

Eunice Chan, director of purchasing, Swanke, Hayden, Connell discussed quality control, and the do's and don'ts of fabric selection and application. She suggests speaking to the installer and manufacturer about the best system for installation.

"Understand fabric specifications, fiber, density conditions, and backings available," comments Chan.

Chan also stressed that designers notice the seam quality of fabrics. Some pull and "fly," providing poor seams. Installers should be techincally educated about a fabric prior to installation. A mock-up is recommended if a project is going to be quite large.

Finishes or backings for fabrics were discussed by Len Wallach, vice president of sales, Synfin. The choice of paper-backed or vinyl adhesive should depend upon fabric texture. He recommends that Scotchgard or Teflon be applied to assist the installer in removing adhesive from the seams.

"Any fabric can be used on a stretch wall, or upholstered wall system, providing that the fabric and stretch wall are integrated," says Joel Berman, president of Stretch Wall.

He suggests that sheet rock walls be spackled and sealed to prevent air leakage; protruding corners be modified; installation should occur under final, permanent lighting conditions; and air should be diffused away from fabric, if vents blow directly on surface.

Tony Rizzo, president, Rimi Woodworking, highlighted potential problems to be aware of during installation. Because relative humidity can swell both wood panels and fabric, installation should be done after the climate control system is functioning. He advises installers to refuse to install panels under adverse weather conditions.

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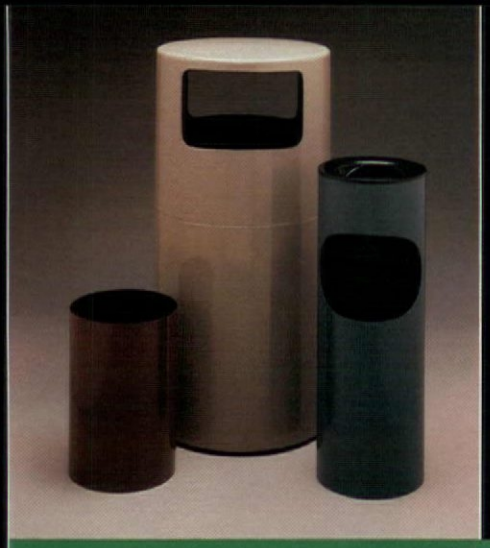

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New assignments: GHK handles 4 new projects

Griswold, Heckel & Kelly Associates is working on the following projects: Boston Stock Exchange Trading Room Expansion; 10,000-sq.-ft. renovation of the Holiday Inn, Laramie, Wyo.; Ball Banking Corporation expansion, New York City; and renovation and interior design of a 300,000-sq.-ft. building at 475 Sansome Street, San Francisco, Calif. . . . **The Eggers Group** has been retained to design new 560,000-sq.-ft. headquarters offices of Thomson McKinnon Securities, New York City . . . **J. Howard & Associates** has been selected to design and plan new corporate offices for Knoth & Meads, a San Diego advertising and public relations firm . . . **MacDonald Design Group** is renovating 535 rooms and 50 suites of the Miami Omni Hotel, Fla. . . . **Susan Lachance Interior Design** of Fort Lauderdale as space planner and interior designer for the firm's 130,000-sq.-ft. Southeast headquarters in Ft. Lauderdale . . . **The Chicago Regional Chapter of the Institute of Business Designers (IBD)** has been selected by the Chicago Tourism Council to create the interior restoration of the Old Water Tower on Michigan Avenue. This restoration of one of the few Chicago structures remaining from the Great Chicago Fire will be done as a public service by IBD to house the Tourism Council's main office and Tourism Information Center . . . The Radnor/Smith Partnership, an Atlanta-based joint venture of Atlanta developer David L. Smith and Radnor Corp. of Radnor, Pa., has selected **Rosser Fabrap International** to design the first phase of Premier Plaza, a 23-acre, $150-million, master-planned, mixed-use development in suburban Atlanta . . . Philadelphia-based **Daroff Designs Inc. (DDI)** has been retained to provide space planning and architectural services for 800,000 sq. ft. of The Prudential Insurance Company of America's Eastern home office in Dresher, Pa. The project will entail refurbishment and retrofit of Prudential's existing 600,000-sq.-ft. office building, and the addition of a new 200,000-sq.-ft. data processing center . . . Storwal International Inc. has selected **Salsano Associates,** a New York architectural firm, to design its new 7,000-sq.-ft. showroom in Center One of the International Design Center, New York (IDCNY) . . . **The Sherman Design Group,** Long Beach, Calif., has completed a 12,500-sq.-ft. facilities planning project in City of Industry, Calif., for the Friendly Hills Medical Group. The clinic is a multi-specialty facility with 10 physicians specializing in pediatrics, general medicine, obstetrics, gynecology, ophthamology, and internal medicine . . . **Langdon Wilson Mumper Architects,** Los Angeles, has been selected to design the California Institute of Technology Jet Propulsion Laboratory's new 76,000-sq.-ft. engineering support building in Pasadena. The facility consists of 30,000 sq. ft. of office space, 15,000 sq. ft. of laboratory space, and a 20,000-sq.-ft. cafeteria . . . **ADD Inc.,** an East Coast architectural firm, is master planning Corporate Woods at Van Dorn, Fairfax County, Va. The first building, One Corporate Woods, contains 110,000 sq. ft. of office space . . . **Ralph Mancini Associates, Inc.,** New York, and **Lambert Woods Architects,** Calif., operating as **Mancini Lambert Woods,** a joint venture, have been selected by Ogilvy & Mather Advertising to plan and develop their proposed New York headquarters. The space will represent the major tenancy in the tower slated for development by Zeckendorf Co., which will be erected on the former Madison Square Garden site. Completion is scheduled for 1988 . . . **The Design Partnership,** Philadelphia, has been selected by the Kevin F. Donohue Company to provide space planning services for the Delaware Corporate Center in surburban Wilmington . . . **Fox & Fowles Interiors** will design office space for the New York Clearing House Association's 10,000-sq.-ft. building in New York's financial district . . . **Robinson + Associates, Inc.** has been commissioned to provide space planning and interior construction documents for tenants at Cambridge Executive Center at Cypress Creek, FL. The two reflective glass office towers of seven and nine stories is a joint venture development of Damone/Andrew Ltd. and New England Life.

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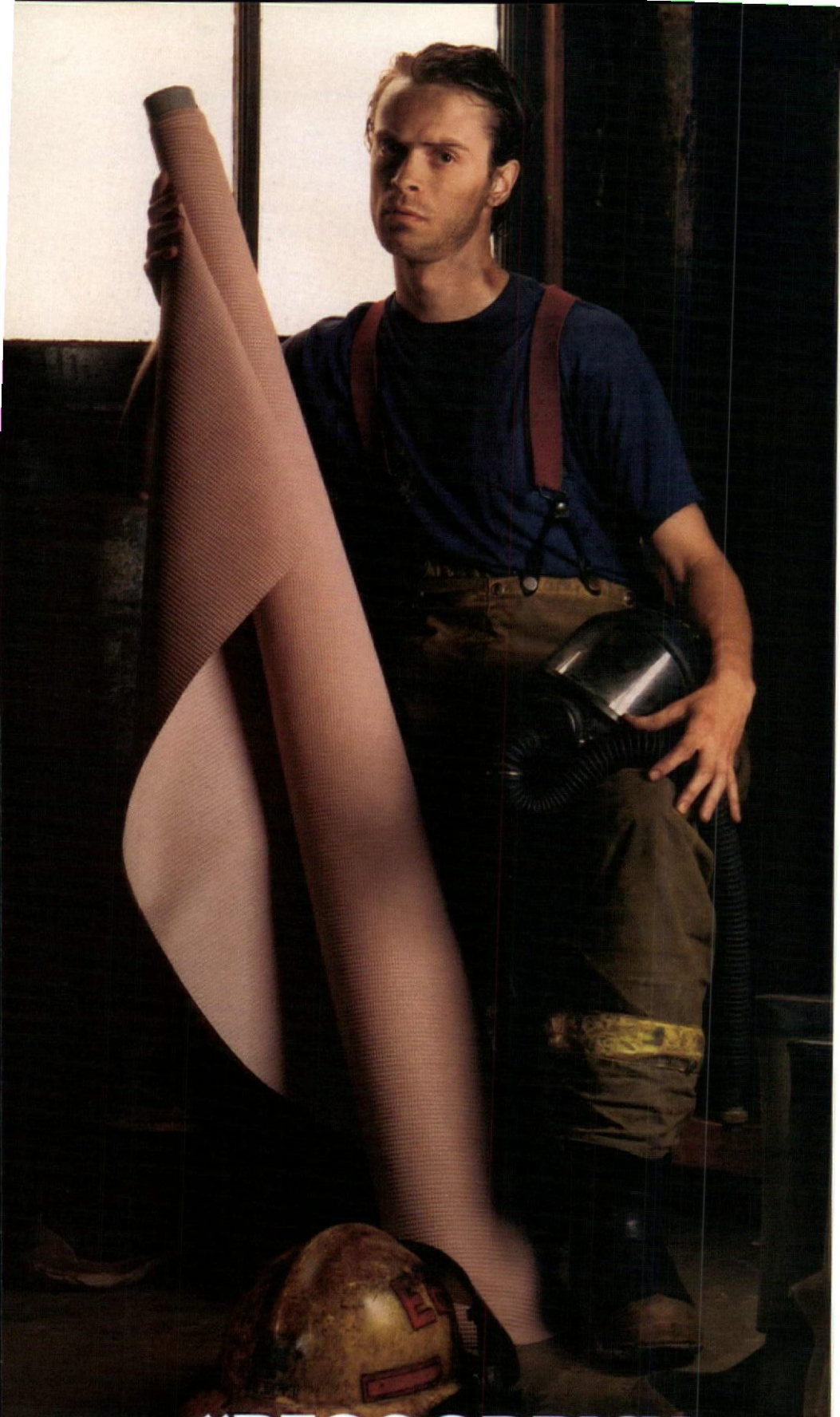

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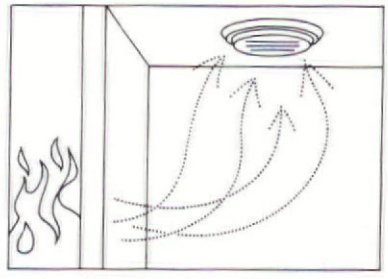

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ASID poll tallies non-smoking area designations

New York—Despite overwhelming public concern about the effects of smoking, designing non-smoking areas in public places and private offices is prevalent only in states or municipalities that have enacted clean air legislation, according to an informal poll conducted by the American Society of Interior Designers (ASID).

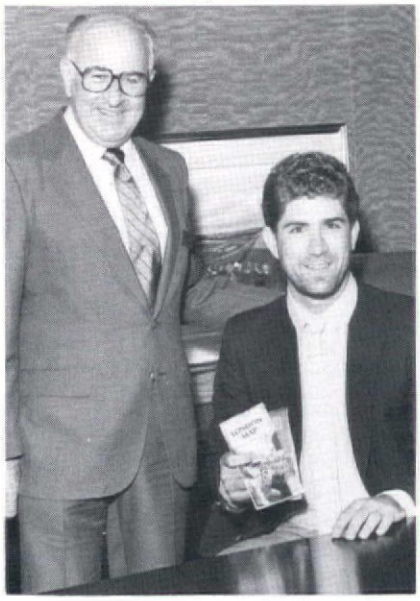
In fact, very few designers could recall a voluntary request by a client to design a non-smoking area, even if segregating smokers and non-smokers would not substantially increase building costs.

A recent Gallup survey showed that 75 percent of all adults believe that smokers should refrain from smoking in the presence of a non-smoker.

The District of Columbia and 36 states have enacted limits on smoking in public places such as restaurants, public buildings and cultural facilities.

Who Reps What: Hickory takes on N.Y.C.-reps

CN Associates, Glen Rock, N.J., is the new rep for **Hickory Business Furniture** in New York City and surrounding areas . . . **Lounsbury/Bozik** is covering Colorado, New Mexico, Utah, Montana, and Wyoming for **The Taylor Chair Company,** Bedford, Ohio . . . **Derek Marshall Lamps & Accessories** has appointed **The Stephan Snider Company,** West Palm Beach, as its Florida representative . . . **Westinghouse Micarta Laminate Division** has appointed seven new representatives. They are: **North Brothers Company,** Albuquerque, N.M.; **Plunkett-Webster Company,** South Plainfield, N.J.; **Hughes Western Sales,** Salt Lake City, Utah; **Associated Distributing Company,** Boise, Ida.; **Sequoia Supply Company,** Libertyville, Ill.; **Tech-Products div., Tech-Aeroform,** Atlanta, Ga.; and **Fixture-World,** Cookville, Tenn. . . . **Wilson-Lindsay,** Englewood, Col. is now representing **Gregson Furniture Industires** in Montana, Wyoming, Utah, Colorado, and New Mexico. **Argelan/Weaver & Associates,** Seattle, Wash., is representing **Gregson** in Washington, Oregon, Idaho, and Alaska; while **Monterey Designs,** Carmel, Calif., is covering central and Northern California . . . **B.F. Associates, Nessen Lamp's** representative for Florida has relocated its Southern Florida administration offices to 19620 N.E. 19th Avenue, North Miami, Fla. . . . **Storwal** has named **Van Bergen Associates,** Geneva, Ill., as exclusive representatives for Wisc. and Illinois . . . **Jud Tile Distributing,** Beltsville, Md., has joined the **Trans Ceramica** team as prime distributors of Fiandre Ceramic Granite . . . **Architectural Lighting Company,** Milwaukee, Wisc., has been named sales representative for **Visa Lighting,** a Milwaukee-based manufacturer . . . **DFM Industries Corp.,** DeLand, Fla., is a distribution for LeFont USA. The LeFont line rounds our DFM's line of vertical blind fabrics. **Merida Meridian,** Syracuse, N.Y., has added five distributors for The Rewi Flooring System. They are Brewer Carpet and Draperies, Okla.; Pinnacle Distribution Co., Fla.; McClain Co., N.M.; Nash Floor Co., Md.; and Garfield Carpet Co., Tex.



Taftville, Conn.—*Stanley Rostas, Oliver Design Group, Cleveland, Oh., is one of two winners of Helikon's "London Bound" competition held during NEOCON. The event was sponsored to promote Helikon's Kensington and Stamford desk collections. It is the second such contest launched during NEOCON by Fred Seeman, Helikon president (above, l.).*

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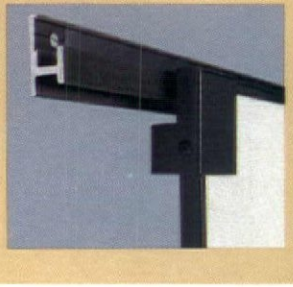

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Expansions: Seabrook has three-city boom

Seabrook Wallcoverings Inc., the largest independently owned U.S. wallcovering distributor and the world's largest importer of grasscloth from the Orient, has expanded operations in Memphis, Fort Lauderdale, and Chicago. In Memphis, 152,000 sq. ft. has been added to warehousing; in Ft. Lauderdale, Seabrook opened a showroom in the Design Center of the Americas (DCOTA); and in Chicago, warehousing moved to triple its former space in a new facility located in Elk Grove, Ill. . . . the **Michigan Design Center,** Troy, Mich., has broken ground on an 85,000-sq.ft. addition, which will supplement the current total of 124,000 sq. ft. dedicated to residential and commercial showroom space. . . . **Steelcase** recently began construction on a $70 million corporate development center in Gaines Township, Mich., located several miles from the current corporate headquarters in Grand Rapids. The seven-story facility will house marketing, product development, and commercialization divisions. The latter includes research and development, industrial design, and corporate communications. WBDC will be the architect. . . . **Fixtures Furniture** has doubled manufacturing capacity with the addition of a new plant in Kansas City, Mo. The 210,000-sq.-ft. facility houses all upholstery, final assembly, main shipping, and inspection divisions. . . . **David & Dash** is expanding its showroom by nearly 2,000 sq. ft. at the D&D Center of the Palm Beaches. The firm is one of the leading wholesalers of decorative interior textiles.

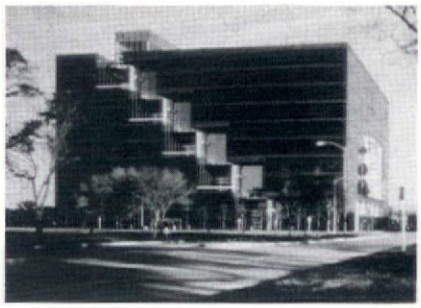
INNOVA cited for architectural award

Houston—Designed by Cambridge Seven Associates, INNOVA has been cited with an award by the Building Stone Institute. The design and technology center received one of nine Tucker Awards for Architectural Excellence in 1986.

The project is built as if it were a monolithic masonry box broken into two elements. Building structure is of reinforced concrete with a skin of polished granite and bands of flamed, black granite.

The box form becomes a background for crisp, modular mullions, bright colors, and transmission of interior light.

For more information on the award and on INNOVA, contact Lynn Billings, director of communications, INNOVA, 20 Greenway Plaza, Houston, TX 77046; 713/963-9955.



INNOVA

Renovation of Dallas Decorative Center district under way

Dallas—The Dallas Decorative Center District, a Dallas Market Center property originating at the intersection of Oak Lawn Avenue and HiLine Drive, is in the beginning phase of an extensive renovation project intended to improve the atmosphere and utilization of the area. Currently comprised of over 760,000-sq.-ft. of showroom and warehouse space, the district includes the original Decorative Center, which opened in 1955, plus surrounding related buildings.

The three-phase project includes renovation of existing building exteriors and development of additional showroom space for both contract and residential manufacturers. In addition, meeting facilities, professional association offices, restaurants, exhibit areas, and a resource library are included in the Master Plan. The project also incorporates the use of enhanced landscaping, walkways, and sculpture.

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Amoco gathers mfrs., distributors

Orlando, Fla.—In its fourth annual Leadership Council Meeting held here, Amoco Fabrics and Fibers Company, manufacturer of Marquesa Lana fiber and yarn systems, sponsored meetings between carpet manufacturers and distributors to discuss product marketing, research and development, and merchandising strategy.

In addition to presentations, a variety of round tables, "Sound-Offs," and Focus Sessions were held on current industry topics for discussion by council members. Participating manufacturers include Armstrong World Industries, Stratton, Patcraft Mills, Collins & Aikman, Wellco, and WestPoint Pepperell, among other companies.

Shown (l.) Ted Eck, Amoco Corporation economist, discusses the Leadership Council program with Jim Hodge, vice president, sales and marketing, Amoco Fabrics & Fibers division.

Competitions: IDI, London, sponsors award

• **The International Interior Design Award for 1987** is accepting entries. £10,000 will be awarded to an individual interior designer or architect for an interior completed between January 1, 1985 and January 1, 1987. The award is sponsored by AGB Exhibitions Ltd., organizers of the annual Interior Design Exhibition at Olympia, London. Entries must be received by Friday, November 14. For an entry form, contact International Interior Design Award Secretariat, AGB Exhibitions Ltd., Audit House, Field End Road, Eastcote, Middlesex HA4 9XE, England; phone 01-868-4499. Details on the IDI Show to be held in May, 1987, can be obtained by contacting the group.

• **LIMN Company announces the First Annual Work Space Design Competition,** an international event for designers and architects, co-sponsored by Workspace and the Institute of Business Designers, Northern California chapter. The theme is "Design a work space for young people." Judging panel includes: Emilio Ambasz, Bruce Burdick, Robert Harvey, Herman Miller Inc.; Masayuki Kurokawa, and Jeffrey Osborne, Knoll International. First place winner will receive $5,000. Other awards and honorable mentions may be made at the discretion of the jury. All winners will be honored at an awards ceremony at Workspace in September, 1987, in San Francisco. An exhibition of the entries will be shown at Workspace, after which it will tour to a number of venues around the world. Deadline for entries is June 1, 1987. For more information and entry forms, contact LIMN, 821 Sansome, San Francisco, Calif. 94133; 415/397-7471. Details on the upcoming Workspace show, newly scheduled for Sept., are also available.

• **Litecontrol is sponsoring a competition to recognize outstanding sconce designs** which utilize the new PL lamp. Prizes are $1,500, $1,000, and $500. Deadline is November 15. Contact Litecontrol, Jacqueline Z. Phillips, Product Designer, 100 Hawks Ave., P.O. Box 100, Hanson, Mass., 02341-0100; 617/294-0100 for more details on the competition.

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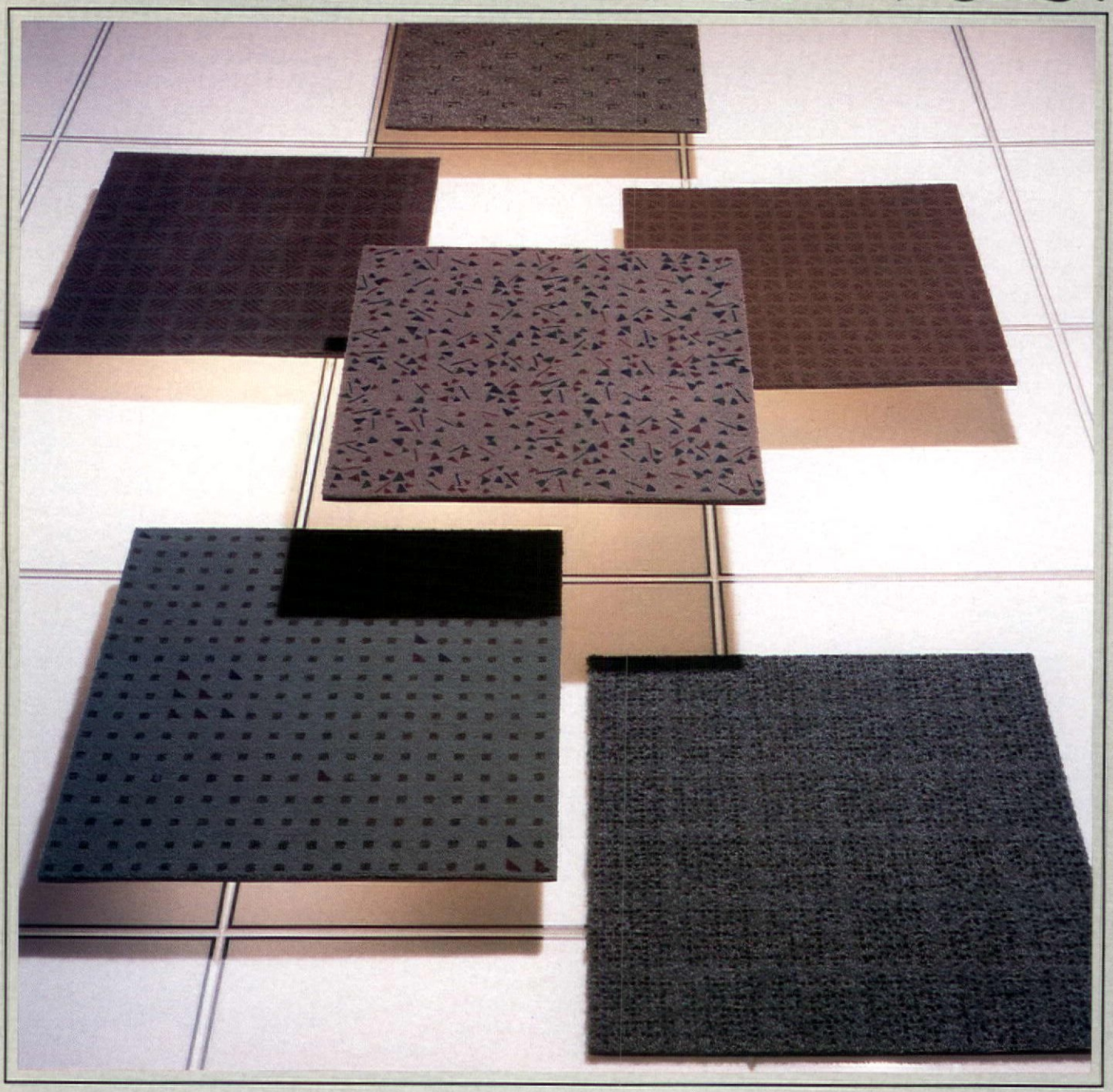

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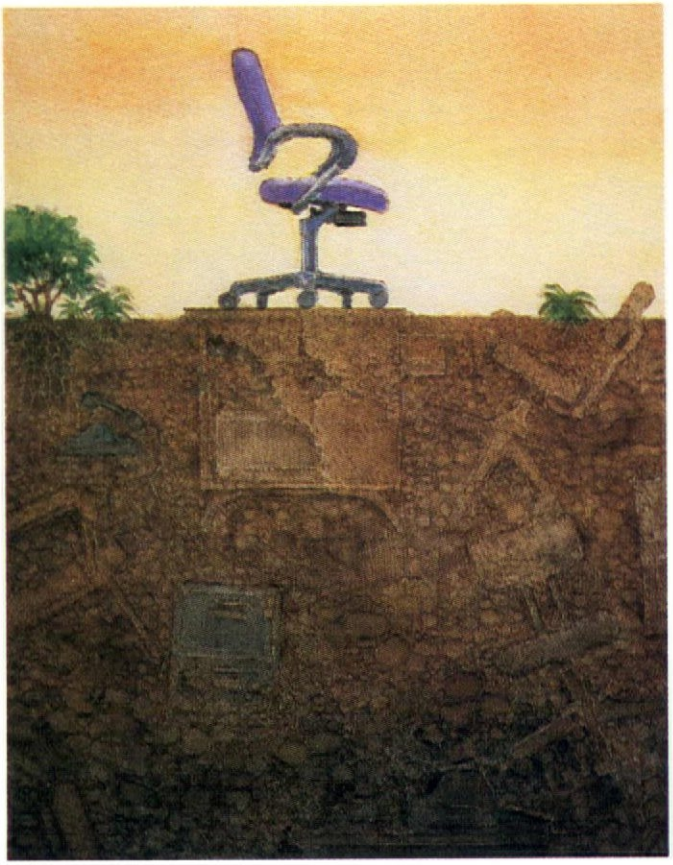
Allsteel on the move with backing of new management

There's been some changes going on out in Aurora, Ill., at a company called Allsteel. A new corporate identification program, barrage of product introductions, and beefed-up sales and marketing efforts are all part of an aggressive campaign by new management to put the company in the forefront of the office furniture industry. The word out on the street is that a sleeping giant has awakened.

Founded in 1912, Allsteel will celebrate its 75th anniversary next year. Originally in the foundry business, Allsteel (known then as All-Steel Equipment Co.) produced steel cabinets, refrigerator shells, and later, electrical junction boxes. The company initially got into the office furniture business by producing vertical files in the 1930s. Sold in 1966 to C.I.T. Financial Corporation, Allsteel's furniture line had developed a fine reputation, but the owners at that time chose not to emphasize panel systems because they thought they were just a "fad."



A rendering done by James Wines, SITE, of a 20- by 20-ft. sculpture in Allsteel's new IDCNY showroom for Designer's Saturday, is an archaeological "dig" into the company's past, present, and future.

Solidly successful

When RCA Corporation bought Allsteel in 1980, the company was solidly successful, but not necessarily innovative. RCA promised changes, but never followed through. Three years later, a group of private investors found out about RCA's interest in divesting itself of some of its properties and put a deal together to purchase Allsteel.

Since then, there has been no looking back. The new owners, Kellner-DeLeo, a New York City arbitrage firm, together with independent investor and chairman Arthur Parent, have set the company on a new course that has almost doubled its sales volume in the last three years. Credit for this really should go to the president and CEO G. Robert Evans and vice president of marketing Thomas Trybus. Evans, who had been CEO at Arcata Corporation, a leader in the graphics and printing industry, was hired some 10 months after Allsteel was purchased in 1983. Trybus, a 14-year sales and marketing veteran from Xerox Corporation, joined the company during RCA's ownership. Both were intrigued by the challenge of re-shaping a company like Allsteel.

"Allsteel had a fine reputation, albeit kind of 'square'," comments Evans. "It had what I call an 'Aurora myopia.' Most of its sales managers lived in Aurora, a suburb of Chicago, and travelled from there with no nationally-based sales force." Yet, he emphasizes, it was always profitable. "It was a sleeping giant waiting to be awakened."

Trybus agrees, implying that he didn't leave a successful 14-year career at Xerox to join a company that didn't have potential. "It was simply neglected," he states. "If the product line had been mediocre or low-end, it wouldn't have been appealing. But Allsteel's quality product line made the difference in the challenge of restructuring the company."

Gaining market position

According to both executives, Allsteel had no marketing department or adequate sales force under previous owners. Its network of 1,300 dealers was strong enough to sell the product and keep the company profitable. "The previous management had recognized the business community as a client, but paid little attention to the specifying community," Trybus remarks. The new management decided to fix this by implementing a marketing plan that would update sales collateral and communication pieces, develop a formal alliance with a public relations agency, establish a new corporate identity, and introduce state-of-the-art sales training techniques.

Trybus also hired many of his former colleagues from Xerox to fill sales and marketing positions throughout the country. In 1983, there were only a handful of indi-

(Continued on p. 48)

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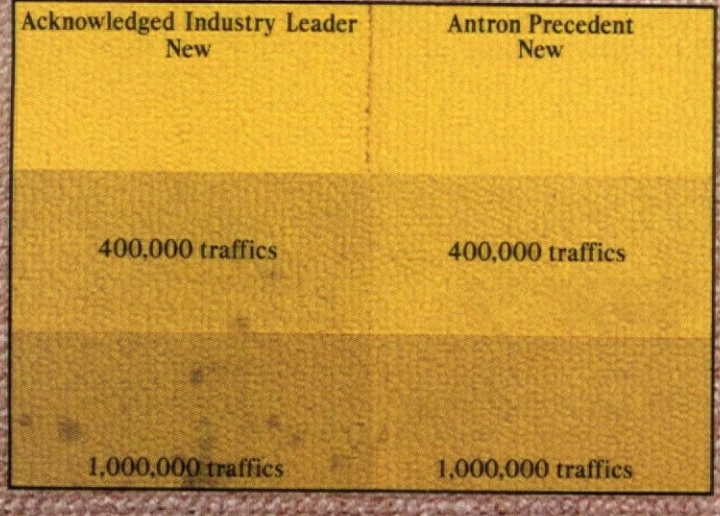

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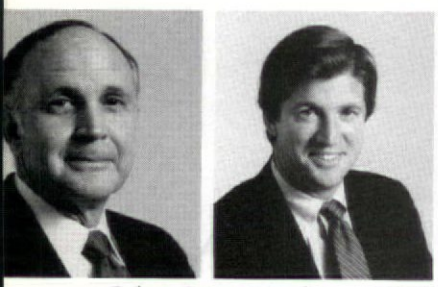
New products improve portfolio

(Continued from p. 45)

viduals in the marketing department. Now the marketing management staff has grown to more than five times its previous size.

The management team also felt that Allsteel needed to improve its distribution channel effectiveness. "We had far too many dealers," says Trybus, adding that they cut the number from 1,300 to 600. "We wanted to enhance the franchise. It gets diluted when there are so many distributors." But most important was the fact that Allsteel needed to introduce some new product in order to increase specifier interest. After years of being barren, Allsteel felt that this was the most logical solution to get the company back on course.



Robert Evans, president and CEO (left) and Thomas Trybus, vice president, marketing (right), are responsible for bringing fresh ideas and a new professionalism to Allsteel. Syntrax (right), designed by Robert Worrell, was the first product introduced under the new owners at NEOCON '84.

The strategy, according to Trybus, was to evolve into a new product portfolio in a deliberate fashion rather than in an abrupt manner. "We wanted to establish a product line that would evolve with better esthetics and more attention to design detail," he explains. Since 1983, Allsteel has introduced a radius edge; full-pulls on cabinets and files; wood accents; task and ambient lighting; the 8900 Series desk line; and a new fabrics and finishes program. In addition, totally new concepts in computer office furniture offered in the Syntrax system, were introduced at NEOCON in 1983. Designed by Robert Worrell, Syntrax is a free-standing furniture-based system that offers flexibility to the specifier. "In a sense, we transformed an old system into a new one," says Trybus.

This year Allsteel's new Spectra-One lateral files were introduced with a full-pull, accommodating a full range of custom colors. And last, but not least is the Buhk 100 Seating, named after designer Peter Buhk, which won an award in this year's IBD/CONTRACT Product Design Competition.

In addition, the company has made strides in improving its manufacturing and service during the past three years. "Allsteel had a reputation of exceptional quality, but poor service," Evans says. "The manufacturing system worked, evidenced by the fact that the company had always been profitable, but it was not a system for this decade." Consultants were hired to evaluate Allsteel's manufacturing method and eventually a new system was implemented at a cost in excess of $2 million. To oversee all of this, a new position was also created for a vice president of operations. "The result is that we see improvement in our on-time and complete delivery," says Evans.

Allsteel has also seen improvement in its quick-ship program, Priority Plus, which is up 36 percent in orders over last year. A new program called Allservice was just introduced this year to aid in the process of project management and on-going support service for big jobs.

Such product development, manufacturing improvement, and marketing expertise have tripled Allsteel's capital expenditures in the last three years. This includes an $8 million expansion to the company's Hazelton, Penn. plant to expand production on lateral files. Nonetheless, Evans points out that as the contract industry has grown 25 and 15 percent in '84 and '85, respectively, so has Allsteel.

Dropping the hyphen from the name Allsteel and changing the typeface, sizing, and color has resulted in a totally new look for the company's logo. By de-emphasizing the word "steel," management felt that the company name would reflect a new direction.

As part of its new corporate identity, Allsteel is opening new showrooms in the IDCNY, Long Island City, N.Y., and the Pacific Design Center (PDC), Los Angeles, Calif. Orlando Diaz-Azcuy, Gensler Associates, Architects, is designing the PDC showroom and SITE is doing Allsteel's IDCNY space. Trybus is very proud of the fact that in two years Allsteel has risen from 25th to third on the list of most impressive NEOCON showrooms as judged by respondents to CONTRACT's annual NEOCON market study.

Socratic wisdom

Both Evans and Trybus admit that they have been somewhat impatient in doing so much in such a short period of time. "We are aggressive," says Evans. "But we have sort of a Socratic wisdom in that we know what we don't know and are always trying to learn." Adds Trybus, "We are not trapped by the norms of the industry and are able to bring a new perspective." But, he admits that to be a leader, Allsteel has to do things right and there is almost no room for mistakes. "There is a tremendous future for this company," he believes.

Part of Allsteel's game plan for the future includes getting into the wood furniture business. "We're talking with four different wood manufacturers now about that possibility," reveals Evans, adding that the company also plans to add more manufacturing facilities and explore other opportunities for acquisitions. "The company is continuing to grow at the rate of, or greater than, industry growth rates," emphasizes Evans. "We are confident that we can continue to capture increased market share."—*S.M.*

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By Sara O. Marberry

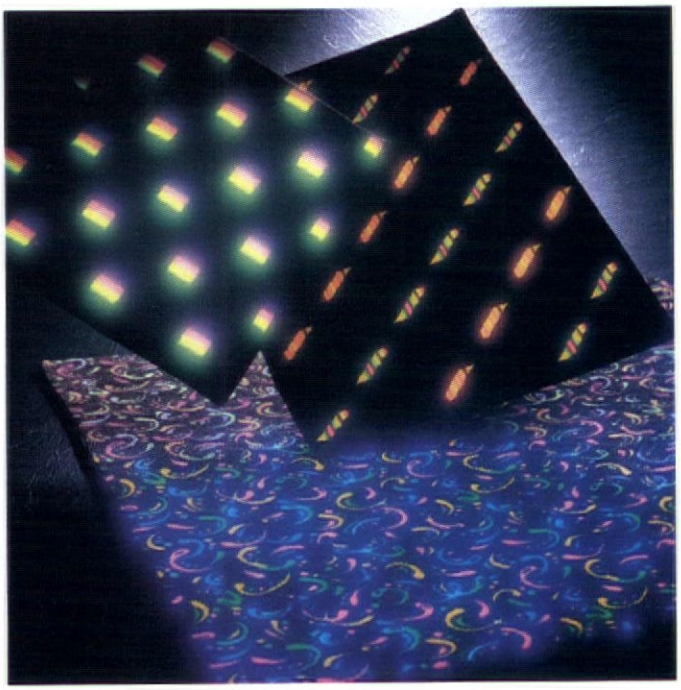
Neon carpet intro gives dazzle to today's hospitality interiors

Remember neon ties, orange hair, and Memphis furniture? Almost two years ago, forecasters were predicting a strong interest in bright, almost neon colors, which never really caught on in contract interiors—except on minor accessories and trim. But, in the "show business" of hospitality design, neon colors have always been a popular feature in restaurants and clubs. For both lighting and interior colors, neon is used frequently by designers to create contemporary high-energy atmospheres that transport customers into sort of a "pop" fantasyland.

A fresh approach to neon color has just been introduced by Durkan Patterned Carpets, a leading printed carpet manufacturer. Called Electra-Dye, it is an innovative carpet pattern process that intensifies and creates dazzling colors. When subjected to ultra-violet rays (blacklight), these colors actually glow in the dark. Presented at NEOCON in June, Electra-Dye is noteworthy not only for its color treatment, but for its safety features as well.

Carpeting was too dull

Electra-Dye is the brainchild of Andrew Thompson, Durkan's energetic director of sales and marketing, and a major force behind the company's product designs. The idea was generated when, after doing several installations, Thompson decided that carpeting in clubs and discos was too dark and dull to be interesting. "I knew that fluorescent dyes had been used in textiles, and also for set design in theatre," he recalls. "So I thought, why can't it be used in carpets?" The trick was to develop a chemical additive that could be applied to carpet and still be durable. After a year of research, Durkan's lab technicians came up with the right formula that would withstand repeated shampooings and still hold its color. "The only drawback with its is that it will fade under sunlight," says Thompson.



Electra-Dyed color seems to "dance" off the floor when placed under a blacklight. Intense, vibrant colors work best with the dye against a dark background. The product is reportedly the first fluorescent carpet to be introduced by any commercial floorcovering manufacturer.

But, since Electra-Dye is intended for dark indoor areas, this shouldn't be a problem. Durkan is promoting the product for use in discos, high-energy lounges, movie theatres, amusement/theme parks, and nightclubs. It is available in 100 percent ultron nylon or 80 percent wool/20 percent nylon fiber with cut pile or level loop construction. Any of Durkan's 390 colors can be Electra-Dyed, plus eight special "day-glo" colors for a super-intense neon look. The cost of this enhancer adds only $1 to the price of Durkan's standard carpet. All of the company's 1,200 custom patterns can be ordered with Electra-Dye.

In addition, any (or all) portions of various patterns can be Electra-Dyed, opening the door for some creative design alternatives. "If you want the background to glow and the other colors to fade out under blacklight, you can do it," Thompson suggests, adding that intense, vibrant colors look best Electra-Dyed on a dark background. "We can also do pastels, but they tend to take on a blue cast under a blacklight," he says. Even without a blacklight, Electra-Dye colors are still bright.

Safety is a feature

Thompson is convinced that the product can be used to bring more attention to the floor and alert customers to locations of stairs, aisles, or special areas in darkened spaces. "Small stair tread lighting can be replaced with incandescent blacklights to highlight Electra-Dye carpeting," he explains. "Or, lighting can be built into an arm cap going down steps. The neon patterns bring attention to the floor and enhance customer safety."

Durkan is, in fact, working with several lighting companies to develop track lighting that will allow designers to shoot a spot of light down on the floor. "That way," offers Thompson, "you could have a circle of carpet on the floor that would glow." Since lighting is a key element to Electra-Dye's success, the company feels that this is an important area to develop. "We'd like to coordinate our marketing efforts with those of major lighting manufacturers," he says. "It's the wave of the future for our industry."

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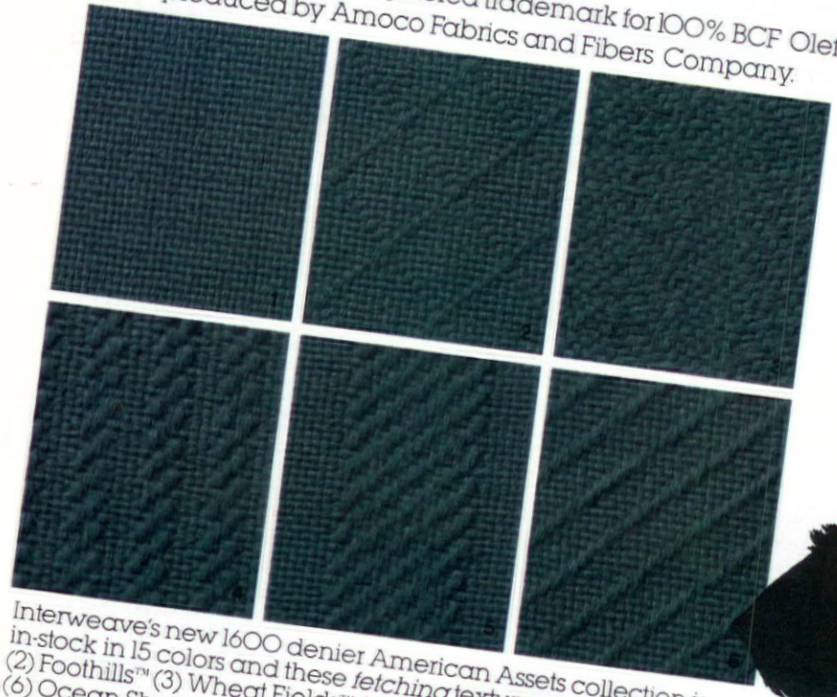

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By Eileen McMorrow

Hotel spaces adapt to various uses thanks to clever lighting design

One day the dining room in a luxury hotel is the site of a business meeting; the next day, a wedding reception is held in the same space. Similarly, the lounge/lobby area must efficiently serve guests who need to check in or locate the concierge, but it must also host visiting businessmen who want to unwind and talk quietly in a subdued atmosphere.

Part of the key to making a hospitality space serve many functions is lighting. The correct choice and placement of lighting can even create a feeling of comfort and intimacy in a large hotel built on a grand scale.

Planning lighting for efficient use of space was one of the objectives of David A. Mintz Inc., New York lighting consultants, in working on the $30 million Las Colinas Inn & Conference Center, Irving, Tex. This general architectural lighting practice also designed lighting for the hotel's sports club and golf course.

Operated by Four Seasons Hotels Ltd., the hotel/conference center was completed in March by the construction firm of Harwood K. Smith & Partners.

Another consideration in working on the nearly 315,000-sq.-ft. hotel was that lighting needed to be highly decorative. Notes David Mintz, firm principal, "In working on this project, we used a lot of ornamental light sources, which were the visible sources of room lighting," he explains. "These fixtures, besides being decorative, contribute a residential feeling to the property. We supplemented them with recessed, concealed fixtures which actually provide the illumination."

Wall sconces between arched windows remain lighted day and night to balance out natural illumination throughout cafe.

Cafe on the Green

Two different kinds of lighting were needed for Cafe on the Green, an on-property food service facility. In the daytime, this is an active, vibrant area for serving breakfast and lunch; while at night, reduced levels of lighting are needed for a quieter ambiance. A darker setting also permits guests to view the hotel's golf course which is site-lighted.

Two walls of the cafe have large, arched windows; a ceiling section is created with glass panels as well. Large, V-shaped incandescent sconces with a curved acrylic lens are placed between the windows. The main part of the cafe has fluorescent uplighting situated in a trellis.

The arched windows provide large amounts of daylight in that section of the cafe. To keep light levels balanced throughout the cafe during the day, sconces and fluorescent lights are turned on in enclosed areas. This avoids a strong contrast between natural light and other illumination employed in interiors, says Ellen Sears, associate with Mintz.

At night, cafe sconces complement fluorescent lighting set at a lower level so that guests can enjoy the illuminated trees and flowers.

In the hotel's conference amphitheatre, lighting can accommodate screen projection presentations, lectures involving note-taking, as well as meetings in which a speaker is spotlighted. Here, lighting consists of wall sconces and recessed can down-lights which can be adjusted as needed with dimmers. Pre-sets were programmed into the lighting system, and there is an override control so that each group of lights can be adjusted individually.

System controls lighting

Conference rooms have a control system similar to the one used in the amphitheatre. In addition to incandescent downlights and track lighting for special displays, wall washers are used. Four scenes are set in the system: normal, projection, special, conference —plus an override function. Controls are locked away so that they are managed only by hotel staff.

Lighting in the lobby lounge area is lowered at nightfall, contrasting with the reception area where ample lighting remains, enabling hotel clerks and representatives to provide assistance to guests and visitors.

Bronze and etched glass chandeliers hang in the lounge and reception area, along with accent lights for plants and sculpture. Incandescent wall sconces are also used in the lounge. The lobby area makes use of indirect coves along with flourescent lighting.

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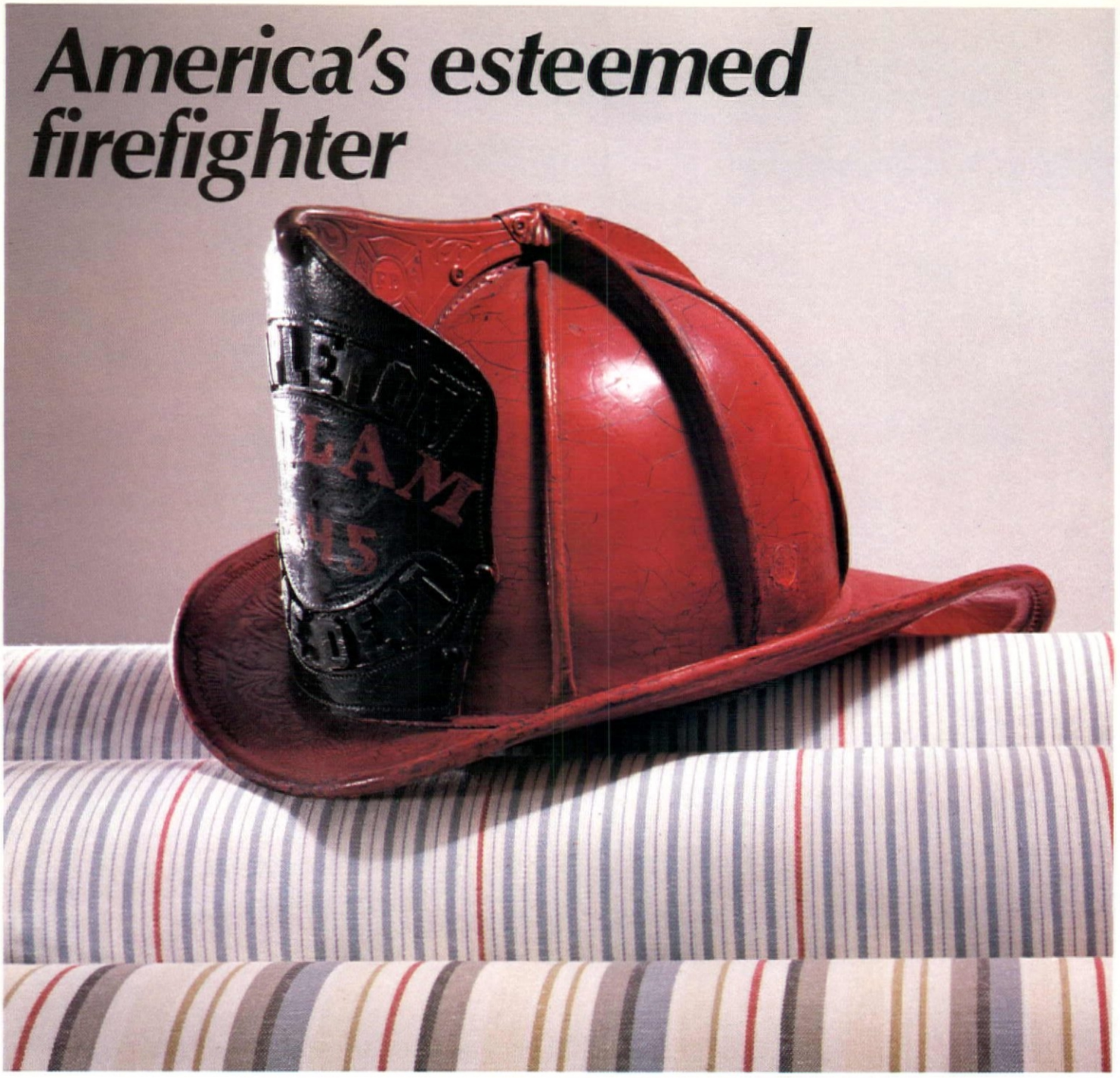

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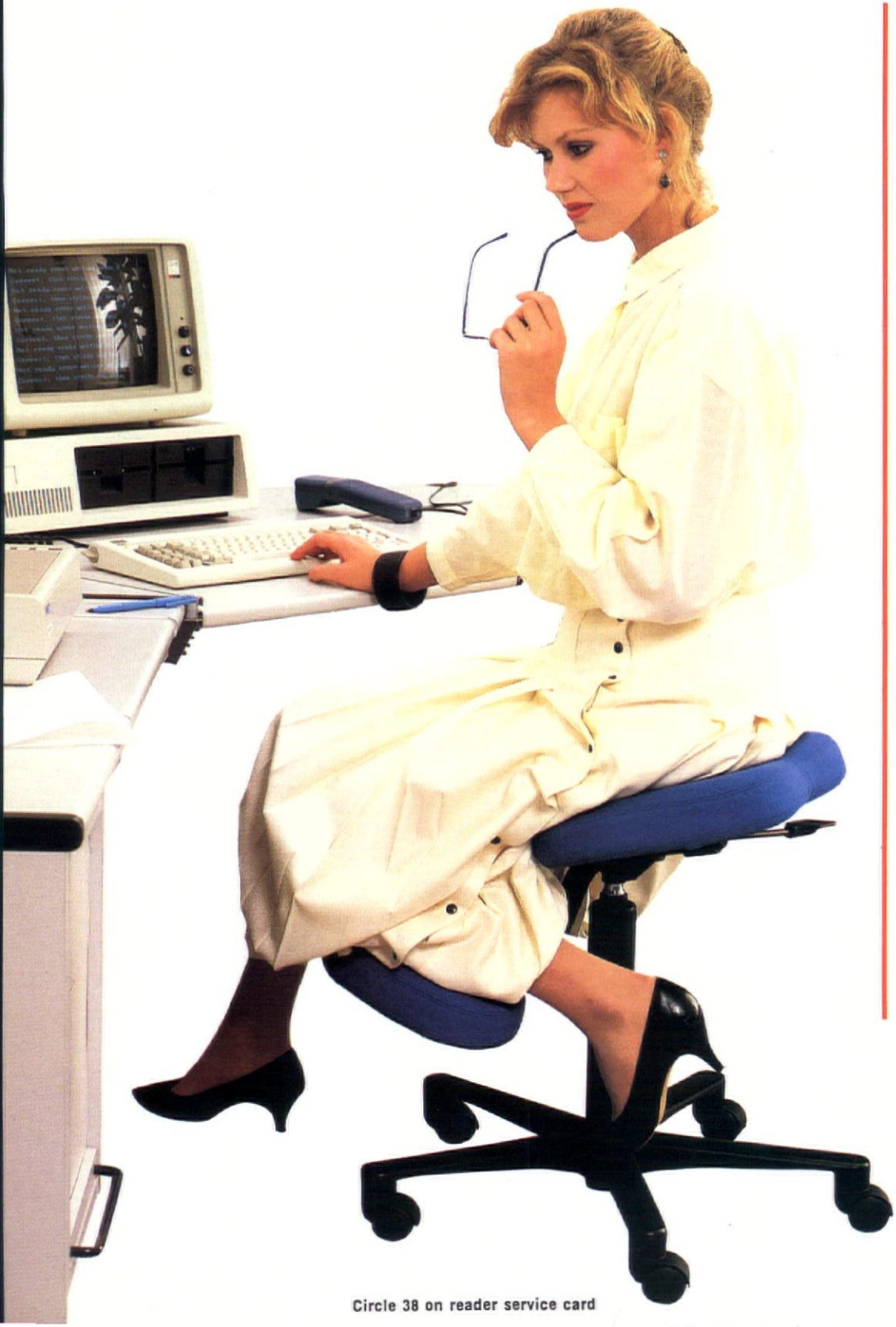

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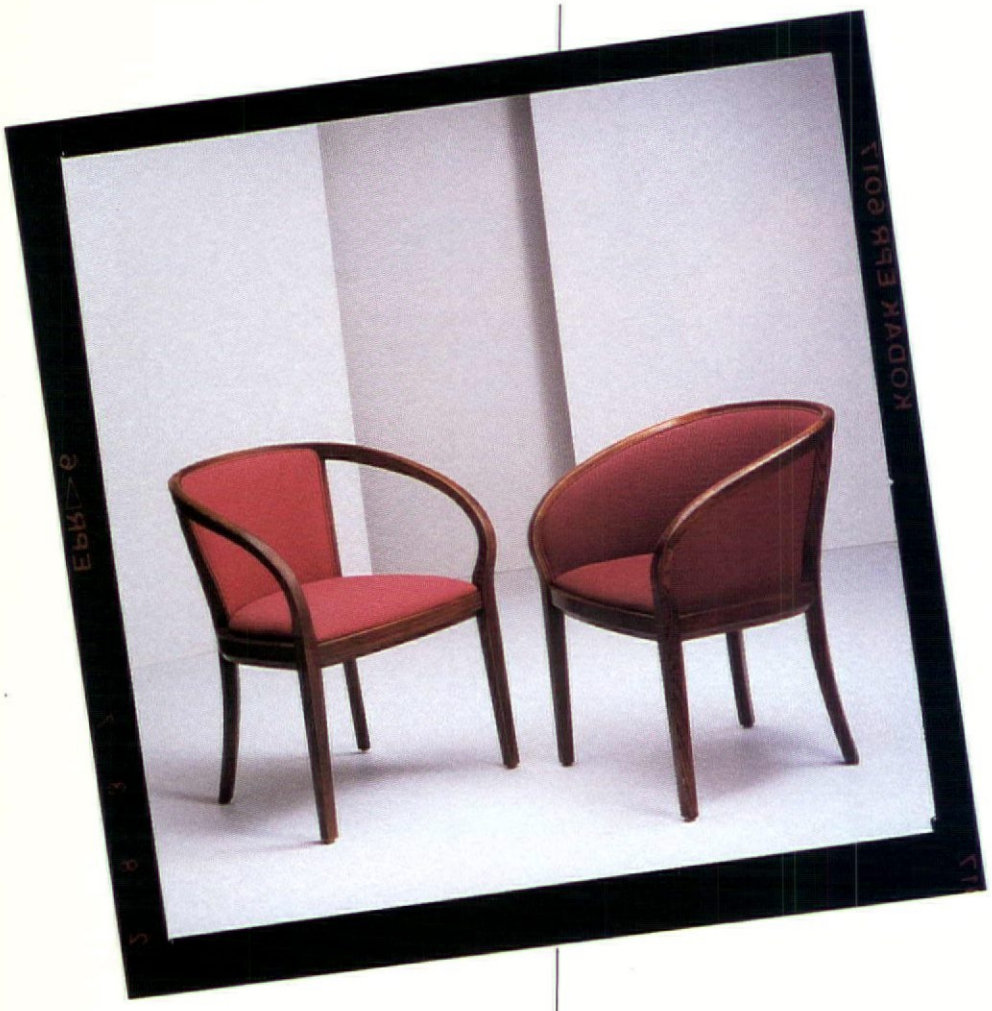


Specifier, manufacturer collaborate on seating intro

A custom response to client specifications, the Yoke Chair designed by Ward Bennett for Brickel Associates (shown on our cover) was developed by the manufacturer for a large corporate headquarters in Atlanta, Ga. In cooperation with the project's interior designers Stevens & Wilkinson, Brickel tailored an existing chair from its Yoke series to client requirements that included a higher back and open-arm styling, as well as pricing and delivery schedule. The chair is being used in middle-management offices.

Made from first-grade solid ash, the model is carved by hand using old-world techniques. Variations include a version with a book-matched, veneered back; French-upholstered style; and an open-arm, caned-back model.

Lines of the Yoke Chair are inspired by the sculpture of Mayan art objects. The curving sweep of the back refers to one of three sacred Mayan totems: the yoke, the axe, and the palmate stone.

Notes a spokesman for Stevens & Wilkinson, Atlanta designers for the client, "Brickel Associates' flexibility was key. Final specs were placed by us in March and production was adjusted to provide a higher back and opened arms. We couldn't find an equal in terms of the chair's sculptural quality."

The product is hand-sanded and available in a variety of hand-applied finishes. Each chair is individually upholstered by a single craftsman and is available in a wide selection of Brickel textiles and leathers. **Circle No. 263.**

Brickel Associates devises new marketing plan

The ability to bring several new products to market (16 introductions for NEOCON alone this year), while initiating cost-cutting measures and services that appeal to budget-conscious specifiers, has given Brickel Associates Inc. a clear-cut advantage in today's competitive commercial furnishings marketplace.

In a day when manufacturer price reductions are almost nonexistent, Brickel has several to offer—most notably its new product development and pricing scheme that permits the company to offer its line in the $400 to $500 range, as well as the $800 to $900 category in which it figured previously.

A realignment of the firm's marketing staff earlier this year by Stephen Brickel led to many other profit-driven measures affecting how the company does business. Among the latter are a streamlined marketing and sales effort that assures simultaneous introduction of product, sales literature, and training programs.

Road show reaches specifiers

Notable among Brickel's new programs is institution of a nationwide tour of key design firms, dealers, and end-users to discuss the future of Brickel Associates.

Explains Rosecrans Baldwin, vice president, sales and marketing for the firm, "Included in our travels were visits with designers, dealers, as well as end-users to find out specifically what we can do better, what we do well, and, in short, what the buyer is looking for today.

"We are not manufacturing-driven, but client-driven. Unlike other companies, we do not put the plant first, but rather a concern for the needs of our customers is our main priority."

Baldwin broke new ground in the launch of a "quick-ship" program last April, after analyzing many such programs offered in the industry. With quick-ship, Brickel guarantees a four-week (20 working days) delivery on products using COM fabric (supplied by

the client) *in addition* to its own textiles. Says Baldwin, "I couldn't find any company offering this feature guaranteed in 20 working days."

In addition, regular shipping has been cut down from 16 weeks to 10-to-12. This move, together with a new program offering price reductions to customers specifying Brickel fabrics on products ordered in quantity, is intended to appeal to the end-user.

"We are in the business of assuring that quality American-made products can be seen in a marketplace that's on a budget," comments Baldwin. He notes that savings will be offered by the firm on a job-by-job basis. While at NEOCON this year, several Brickel products were made available at special price-points.

Serious about growth

A company that's serious about growth, Brickel is undertaking a more aggressive, but also a more personal, approach to marketing. Several receptions are scheduled for various cities over the next year. Locations include Dallas, Houston, San Francisco, Portland, Seattle, Chicago, Philadelphia, New York, Atlanta, and Washington; followed later by Miami, Los Angeles, Denver, and St. Louis, among others.

"It's an opportunity to say 'thank you'," says Baldwin. From 500 to 1,500 guests will be invited to presentations in each city. These events will permit the firm to promote its product outside of the major market events on a 12-month cycle for maximum exposure.

On many of Brickel's recent product introductions, the firm was able to work with a 90-day product development schedule, from design conception, through model-making, engineering, testing, and manufacturer analysis. In large part, Brickel is able to execute new designs quickly because of the talent and dedication of its sole designer, Ward Bennett, whose masterworks in fine and applied art, furniture/textile design, sculpture, and jewelry, have earned him international recognition.

Bennett's designs for textiles, swivel/guest chairs, and lounge seating—Brickel's main product categories—have been exclusively manufactured and distributed by the company since 1964. Until that year, the firm had functioned as a sales organization under Jack Brickel and Julius Eppinger, who founded it in 1959. Jack Brickel gained sole interest in the company in 1966 and was succeeded after his death in 1967 by his wife Estelle and son Stephen who function as president and executive vice president, respectively.

Brickel Associates' new marketing thrust aimed at better serving the specifier community was conceived by (standing, l. to r.) Stephen Brickel, executive vice president; Rosecrans Baldwin, vice president sales and marketing; (seated) Estelle Brickel, president; and Susan Sullivan, textile division director of sales & marketing. Photo of raw chair frames, shown here just prior to complex hand-finishing process, was taken at company's plant in Long Island City, N.Y.

Currently, the Brickel Associates' Lake Mills, Wisc. factory produces approximately 500 pieces per week in hardwoods that undergo a variety of hand-crafting as well as modern production techniques. Each part of a Brickel chair is cut from a single block of wood and is assembled and finished by hand. Upholstered pieces are each begun and completed by one worker.

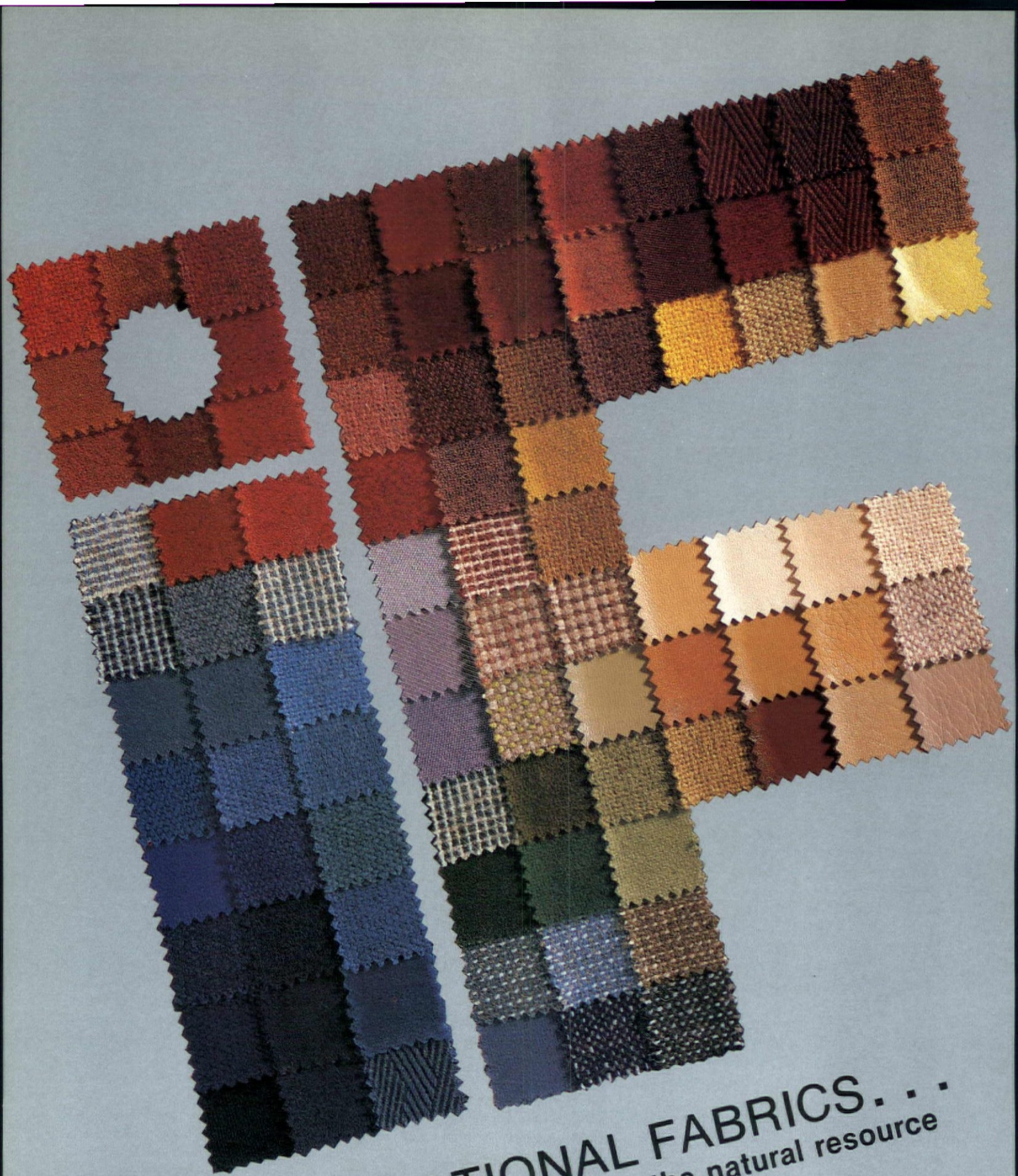
Although Brickel's main client is the large-scale corporation, the custom nature of its manufacturing process permits Brickel to modify product according to specifier requirements. The Yoke Chair shown here was developed for a major corporation in Atlanta; custom product lines have been produced for clients Citibank and First Chicago Corp.

The firm's textile division, launched in 1975 with four designs, has expanded to offer 25 upholstery patterns, seven casement/drapery fabrics, and four leathers. Soon to be added to the line, which comprises 30 percent of Brickel's volume, are two new upholstery lines and one new leather.

Textile division director of sales and marketing, Susan Sullivan notes, "Our concentration is on good design of high quality. We want to correct misconceptions that we are high-end and unaffordable—which is untrue.

"The company's national product presentations, in which I am participating, are beneficial in educating clients on the shift in Brickel's focus which is now aimed at flexibility in presentation and pricing to serve the specifer."

Brickel Associates has exclusive showrooms in five key cities—Chicago, Dallas, Houston, Los Angeles, and New York. A total force of 60 independent representatives handles Brickel products across the country.—*R.W.*



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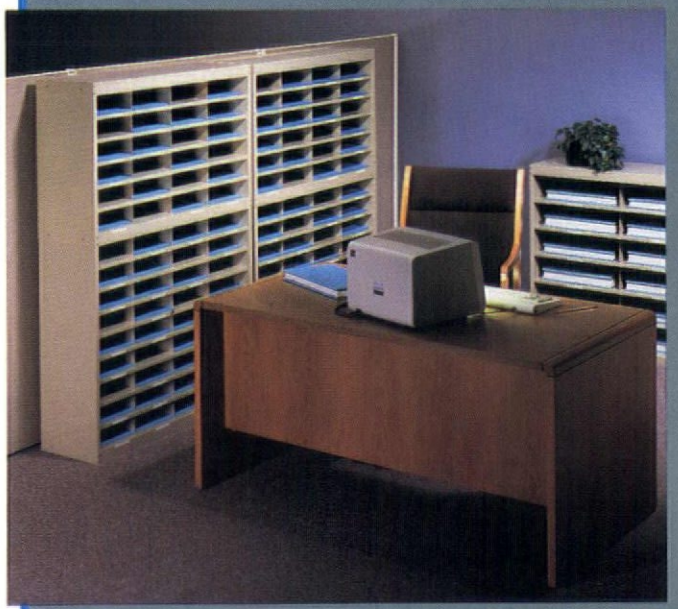
Safco Deluxe 9200 Series E-Z Stor Organizers feature a choice of Black or Tropic Sand baked enamel finish.



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	LETTER SIZE COMPARTMENTS (3" H, 9" W, 12" D)	LEGAL SIZE COMPARTMENTS (3" H, 9" W, 14½" D)	PRINTOUT SIZE COMPARTMENTS (4¾" H, 18" W, 12" D)
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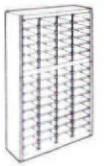
60 INCH HIGH (60"H) **OPEN PLAN STYLE**	**SAFCO #9231** $241.00  Dimensions: 60"H x 37 ⅞"W x 12 ⅛"D Capacity: Approx. 45,000 sheets	**SAFCO #9271** $289.00 Dimensions: 60"H x 37 ⅞"W x 15 ⅛"D Capacity: Approx. 45,000 sheets	**SAFCO #9233** $224.00 Dimensions: 60"H x 37 ⅞"W x 12 ⅛"D Capacity: Approx. 23,750 sheets
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Moveable walls can adapt to many office systems

Designed to preserve office planning flexibility, the Vertex line from Architectural Wall Systems (AWS) accepts hang-on components of most major office systems. This gives designers freedom to change elements at any time.

"I wanted a floor-to-ceiling moveable partition system that would even allow designers to use a combination of components from major manufacturers," explains Glenn D. Steil, president, Architectural Wall Systems.

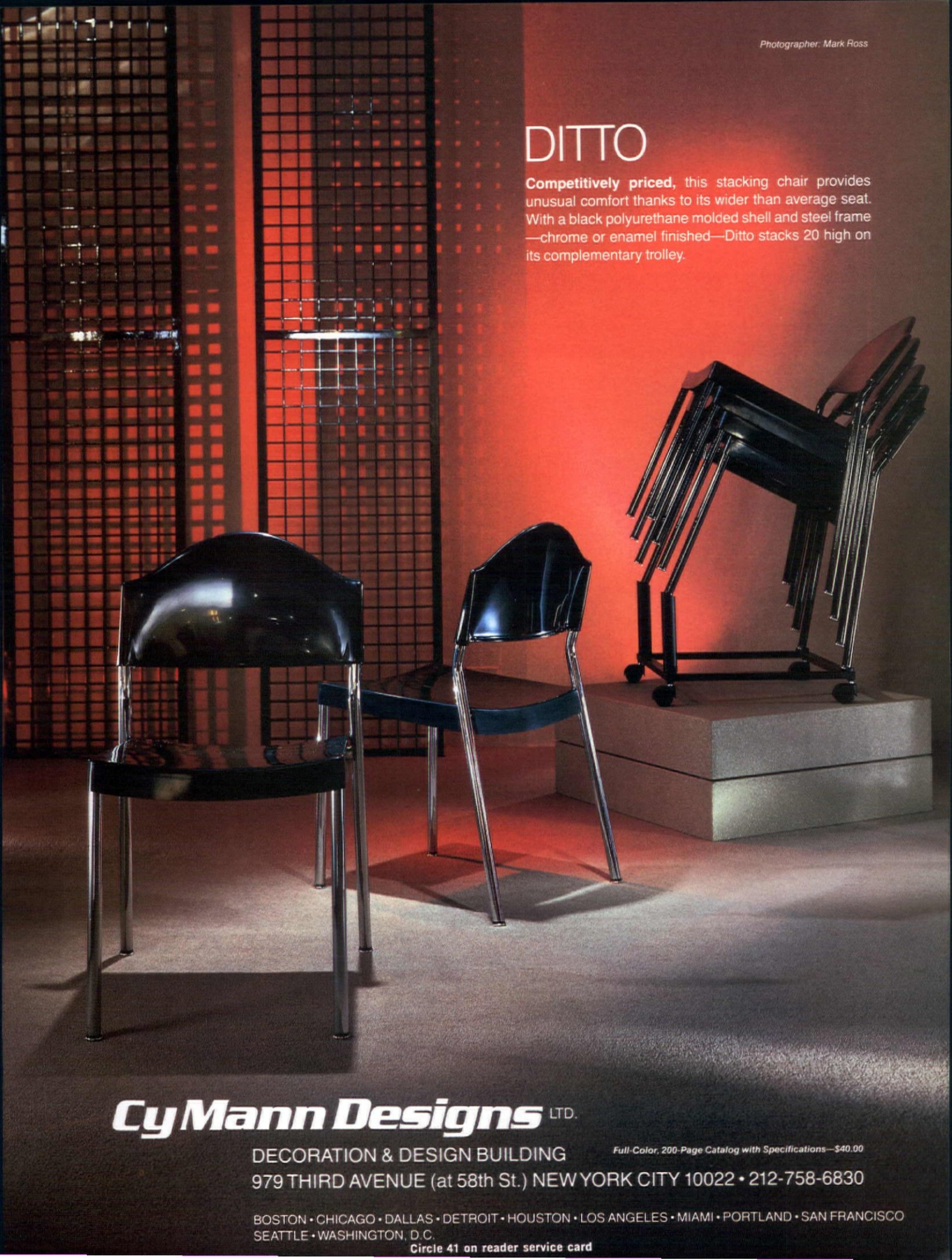
Vertex was designed to accommodate binder bins, bookshelves, lateral files, and tackboards. Worksurfaces can be mounted at various heights for user comfort. Photos show the Vertex wall system with Steelcase and Haworth components.

Vertex walls consist of finished panels hung on both sides of an interior steel framework. Each side of the wall can be finished in different materials. Panels are hung independently, so that any panel can be removed and replaced without disturbing adjacent panels or wiring.

Wiring from task lights, telephones, typewriters, and CRTs routes downward to duplex receptacles located along panel bases.

The wide range of panel finishes allows for complete integration with existing office decor. Finishes include plastic laminates, more than 150 fabric choices, and wood veneers. Glazing is available, as are tackable acoustical panels with optional sound baffles.

Architectural Wall Systems designed Vertex for easy installation with hand tools. Since all parts are reusable, there is never a need to reorder pieces when relocating or reconfiguring equal numbers of panels. **Circle No. 253.**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Top Grade coordinates carpet and fabric lines

To solve the dilemma of achieving the perfect match between carpet and fabric, coordinated lines are being offered by Top Grade Inc.

The Breakdance contract carpet series is a luxurious, cut pile velour of 100 percent DuPont XL, a tufted, two-ply yarn construction woven to a polypropylene back. Available in a 12-ft. width, Breakdance has a Class "B" fire rating. Thirty available hues range from vibrant, to neutral, to pastel.

To complement this line, Top Grade offers Flash Line and Concorde woven fabrics of 100 percent imported cotton chenille. Flash Line won the 1985 Danish Design Council Award. It is available in 11 colorways. Like Flash Line, Concorde is 60-in. wide, but it comes in 10 colorways.

Breakdance carpeting can also be teamed with the Trevira Contract fabric collection. The collection consists of: Salut stripe, Salut solid, Triumf pinstripe, and Kasap narrow stripe. Made of 100 percent imported Trevira fibers, each design is available in seven colorways to coordinate with each other as well as with the firm's contract carpet.

All Trevira Contract line selections are 60-in. wide and are 100 percent fire retardant. **Circle No. 252.**

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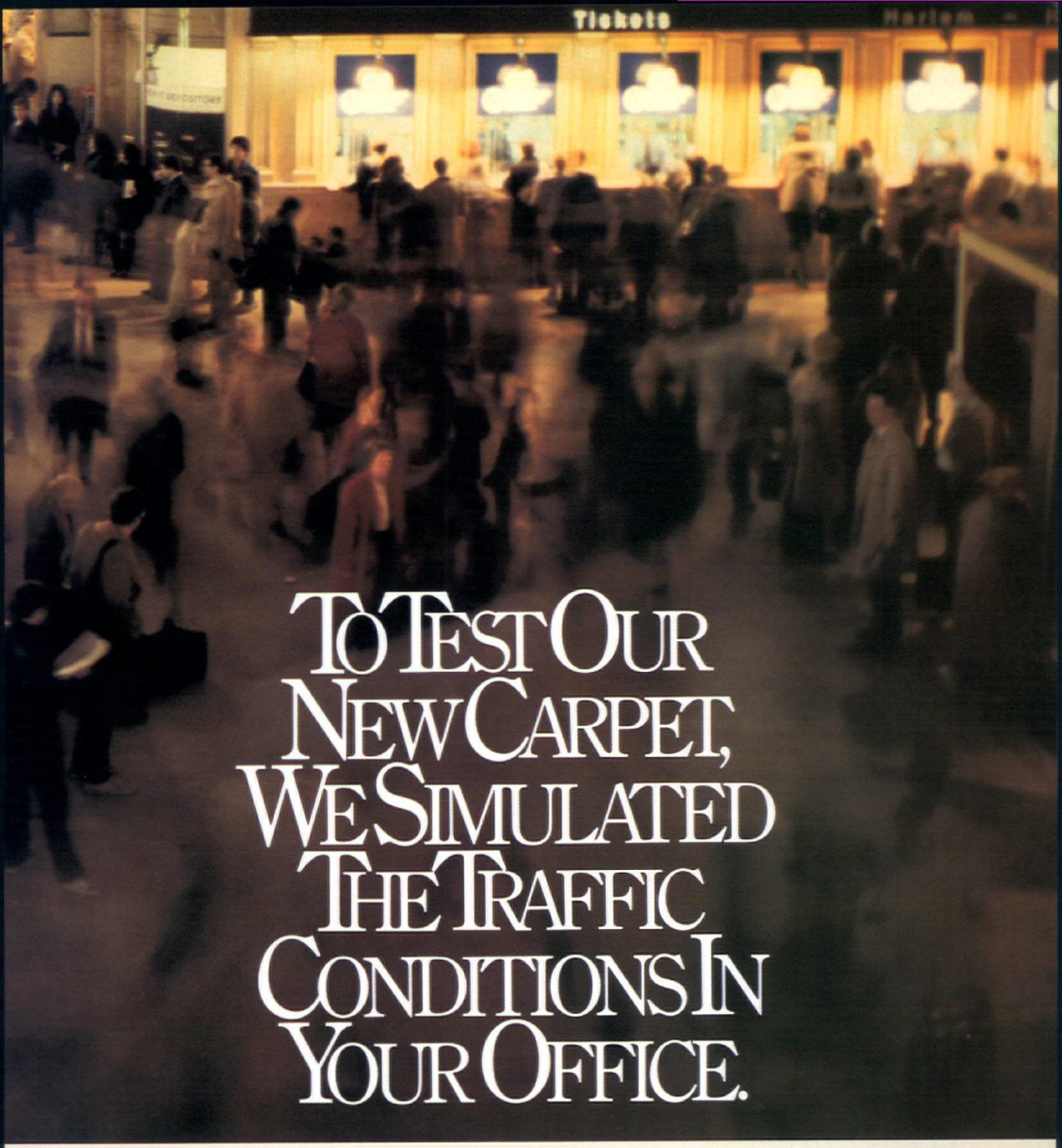

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Wood finishes, colors develop Ergonom line

Chairs and tables from the Ergonom Corp. offer the warmth of solid wood construction and fabrics of 90 percent wool/10 percent nylon. Furniture comes in 10 wood finishes including mahogany, oak, and walnut. Lacquer finishes are almond, white, and black. Valencia-style chairs come in half-back and full-back and can be ganged or stacked.

Double tongue and groove construction is featured in both series—5000 and 5200. All other lines have solid wood and joint construction. A selection of 150 fabric colors will match any office decor.

A walnut roundwood frame surrounds the arms and side panels of chair model 5010 with blue fabric. The armless red fabric chair is the model 5006, set on mahogany legs. **Circle No. 260.**

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Durable fabrics suitable for hospitality use

Salon-style fabrics offered by Liz Jordan-Hill, a subsidiary of Architex, have strong contract application in hotel interiors. Noted as a source of fabrics for offices, the firm is now approaching the hospitality industry with an entirely different collection of products.

"The response to this product line, designed for upholstery and wallcovering use, has been overwhelming," said Architex chief executive officer Keith Gordon. "The primary end-use for this line is the hospitality interior, including hotel, country club, and restaurant spaces. But, we have been getting orders for use in offices as well," he said.

Made in Italy and Germany, fabrics are composed predominantly of natural fiber cotton. The entire line has about 100 items, with as many as five colors per pattern. Pictured are the Carello, Tiasa, Vigo, and Ormani patterns.

All fabrics have a Class A fire rating and withstand minimum established commercial abrasion standards. Destined to be expanded in the future, the line will be spotlighted in two showrooms opening this year in the Pacific Design Center, Los Angeles, and The International Design Center New York (IDCNY). **Circle No. 256.**

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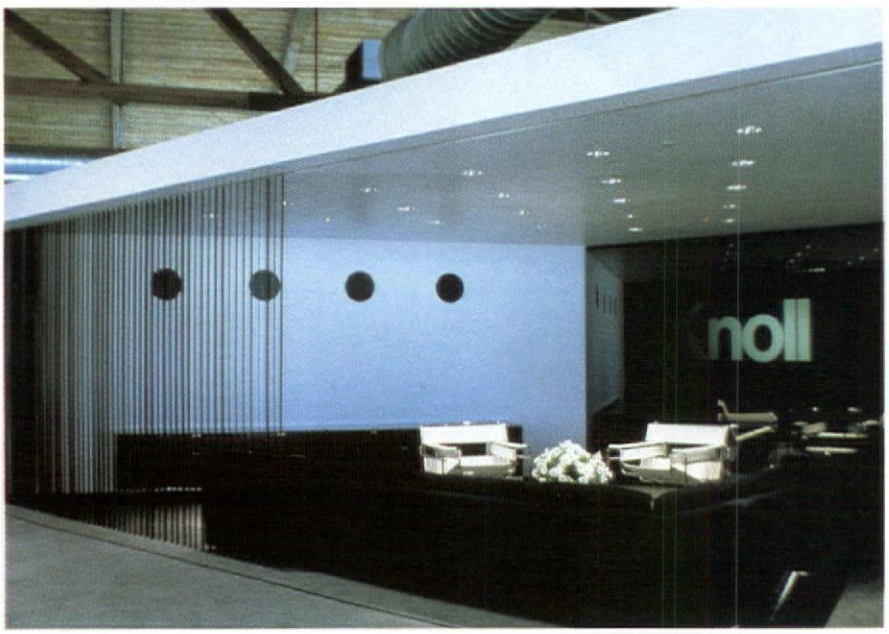
Knoll locates Philly showroom in turn-of-century building



Last spring, Knoll International moved its Philadelphia, Pa. showroom to a larger space so that it could display more of its product line and systems furnishings. Formerly, Knoll had a beautiful but small and windowless showroom designed in 1975.

The site selected for the new showroom was in an older part of the city that has recently undergone a rejuvenation.

"First, we reduced the space in the turn-of-the-century building to its structural components. Then, we built some freestanding elements. But everything that we added is white so that it stands apart from the natural materials of brick and wood used in the building," explains Lee Stout, creative director of interior design, Knoll International. The rough-hewn lumber of the building acts as a counterpart to the modern furniture being displayed.

A triangular-shaped conference center pavilion divides the 6,550-sq.-ft. showroom into a display area, sales office, and small storage space.

Ambient lighting and quartz halogen lamps in modern industrial fixtures light up the wooden beamed ceiling. This shows off the ceiling height, and the industrial flavor of the fixtures is in keeping with the flavor of the environment—the building was formerly used for manufacturing.

Trusses attached to the roof use photographer's lights to accent furniture. The concrete slab floor was covered with Knoll carpet tiles. The entire space is powered by flat wire running under tiles. Senior designer on the project was Kenji Ito.

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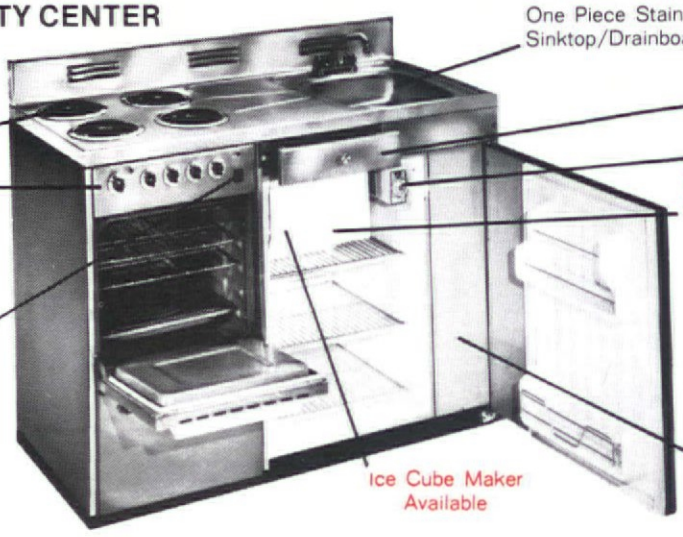

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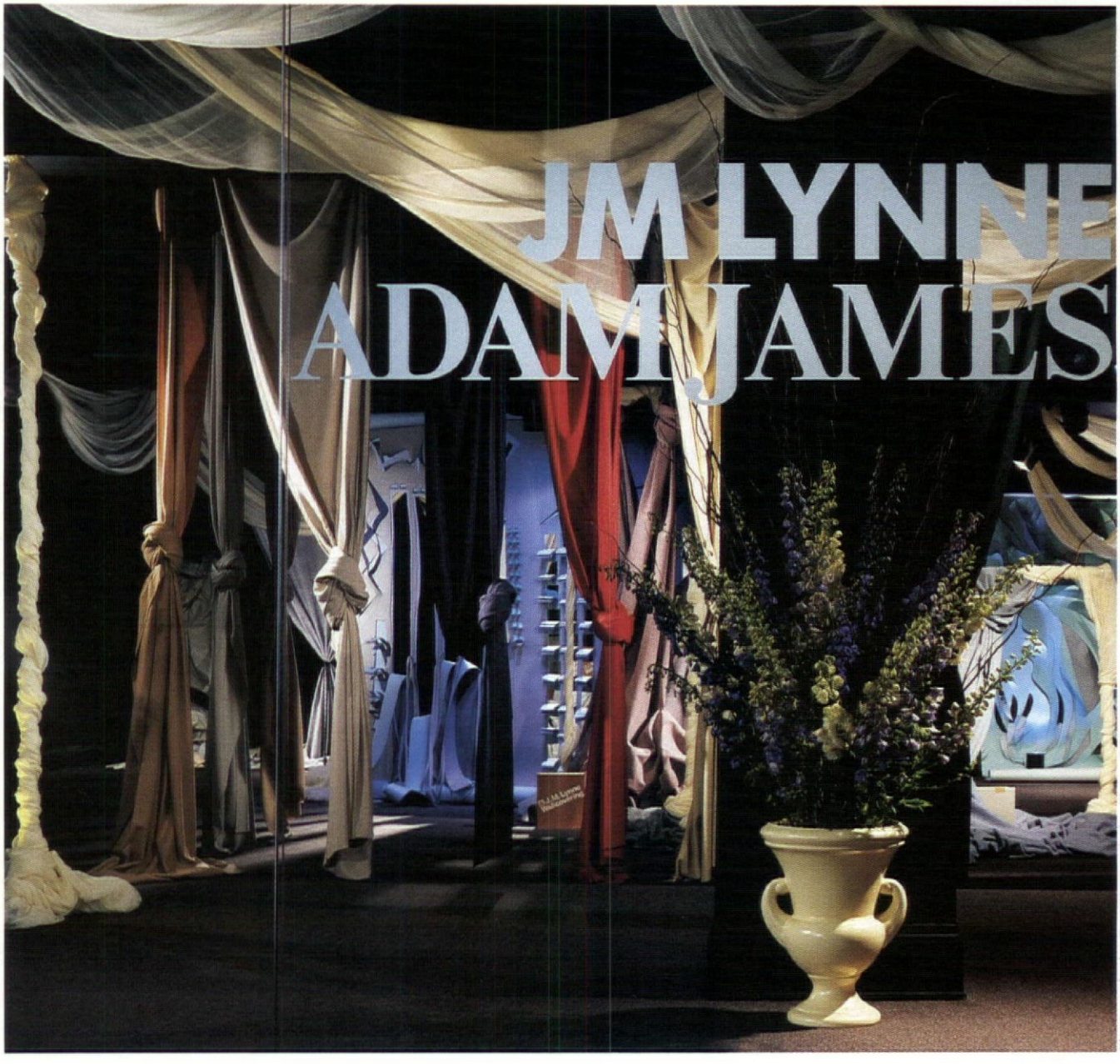

Photography by Ben Altman, Sadin Photo Group

VOA creates a fantasyland for textile firm

Yards of upholstery fabric and wallcovering are hung, draped, and juxtaposed against dramatic paper sculptures, to create the illusion of an oversized fantasyland of textures and color in the J.M. Lynne Co./Adam James Textiles Inc. showroom in the Merchandise Mart.

The Chicago showroom was designed by the architectural firm of Vickrey, Ovresat, Awsumb to be unlike any other textile manufacturer's space. Key operating words in the project executed by VOA Associates Inc., Chicago, were "bold," "dramatic," and "stimulating."

Even something as basic as the Osnaburg backing of traditional wallcovering assumes a gauzy, ethereal effect when taken out of context and used to drape and wrap hanging devices and bases in the 2,200-sq.-ft. showroom.

The introductions of "colorful neutrals" in both wallcovering and upholstery were highlighted via a striking layered, floor-to-ceiling paper sculpture at the entrance to the showroom. The walls, ceilings, and floorcovering of the space were colored to recede and "disappear," focusing all attention on the product lines. Extra lighting fixtures were added to existing tracks to spotlight fabric and color groupings. Bruce Bliss, The Design Pool, acted as the display consultant.

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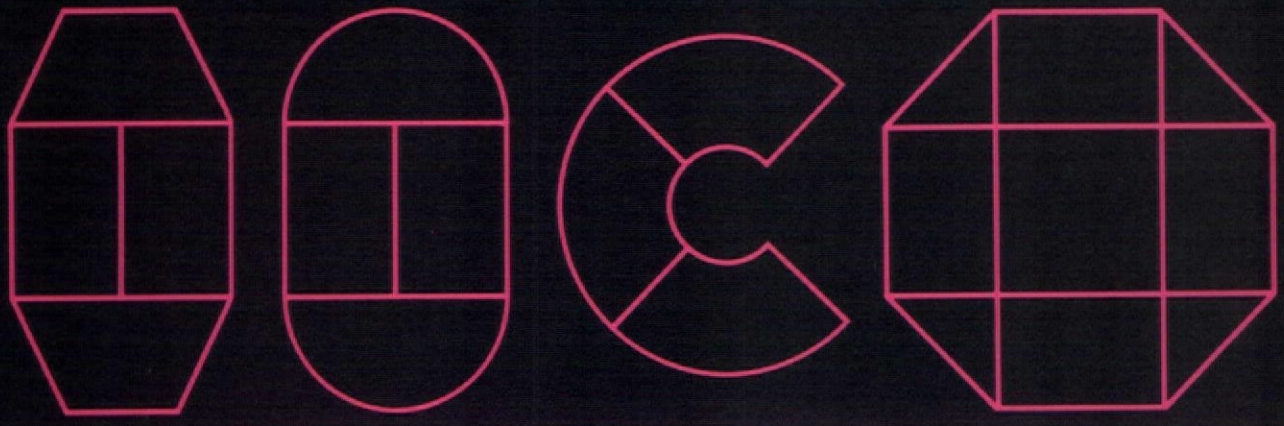

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TABLES BY HOWE

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Some food for thought.

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We're positively vigilant about the quality of our materials, and we pay attention to every detail of our construction. Take the way we attach our vinyl straps (fig. 1). We

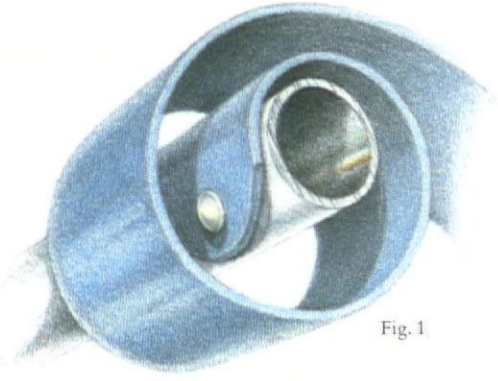
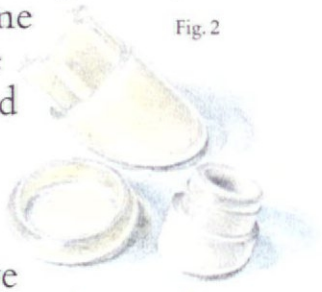


Fig. 1

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.

Our glides (fig. 2) are made of the toughest nylon available. Some people make just one kind of glide, regardless of the angle of the leg. But we make glides to fit the furniture design, so they offer better protection.

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

Probably the finest.

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Tuohy showroom is stage for products in New York

Photography by Paul Warchol

Ideas carried over from theatre planning were used to create the impression of an expansive, open display space in Tuohy's recently completed New York showroom. Located in IDCNY Center Two, the 3,000-sq.-ft. showroom presented project designers Stephen Lepp Associates with a difficult, L-shaped space.

The decision was made early on to mirror two dividing walls to double the space in the mind of the beholder. "The 11-ft. mirrors really opened up the small, narrow space," Lepp says.

The architect created a light box enshrouded in a soft gray chiaroscuro with an open air truss light beam upon which was clipped lightweight, theatrical-type lighting. The light beam was positioned to move diagonally through the space to provide a sense of movement and direction.

Meanwhile, natural light coming from windows on two sides of the showroom is controlled by full-height vertical blinds which give a textured background for furniture display. The Levolor blinds also provide a device for defining the outer edge of the showroom.

Display platforms were designed as moveable pieces like stage props, and built in Tuohy's own factory. Platforms can be added or removed to accommodate new product introductions.

Project manager for the showroom, which opened this past October, was Ted Finley; project captain was Krishna Prasad. Both are with Stephen Lepp Associates in New York City.

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Photo by E. Alan McGee Photography

Traditional & transitional line lends itself to Art Deco hotel

Hand carved wood furniture in a variety of finishes by IPF International, Paterson, N.J., figure in furnishings of the Chamblee/Dunwoody (Atlanta, Ga.) United Holiday Inn. Designed by Carla Owens, the hotel recreates the color and mood of the Art Deco period. IPF's Avatar Guilia and Carla chairs and sectionals with silver upholstery and black lacquer finish are shown in upper registration area. Laura loveseat, chairs, and other IPF furniture are shown in Middle Atrium cluster.

IPF lines are available in raw frame or a wide selection of finishes and COM fabrics. The company manufactures and imports many lines of chairs, tables, and casegoods in transitional, traditional, and contemporary styles. **Circle No. 255.**

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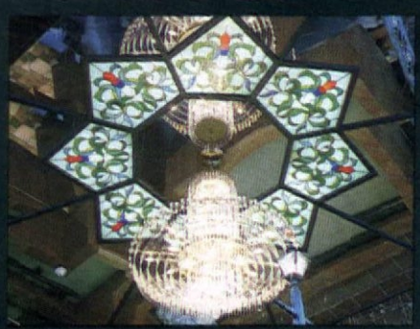

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- The Embassy Suite in St. Louis commissioned a custom French collection to meet their specifications.
- We created a sophisticated contemporary design in gray lacquer for the Enclave condominium complex in Atlantic City.

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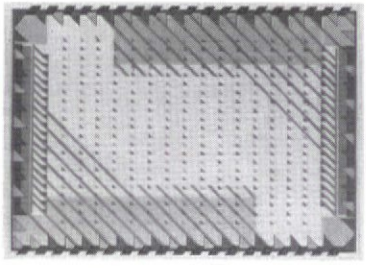

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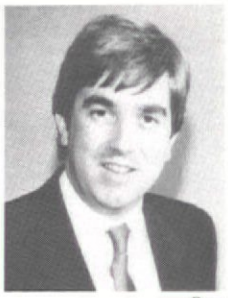
PEOPLE/NEWS

Roger Best (shown) has been named president of Wallmates Vinyls, Inc., a Coloroll Group Co.



Best

Linda J. Krueger was hired as senior designer for Walker Group/CNI in New York City. And Jerry Gelsomino has joined as project executive and marketing assistant.

Bob Hazard has been appointed director of marketing services at LouverDrape in Santa Monica, Calif.

Sharon Rench (shown) has been promoted to marketing communications manager, and **Elizabeth Irene Greeley,** (shown), was named assistant to Rench for Racine Industries, Inc., of Racine, Wis.

Greeley

Intradesign, a Los Angeles firm which designs luxury hotel interiors, has named the following as senior associates: **Richard Callen, James M. Isola,** and **Enrique S. (Henry) Torres.** And six new associates were appointed: David Huny, Virginia Ball, Agnes Laufer, Jerry Beale, Rick Mayhew and Cynthia Forchelli.

Thomas Sanford has been appointed manager of Marketing Communications and Telemarketing at Westinghouse Furniture Systems in Grand Rapids, Mich.

Karin Elder was promoted to associate at Daroff Design Inc., a Philadelphia-based space planning and interior architectural design firm. And **Lee Newbury** has been named as associate and director of graphic design.

Rench

Sabina Gillaspie received the William Sullivan Award for excellence in interior design during graduation ceremonies from the University of Texas at Arlington, School of Architecture and Environmental Design.

Christian G. Plasman (shown) was appointed president of Hickory Business Furniture in Hickory, N.C.

Robert F. Coulthard, Jr., has been appointed president of Hickory Furniture/Contract, a new division of Hickory Furniture Co. in Hickory, N.C.

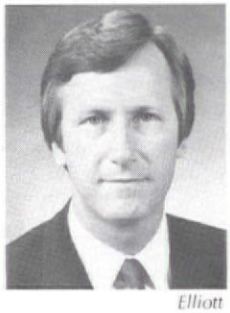
Richard D. Elliott (shown) was promoted to vice president of marketing for Lees Commercial Carpet Co. of King of Prussia, Penn.

Plasman

Cindy Morton has joined Dennis Miller Associates as director of marketing in New York City.

Michael H. Charles, ASID, IBD, is director of interior design for the DeWolff Partnership, architects of Rochester, N.Y.

Bernadette A. Welsh is now vice president-OEM Sales at Marvel Metal Products Co. in Chicago.



Elliott

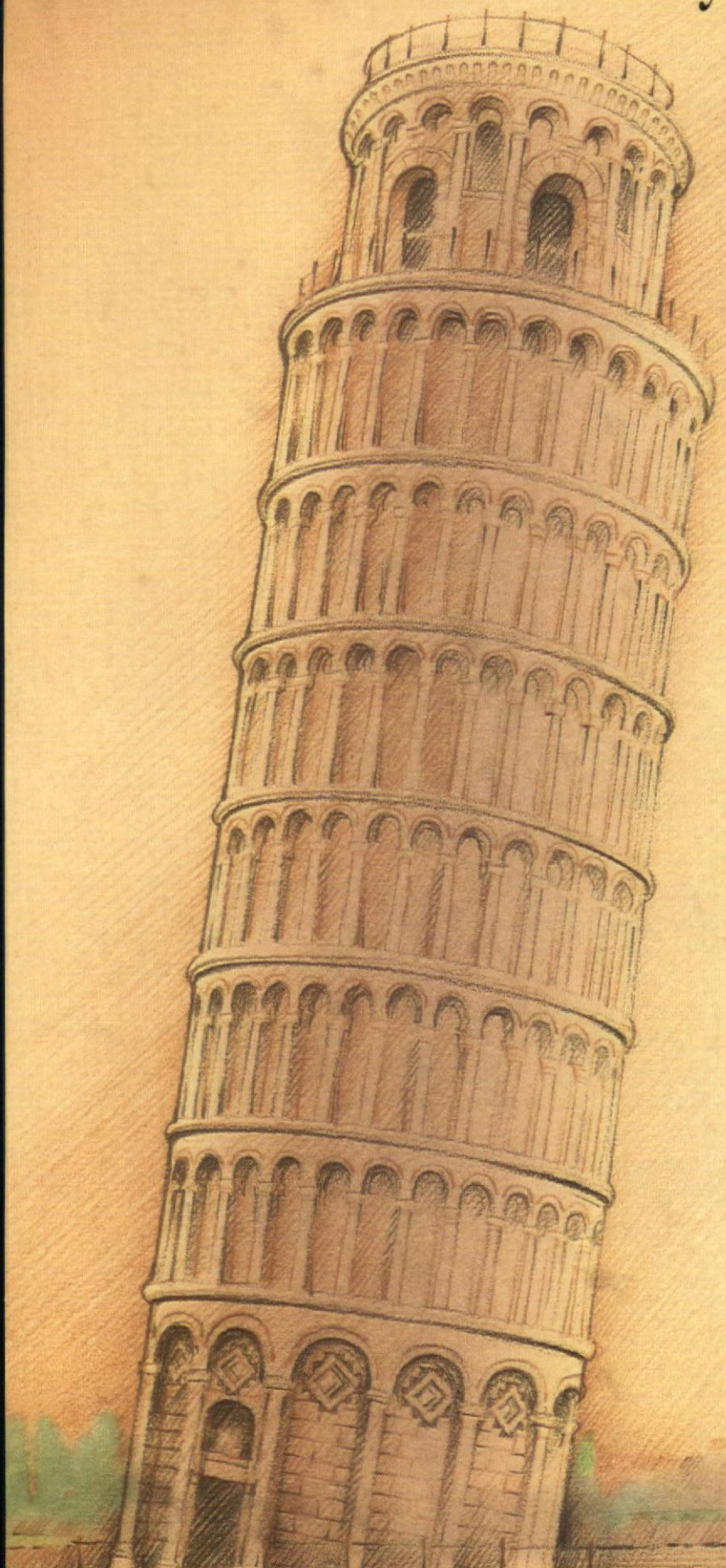
Dortha Ogborn of the Kittinger Showroom, Chicago, and **Ronald P. Orendorf,** of the firm's showrooms in New York and Washington, have been promoted to regional sales managers.

Carlton Wagner, designer/psychologist, has been elected chairman of Color Marketing Group's Research committee.

Elaine McCune has been promoted to director of design/contract at the Western Merchandise Mart.

Jack Crimmins has been appointed vice president of sales and marketing at J. Southard & Associates, Ltd.

Sometimes what you thought would last, lasted. But not the way you thought.



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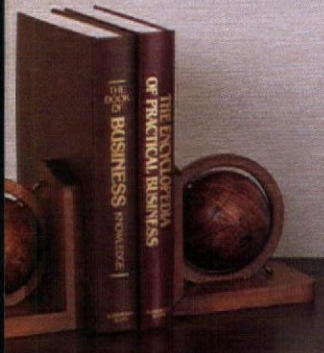

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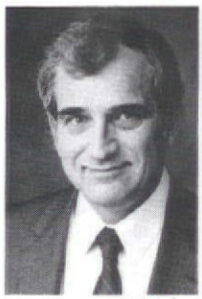
R. Stephen Broome (shown) has been named vice president, national accounts at Allsteel, Inc., in Aurora, Ill. The company has also announced the following promotions: **Kenneth L. Meinhart** (shown) to vice president, materials management; **Bruce O. Buhrmaster** (shown) to vice president, engineering; **Sal B. Aleide** to vice president and general sales manager, (shown).

Buhrmaster

Broome

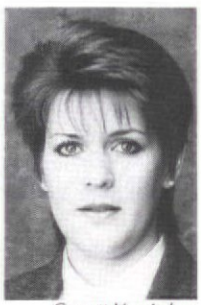

Meinhart

Aleide

Janice H. Gold (shown) has been promoted to marketing rep-special products for the states of Georgia and Florida, for Stratton Industries.

Jane Carrott-Van Auken (shown) has become director of design for Trauth Associates Ltd., a Chicago-based design firm.

Gold


Carrott-VanAuken

Jim Peed has been appointed director of design and merchandising for the Batesville Company.

Ron Blankenship has been named executive director, INNOVA, in Houston.

Janet Bartman has joined Wyatt Stapper Architects of Seattle, Wash. as marketing manager.

Jeanine Chapman-Bequette, ASID, was promoted to director of commercial design at Directions In Design, Inc. in St. Louis, Mo. She is responsible for creating interior design concepts for commercial clients.

Denise Scott Brown, architect/planner, received the Trailblazer Award from the National Home Fashions League. The crystal sculpture has been given annually since 1966 to outstanding women in design-related fields.

Paul L. Munyon has been promoted to vice-president-sales for Corry Jamestown of Corry, Penn.

The Constitution
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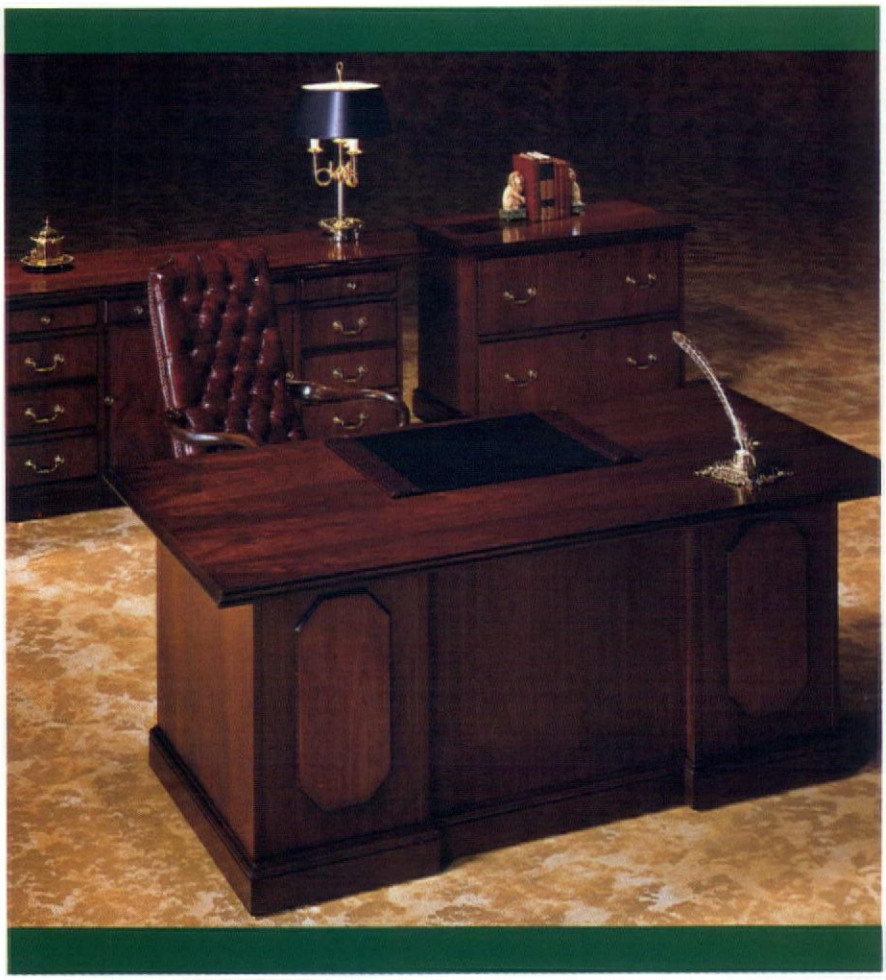

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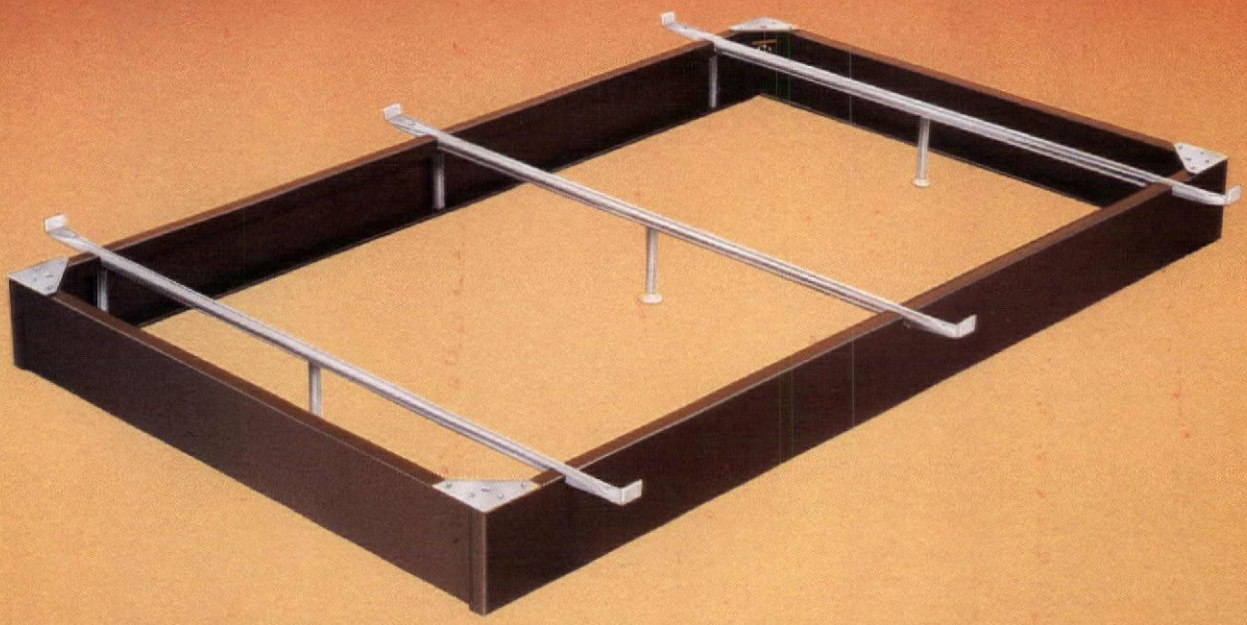

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ENCINA MOTOR HOTELS
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GOLDEN NUGGET
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Hackett

Nancy E. Hackett, (shown) IBD, has been appointed head of the interior design dept. of Schwartz/Silver Architects in Boston.

Bill Reeb is director of marketing at Ralph Wilson Plastics Co., Temple, Tex.

W. Chelsea Bartenfeld is senior vice president of the WestPoint Pepperell Carpet and Rug Division.

Steven A. Sweeney joined Oliver Design Group as a senior designer in the Pittsburgh office for full-service facilities planning and interior design.

Michele Craig has been named assistant director of communications for the Atlanta Market Center.

Kitty Richardson Conrad, IBD, was appointed southeastern contract consultant for the Wool Bureau in Atlanta.

Pam Barnett, IBD, ASD, recently joined Counterpoint Inc., as senior design manager for their Nashville office.

Foster

Marybess Foster (shown) is New England sales representative for Boris Kroll Fabrics, Inc. The company has appointed **Sally Burkhard** (shown) regional manager for the Washington, D.C. area.

Burkhard

Marc D. Goldberg (shown) has been promoted to director of sales for Samsonite Furniture Co.'s Commercial Products Division.

Cathy Dahm of C.M. Dahm & Co., and **Deborah Green,** founder of Human Resources Alternatives have formed Corporate Directions, Inc., a company providing executive search services and consulting expertise, dedicated to the contract furniture industry.

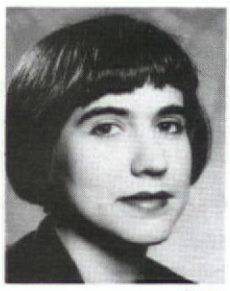
Stephanie J. Savic, (shown) has been named director of the St. Louis Design Center, a resource for the region's architectural and design community.

Goldberg

Dale A. Simpson has joined Adden Furniture of Lowell, Mass., as director of healthcare marketing, a new position for the manufacturer of solid oak furniture.

Interior designer **Patti Richards** has been elected International President of the International Society of Interior Designers.

Jan L. Bishop has been named director of healthcare architecture at Ewing Cole Cherry Parsky, an architectural, engineering and interior design firm in Philadelphia.


Savic

Sarah Tomerlin Lee received an honorary Doctorate of Fine Arts from the Moore College of Art in Philadelphia at the May graduation ceremonies for her "outstanding contribution to the world of art and interior design."

Peter J. Eckroth has joined Anderson, Mikos Architects Ltd., a Chicago-based design firm, as principal health planner.

David D. Saedi has been appointed membership director of the American Society of Interior Designers (ASID).

Conni Schaftenaar has been named manager, regional communications program for Haworth, Inc.

Rob Petit has been named director of a newly-formed association for window treatment retailers, the National Window Coverings Association.

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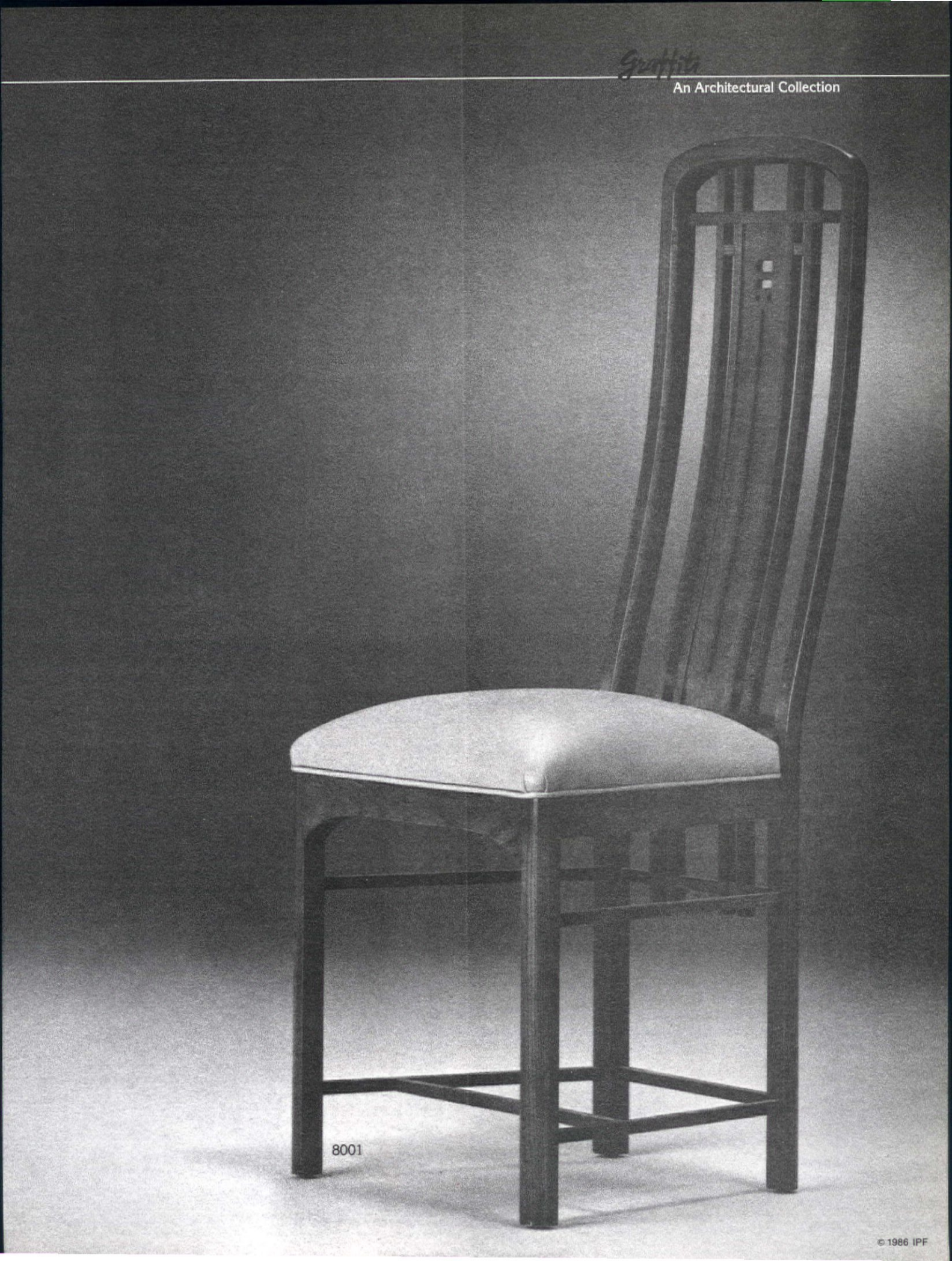

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1986

October 9-11. Designer's Saturday. New York, N.Y.
October 13-15. World of Window Coverings West. Anaheim Hilton and Towers, Anaheim, Calif.
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. Atlanta Market Center, Atlanta.
October 31-November 1. Pennsylvania Builds '86. David Lawrence Convention Center, Pittsburgh, Penn.
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.
November 7-10. Capital Design Week. The Washington Design Center, Washington, D.C.
November 9-12. AIA Committee on Architecture for Health conference: "Health Care Architecture: Is there a Future?" Westin Hotel, Washington, D.C.
November 11-12. Design Management Institute of Boston conference: "Fostering Strategic Innovation." Meridien Hotel, Boston, Mass.
November 13. Preview '87. The Marketplace Design Center, Philadelphia, Penn.
November 13-14. Computer-Aided Design & Facilities Management Conference. Marriott Marquis, New York, N.Y.
November 20-22. WOODTEC '86. The Woodworking Industries Technical Conference, Pasadena, Calif.

1987

January 28-30. CONDES. Dallas World Trade Center, Dallas.
March 3-5. RHIDEC, Restaurant/Hotel Interior Design Exposition & Conference. ExpoCenter, Chicago.
March 25-27. WESTWEEK. The Pacific Design Center, Los Angeles, Calif.

Foreign

October 16-21. Orgatechnik, 6th annual office trade fair. Cologne, West Germany.
October 18-26. INTERIEUR, 10th International Biennial of Interior Design Creativity. Kortrijk, Belgium.
October 21-24. Eurgodesign 86, The Evolution of the Electronic Workplace. Montreux, Switzerland.
November 9-12. International Furniture Show. National Exhibition Centre, Birmingham, England.
November 15-19. Technhotel; 23rd International Exhibition of Installations, Facilities & Equipment For Hotels, Restaurants. Genoa, Italy.
November 18-20. Northern Interior Design Exhibition. Greater Manchester Exhibition Centre, Eastcote, England.

1987

January 11-15. 4th SaudiComputer and SaudiBusiness '87 Exhibition. Riyadh Exhibition Centre, Saudi Arabia.
January 14-17. Heimtextil '87. Frankfurt, Germany.

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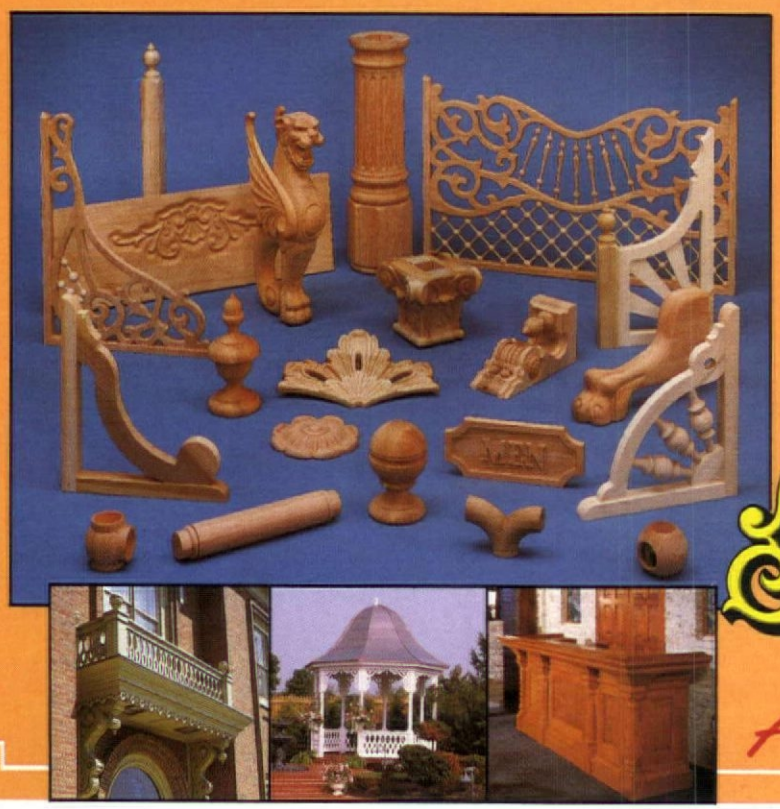

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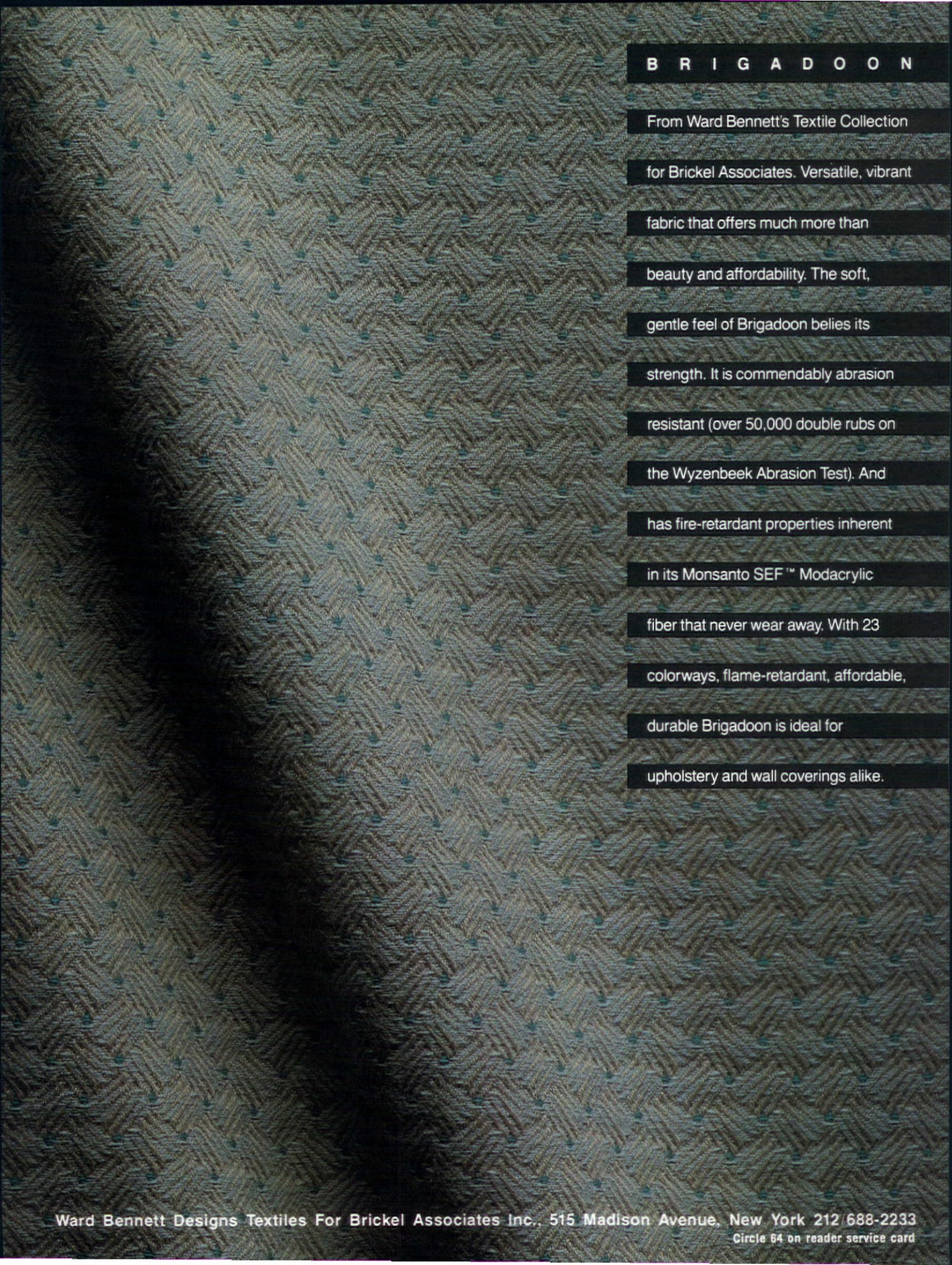

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DESIGN LEADER SEES HOTELS AS THEATER

Uplifting the spirit of man is goal for famed Hirsch/Bedner

By **DANA DUBBS** Western Editor

Creating a backdrop for human experience while striving to uplift the spirit of man is key to the work of hotel design specialists Hirsch/Bedner and Associates, Santa Monica, Calif. Believing that public guest spaces are interconnected stage sets that should enliven, entertain, and invite audience participation, this top-ranking interiors firm has parlayed its design philosophy into a global business. It boasts 200 hotels under its belt, a predicted $11 million in billings by the end of this year, and three subsidiary companies.

"Hotel design is the new American theater," says firm founder and senior partner Howard Hirsch. "Much of our approach has to do with the theatricality of design. We view the hotel as a stage. The moment you enter the lobby, you become an actor on the stage, a passing player taking part in the drama of different human activities. *(Continued)*

Design elements from lighting to form, texture, color, and art create stimulating backgrounds for the Pan Pacific Vancouver Hotel, Vancouver, Canada, shown on these pages. Interiors reflect diversity of styles drawn from Pacific Rim nations.

HIRSCH/BEDNER

International hotel experts

"Every design element, from lighting, to form, texture, color and art, has to do with creating a background for the drama of life. In theater, an illusion is created. In hotel design, we create a luxurious and seductive setting for people to express their highest fantasies.

"Designing up," a critical component of the company's work, is a very important concept, according to Hirsch. "From a philosophical point of view, we aim to uplift the spirit of man. We want to expose guests to a quality experience that will enrich their lives," he notes.

Quality is evident in Hirsch/Bedner-designed hotels no matter where they may be. And lately, the firm has been landing projects in more diverse markets than ever before. Currently, approximately 35 percent of the company's work is international. Michael Bedner, company president and partner, expects worldwide work to rise to 50 percent of commissions by 1989. Among international projects recently completed by Hirsch/Bedner are the 960-room Tokyo Ana in Japan, the Pan Pacific in Vancouver, British Columbia, and the Hyatt-on-Collins in Melbourne, Australia, slated for opening in November, 1986. On the drawing board are the Hyatt Regency hotels in Cologne, West Germany, and Jerusalem, Israel, while the Hyatt Carlton Tower in London is undergoing an update and renovation.

'A gentleman walked in off the street'

For Hirsch/Bedner and Associates, the call to international design work came in 1975 when "a gentleman walked in off the street and asked us to do a large atrium space for a hotel he was building in Manila," says Hirsch. "He didn't know anyone in Manila who could do that kind of work, and Hilton referred him to us. Then, someone saw that hotel in Manila and wanted us to do a hotel in Seoul, Korea." The die was cast.

Hirsch has a great affection for the Orient and in 1977, when he visited Hong Kong, decided to take a chance and opened a branch office there. It proved to be a fortuitous move. When Mainland China opened to world trade, Hirsch/Bedner was ready. "When I first entered the Far East, I thought we would teach American ideas to the Asian people. What I discovered is that we could learn as much, if not more, from our exposure to so many diverse cultures," says Hirsch.

Today, the Hong Kong office has a staff of 45 and currently has work completed or in-progress in Japan, Singapore, Australia, New Zealand, and The People's Republic of China.

Despite the wealth of work in the Far East, Bedner sees Europe as the area with the greatest potential growth. "We're doing a project in Istanbul, Turkey and we're looking at projects in Poland, West Germany, and Scandinavia. That's the reason we have a European presence."

Prior to starting work on a foreign project, designers immerse themselves in research. They request all owner and operator requirements during initial meetings, plus query clients on local customs and laws. "We try to find out if there's

Throughout the Pan Pacific Vancouver property, bird's-eye maple and solid maple paneling complement beige palettes. Natural-fiber wallcoverings, custom-designed furnishings, travertine floors, and actual artifacts such as ceremonial masks from the Pacific Rim region are used decoratively to express local identity.

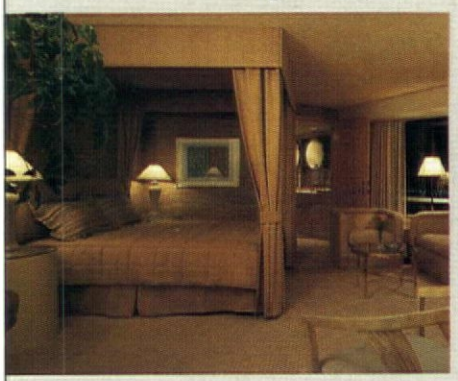
Hirsch/Bedner Project: Pan Pacific Vancouver Hotel, Vancouver, Can.

Total No. of Rooms: 505.

Project Design Team: Michael Bedner, principal-in-charge; Bill Armendariz, project designer; Vickie Segal, senior designer.

Completion: December, 1985

Project Notes: An eight-story atrium links all public spaces and serves as a hub of activity in this waterfront facility. A water feature symbolizing the inter-relationship of Pacific Rim countries is designed by planners to originate at a fountain located near an exterior dining platform, flow by a profile of the Pacific Rim, and re-emerge as a waterfall at the atrium's edge. Throughout the 505-room hotel, bird's-eye maple and solid maple paneling serve to complement a beige palette. Natural-fiber wallcoverings, custom-designed furnishings, and elegant bathrooms featurint travertine floors, countertops, and tub walls are part of the facility. Artwork, 90 percent of which comes from Canadian artists, is featured throughout the hotel. A mix of traditional and contemporary pieces, including kimonos and Northwest Coast Indian masks, reveal the diversity of styles of Pacific Rim nations.



Comment: *"The masks used in this project are copies of very old masks. They were made by Indians and were acquired through the Inuit Art Gallery in Vancouver. A series of Noh Indian masks that are featured in the Cascades Buffet were made in Japan."*—Vickie Segal, senior designer, Santa Monica office, Hirsch/Bedner and Associates.

Sources: Seating—Delta Furniture, C.J. Welch, Louis Interiors. **Tables**—Du Rovan, A.I. Furniture. **Upholstery**—Maharam, J. Robert Scott, Spinneybeck Leathers, Arc-Com Fabrics, Jack Lenor Larsen, Kravet Fabrics. **Wallcovering**—Contex Fabrics, Alison T. Seymour, Kneedler Fauchere Imports. **Floorcovering**—Brintons Carpets, Carpets International, Couristan, M&M Marble. **Lighting**—Light Source, Sirmos/Donghia, Thomas W. Morgen, Tyndale. **Millwork**—Sefina. **Paneling**—General Woods & Veneers. **Artwork**—Inuit Gallery, 18th Street Gallery, Art Collection Canada, Perkarsk/Noble Assoc. **Signage**—Dorothy Madvig. **Planting**—Cornellia Oberlander. **Etched glass panels & screen**—Dorothy Madvig.

HIRSCH/BEDNER

Always seeking challenges

anything we might do that could be a potential source of trouble," says Bedner. "We want to know, for example, if it's permissible to display alcohol.

"A great deal of research is conducted on each foreign locale," he adds. "We buy as many books as possible on the region to familiarize ourselves with customs, architecture, and local artisans. Local regulations and tax laws must be learned. Contracts must be set up to avoid future misunderstanding. International work is an educational experience. We have to be sensitive to these projects because we are guests in another country."

In Jerusalem, for example, religious laws dictated creation of a Shabbat registration area in a hotel project there. The hotel also had to be fitted with non-electrical doors. "We had to provide a kosher dining facility and synagogue in that hotel as well," adds Bedner.

Blending local culture with American ideas and utilizing local talent are common elements of Hirsch/Bedner designs. The Hyatt Regency Cologne, located on the Rhine River in West Germany, is an example of this. Expected to open in Spring, 1988, "The hotel was very, very German in its original concept," says Hirsch. "It was planned to appeal to a local market. The more we got involved in the project, however, the more we realized that we wanted to create an internationally flavored hotel. There are many young people in West Germany who want to see fresh ideas. It was a real challenge to bring what's good about American hotel design to Europe."

American design brought to Europe

The resulting hotel design does indeed reflect both local and American ideas. Detailed carpentry, cabinetry, carving, and metalry, for example, emphasize features unique to the hotel's locale. The latter include an adaptation of turn-of-century Art Nouveau style, known as Cologne Jugendstil. Wood paneling suggesting the area's traditional half-timber houses will also be installed in the eight-story facility. Authentic German artifacts and an extensive art collection will accent nearby areas; flowers, plants, and cut-floral arrangements will provide color.

Hirsch/Bedner's signature atrium will rise under a sloped glass roof in the hotel. The four-story atrium will contain a grand staircase that leads from ground-floor public spaces to second-level restaurants and meeting rooms. The second level will overlook another Hirsch/Bedner signature—an interior waterfall. The facility is being constructed of glass and granite.

Another project currently in the works, which also reflects an integration of American ideas with local custom, is the 2,100-plus room Beijing Hotel, People's Republic of China. At this facility, a California-style wing is being added to existing French- and Russian-style wings.

"We're trying to meld all of these different styles together through the interiors work," says Bedner. "The architecture of each wing is distinctly different." To blend interiors, designers are relying on palette and artwork. Having decided to forego pastel hues associated with California and the phosphorescent hues of China, designers will use traditional Chinese patterns in carpeting and Western concepts in dining. "We'll blend the technology of the West with the culture of the East," says Bedner. "A theatrical experience will be achieved through use of art and accessories, antiques, and artifacts."

Intercontinental Hotel, San Diego, shown here, is adding a second tower as well as launching an extensive renovation with Hirsch/Bedner. Maison Anne Marie Restaurant (above) and Corniche Lounge (opp.), on-property restaurants, are depicted.

When exploring projects that include everything from a small, elegant lodging to a large convention hotel or resort, Hirsch/Bedner prefers a challenge. "I prefer challenging projects," says Hirsch, "but then every project *is* a challenge.

"There's a 700-room hotel in London, for example, that was built in the '30s," he adds. "It's architecturally unappealing and deals with a two-to-three-star market. But, we have a motivated client who wants us to study this hotel and turn it into a four-to-five-star project. This client likes the image of the large American hotel today. He likes the excitement these hotels create.

"Though the London project is architecturally unappealing, it does have several physical attributes. A lot of people would shy away from this, but I see a challenge in creating something in London that previously didn't exist," adds Hirsch.

Not content to simply offer interior design services, Hirsch/Bedner and Associates has the ability to provide clients with total-concept planning, thanks to its three subsidiary companies. "We're meant to be one design resource that can provide interiors planning, as well as restaurant conceptualization, food and beverage merchandising, and more," says Bedner. "We have the ability to provide a total package—a total environment—on an international basis."

The subsidiary companies which operate independently and service other design clients include: Grafis International, a graphic design division which can create or redesign logos, stationery, signage, matchbooks, and more; Purchase Service Ltd., a procurement firm specializing in loose furnishings for the luxury hotel and restaurant markets; and 18th Street Gallery which functions as an art gallery and consulting firm.

As for the future, says Hirsch, "I'd like to see a continual upgrading of design—of what hotels are and the experiences people have in them. I see myself as an artisan/craftsman. The ultimate rewards in this type of work come from welcoming opportunities and rising to the challenges they present."

Hirsch would also like to spend more time establishing a national design council. Whether privately or governmentally backed, this council would be founded "to improve the American product in the worldwide marketplace," he explained. □

Hirsch/Bedner Project: Intercontinental Hotel, San Diego, Calif.

Total No. of Rooms: 650 (existing); 675 (new tower).

Project Design Team: Michael Bedner, partner-in-charge; Jorge Soto, associate/project designer; Alisa Witlin, senior designer/project coord.

Completion: Opened in Spring, 1984. A second tower and renovation are currently in progress.

Project Notes: With more than 650 rooms in the hotel tower, four major restaurants, plus convention and banquet facilities, this hotel serves a local community as well as the business and vacation traveler. An additional tower with more than 675 rooms is currently being designed with a contemporary scheme by Hirsch/Bedner. An extensive fine arts program will be a highlight of the addition and will complement and enhance the existing program. To be opened in Fall, 1987, the addition will include suites, lobby lounge, cafe, lounge bar, and ballroom.

Comment: *"The challenge has been to make the first and second tower coordinate, but not necessarily match. Artwork and color scheme are two means employed in the second tower to distinguish it, making it more casual and elegant. Art will be contemporary and the color scheme bolder."* —Alisa Witlin, senior designer, project coord.

Sources: Seating—Cleator Inc., Landmark, Hickory Furniture Works, Shelby Williams, Trouvailles, Stewart Collection. **Tables**—Falcon, Charles Pollock, Steve Radack, Marge Carson, The McGuire Co. **Table bases**—Chairmasters, L&B, Appletons Custom Metal. **Tabletops**—Steve Radack, Conceptual Artists, Peter Anthony. **Fabric and upholstery**—Clark & Burchfield Inc., S. Harris and Co., J.B. Martin, P. Kaufmann, Pindler & Pindler Inc., Wall-Pride Inc., Prudential, Maharam, Contex Fabrics, Ametex Fabrics. **Carpeting**—Victoria Carpet Mills Ltd., Couristan. **Lighting**—Casella Lighting Co., Hallmark. **Millwork**—Quality Frame & Door. **Marble pavers**—Florentine Co. **Planters**—Architectural Stoneware Inc. **Misc.**—Friedman Bros., Gideon Gallery, Queensgate Ltd., Brian Sceller, Chow's Imports, Robert Walker. **Paneling**—R.S. Bacon Veneer.

Hirsch/Bedner Milestones

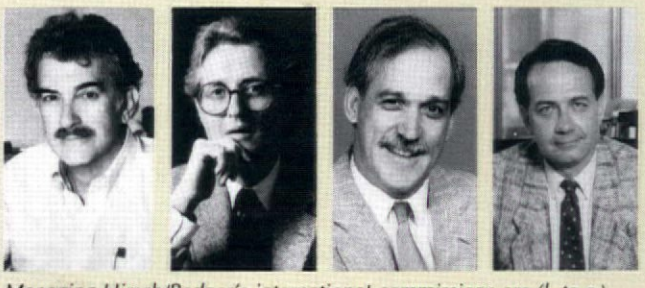
Founded: 1964 as Howard Hirsch & Assoc. by Howard Hirsch in Beverly Hills, Calif. In 1973, Michael Bedner renewed his association with Hirsch. In 1979, the firm moved to its present offices in Santa Monica, Calif., and underwent a name change to reflect Bedner's elevation to partner.

Branches: Hong Kong, opened 1977; Atlanta, opened 1979; London, coordinating office.

Subsidiaries: Grafis International, a graphic design division; Purchase Service Ltd., a procurement firm; 18th Street Gallery, art acquisition and consulting service.

Commercial Projects: Hotels.

Staff: 180, including 72 in Santa Monica office; 45 in Hong Kong; 46 in Atlanta; 4 in London.



Managing Hirsch/Bedner's international commissions are (l. to r.) Howard Hirsch, founder and senior partner; Michael Bedner, president and partner; William Leveille, managing director, Atlanta office; and Robert Bilkey, managing director, Hong Kong office.

ICE CREAM COLORS ADD FLAVOR TO HOTEL LOUNGE

'Streamers' is an attraction of Virginia Beach Plaza Hotel

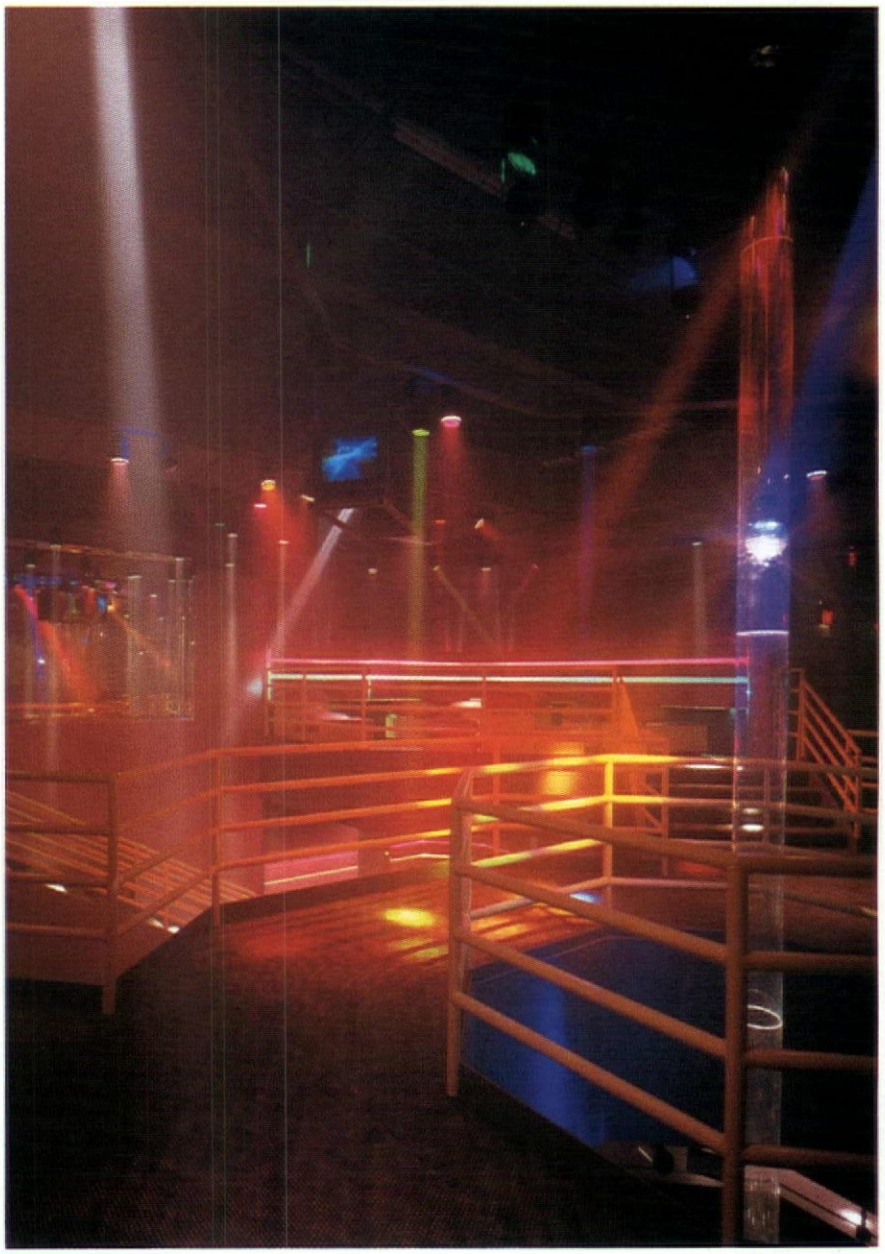
When the name Howard Johnson comes to mind, many people envision orange-roofed, road stop restaurants with adjoining motels. But, with the advent of Howard Johnson Plaza Hotels two years ago, high-end properties were introduced to the chain to significantly change this image.

American Contract Designers Incorporated (ACD), a New York City-based design firm specializing in hospitality installations, completed its first Howard Johnson Plaza Hotel, located in Virginia Beach, last year.

The facility features eight corridor floors of 150 guest rooms, a third of which are king-size. An atrium lobby houses the pool and health club, Nikolai's restaurant, and a lounge. Banquet facilities are located in a separate wing where a ban-

Nikolai's restaurant (top), with its dramatic styling, utilizes lighting to create a different ambiance for breakfast, lunch, and dinner. Lively atmosphere is created in Streamers lounge (opp.)

Steamers



(Opposite) King room offers ample desk space, seating and lighting planned to accommodate the business traveler. Banquet room (below) can be broken down into three smaller rooms for meetings. State-of-the-art lighting is present in Streamers lounge (right).

VIRGINIA BEACH PLAZA HOTEL

Facility appeals to business people

quet room for 225 complements an amphitheatre for state-of-the-art audiovisual presentations, along with smaller meeting rooms.

The Virginia Beach Plaza Hotel appeals especially to the business traveler. There is ample desk space in guest rooms, while king rooms offer generous working areas.

Black casegoods and a custom-colored deep mauve carpet constitute the color scheme in guest rooms. Lighting in king rooms consists of two wall-mounted fixtures on either side of the bed as well as a floor lamp and desk lamp. Drapery and carpeting are flameproof in accordance with local fire codes.

Dramatic design efforts are exhibited in Nikolai's restaurant which features continental cuisine as well as some Greek specialties. Brass banding with matching sconces ties the look together in the restaurant. Mini-lights surrounding restaurant steps are functional as well as decorative.

Another highlight of this Virginia Beach property is the high-energy lounge, Streamers, located adjacent to the hotel. Ice cream colors—mint green, strawberry, and peach—add a distinct atmosphere and style to this nine-level club which is extremely popular in the area, particularly on weekends. State-of-the-art video, sound, and lighting, in a lively atmosphere, are among the attractions that Streamers offers its clientele.

ACD's design team for the hotel consisted of six people—one project designer, a decorator, a spec writer, and three production personnel.

Melanie Reiner, vice president, marketing, ACD, explains that there was adequate working time on the project—about a year from design to installation. ACD handled design, purchasing, and installation for the project from start to finish.

She notes that the budget, determined by a room rate ranging up to $90, dictates the choice of furnishings. This property, which is high-end, boasts sophisticated interiors.

Mary Economos, co-owner of the hotel, had a great deal of input on project interiors. In particular, the color scheme had to meet with her approval before it was initiated.

Reiner commented that there were no major problems with this project for ACD which is a specialist in the area of hospitality. The firm, which recently acquired a West Coast affiliate—Integrated Design Associates—does more than 90 percent of its work in hotels.—*P.B.*

SOURCES

Casegoods—Ebenreiter Woodworking. **Sofas**—Congoleum Corp. **Seating**—Shelby Williams, Confab. **Tables**—Shelby Williams, Con Fab, King Arthur. **Custom bar, waitress station, and drink shelves**—Con Fab. **Chair and banquet upholstery**—Ametex. **Drapery and bedspread fabric**—Ametex. **Mirror**—Outwater Plastics. **Wallcoverings**—Pervel Industries, JM Lynne, Innovations, General Wallcovering. **Carpeting**—Wunda Weave, Dan River, Pacific Crest, Milliken. **Guestroom lighting**—Alsy.

Interior Design—American Contract Designers Incorporated. **Owner**—Economos Properties.

Photography by E. Alan McGee

Foodservice facilities (this page and opp.) satisfy code requirements for a balanced food/beverage seating ratio. To resolve problem of varying ceiling heights, a 3-ft. sheet rock archway was employed (opp.) with cove lighting that alters illumination according to need.

HOTEL CODE REQUIREMENTS SOLVED WITH INNOVATION

Designers II, Atlanta, surmounts code restrictions in Fair Oaks Holiday Inn

One of the big reasons that developers rely on the intuition and talent of the interior designer is that designers come up with outstanding solutions to code problems as they do their cosmetic magic. Janet Garner, president of Designers II, Atlanta, hardly says "Ho hum!" when such problems arise, but she doesn't panic either. "Inherent in every design problem," she says, "is a suitable solution, no matter what the time or money restraints may be."

That is especially true in working with hotel developers, she points out. Her design firm has made a specialty of hospitality design.

Calls for creative solutions

Garner adds that sometimes there is an inherent conflict in the design objectives outlined by the developer that calls for a creative solution. She points to the Fair Oaks Holiday Inn that her firm designed recently as an example.

"The developers," she elaborates, "wanted an upscale property for business travelers in a mall site that would be relatively traditional because of its Washington, D.C., location. Other criteria included an open atrium with guest rooms surrounding it and an activity area in the atrium where guests could swim, dine, lounge, and otherwise enjoy amenities geared to sophisticated clientele.

A preliminary meeting with the developers and Holiday Inn's marketing organization helped delineate the configuration of the hotel that would be geared to its high-income area.

FAIR OAKS HOLIDAY INN

Obstacles are a challenge

"Projections for growth there," says Garner, "are incredible."

The result is a 260-room hotel that is proving to be so successful that a 70-room addition is now in the works. Such growth was anticipated in provision of a double loaded corridor on the back end of the building. The structure stands six floors high, with the atrium dominating the interior.

As conceptualization took place, the inevitable code problems presented themselves. The liquor license required that there be as many food service seats as there were lounge/bar seats. An initially planned lounge/bar seating area exceeded restaurant seating, thus violating local ordinances. To even

out beverage vs. food service seating, another atrium restaurant was added.

When building inspectors pointed out that a 6-ft.-high chain link fence would be required around the pool, Garner innovated.

"Can you picture a chain link fence in the middle of an upscale atrium?" asks Garner.

The solution was a fabrication of a 6-ft. windowed wall around the pool that met the "fenced-in" requirement, but which remained "open" as a result of the windows. The wall also blended into surroundings because it was of the same composition and color as the rest of the building.

One of the walls flanks a passageway topped by 16 illuminated brass arches that separate the pool from the dining and lounge areas. Planters also helped to soften the look.

Color schemes express interiors which straddle traditional and contemporary furnishings. Enlivening guest room (above) is a lighter palette that offsets provincial furniture. Control books of samples specified, supplied by designers, assure proper maintenance throughout the facility on into the future.

One county inspector pointed out that the atrium had to have a smoke skirt to confine smoke in the event of a fire. Such a feature seemed difficult in the extreme to incorporate into an atrium environment. Garner introduced a draft curtain of Lexan plastic around the entire atrium to meet the code requirement, thus providing an almost invisible barrier that does what it has to do without intruding.

Arches conceal irregularity

A restaurant located in the public area of the hotel and extending under the room section was treated with a 3-ft. sheet rock archway that, together with a mirror on one wall, totally conceals a drop of 16-ft. to 8-ft. ceiling irregularity.

Cove lights incorporated into the arches are controlled by a dimmer to vary lighting intensity according to the meal and the mood desired.

As for color, Garner notes that projects often dictate their own colors. She says, "Color doesn't affect a project until space plans are complete and many deatils are out of the way. Then, colors almost happen themselves, depending upon the nature of the installation."

To keep the traditional flavor in a hotel that straddles contemporary and traditional, Garner chose a palette consisting of plums, taupes, and cranberry in the restaurants. In the hotel's rooms, she injected an upscale note by using traditional Drexel casegoods, but coloring the rooms in lighter, untraditional colors, such as using green upholstery leather. "We had to keep the colors deep enough to wear well," she says, "but light enough to provide a lighter look." Sea greens and apricots were used in guest rooms.

Designers II provided a "control book" with samples of everything specified into the hotel so that the client could replace without having to rely on the designer for every decision, no matter how small.

The atrium is graced with a hanging mobile sculpture.

Trees and varying height separations provide human scale, as well as separating shared, but varying use areas, such as the pool and lounge/restaurant areas.

Developer Flautt Properties of Memphis, Tennessee, won a Holiday Inn Development Award for the property.—*L.C.*

Mobile sculpture graces atrium where an enclosed pool area (rear, floor level) met code requirements by means of a window-wall, one of several resourceful solutions reached by Janet Garner, president, Designers II, Atlanta, specialists in hospitality design.

SOURCES

Carpets—Harbinger, Calhoun, Floorgraphics, Weavercraft. **Chairs**—Albert Martin, M. Lewenstein, Madison Ind., Marden. **Loveseats**—Bernhardt Furniture. **Slat armchairs, bar stools**—Falcon. **Banquettes & booths**—Joseph's Interiors. **Table, chairs, and ottoman**—Tropi-Cal. **Wing chair**—Fairfield. **Side chair**—American of Martinsville. **Console Table**—Mt. Airy. **Tables**—CHF, Associated Imports. **Table tops & bases**—CHF. **Sleep sofas**—Jamison Upholstery, Selig Upholstery. **Cocktail & side tables**—Thomasville. **Dining room tables & chairs**—Drexel Heritage. **Wood Screen**—Ginzberg Collection. **Wallcoverings**—Porter, Key, J. Josephson, Bob Mitchell. **Fabrics**—Boris Kroll, DesignTex, S. Harris, Naugahyde, Maharam, Kravet, Schumacher. **Upholstered wall fabric**—High Cochran. **Leather**—Edelman Leather, **Accent wallcovering**—Karl Mann. **Lamps & Lighting**—Fine Art Lamps, George Kovacs, Champion Lighting, Metal Products Inc., Plymouth Harlee, Royal Haeger, Frederick Cooper, Scott Lighting, Greene's. **Wood wall panels**—Forms & Surfaces. **Draperies**—Cohama, Joseph's Brunschwig & Fils. **Art & Sculpture**—W.W. Grapphics, Larry Young, Ginzberg Collection, Swanston Arts, Brushstrokes, International Art, Meiselman Imports. **Lambrequin**—Lee Jofa, Joseph's. **Ceramic pots**—International Art Properties.

Interior design—Designers II, Atlanta, Ga.; **Interior architecture**—Laurence Ballou, Atlanta; **Building architect**—Archeon, Memphis, Tenn.

EURO-STYLE HOTEL EVOKES CASUAL ELEGANCE

Collaboration of Index, Bordelon & Assoc. proves luxury can be achieved on the client's budget

Traditional European hotels have always managed to convey a certain understated elegance by combining intimacy and comfort in a luxurious setting without being intimidating. This is the design premise of the Waterford Hotel in Oklahoma City, Okla., done by Index The Design Group of Laventhol & Horwath in association with Bordelon Associates, both of Houston, Tex. Restricted by budget, the two firms worked together to create an elegant, yet liveable European-like environment by blending a variety of styles with warm colors and soft lighting.

Located near an office park in an upper-class neighborhood in Oklahoma City, the 200-room, 10-story hotel is owned by developer Charles S. Givens Interests and operated by Vista International, a division of Hilton International. According to Maria Bordelon, principal, Bordelon & Associates, the match-up of the two design firms evolved over the course of a year with input from both owner and operator. "The owner had seen two luxury hotels I had designed in Houston and liked them," she says. "One was done in a country English theme and the other in sort of an international style. He wanted a design concept for the Waterford that was between the two."

Team approach taken to satisfy owner & operator

However, due to budget concerns, the owner eventually selected Index to do the project. But Vista favored hiring Bordelon and while negotiations were still taking place, suggested that the firm be brought in to collaborate on the Waterford's design concept. A team was formed, with Index taking on primary responsibility for designing the two restaur-

Light floods into the Veranda Restaurant (right) from a wall of 15-ft.-high arched windows. White finishes blend with furnishings and accessories to create an airy atmosphere for the Waterford's "morning room" which overlooks an outdoor pool area.

Photography by Robert Miller

WATERFORD HOTEL

Project wins six awards

ants and bar area; while Bordelon worked on the lobby, reception, meeting rooms, and guest rooms. According to Index project designers Gregg Hackett and Diana Martin, the firm was chosen to do the restaurants because it is known for its expertise in food service. "We got started in hospitality design by doing restaurants and clubs," says Hackett.

All budgeting, scheduling, and documentation was done by Index, whereas Bordelon was basically involved in conceptual design. "I was brought on to ensure the design quality of the project," states Bordelon. "My role was one of interior

design overseer." Both firms stress, though, that it was a team effort, with each contributing significantly to the design of the hotel. "It turned out to be a very successful joint venture," Bordelon says.

Lobby sets mood of hotel

A vaulted esplanade linking the entry to the registration area, ballroom, dining and lounge facilities greets guests upon entering the hotel. A colonnade covered with faux marble wallcoverings supports a partial barrel-vaulted ceiling. Seating areas situated between columns are furnished with rich mahogany upholstered sofas and chairs. An oak parquet floor bordered with marble is symmetrical with the columns, which are adorned with wall sconces to provide soft uplighting in the long hallway. "Critical budget decisions were made on wallpaper, marble, wood tone, and even the type of vaulted ceiling," says Bordelon. The overall color scheme, which starts in the lobby, is a blend of peach and rose tones with dark teal blue accents.

Two semicircular custom writing desks in the reception area are used instead of more conventional stand-up front counters. These desks are equipped with a CRT screen which folds down into the top of the desk. Guests sit in Hepplewhite arm chairs to register. "It was Vista's idea to use the sit-down concept," says Bordelon. "The idea is very European. It suggests intimacy." This traditional parlor setting is accented by contemporary artwork and Oriental screens, contrasted with wrought iron chandeliers hanging from above.

Overlooking the pool area outside, the Veranda Restaurant is meant as a "morning room." The Index design team used white wicker furnishings and painted walls, verde marble floors, and marble borders to give the room a light and airy feeling. A row of 15-ft.-high arched windows along the outside wall lets a surplus of complementary sunlight into the space. Special features include a 12-ft. buffet in the center of the restaurant, along with custom banquettes on the inside wall. "Casual elegance is the statement in this room," explains Martin. "It has sort of a Mediterranean look."

The lobby (left) sets the hotel's mood with its vaulted ceiling and soft colors. Guest rooms (above) have a traditional residential feeling. Wood finishes, darker fabric, and rich marble dominate the masculine Club Room (opp. page) adjacent to the Veranda.

The club room adjacent to the Veranda serves both as a restaurant and lounge. Here the feeling is clubby, masculine—reminiscent of traditional European images. Dark mahogany panelling, oak flooring, and upholstered leather chairs and sofas complement a hunter green and burgundy color scheme. A private dining room, view of the Veranda via an open "window," and grand piano enclosed by beveled glass are special features of the two rooms.

This same theme is carried into the board room, where mahogany panelling and a large table provide an appropriate setting for meetings or presentations. The board room is also equipped with complete audio/visual facilities which are hidden behind a moveable panel above a fireplace. Other areas of the hotel, such as the ballroom and pre-function area immediately adjacent, have similar detailing as the lobby cor-

ridor. Crystal chandeliers along with cover, base, and chair rail moldings evoke traditional images in the "grand hall."

The 200 guest rooms in the hotel are treated as residential settings furnished with traditional pieces and floral patterned upholstery. The design team used variations of the hotel lobby color scheme for three different palettes in the rooms. The idea behind the teal, navy blue, and gray color schemes was to create a feeling of similarity, but not an identical match. "Guests shouldn't feel like they are walking into a smaller version of the lobby," says Bordelon.

Proof of the project's success is evidenced by the fact that it won six different awards. These citations include: *Restaurant & Institutions* magazine 1986 Excellence in Interior Design award; 1985 American Hotel & Motel Association Gold Key award for the best new restaurant in a hotel (Veranda); Second place/restaurants and First place/lobby in *Lodging Hospitality* magazine's 1985 competition; Honorable mention, American Society of Interior Designers 1985 interior awards; and Houston Chapter/American Institute of Architects 1985 interior design award. —*S.M.*

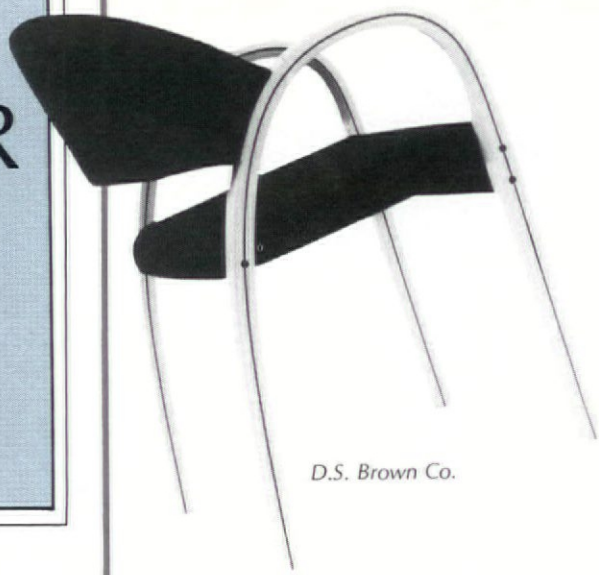
SOURCES

Chairs–R.T. Mark, Astoria Imports, Shelby Williams, Sarreid, Tropi-cal, Hickory Chair Co., Kay Lyn, Inc., Drexel Heritage, Stanley Furniture Co., Statesville/Ross. **Tables**–Eppinger, Michael Hamilton, OB Zhay, Troy Wesnidge, Cedric Hartman. **Table tops and bases**–Verde Guiada Marble, Falcon Products, Johnson Industries, Granada Peach Marble. **Sofas and loveseats**–Crown City, Drexel Heritage. **Fabrics & upholstery**–Leni's, SunarHauserman, Carnegie, Gretchen Bellinger, Groundworks, Rudd International, Papiers Textiles, Lee Jofa, Lackawanna Leather Co., Bergamo, Rodolph, S. Harris, Manual Canovas, Kravet Fabrics, Lazarus, Westgate, Pindler & Pindler, Duralee. **Wallcovering**–BG Associates, Silk Dynasty, Genon, S. Harris, Schumacher. **Carpet & flooring**–Bentley Carpet Mills, Edward Fields, Granada Peach, Custom Wood Flooring, The Scott Group, Verde Buiada Marble, Floorgraphix, Edward Molina Designs, Alexander Smith Carpet. **Banquettes & bar stools**–Shelby Williams, Troy Wesnidge, Guy Chaddock & Co., Crown City. **Desks & casegoods**–Troy Wesnidge, Stanley Furniture Co. **Lighting**–New Metal Crafts, Boyd, Lotus, Clover Lamp Co. **Accessories**–Henredon Imports, Belgravia, Carolina Mirror. **Artwork**–Belgravia. **Planters**–International Terra Cotta. **Bar top**–Antique Italian Marble.

Interior design/architecture–Index The Design Group of Laventhol & Horwath; Gregg Hackett, project manager & interior architect and Diana Martin, designer; in association with Bordelon & Associates: Maria Bordelon, designer and Vicky Frange, asst. designer. **Art consultant**–Tango-Howard. **Building architect**–Architectural Compendium. **Contractor**–H.A. Lott, Inc. **Mechanical**–Blum Consultants, Engineers.

FOR HOSPITALITY, FURNISHINGS OFFER COORDINATED PRODUCT STYLING

Soft cushions, wood solids & veneers provide durability in usage



D.S. Brown Co.

D.S. Brown Co.—Chair's laminated beech frame has a black stain detail. Product is in firm's Quick Ship program. **Circle No. 270.**

Cumberland—Fixed upholstery on Luna guest chairs is complemented by a loose crescent-shaped foam cushion. Luna is available with a low- or high-arm and may be ordered on casters or with a tubular chrome base. **Circle No. 271.**

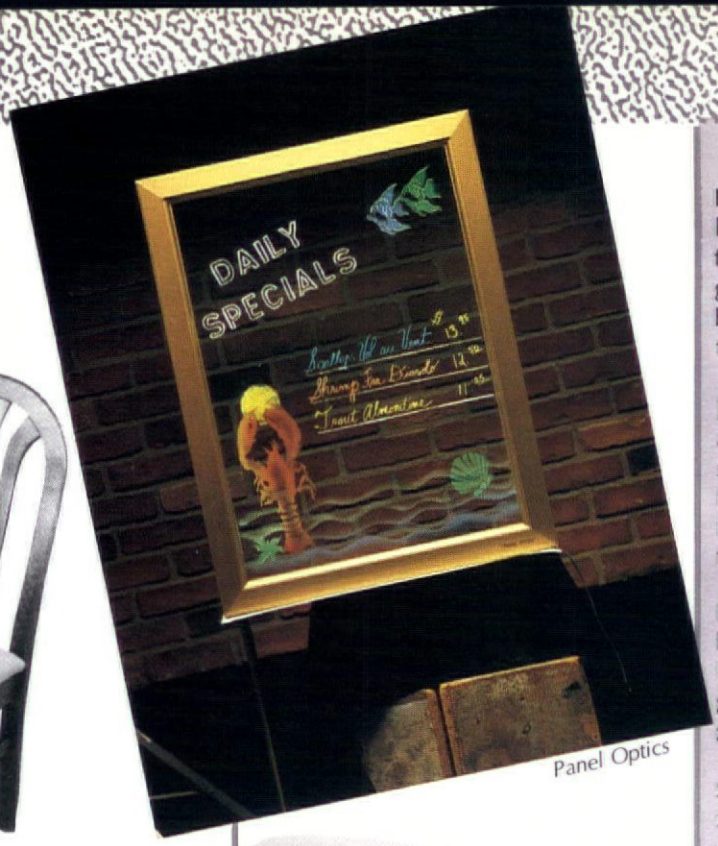
Brayton Int'l.—Besides 12 different sectional seating units, Piccolino is available as a two-seat sofa and chair. A groove down the middle emphasizes the vertical pattern that comes from adding on units. **Circle No. 272.**

Cumberland

Ametex

Ametex Contract Fabrics—Impressions is a seven-style print collection. The 54-in.-wide fabric is 50 percent poly/50 percent cotton for use as drapery and bedspreads. **Circle No. 273.**

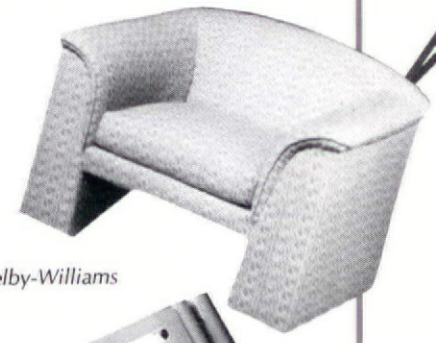
Brayton



Panel Optics

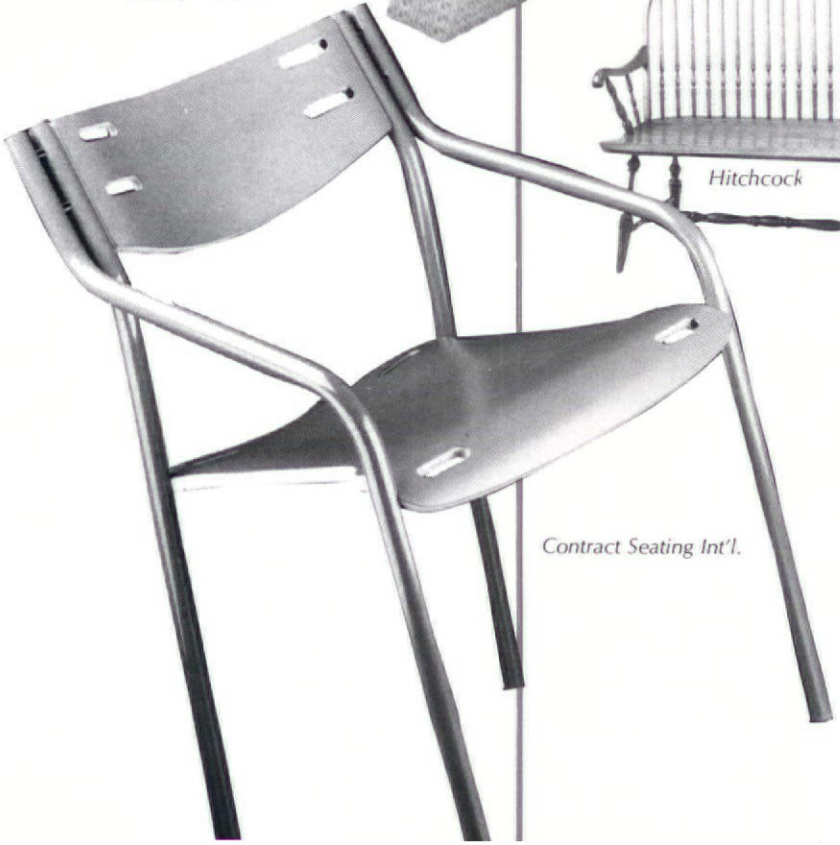
John Boos & Co.

Beylerian



Shelby-Williams

Hitchcock



Contract Seating Int'l.

Panel Optics—Transparent panels have light sources encased in their aluminum frames. Any writing on the panel will glow like neon. When used as a menu board, panels can be seen from a distance in dim light. **Circle No. 274.**

John Boos & Co.—Available as a side or arm chair, Malibu features solid oak or solid beech construction with an upholstered seat. A choice of white, black, blue, red, or green aniline dye is offered. **Circle No. 275.**

Beylerian—Folding table in a high-gloss hammered pewter finish is part of a collection designed by Pascal Mourgue. A graceful chair is also part of Lune D'Argent. **Circle No. 276.**

Shelby-Williams—Part of the Design for Suites collection, the Bristol lounge chair has a dacron-wrapped reversible foam padded seat cushion over a self-decked spring base. Back and arms are also foam-padded. **Circle No. 277.**

Hitchcock—Trowbridge oak bench goes through a 15-step finishing process. The solid, one-piece steam-bent bowback is the central design feature.
Circle No. 278.

Contract Seating Int'l.—Seat and back appear to float between the frames of the G C-S chair, attached without visible hardware. Chair stacks when not in use. **Circle No. 279.**

Gordon Int'l.

Gordon Int'l.—Features characteristic of Art Deco—clear lines, solid construction, Cubist detail—are evidenced in the Vienna Classic collection. Shown is the Settee Tufted. **Circle No. 280.**

Atelier International

EBCO

Falcon

Emeco

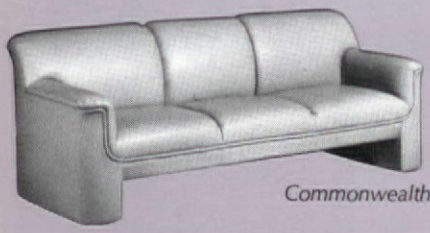
Phifer

Uniroyal

Pompeii

HOSPITALITY FURNISHINGS

Laminate tops accent guest room furniture



Commonwealth

Commonwealth—Seven lounge introductions featuring solid cherry and steam bent units cover traditional, transitional, and contemporary styles. Shown is the Arlington group.
Circle No. 281.

Atelier Int'l. Lighting—Murana wall sconce creates direct upward and diffused downward lighting effects. The product is part of the Lighting Quick-Ship program. **Circle No. 282.**

Emeco—Model #33M chair stacks 33 high in just one meter when on a chair caddy. Injection-molded polypropylene seat and back are perforated to permit air circulation.
Circle No. 283.

Pompeii Casual Furniture—Frames in the Amadeus collection of arm chairs, side chairs, and swivel bar stools are constructed of cast aluminum. Dining tables are available with fiberglass, acrylite, or tempered glass tops.
Circle No. 284.

Uniroyal—This manufacturer of Naugahyde® offers the Spirit line of vinyl coated fabrics, now reformulated to include 34 new colors.
Circle No. 285.

EBCO—Hand-splined bamboo combines with solid wood moldings and veneers to create a look of tropical splendor for the Cameron suite. **Circle No. 286.**

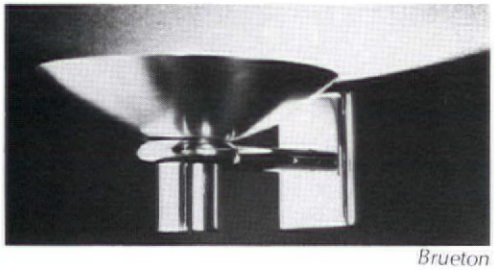
Phifer Wire Products—SheerWeave interior shading fabric is flame-resistant, energy-efficient, and long-lasting.
Circle No. 287.

Falcon Products—New couch and chair combo is suited to lobby and hotel spaces. Line is made of foam, webbing, and hardwood components.
Circle No. 268.

Condi

Plymold

Burlington



Brueton

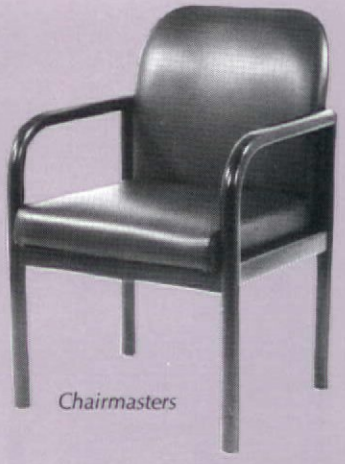
Virco

Krueger

Condi—Seating in the Richmond series includes high- and low-back bentwood chairs with spindle or fully upholstered back. **Circle No. 288.**

Virco—Contoured chair is designed to combine contemporary styling with durable construction. Product features contoured backrest and seat with chrome-plated steel tubing base. Molded back and armrests are padded with thick layers of urethane foam. Chairs are available in a range of colors. **Circle No. 289.**

Burlington Glass Fabrics—The Hampton Inn Hotel, Addison, Tex., is equipped with glass fiber flame-resistant furnishings. The lobby has sofas and chairs which contain a Sandel flame barrier. **Circle No. 290.**



Chairmasters

Chairmasters—Originally specified for corporate executive dining, #7310A chair is manufactured of solid maple and available in Chairmasters' fabric or COM. **Circle No. 291.**

Krueger—Fabric and finish combinations abound in the Versa Sled Base chair. Frames are offered in 26 colors and chrome; armrests in four basic colors; and upholstery in fabric, vinyl, or COM. **Circle No. 292.**

Plymold Booths—Richwood chairs, armchairs, and counter stools match Plymold tables and booths. Free standard drafting layout and quotation services are available. **Circle No. 293.**

Brueton Inds.—Using a low volt/high wattage halogen light bulb, the Olympus wall sconce creates dramatic lighting effects. Made of stainless steel, Olympus comes in polished or satin finishes and in a high-gloss or opaque enamel colors. **Circle No. 294.**

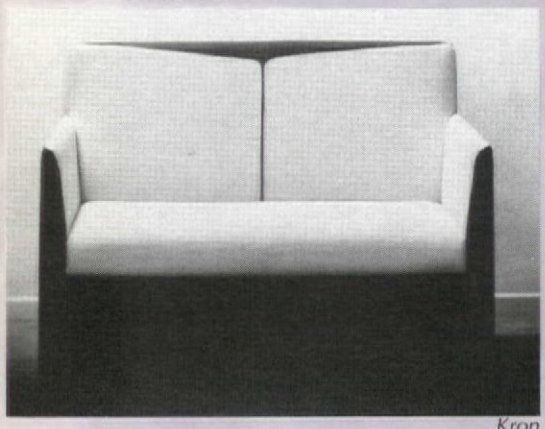
HOSPITALITY FURNISHINGS

Side chairs show simple lines

Rose Johnson—The Ambience furniture series has been added to the Timber-Line collection. Black accent and solid mahogany molding complement mahogany laminate to create a contemporary design. **Circle No. 295.**

American of Martinsville—Hand-applied mini reeds form a diamond design on curved ends of desks, uniplex, dresser, and TV armoire in the Palm Isle collection. **Circle No. 296.**

Stanley Furniture—High-pressure laminate tops resist spills in the Expectations collection of guest room furniture. The red hue of mahogany veneers is accented by ebony moldings and brass hardware with black insets. **Circle No. 297.**



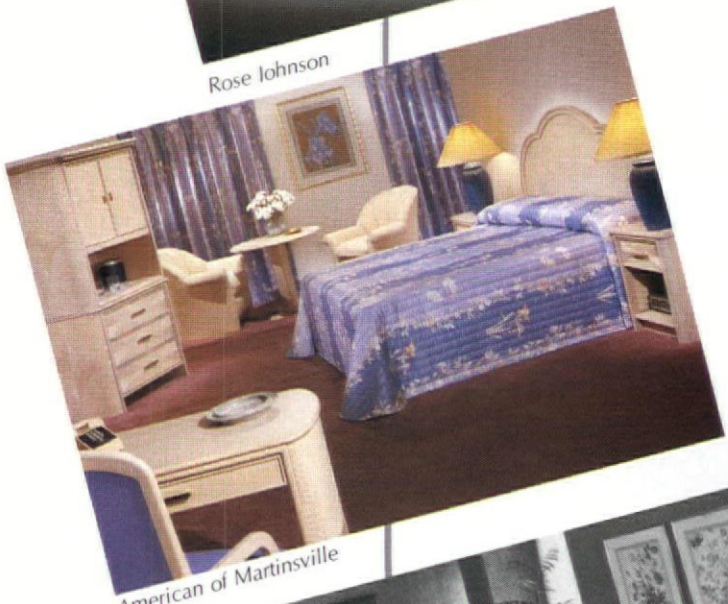
Kron

Kron—Toletum sofa has scaled-down proportions and stitching detail with the use of fabric and contrasting leather. The seating collection includes armchairs in low-, mid-, and high-back models. **Circle No. 298.**

Tuohy—Upholstered seats in the Trieste chair have a contoured core designed to provide prolonged comfort yet retain a thin profile. Leg frames are constructed from select hardwoods. **Circle No. 299.**

Lawrence Metal Products—Paneled Adapta-Rails provide traffic-control and discourage climbing by children. Double-faced panels, in smoke acrylic or walnut-grain laminate, are factory-mounted with clips. **Circle No. 300.**

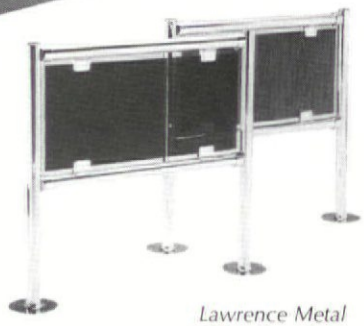
Rose Johnson



American of Martinsville

Stanley

Tuohy



Lawrence Metal

Gunlocke

Loewenstein/Oggo

Gunlocke Co.—Elliptical in design, the Newport chair comes with open or closed upholstered arms. Sculpted seat and back assure comfort, while a solid steambent walnut, oak, or cherry frame provides a clean, uncomplicated line. **Circle No. 301.**

Loewenstein/Oggo—Cortina Two upholstered pull-up chair features a decorative double-back trim. **Circle No. 302.**

Arc-Com Fabrics—Ambria upholstery fabric is a high-luster, 100 percent worsted wool satin jacquard. Woven 54-in. wide, it's available in 21 mosaic colorways. **Circle No. 303.**

Level of Winchedon—Bentwood chairs include those with a wood saddle seat. The firm also markets metal, fiberglass, and polypropylene chairs. **Circle No. 304.**

Gulden Gallery—Featuring solid mahogany dishtop, the Canton table was adapted from an original Chinese Cathay Tea Table from the 17th century Kang Hsi period. Several finishes are available. **Circle No. 305.**

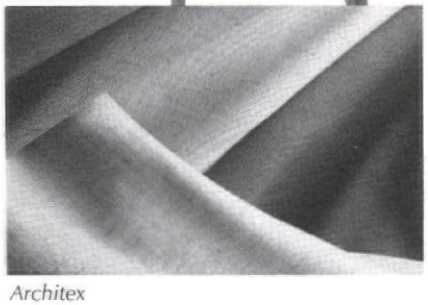
Arc-Com

Malden Mills Industries

Malden Mills Industries—Contract velvet is inherently flame-resistant and has noise reduction and stain-resistant qualities. Product is made of plush, 100 percent Orlon acrylic velvet. **Circle No. 306.**

Level of Winchedon

Gulden Gallery



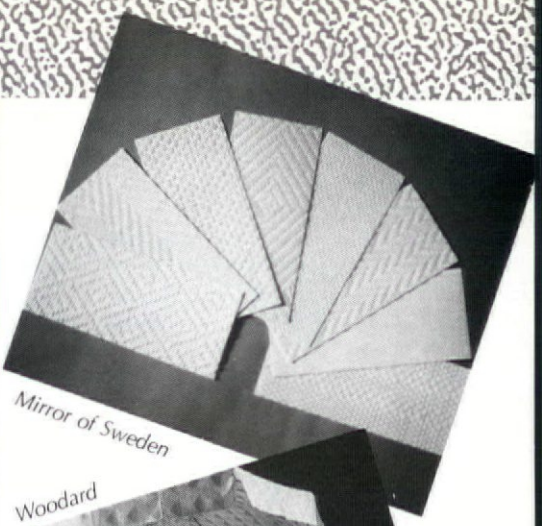
Architex

Architex—Breathless and Shimmer patterns use 95 percent wool and 5 percent viscose in a high-tech, space-dyed effect to create a six-color, tone-on-tone solid. **Circle No. 307.**

Domus Italia

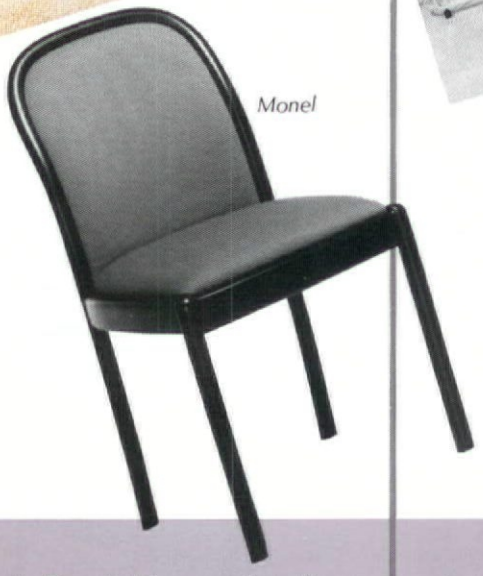
Domus Italia—Double-column arms distinguish the Teatro seating unit. A combination of lacquer, Italian walnut frame, and removable seat and back cushions are available in a chair or settee. **Circle No. 308.**

Harris-Hub



Mirror of Sweden

Woodard



Monel

Gregson

HOSPITALITY FURNISHINGS

Fabrics, finishes mix pattern & texture

Harris-Hub Co.—All-steel bedbase is available in shadow brown enamel or gleaming brass finish. Headboard brackets are optional. **Circle No. 309.**

Mirror of Sweden—Tasso woven fiberglass wallcovering is available in nine patterns. With a Class "A" fire rating, Tasso covers problem walls and can be painted any choice of color. **Circle No. 310.**

Monel—Rounded framework outlines a smooth, contoured back with molded plywood panels and solid wood seat frame with rubber webbing. Amelie side and arm chairs come in natural or lacquer colors. **Circle No. 311.**

Woodard—The graceful double lines of the '20s are sculpted in weather-proof aluminum for Nouveau. A different back treatment combines with pastel jacquard fabrics. **Circle No. 312.**

Gregson Furniture Inds.—Side chair with stacking capability has fully upholstered seat and back. Chair comes in North American black walnut or Appalachian oak. **Circle No. 313.**

Houx Mfg.

Houx Mfg. Inc.—All surfaces are protected with high-pressure laminate in the 9000 Series. Furniture is constructed of 1⅞-in. particle board with solid red oak edging. **Circle No. 314.**

Fixtures

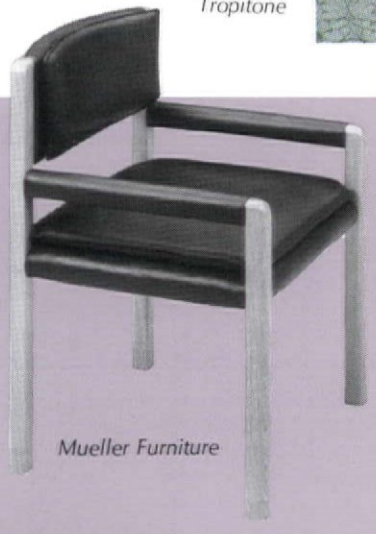
Executive Furniture

Owens-Corning

Tropitone

Scalamandre

Midwest Folding Products



Mueller Furniture

Mueller Furniture—Open-arm Arriva chair in a choice of two cushion design details is available in wood finishes and Endura-coat lacquers over ash, maple, and walnut. **Circle No. 315.**

Fixtures Furniture—Octagonal-shaped rio table complements geometric-shaped chairs. Perforated metal top ensures low maintenance. **Circle No. 316.**

Executive Furniture—Suitewood collection of hospitality furniture is constructed of veneers, solid wood, and matching high-pressure laminates. Finishes are walnut, medium oak, and light oak. **Circle No. 317.**

Tropitone—An ergonomically contoured frame blends with a dramatic, high-style look in the Kapalua II chaise. Made of extruded aluminum, Kapalua II is available in 23 strap and frame colors. **Circle No. 318.**

Scalamandre—Damasks are suited for upholstery, wallcovering, and draperies. Each cloth is applicable for traditional interiors, as well as modern and classical ones. **Circle No. 319.**

Owens-Corning Fiberglas Corp.—A glass-fiber fabric flame barrier is sewn between gray upholstery fabric and padding, which is then wrapped around molded urethane foam cushioning to create a flame-resistant chair. **Circle No. 320.**

Midwest Folding Products—Mobile folding stages set up quickly without tools. Each stage has two, 4- by 4-ft. decks. **Circle No. 321.**

1986 REPORT ON HOTEL SPECIALISTS

CONTRACT's coverage of hotel design this month wraps up with a listing of Hotel Specialists. Arranged alphabetically, these firms represent a considerable chunk of the growing hotel design market; however, the list by no means includes all firms in this design specialty. Each firm included is different in size and scope, but their work reflects a continuing trend towards luxury lodgings to capture a larger share of business travel dollars. The premiere of this Hotel Specialist list follows on the heels of our Healthcare and Restaurant Specialist lists published earlier this year. Retail designers will be our focus in December. The Editors welcome any listings from firms which might qualify in any of these directories.

FIRM	EMPLOYEES	BRANCHES	DESIGNERS	EXECUTIVES	SQ. FT./1986 (in 1,000's)	1986 PROJECTS
Aiello Associates, Inc. 1601 Downing St. Denver, CO 80218 (303) 831-9641	10	N/A	8	Louis Aiello, pres.; Susan Schwab, dir. des. & bus.; Bob Bolan, proj. dir.	1,500	San Francisco Sheraton/ Fish. Wharf, 250,000 sq. ft.; Glenwood Hot Springs, 200,000 sq. ft.
American Contract Designers, Inc. 1501 Broadway New York, NY 10036 (212) 944-9600	70	Los Angeles, CA	55	Milton Reiner, pres. ACD; Richard Kramer, pres. IDA	4 mil.	Austin Centre Radisson Plaza, 280,000 sq. ft.; Royce Hotel Langhorne, PA, 110,000 sq. ft.; Sheraton Inner Harbor Baltimore, 310,000 sq. ft.
Barry Design Associates 1333 Westwood Blvd. Los Angeles, CA 90024 (213) 478-6081	18	N/A	15	Robert E. Barry; Michael G. Stelea; Bernabe Miranda; Etienne Decludt	2,500	Marina Beach Hotel, 350,000 sq. ft.; Stouffers Concourse Hotel, 500,000 sq. ft.; Plaza Alicante Anaheim, 400,000 sq. ft.
Chuck Barton & Associates 2640 Fountainview Suite 212 Houston, TX 77057 (713) 789-1367	8	N/A	7	Tony Maggiore, pres.; Allen Levine, v.p.	180	Summit Dallas, 376 rooms; Sheraton Center Park, 316 rooms; Ramada Inn Enid, 125 rooms; Sheraton Inn Ft. Smith, 77 rooms.
Bordelon and Associates 675 Bering Drive Suite 350 Houston, TX 77057 (713) 789-8237	6	N/A	6	Maria T. Bordelon, ASID, princ.; Ruth E. Wallace, princ.; Bartev Topdijian, princ.	850	Kansas City Marriott, 236,000 sq. ft.; Westin Austin, 280,000 sq. ft.; Brea Hotel, 150,000 sq. ft.
Edward Carson Beall & Associates 23727 Hawthorne Blvd. Torrance, CA 90505 (213) 378-1280	15	N/A	5	Edward Carson Beall, AIA pres.; George C. Shaw, AIA; Donnis Bates, ASID, int. des. dir.; Susie Riddick Beall, ASID.	1 mil. 200	Rancho Bernardo Inn, 350,000 sq. ft.; Surf & Sand Hotel, 100,000 sq. ft.; Posada Whittier, 150,000 sq. ft.; Casa San Juan, 150,000 sq. ft.;
Belmuth Design Group, Ltd. 30 West 56th St. New York, NY 10019 (212) 246-3050	14	Ventnor, NJ	8	Lester R. Belmuth, pres.; Anne G. Merson, dir., des.; Edwin Ruiz, dir., prod.	N/A	Harrah's/Atrium Tower Atlantic City, 320,000 sq. ft.; Long Wharf Newport, 195,000 sq. ft.; Lucayan Beach Casino, 22,000 sq. ft.; H. Johnson, NJ, 75,000 sq. ft.

FIRM	EMPLOYEES	BRANCHES	DESIGNERS	EXECUTIVES	SQ. FT./1986 (in 1,000's)	1986 PROJECTS
CAM Designs, Inc. 460 Boulevard Way Oakland, CA 94610 (415) 465-6816	9	N/A	4	Claudia Adair, pres./CEO; Theresa Early, v.p. des.; Juleen Ekdahl, exec. asst.; Anne Pearson, sr. proj. des.	542	Ramada-Westshore Tampa, 70,000 sq. ft.; Carmel Mission, 7,000 sq. ft.; Monterey Beach Hotel, 8,000 sq. ft.; Holiday Inn Santa Cruz, 6,500 sq. ft.
Commonwealth Holiday Inns of Canada, Ltd. 31 Fasken Dr. Rexdale, Ont. M9W 1K8 Canada (416) 765-2030	N/A	N/A	12	Ken Pharoah, v.p. des.	2 mil. 800	St. Catherine's Holiday Inn, 87,563 sq. ft.; Peterborough Holiday Inn, 103,929 sq. ft.; Toronto Holiday Inn, 131,043 sq. ft.; Ottawa Holiday Market Square, 164,978 sq. ft.
Concepts 4, Inc. 1247 Sixth St. Santa Monica, CA 90401 (213) 393-6533	20	N/A	18	Jerry Howard, pres.; Dennis Darlington, v.p.; John Mamer, exec. v.p.; Susan Prann, des. dir.	2 mil. 75	Sheraton Scottsdale, 315,952 sq. ft.; Warmington Properties; Breckenridge Hilton, 225,000 sq. ft.
Cannell & Chaffin Commercial Interiors 2843 W. Seventh St. Los Angeles, CA 90005 (213) 380-7111	118	Newport Beach & La Jolla, CA	56	Danford Baker, pres. & CEO; Lucille Fickett, exec. v.p. & dir. of des.; Donald Miller, exec. v.p. & COO.	12 mil. 500	Handerley San Francisco, 500,000 sq. ft.; Century Plaza, LA, 300,000 sq. ft.; Travel Lodge at the Wharf, San Francisco, 150,000 sq. ft.
Copeland Krieger Associates 925½ F St. N.W. Washington, DC 20004 (202) 638-6334	13	N/A	8	Brenda Krieger, prin.; Jerry Copeland, prin.; Jennifer Lewis, v.p.	750	Bristol, DC, 250,000 sq. ft.; St. James Hotel, DC, 225,000 sq. ft.; 1 Washington Circle Hotel; River Inn, DC, 180,000 sq. ft.
Design Continuum, Inc. 1801 Peachtree Rd., N.E. Suite 200 Atlanta, GA 30309 (404) 350-2400	42	N/A	37	Hugh Latta, pres.; Douglas Burbank, exec. v.p.; William Post, sr. v.p.; Caroline Long, assoc.	2 mil. 150	Sheraton Greensboro, NC, 200,000 sq. ft.; Dunes Country Club Myrtle Beach, 50,000 sq. ft.; Marriott Gwinett, Duluth, GA, 40,000 sq. ft.
Design Solutions, Inc. 1 Ashton Woods Dr. Marietta, GA 30067 (404) 977-3999	6	N/A	5	H. Linden (Buddy) McDowell, ASID, pres.; Sherry Brown, proj . dir.; Kim McCoy, bus. mgr.	355	Sheraton Parkway 75, Marietta, 133,000 sq. ft.; Sheraton Atlanta Airport, 35,000 sq. ft.
Design Works, Inc. 825 N. Cass Ave. Suite 204 Westmont, IL 60559 (312) 323-6621	26	Fairfax, VA	10	David Jungel, pres.; William Homan, v.p.; Horst Klein, v.p.; Karen Lasik, IBD, des. dir.	1 mil. 500	Holiday Inn Michigan City, IN, 230,000 sq. ft.; Nordic Hills Resort, 15,000 sq. ft.; Le Bateliere, 420,000 sq. ft.; Hyatt Kuala Lumpur, 5,000 sq. ft.
Designers II 3690 N. Peachtree Rd. Suite 100 Atlanta, GA 30341 (404) 458-9111	17	N/A	10	Janet R. Garner, pres.; Bettie Carey, v.p.; Lawrence Ballon, inter. arch.	1 mil. 184	Windham Garden Hotel, 92,000 sq. ft.; Palm Beach Hilton, 100,000 sq. ft.; Marco Beach Hilton, 242,000 sq. ft.
DiLeonardo International, Inc. 2346 Post Rd. Warwick, RI 02886-2242 (401) 732-2900	44	N/A	10	Robert J. DiLeonardo, pres.; Edmund F. Gerhardt, v.p. co. & client relations; William E. Gray, v.p./chf. arch.; Thomas R. Limone, dir. of des.	673	Ramada Hotel Fisherman's Wharf, 242,880 sq. ft.; Sheraton Warrendale/Pittsburgh N., Mars, PA, 154,000 sq. ft.; Ramada Hotel at Oxon Hill, MD, 135,000 sq. ft.

HOTEL SPECIALISTS

FIRM	EMPLOYEES	BRANCHES	DESIGNERS	EXECUTIVES	SQ. FT./1986 (in 1,000's)	1986 PROJECTS
Dimensional Interiors, Inc. 23715 Mercantile Rd. Beachwood, OH 44122 (216) 831-5231	4	N/A	3	Allan Amster, pres.; Angela Kent, v.p.; Gail Davidson, Jr., des.	N/A	Holiday Inn Sandusky; Holiday Inn Rockside; Holiday Inn Lawrence; Holiday Inn Toledo.
Dorothy Draper & Co. 60 East 56th Street 10th Floor New York, NY 10022 (212) 758-2810	125	N/A	50	Carleton Varney, pres.; Daniel Parker, dir. of des.; Susan VanBerg, exec. dir.; Ron Troy, sr. prj. dir.	N/A	The Greenbrier Hotel Pool/Spa, White Sulphur Springs, WV; The Waldorf Astoria, NY; Brazilian Court Hotel, Palm Beach, FL.
Dunn & Wendel, Architects 800 Compton Rd. Cincinnati, OH 45231 (513) 522-8755	12	N/A	5	Robert A. Wendell, partner; Thomas R. Dunn, partner; Alvin J. Sunnenberg, dir. int. des.	N/A	N/A
Daroff Design, Inc. 2300 Ionic St. Philadelphia, PA 19103 (215) 636-9900	42	N/A	42	Karen Daroff, pres., prin-in-charge of des.; Norman Holloway, v.p. prod., pres. DDI architects, p.c.; James E. Rappoport, AIA, exec. v.p.	2 mil. 500	Sagamore Hotel & Conference Center, Lake George, 500,000 sq. ft.; Merrill Lynch Hotel & Conference Center, Princeton, 400,000 sq. ft.
FORMA 1000 Lenora St. P.O. Box 91004 Seattle, WA 98111 (206) 628-8213	85	New York, NY	25	Pat O'Brien, pres.; Jack Knudtsen, v.p.; Arnie Chinn, dir. of des. (NY); Judy Davison, dir. of int. des. (Seattle); Jan O'Leary, dir. of purchasing; Les Jones, dir. of food fac. planning.	50	The Westin Plaza/Stamford, Singapore, 688,000 sq. ft.; The Westin Hotel, Calgary, (renovation), 376,000 sq. ft.; The Westin Hotel-Renaissance Center, Detroit (lobby renovation), 25,000 sq. ft.
Carol Franklin Associates 433 Highwood Ave. Leonia, NJ 07605 (201) 461-7770	12	Palm Beach, FL	5	Carol Franklin, pres.; Beatrice Bruce, v.p.; Martha Bender.	N/A	Hyatt Regency, Indianapolis 750,000 sq. ft.
Coleman & Rolfe 1600 Smith St., 36th Fl. Houston, TX 77002 (713) 655-9988	75	Austin, TX	10	Harry A. Goleman, pres. & CHB; Lynn Hanson, v.p.; L. David Godbey, sec. & hotel spec.; Barry Whitehead, princ.	2 mil.	Wyndham Hotel, San Antonio, 254,000 sq. ft.; Wyndham Hotel, Austin, 225,000 sq. ft.; Westin O'Hare, 500,000 sq. ft.; Hotel Sofitel, Miami, 205,000 sq. ft.
Carolyn Henry & Associates, Inc. 5000 Quorum Ste. 300 Dallas, TX 75240 (214) 788-0155	9	N/A	6	Carolyn Henry, pres.; Marcia Rubinette, sr. proj. des.; Victor Spina, sr. proj. arch.; Wanda Deener, sr. proj. mgr.	2 mil.	Admiral Semmes, Mobile, 300,000 sq. ft.; Remington Suite, Shreveport, 120,000 sq. ft.; Holiday Inn, San Diego, 400,000 sq. ft.; Holiday Inn, Irving, TX, 400,000 sq. ft.
Hirsch/Bedner & Associates 3216 Nebraska Ave. Santa Monica, CA 90404 (213) 829-9087	165	Atlanta, Hong Kong	134	Michael Bedner; Howard Hirsch; William M. Leveille, exec. v.p.; Robert A. Bilkey, exec. v.p.	N/A	Tokyo Ana, 400 rms.; Hyatt Regency Cerromar, 1000 rms.; Hyatt Regency, 500 rms.; Pan Pacific, Vancouver, 505 rms.
Hotel Services Division, Holiday Inns, Inc. 3645 Lamar Ave. Memphis, TN 38195 (901) 362-4105	530	N/A	80	Dave Jones, Sr., v.p.; Newton Aaron, v.p. des. & construction; G.E. Russell, v.p. op., Thomas W. Thomley, dir. des.	N/A	Holiday Inn, Memphis, 150,500 sq. ft.; Embassy Suites, Austin, 311,000 sq. ft.; Hampton Inns, Memphis, 49,500 sq. ft.; Holiday Inn, Prestonburg, 73,500 sq. ft.

FIRM	EMPLOYEES	BRANCHES	DESIGNERS	EXECUTIVES	SQ. FT./1986 (in 1,000's)	1986 PROJECTS
Jeffrey Howard Associates 2600 Douglas Rd. Suite 600 Coral Gables, FL 33134 (305) 446-5431	**20**	Los Angeles, Mississauga (Canada)	**4**	Jeffrey Howard, pres.; Cheryl Williams, v.p.; Nicolas Luaces, prin.; Carmelo San Juan, prin.	**1 mil.** **715**	Westin Cyprus Creek, Ft. Lauderdale, 235,000 sq. ft.; Sheraton Key Largo Resort, 245,000 sq. ft.
Victor Huff & Associates 2765 S. Abilene Suite 200 Denver, CO 80014 (303) 751-7333	**28**	N/A	**19**	Victor Huff, COB; Barbara Glines, CEO; Mike Ward, pres.; Carl Newmark, v.p.	**1 mil.**	Marriott Bay Point Resort, Panama City, FL, 185,000 sq. ft.; Pickett Suite Hotel, Tampa, 22,000 sq. ft.; Lowell Hilton, MA, 38,000 sq. ft.
Index, The Design Group of Laventhol & Horwath 5701 Woodway Suite 200 Houston, TX 77057 (713) 977-2594	**30**	N/A	**25**	Doyle R. Wayman, AIA, sr. prin.; Robert B. Chase, AIA, mgr.; Yancy Saunders, AIA, mgr.; Melena Jenkins-Chase, IBD, assoc.	**600**	Marriott Huntsville, AL, 100, 400 sq. ft.; Sheraton Roswell Summit, GA, 205,707 sq. ft.; The Vista Int'l. Oklahoma City, 100,000 sq. ft.; The Park Hotel Charlotte, 103,000 sq. ft.
J. Kattman Associates 1616 17th St. #110 Denver, CO 80202 (303) 573-7447	**5**	N/A	**4**	James Kattman, owner/ des.; Franz Gedak, des./ drafting; Russet Fergeson, des./specification.	**675**	Denver Airport Sheraton, 68,000 sq. ft.; Silvertree Hotel, Snowmass, CO, 30,000 sq. ft.; Continental Hotel, Aspen, 80,000 sq. ft.
Dale Keller & Associates 30 Lincoln Plaza New York, NY 10023 (212) 246-7333	**55+**	Hong Kong, Athens	**40**	Dale Keller, prin.; Martin Branner, I.D.; Stelleos Demos, I.D.; John Elliot, assoc.	**1 mil.** **600**	Jin Jiang Hotel, Shanghai, 480,000 sq. ft.; Pan Pacific Hotel, Singapore, 460,000 sq. ft.; Plaza Hotel, Hong Kong, 260,000 sq. ft.
Carole Korn Interiors, Inc. 237 N.W. 37th St. Miami, FL 33137 (305) 576-5007	**37**	N/A	**31**	Carole R. Korn, prin. in charge; Maurice Farinas, arch.; Lydia Kurth, int. des., hospitality.	**870**	Cherry Hill Inn, 300,000 sq. ft.; Diplomat Hotel, 400,000 sq. ft.; Ramada International, 15,000 sq. ft.
Kovacs & Associates, Inc. 4425 Riverside Dr. Suite 201 Toluca Lake, CA 91505 (818) 846-7834	**16**	N/A	**14**	Zoltan Kovacs, pres.; Attilio Carta, v.p., dir. of des.; Gary Johnson, sr. project des.; Lois Zanteson, sr. des. ASID.	**2 mil.**	Sheraton Stamford, 510 rooms; Sun Valley Lodge (remodel), 20,000 sq. ft.; Trump's Castle Hotel, Atlantic City, 250,000 sq. ft.; Kauai Hilton, 460 rooms.
Tom Lee, Ltd. 136 E. 57th St. New York, NY 10022 (212) 421-4433	**15**	Boston	**10**	Sarah Lee, pres.; Roger Danford, exec. v.p.; Rita Lehman, sr. des.; Edward Jenkins, sr. des.	**2 mil.** **750**	Willard, Washington, DC; Westin, Georgetown; Ramada Renaissance, Dulles Airport; Meridien, New Orleans.
Helen Mamber Levin, Interior Design, Inc. 2875 N.E. 191st St. Suite 828 N. Miami Beach, FL 33180 (305) 931-8841	**2**	N/A	**1**	Helen Levin, pres.	**1 mil.** **200**	Ocean Grand, Miami Beach, 40,000 sq. ft.
The MacDonald Design Group 20 S.E. 14th St. Miami, FL 33131 (305) 381-8444	**16**	New York, NY	**13**	Mary T. MacDonald, CEO.	**N/A**	Woodfield Hilton & Conference Center, Chicago, 550 rooms; Omni Int'l. Hotel, Orlando, 300 rooms; Omni Int'l. Hotel, Miami, 350 rooms.

HOTEL SPECIALISTS

FIRM	EMPLOYEES	BRANCHES	DESIGNERS	EXECUTIVES	SQ. FT./1986 (in 1,000's)	1986 PROJECTS
Media Five Limited 345 Queen St., 2nd Fl. Honolulu, HI 96813 (808) 524-2040	176	Costa Mesa, CA; Southport, Australia	34	Thomas R. Pagliuso, AIA, chf. exec. off.; Paul Ma, AIA, princ.; Michael James Leineweber, AIA, prin.	750	Regent Okinawa, 140,000 sq. ft.; Palau Pacific Resort, Belau, 113,000 sq. ft.
Mitchell, Carlson & Associates, Inc. 3221 W. Alabama Houston, TX 77098 (713) 522-1054	15	N/A	5	Keith E. Carlson, pres.; John E. Stone, v.p.; Sherry Cherry, sec./treas.; Linda Brown, dir. of int.	800	College Station Hilton, TX, 260,000 sq. ft.; Beaumont Hilton, 230,000 sq. ft.; El Paso Hilton, 210,000 sq. ft.; Holiday Inn, Houston, 130,000 sq. ft.
Otis Associates 400 Skokie Blvd. Northbrook, IL 60062 (312) 272-4310	49	N/A	11	James Otis, Jr., CEO; Robert Walker, Jr., pres.; Andrew McPherson, v.p.; Gregory Goss, dir. & sr. ptr.	2 mil.	Skokie Holiday Inn, 400,000 sq. ft.; Travenol Conference Center, WI, 56,000 sq. ft.
L.L. Rosenberg & Associates, Ltd. 500 N. Clark St. Chicago, IL 60610 (312) 467-1124	11	N/A	10	Lynn L. Rosenberg, prin./des. dir.; C. Kiedysz, proj. dir.; L. Wilson, proj. dir.; M. Garfinkle, proj. dir.	1.1 mil.	Jupiter Beach Hilton, 210,000 sq. ft.; Holiday Inn Crowne Plaza, 440,000 sq. ft.; Desoto House Hotel, 86,000 sq. ft.
L.E. Seitz Associates, Inc. 31 N.E. 28th St. Miami, FL 33137 (305) 573-0510	18	N/A	15	Lary E. Seitz, pres.; Lee Adams, exec. dir.; Lawrence Pyle, dir./proj. coord.	2 mil. 400	Deerfield Beach Hilton, 480,000 sq. ft.; Crowne Plaza Orlando, 700,000 sq. ft.; Park Place Suite Hotel, 525,000 sq. ft.
Spectrum Services 710 Terminal Tower Cleveland, OH 44113 (216) 241-8450	10	N/A	3	R.W. Boykin, pres.; Paula Jo Boykin, I.D.S., v.p./dir.; P.J. Boykin, v.p.; Pam Lekan, des.	N/A	Berkeley Marriott (renovation), 176,178 sq. ft.; Ft. Myers Comfort Inn, 56,950 sq. ft.; Clinic Inn (lobby, ballroom), 30,000 sq. ft.
Rita St. Clair Associates 1009 N. Charles St. Baltimore, MD 21201 (301) 752-1313	20	N/A	N/A	Rita St. Clair, pres.; James E. Peterson, assoc.; Joseph Mitchell, assoc.; Ted Pearson, dir. contract des.	1 mil. 500	Netherland Plaza Hotel, Cincinnati, 30,000 sq. ft.; Peabody Court Hotel, Baltimore, 240,000 sq. ft.
Stouffer Hotel Co. Design & Purchasing 29800 Bainbridge Rd. Solon, OH 44139 (216) 248-3600	28	N/A	6	David J. Mikolajczyk, v.p., des. purch.; Bryan W. Tarrant, sen. dir. des.; Donn R. Malmquist, dir. int. des.; Al Veres, proj. mgr. int. des.	1 mil. 547	Stouffer Concourse Hotel, Denver, 407,714 sq. ft.; L.A. Concourse Hotel, 597,030 sq. ft.; Winston Plaza-A Stouffer Hotel, 271,424 sq. ft.
Swimmer Cole Martinez Curtis 308 Washington St. Marina del Rey, CA 90292 (213) 827-7200	133	Los Angeles/ Irvine, CA	104	Milton Swimmer, pres.; Jill Cole, prin.; Leo Martinez, prin.; Joel Curtis, prin.	3 mil. 305	Newporter Resort, CA, 300,000 sq. ft.; Desert Inn & Casino, Las Vegas, 225,000 sq. ft.; Hayman Island Resort, Australia, 75,000 sq. ft.
Tamarind, Inc. 7961 W. 3rd St. Los Angeles, CA 90048 (213) 938-5251	12	N/A	7	Tom Bohnett; Michael Portz; Dave Kambach; Carol McWilliams.	1 mil.	Ceasars Palace; Sheraton Royal Scandinavian Hotel; Frontier Hotel; California Hotel.

FIRM	EMPLOYEES	BRANCHES	DESIGNERS	EXECUTIVES	SQ. FT./1986 (in 1,000's)	1986 PROJECTS
Gina Ward Associates, Ltd. 120 S. Central Ave. Suite 1414 St. Louis, MO 63105 (314) 727-5533	9	N/A	6	Gina Ward, pres.; Dana M. Vanek, proj. des.; Gregory E. Hart, proj. arch.; Donna Guerra, sr. des.	N/A	Sheraton Maitland, Orlando, 400 rooms; Royce Inn, Louisville, KY, 150 rooms (renovation); Wynfield Inns, Orlando/Colorado Springs, 150 rooms each.
Whisler-Patri P.O. Box 7054, #2 Bryant San Francisco, CA 94105 (415) 957-0200	100	N/A	40	Piero Patri, pres.; Rodger N. Voorhees, CEO; Jay R. Hendler, exec. v.p.; Daniel W. Winey, dir. int. arch.	4 mil.	Village at Squaw Valley, CA; Hotel Nikko, San Francisco, 577,000 sq. ft.; 600 Stockton St. Hotel, San Francisco
Lynn Wilson Associates, Inc./Creative Environs 111 Majorca Ave. Coral Gables, FL 33134 (305) 442-4041	27	Madrid, Spain	11	Lynn Wilson, pres.; Jerry Szwed, v.p.; Thomas Packard, ops. mgr.; Barbara Bearden, dir. of purchasing.	4 mil. 427	Fountainbleau Hilton, FL, 245,000 sq. ft.; Boca Raton Hotel & Club, 203,070 sq. ft.; Sonesta Beach Hotel, Key Biscayne, 158,075 sq. ft.; Eden II, Jamaica, 150,000 sq. ft.
Trisha Wilson & Assoc. 3811 Turtle Creek Blvd. 15th Floor Dallas, TX 75219 (214) 521-6753	52	N/A	10	Trisha Wilson, ceo.; Jim Rimelspach, exec. v.p.; Cheryl Neumann, v.p.	N/A	Four Seasons Inn & Conference Ctr. Los Colinas, TX, 210,000 sq. ft.; The Hilton Head Intercontinental, Hilton Head, SC, 320,000 sq. ft.; Omni at Charleston Place, Charleston, SC, 450,000 sq. ft.; Society Hill Shekgton, Phila., 250,000 sq. ft.
Wimberly Whisenand, Allison, Tong & Goo 2222 Kalakaua Ave., Penthouse Honolulu, HI 96815 (808) 922-1253	135	Newport Beach, CA	0	George (Pete) Wimberly, founding prin.; Donald Goo, CEO; Gerald Allison, pres.; Donald Fairweather, mng. prin. (CA).	N/A	Ritz-Carlton, Laguna Niguel, 326,200, sq. ft.; Ritz-Carlton, Naples, 474,710 sq. ft.; Four Seasons, Newport Beach, 342,925 sq. ft.; Ramada Reef, Australia.
Joyce K. Wynn, Inc. 2211 N. Lamar Dallas, TX 75202 (214) 720-3901	15	N/A	11	Joyce K. Wynn, A.S.I.D.: Andrew Howell; Kathy Adcock-Smith, A.S.I.D.: Patricia Braud.	1 mil. 500	Wynfrey Hotel at Riverchase Galleria, 350,000 sq. ft.; The Hilton of Santa Fe, 250,000 sq. ft.
Yates-Silverman, Inc. 6330 San Vincente Blvd. Suite 200 Los Angeles, CA 90048 (213) 937-1503	36	Las Vegas, Atlantic City	25	Charles L. Silverman, pres.; Jane Stoll, v.p.; Michael Erickson, des. dir.; Felipe Leon, v.p. of des.	N/A	Circus-Circus Hotel & Casino, Las Vegas; Circus-Circus Hotel & Casino, Reno; Edgewater Hotel, Laughlin, NV; Atlantis Casino Hotel, Atlantic City.
Zakaspace 252 Front St. New York, NY 10038 (212) 732-0424	10	Chicago	9	Spiros M. Zakas, dir. of des.; Peter M. Zakas, pres.; Peter Ramos, dir. of drafting.	400	Woodbridge Hilton, NJ, 54,000 sq. ft.; Indian Lakes Resort, Chicago, 50,000 sq. ft.; Embassy Suites, O'Hare, 40,000 sq. ft.

DESIGNERS RELY ON DEALERS FOR BULK OF FURNITURE SPECS

More designers functioning as non-stocking specifiers, but reliance on outside dealers remains strong

By **LEN CORLIN**
Co-Publisher/Editor

DESIGN SERVICES
(Based on 374 replies)

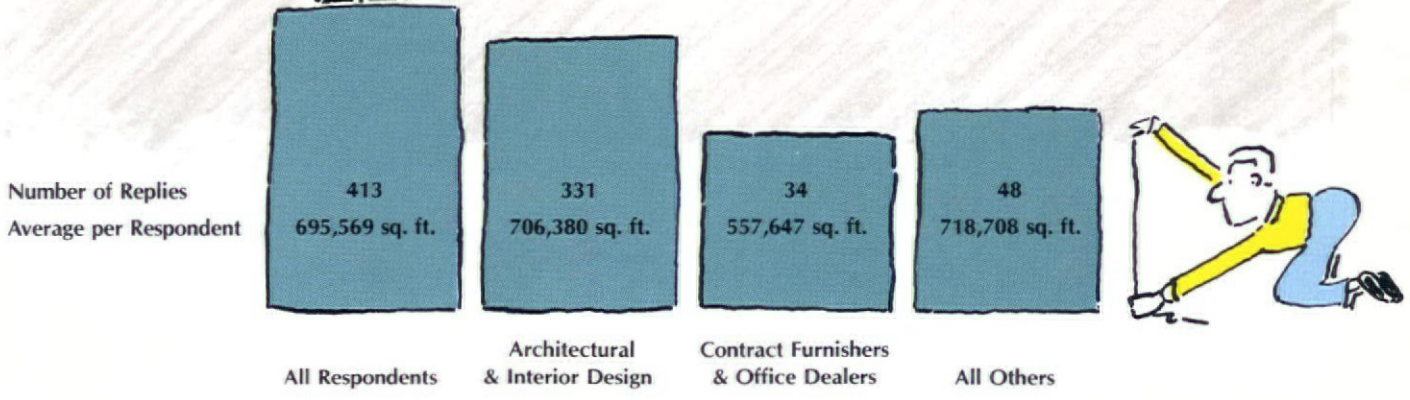
	Number of Replies	Percent of Response
Under $50,000	28	7.5
$50,000. — $99,999	39	10.4
$100,000. — $499,999	125	33.4
$500,000. — $999,999	57	15.3
$1 million — $5 million	98	26.2
Over $5 million	27	7.2
Total	374	
Median	$484,439	

TYPE OF FIRM
(Based on 424 replies)

Number of Replies	Percent of Response	
2	0.4	Government
5	1.2	Education
6	1.4	Hotel/Motel
16	3.8	Facility Planner
21	4.9	Health Care
35	8.3	Contract Furnisher/ Office Furniture Dealers
155	36.6	Architectural Firms
184	43.4	Interior Design Firms
424		Total

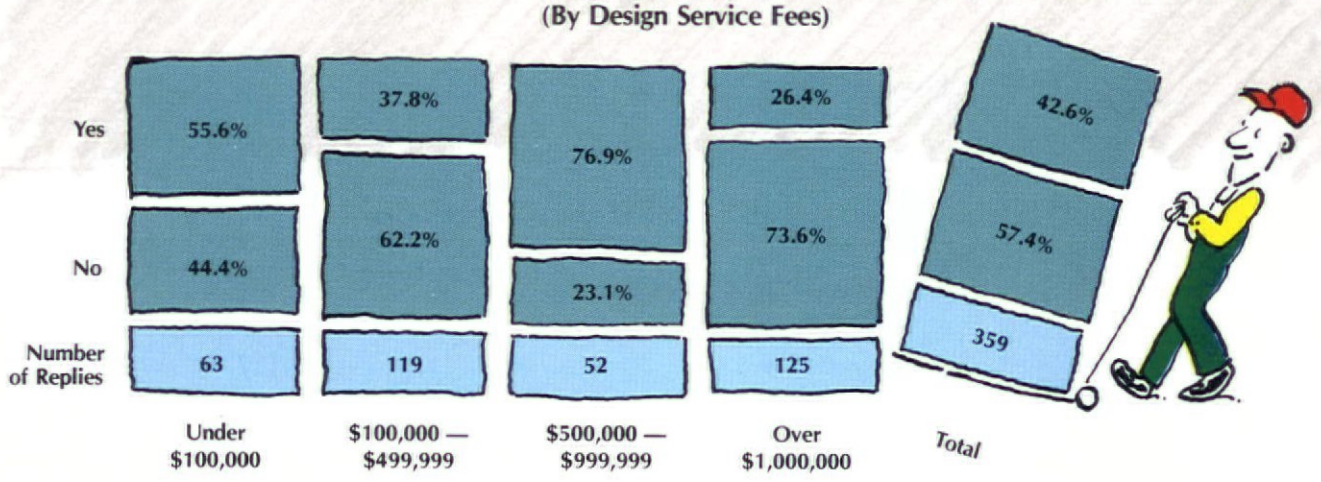
Illustrations by David Garner

'HOW MANY SQUARE FEET OF SPACE DO YOU DESIGN/PLAN ANNUALLY?'



'ARE YOU EITHER A NON-STOCKING DEALER OR PROCUREMENT MANAGER?'

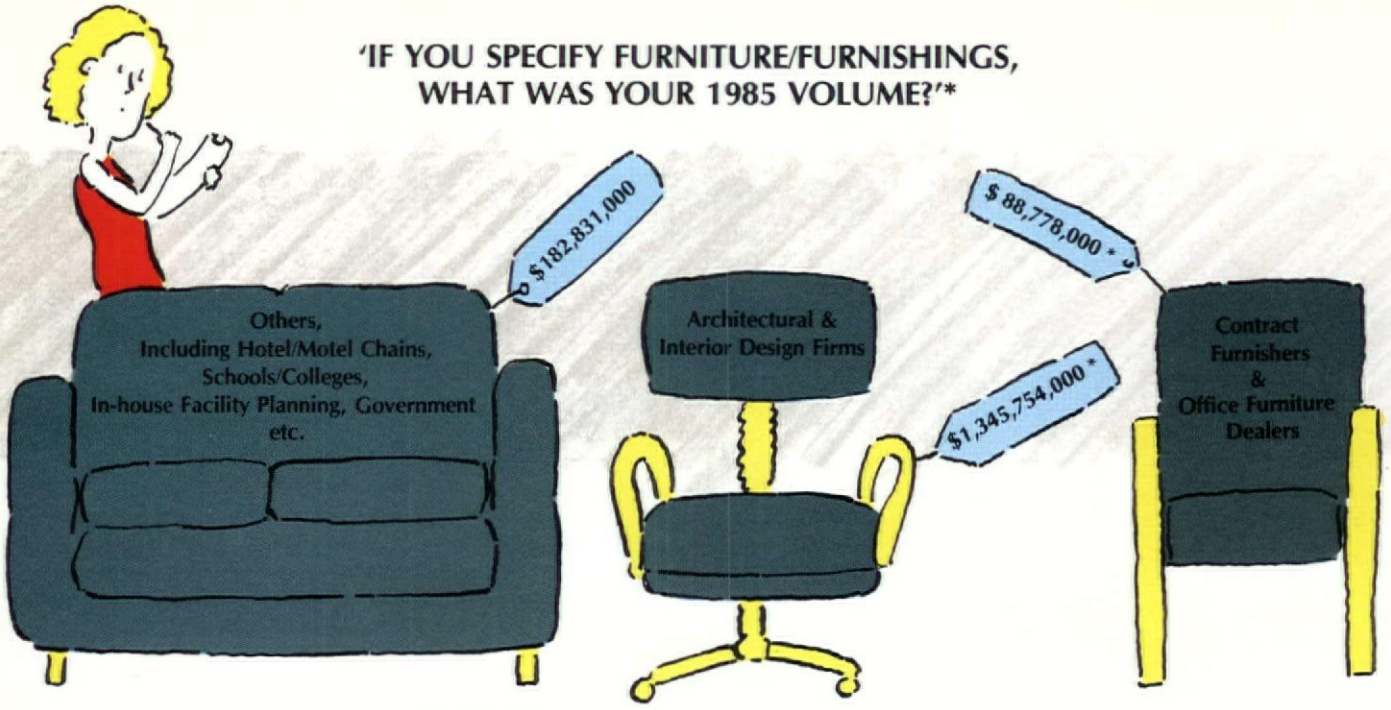
(By Design Service Fees)



Furniture dealers still figure strongly in the purchasing plans of contract architects and interior designers, according to CONTRACT's latest survey of the design community in the Northeast quadrant of the United States. From Maine to Maryland, more than 95 percent of 328 survey responses indicate that designers use furniture dealers for specification and purchase of furniture items, more than 75 percent purchase accessories through dealers, and over half make carpet purchases from local furniture dealers.

Apparently a trend toward more designers becoming non-stocking dealers has not diminished the need for dealer services by specifiers in the Northeast. This was noted despite an increase in the number of A&D specifiers taking on the role of non-stocking dealers or procurement managers, especially in the $500,000 to $999,999 design fee category.

Some 359 respondents replied to the question *"Are you either a non-stocking dealer or procurement manager?"* Of these, 76.9 percent reported that they were, compared to 25.6 percent in CONTRACT's September 1982 survey of designers in the Northeast. In the latter survey, CONTRACT's editors concluded that designers at the lower end of the design service fee spectrum were expanding their profit margin capacity by taking on the procurement function. That trend has extended to designers in the up to $1 million in design fees



Based on 158 replies.
Total $1,617,363,000

Average $10,236,474.
(*) For Specifying Furniture/Furnishings

WHO'S WHO NORTHEAST

CADD users increase

category. Designers generating fees over $1 million experienced a less-than-one-percent increase in the procurement function since the last Northeast poll four years ago.

When CONTRACT asked designers in the '82 poll whether they planned to use computers (CADD) in design work, an impressive 60.3 percent answered affirmatively. Only about 14 percent were using CADD at that time, with indications that many more were seriously making plans for computerization. While that survey and this year's poll are not directly comparable, it is worth noting that 44.6 percent of this year's respondents indicated they are using computer-aided design (185 out of 415 replies).

Diverse group of respondents

A significant portion of respondents, 184 out of 424, are interior designers; 155 represent architectural firms; 35 are contract furnishers or office furniture dealers; 21 are healthcare specialists; and 16 are facility planners. Thirteen others were spread over hotel/motel, education, and government designer specification disciplines.

Answers to questions in the survey show variances in total responses because all respondents did not answer every question. For example, only 374 replies were tallied on the question dealing with dollar volume for design services. Some designers and specifiers, such as those dealing in government, education, or healthcare, do not compute sales figures.

One third, 125 design firms out of 374, reported sales volume between $100,000 and $500,000. Ninety-eight replies were from firms doing from $1 million to $5 million, with 27 firms reporting volume over $5 million. Fifty-seven firms reported volume between $500,000 and $1 million. The balance of respondents, 67, reported design service volume from $50,000 to $100,000.

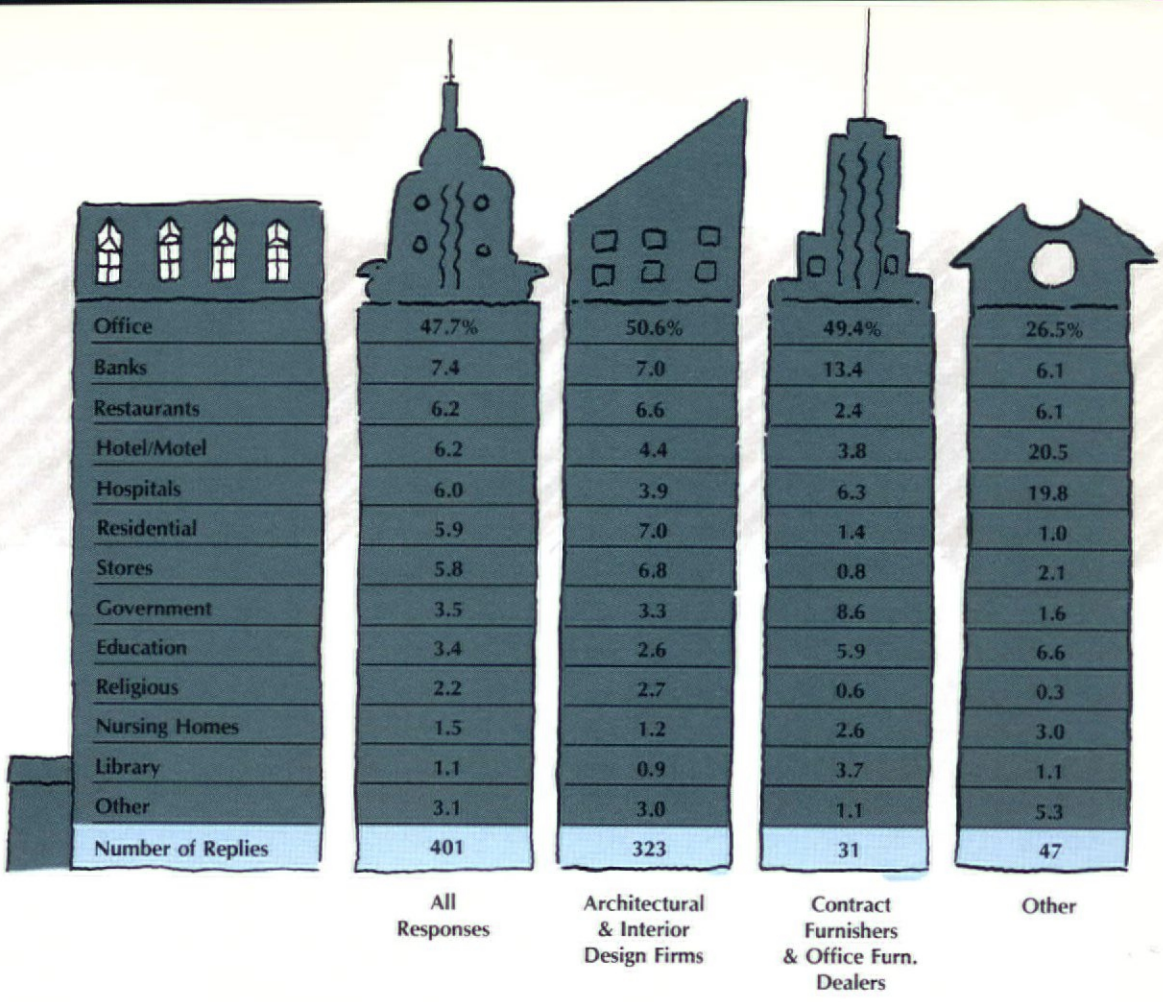
Both architectural/interior design firms and contract furnishers/office furniture dealers reported 50 percent of their business in office design. All other work was spread over banks, hotels, and restaurants, among other project categories. Percentages for this type of work ranged from about one percent to seven percent.

Architectural and interior design firms reporting accounted for more than $1.3 billion in furniture/furnishings specifications. Contract furnishers and dealers accounted for nearly $89 million. All others, including hotel/motel chains, schools/colleges, government, and in-house facility planners accounted for nearly $183 million. The total for 158 respondents was about $1.6 billion, or an average of $10.2 million.

Who's Who surveys conducted by CONTRACT in various parts of the country do not reflect the total universe of contract designers, although the random selection and response of those surveyed provides a good picture of what exists in the field. Some surveys received after deadline may have been included in the tallies, thus accounting for variations in the number of respondents.

Richard Sulzman, CONTRACT market research manager, and Renee Weil, assistant market research manager, compiled the statistics for this study. □

1985 SPACE DESIGN WORK BY TYPE OF PROJECT



	All Responses	Architectural & Interior Design Firms	Contract Furnishers & Office Furn. Dealers	Other
Office	47.7%	50.6%	49.4%	26.5%
Banks	7.4	7.0	13.4	6.1
Restaurants	6.2	6.6	2.4	6.1
Hotel/Motel	6.2	4.4	3.8	20.5
Hospitals	6.0	3.9	6.3	19.8
Residential	5.9	7.0	1.4	1.0
Stores	5.8	6.8	0.8	2.1
Government	3.5	3.3	8.6	1.6
Education	3.4	2.6	5.9	6.6
Religious	2.2	2.7	0.6	0.3
Nursing Homes	1.5	1.2	2.6	3.0
Library	1.1	0.9	3.7	1.1
Other	3.1	3.0	1.1	5.3
Number of Replies	401	323	31	47

'DO YOU SELL FURNITURE FURNISHINGS?' (Based on 424 replies)*

Total 1985 Furniture Furnishings Sales
$66,039,714

Total 1985 Furniture Furnishings Sales
$193,768,000

Total 1985 Furniture Furnishings Sales
$88,492,000

**Includes those not selling furniture/furnishings. However, of those which do sell furniture/furnishings (132 replies), the average furniture sale per company equals $2,638,635.*

OVER ONE MILLION SQ. FT.

CATEGORY KEY*
Contract Designer C
Architect Specifying Interiors A
Contract Furnisher /Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1985 PROJECTS											ANNUAL VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
AEPA Architects Engineers, P.C 2421 Pennsylvania Ave., NW Washington, DC 20037 202/822-8320	A		50	10	Pres,: Alfred H. Liu, AIA; Dir. Dev.: Dr. Dwan L. Tai; Int. Des. Coord.: Ana Baldeon.	20	20		10	10	10	10	10	10			●				Far East Trade Center, 1,200,000
American Contract Designers Inc. 1501 Broadway New York, NY 10036 212/944-9600	M	1	76	55	VP: Melanie Reiner.		80			20							●				Maison Dupuy Radisson Plaza Hotel Grossinger's Eden Roc Hotel
The Architects Collaborative 46 Brattle St. Cambridge, MA 02138 617/868-4200	A	1	280	55	Prin.: Howard Elkus, John Harkness, Norman Fletcher, Richard Sabin, John Sheehy; VP/Dir. Int.: Sherry Caplan; Sr. Assoc./Mgr.: Klaus Muller.	60	5	5			10	10	5	5			●				Arthur Andersen, 105,000 CBS, 250,000 Bain & Co., 150,000 Sharp Electronics, 133,000
Architectural Interiors 5031 Route 8 Gibsonia, PA 15044 412/487-4488	A		6	2	Prin.: Fred Benzenhoefer; Arch.: David Baur; Int. Des.: Daralyn Smith.	50	10	5	5	5		10	5	2	8		●				
Architectural Interiors, Inc. 2011 I St., NW Washington, DC 20006 202/463-6990	A		28	28	Prin.: John Shimek, AIA, Dominic Venuto, J.L."Rusty" Meadows; Assoc.: Rodrick Mitchell, Sue Windsor.	80										20	●				GTE Telenet, 540,000 Prudential Mortgage, 70,000 MCI, 127,000 Freddie Mac, NE, 41,000
Associate Designers Inc. P.O. Box 2083 Morristown, NJ 07960 201/267-5513	C	1	7	2	Pres.: Elaine T. Silberman; VP Eng.: W. Ernest, PE; Planner: H. A. Silberman.	10			65	10				15					●		
Bank of Virginia 11011 West Broad St. Glen Allen, VA 23060 804/747-2500	P		3000	12	Const. Coord.: Nancy Vail, Mary Etta Rogers; Fac. Planner: Nancy Butler, Sibyl Roberts, Anne Church, Nan Krupp, Theresa Waters, Mike Young.			100											●		Op. Ctr. II, 250,000 Headquarters, 36,000 Op. Ctr. I, 250,000 New branches, 60,000
Belmuth Design Group Ltd. 30 West 56 St. New York, NY 10019 212/246-3050	C	1	18	18	Dir. Des.: Ann Merson; Des.: Ann MacGillvray; Proj. Des.: Irene D'Alessio.	5	90			5							●				Harrah's Marina Hotel Mardeck Ltd. Trump Castle Howard Johnsons/Prime

Benjamin/Roberts Ltd. 226 North Arch St. Lancaster, PA 17603 717/291-1001	C	1	9	3	Pres.: Robert E. Bomberger; Sec./Treas.: Benjamin H. Wenger; Client Supv.: Jay L. Bomberger.	25	5	13	2	12	14	7	7	10	5					Eastern Mennonite Coll., 29,000 Intl. Signal/Control, 148,000 Martin Limestone, 42,000 Horst Group, 4,000
Luigi Bianco Design Assocs., Inc. 2 Franklin Square Providence, RI 02903 401/274-3340	C		5	2	Prin./Des.: Luigi Bianco; Des.: Ann Howe; Des. Prod.: Harold Smith.	45			5	5	5			40				●		133 Club, 15,000 Plaza Center, 60,000 Church Renovation, 15,000 Mill Renovation, 48,000
Bonsignore Brignati & Mazzotta, P.C. 7 Penn Plaza New York, NY 10001 212/868-9200	A		132	35	Pres.: Richard N. Bonsignore; EVP: David A. Brignati; Sec./Treas.: Rocco J. Mazzotta; VP: Joan R. Schulz.	47	10	33				5	5				●			Barclays Bank, 380,000 Time Inc., 265,000 Fiduciary Trust, 140,000 Chemical Bank, 40,000
Burt Hill Kosar Rittlemann Assoc. 400 Morgan Center Butler, PA 16001 412/285-4761	C	3	157	29	Prin.: Gerald W. Malky, Clifford S. Sutliff, Peter H. Moriarty, David L. Henderson; Assoc.: M. Frances Colby, ASID, Karen L. Herndon, ASID.	30	1	3	4½	1	8½	½	2	32	½	17	●			Bayer USA, 34,000 Mellon Center, 883,100 Beecham Products, 90,000 Allegheny Intl., 170,000
CUH2A 600 Alexander Rd. Princeton, NJ 08543 609/452-1212	A		240	32	Mng. Ptnr.: Harrison J. Uhl, Jr., AIA; Dir. Des.: John C. Mudgett; Asst. Dir. Des.: Marilyn Simeone; Prin. Des.: Wayne Bradford; Int. Des. Dev. Rep.: Ellen Magen.	80					10	10					●			BMW, North America, 205,000 CBS, 117,00 NJ, DOT, 277,000 Singer Co. 172,000 IMNET, 70,000
J. Gordon Carr & Associates, P.C. 80 West 40 St. New York, NY 10018 212/221-0600	A		45	35	Pres.: Edward J. Meyer; Dir. Plng.: James L. Goettinger; Dir. Prod.: Joseph P. Gherardi, Dir. Admin.: James Andrew Carr.	70		20		2		3	5				●			Celanese, 35,000 Sullivan & Cromwell, 60,000 Goldome, 70,000 Cahill, Gordon/Reindel, 40,000
The H. Chambers Co. 1010 North Charles St. Baltimore, MD 21201 301/727-4535	C	1	58	32	CEO: J.H.L. Chambers, II; Pres.; Robert A. Hickman; VP: Donald C. Arenth: Sec.: James R. Hiatt.	15	20	5		20	10	5	5	15	5		●			T. Rowe Price, 160,000 Grafco, 30,000 Dover AFB, 25,000 Wilmer Eye Clinic, 40,000
Charles James Associates P.O. Box 1911 Harrisburg, PA 17111 717/236-7315	C		12	10	Ptnr.: Charles M. Berman, IBD, James N. Trout; Des. Mgr.: Sharon Verbos, IBD; Arch.: Michael Legg: Sr. Des.: Brenda Farnsler.	60		20	4		6		10					●		Kinney Shoes, 25,000 Hershey Chocolate, 22,000 Dauphin County, 16,000 Empire Kosher, 25,000
Curtis Cox Kennerly 327 North 17 St. Philadelphia, PA 19103 215/563-1802	A		65	10	Prin.: John F. Curtis, Jr., AIA; J. Robertson Curtis, AIA; Dir. Int. Des.: Brian P. Brady, AIA; Dir. Des.: Denise Daniels: Proj. Mgr.: Lisa Rupell	85		5		2		5				3	●			IMS America, 200,000 Atlantic Financial, 55,000 Ferag, Inc., 10,000 Hershey Med. Ctr., 70,000
Leo A. Daly 1201 Connecticut Ave., NW Washington, DC 20036 202/861-4600	A	10	703	31	VP: Sam L. Condit; Dir. Int.: Lida H. Dersookian; Int. Des.: Rebecca M. Wolf.	21	11	11	3	2	7	20	15	5	5		●			Prudential, 600,000 Reston Center, 450,000 FMS, 365,000; Natl. Conf. Catholic Bishops, 175,000
Daroff Design Inc. 2300 Ionic St. Philadelphia, PA 19103 215/636-9900	C		45	45	Pres.: Karen Daroff: EVP: James Rappoport; VP: Norman Holloway.	40	20	10		5	15					10	●			Prudential, 800,000 Hoyle Morris/Kerr, 100,000 Scanticon Hotel, 300,000 Bedford Springs Hotel, 150,000

OVER ONE MILLION SQ. FT.

CATEGORY KEY*
Contract Designer C
Architect Specifying Interiors A
Contract Furnisher /Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1985 PROJECTS											ANNUAL VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
Davis & Carter, P.C. 8260 Greensboro Dr., Ste. 530 McLean, VA 22102 703/556-9275	A		100	30	Prin. Int. Arch.: Lena I. Scott; Dir. Int. Arch.: Inci Ankara; Dir. Con. Des.: Scott Erb: Proj. Mgr.: Fred Zrinscak, Sheila Moore Price.	95	1		2		1	1						●				USSA Corp., 120,000 Mohasco Corp. 62,000 Lewis, Mitchell/Moore, 53,000 Thomas & Fiske, 14,000
Hugh W. Dear & Assocs., Inc. 1300 Garrison Dr. Williamsburg, VA 23185 804/220-1300	C	1	11	11	Pres.: Hugh W. Dear: VP: Rebecca L. Frank; Proj. Des.: Robert A. Wilson, Craig Marlowe, Hannah K. Gibbs-McKee.		75			25								●				Radisson Hotel, 104,000 Quality Suites, 143,000 Sheraton Waterfront Plaza,100,000
Der Scutt Architect 244 Fifth Ave. New York, NY 10001 212/685-7989	A		12		Richard Lamoreaux, Michael Brush, Robert Strong.	40	10		10					40								IFF, 120,000 100 UN Plaza, 250,000 645 First, 450,000 625 Madison, 100,000
Design Collaborative Inc. 3 N. Corporate Park Dr. White Plains, NY 10604 914/694-3444	A	4	100	75	Prin.: Henry Meltzer, Joseph Sieger, Harry Meltzer; Assoc. Dir. Int. Des.: Mai Li Lin; Sr. Int. Mgr.: Susan Ackerman.	100											●				Nestle Foods, 280,000 Continental Can, 160,000 NYNEX, 320,000 ATT, 350,000
Design Collaborative/VVKR 901 North Pitt St. Alexandria, VA 22314 703/836-6775	C	3	181	12	Assoc. Dir.: William A. Robinson; Assoc.: Deborah K. Banks; Des.: Deborah C. McDonald	25	6	15	4		20	20	5			5		●			IBM, 150,000 Sperry, 300,000
Deupi & Associates, Inc. 1101 17 St., NW Washington, DC 20036 202/872-8020	C	1	60	50	Chmn., Des. Prin.: Theresita S. Deupi, ASID; Pres./Mng. Prin.: Carlos Deupi, AIA; Sr. VP: Charles Perla, AIA; VP: Douglas Friddle, RA; Nestor Ovares, Anne Overlin, ASID.	85		5			5		5				●				Charles E. Smith, 850,000 Quadrangle Dev., 360,000 Dow, Lohnes, Albertson, 80,000 Northern Telecon, 65,000
Diversified Interior Design, Inc. 2010 Chancellor St. Philadelphia, PA 19103 215/567-3132	C		27		Dir. Admin.: Jennifer I Nilsen, Assoc.; Dir. Des.: Eric B. Rymshaw, Assoc.; Dir. Plng.: Leanne C. Atherton; Sr. Proj. Arch.: E. Christine Schultze:	94		1½		1½				1	2		●				Bell of PA, 285,000 CIGNA Worldwide, 65,000 CIGNA Chicago, 110,000 FNMA, 40,500
Susan Donn & Designworks 710 West 21 St. Norfolk, VA 23517 804/622-4486	C		45	6	Pres.: Susan Donn; Des. Mgr.: Irene Freeland.	40	10	10	1		30	2	5			2			●		Sovran Bank, 382,000 Ramada/Oceanside, 154,000 Town Point Ctr., 148,000

DuBose Associates Inc., Architects 49 Woodland St. Hartford, CT 06105 203/249-9387	A		40	12	Pres.: Z. Edmund Janas, AIA; VP: Craig Saunders, AIA; Sr. Proj. Des.: Gary Balich.	25		30			20	15	10				●			CT Natl. Bank, 350,000 Aetna Life, 150,000 St. Francis Hospital, 400,000 United Technologies, 80,000
Duffy Incorporated One World Trade Center New York, NY 10048 212/938-1260	C	1	60	60	Pres.: J. O'Neill Duffy; VP Admin.: Thomas H. Mainey; VP Des.: Robert D. Buckley; Dir. Arch. Svcs. Gary W. Lewis; Asst. Dir. Des.: Susan McDonough;	95					5						●			Guy Carpenter, 240,000 IBM, 800,000; ISO, 120,000 Seaboard Surety, 60,000 Confid, 550,000
Euthenics Planning & Design/ Facility Management 133 Rahway Ave. Elizabeth, NJ 07202 201/355-7511	C		15	15	Pres.: Andrew Merizio; Dir. Plng. Des.: Katrina Donovan; Dir. Fac. Mngmt.: Susan Walenta; Des. CAD: Lynda Reymann; Des.: Jill Schipani.	70						10	20						●	Home Life Ins., 100,000 Shulton Inc., 120,000 Frederick Atkins, 25,000 Jersey Central P&L, 75,000
Ewing Cole Cherry Parsky 100 North Sixth St. Philadelphia, PA 19106 215/923-2020	A		190	8	Pres.: Robert M. Parsky: Dir. Int. Des.; Suzanne R. O'Connell; Sr. Proj. Des.: Deborah Knast, Cathy A. Moser.	20					30					50		●		R&D, 150,000 Phil. Natl. Bank, 35,000 Commerce Square, 500,000 Police & Fire CU, 48,000
Ferrenz, Taylor, Clark & Assoc. Archit. 149 Fifth Ave. New York, NY 10010 212/460-8840	H		70	4	Proj. Capt.: Michael A. Stalone; Sr. Des.: F. Vogel.						85	10			5		●			New York Hospital, 10,000
Glave Newman Anderson Architects 1011 East Main St. Richmond, VA 23219 804/649-9303	A		37	15	Prin.: Samuel A. Anderson III, FAIA, Willard M. Scribner: Sr. Assoc.: Becky E. Messer, IBD; Sr. Proj. Mgr.: Sheila Boves Morgan, IBD;Assoc.: Diane G.Broecker,ASID.	40	10	20		5	5		20				●			Dominion Bankshares, 30,000 Ramada Renaissance, 160,000 James Center, 375,000 SC, Tax Dept., 130,000
The Grad Partnership One Gateway Center Newark, NJ 07102 201/621-1700	A		130	15	Ptnr.: Howard N. Horii, Lowell Brady; Assoc.: Allan N. Denenberg; Proj. Dir.: Michael Gorenstein: Sr. Des.: James McCahon: Jr. Des.: Joan Ross.	80							20				●			Prudential Ins., 110,000 Greenbaum, Rowe, Smith, 60,000 NJ Bell, 10,000 Clapp & Eisenberg, 10,000
Greenwell Goetz Architects, P.C. 1333 H Street, NW Washington, DC 20005 202/682-0700	C	1	47	47	Prin.: Lewis J. Goetz, James W. Greenwell; VP: Suzanne G. Mintz; Assoc.: John Thompson, Linda W. Jackson, Kathleen Farah Cahill.	98		1						1			●			PBS, 110,000; York Assoc., 35,000 Congressional Quarterly, 60,000 Amer. Hospital Assoc., 21,000 Strategic Plan'g. Assoc., 45,000
Griswold, Heckel & Kelly Associates, Inc. (GHK) 257 Park Ave., South New York, NY 10010 212/254-1900	A	4	146	146	Pres.: Curt Zeiser; VP: Steve Yavrouian, Robert Frank, Michael Fior, Mitchell Cohen; Dir. Des.: Jane Gustafson, Nancy Harrod.	78	1	20		1							●			Equitable Ins., 385,000 Provident Bank, 105,000 Rollins, Burdick, Hunter, 75,000 Bank of America, 10,000 Ernst & Whinney, 16,000
HSC + a Design Group Inc. 28-A Glen Cove Rd. Greenvale, NY 11548 516/626-3050	C		8	8	Pres.: Harvey S. Cook; Dir. Des./Const.: Peter M. Steiner; Sr. Int. Des.: Angela R. Trowbridge; Off. Mgr.: Linda R. Lerman.	50			20		15			15				●		Commack Rd. Equities, 40,000 Mt. Sinai Medical Ctr., 50,000 Harborview Plaza, 15,000
Haines Lundberg Waehler, Architects, Engineers & Planners 2 Park Ave. New York, NY 10016 212/696-8680	A	3	300	77	Sr. Mng. Ptnr.: Michael Maas; Mng. Ptnr.: Theodore Hammer; Dir. Int. Des.: Walter Zupancich; Asst. Dir. Int. Des.: Vincent Pucillo; Dir. Fac. Mgmt.: Robert Brandt.	78		20		2							●			Union Carbide, 1,300,000 Murdoch Mag., 100,000 Riverview TV, 150,000 NJ, Labor Bldg., 320,000 Privatbanken, 20,000

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Hambrecht Terrell Intern'l. 860 Broadway New York, NY 10003 212/777-8534	A	3	120	80	Chmn.: Edward C. Hambrecht; Pres./Prin. Des. James E. Terrell; Sr. VP: Daniel Barteluce, Harv Oeslander; Des.: Gunsi Tachikawa, Bryan Gailey, Steve Duffy, Brett Keller.	5			95								●				Bloomingdales, 250,000 Robinson's, 150,000 Sak's Fifth Ave., 120,000 Rich's Lennox Sq., 250,000
Robert Dunlop Harris—Architect 4200 Reiter Rd. East Aurora, NY 14052 716/652-6055	A		4	2	Prin.: R. D. Harris; Des.: Paul Lacbcik.	55			10			5	10	5	15			●			
Hellmuth, Obata & Kassabaum, Inc. (HOK) 1270 Ave. of the Americas New York, NY 10020 212/265-7100	A	11	1,200	150	Mng. Dir. Int.: R. S. Brandt; Des. Dir. Int.: B. Coffey; Prog. Dir. Int./Arch.: I. Atkinson; Sls.: N. Weintraub; Des.: D. Collins; Prog.: R. Klein.	70		15		5		5	5				●				Kellogg Co., 350,000 Phillips Petroleum, 450,000 Burger King, 285,000 ATT, 1,641,000 Edison Bros., 300,000
Hexagon Architecture Group Ltd. 102 Greenwood Ave. Wyncote, PA 19095 215/572-6111	A				Pres.: Judith A. Kennerdell; Reg. Arch.: Bernard Dubin, Phillip D. Moffson; Proj. Arch.: David Stembel.	10	5		15	10		20	35	5				●			Palace Hotel, 5,000 Cafe Royal, 7,500 Clair Insurance, 15,000
The Hillier Group 500 Alexander Park Princeton, NJ 08543 609/452-8888	C	1	225	39	Prin.: Barbara Weinstein-Hillier; Prin. CEO: J. Robert Hillier, FAIA; Sr. Assoc.: Roe Callahan; Sr. Des./Assoc.: Ralph Fey; Proj. Mgr./Sr. Assoc.: Charles Foster.	40	35	5			2	8	10				●				ATT, 609,000 NJ, Tax Div., 100,000 Arrowwood, 300,000 United Jersey Banks, 134,000
Hospitality Design Inc. 11170 Lee Hwy. Fairfax, VA 22030 703/352-3013	H		8	6	Pres.: M. Louise Ashman; VP: Jan Huss; Dir. Des.: Linda Waddell; Illus./Des.: Wanda Hughey.	15	60	5		20								●			Hotel Investors, 490,000 Patuxent Partners, 60,000 Radisson Hotel, 400,000
Hunter/Miller + Associates 225 North Fairfax St. Alexandria, VA 22314 703/548-0600	C		35	35	Pres.: Jeffrey H. Miller; Exec. Dir./Assoc.: K. Wayne Heil; Assoc.: Sue Bowers, Jan Milewicz-Reim; Studio Dir.: Esther Carpi.	75	10	5			2½		7½				●				Sequoia Bldg., 3,000,000 A. J. Dwoskin, 110,000 Alexander & alexander, 150,000 Dickstein, Shapiro & Morin, 12,000
IDS/Interior Design Systems 174 Boyston St. Chestnut Hill, MA 02167 617/969-9121	A	1	120	11	Dir.: Joanne Imcissac, Lucian Predescu; Sr. Des.: Sharon Gustafson, Karen Waldhein.	10					90										Sayles Bldg., 82,000 Waberly Bldg., 140,000 Osteopathic Hosp.of Maine,80,000 Eye Foundation, 88,000

I S D Incorporated 305 East 46 St. New York, NY 10017 212/751-0800	C	4	167		VP: Mel Hamilton, A. Riddick Semple, Jan Belson, James S. Gueguierre, Carolyn Brooks, Harry Lassiter.	95	1	4								●			Mattel, 250,000 Hogan & Hartson, 225,000 Leo Burnett, 500,000; Jones, Day, Reaves & Pogue, 250,000
Interiors Facilities Assoc. 116 John St. New York, NY 10038 212/349-4255	C	1	50	50	Pres.: Morton Glatstein; Exec. VP: Peter Beveridge, Robert J. Orlando, John J. Perez, Jr.; Assoc.: Cathy Powers, Andreas Faghey, Valerie Hoffman, Bruce Sorrento.	50		40		10						●			ADP Brokerage, 69,000 County Bank, 50,000 City Bank, 70,000 AIG, 100,000
Interspace Incorporated 2300 Chestnut St. Philadelphia, PA 19103 215/557-6800	C	2	130	95	Ch. Op. Off.: James Moske; Sr. VP: William Krebs; VP: Douglas Deremer, Lynn Hastings; Prin.: Victor Antes, William Powers, J. Michael Olderman, Maureen S. Byrne.	64		20			10	2	4			●			Univ. of VA, 600,000 ICI, Americas, 180,000 Meritor Fed. Savings, 45,000 The World Bank, 400,000
J.M.J. Corporation 10 North Fourth St. Richmond, VA 23219 804/788-1372	F	1	60	3	John S. Massad, Jr. Richmond T. Zehmer, Ruth Sandrowski.	50	20	28	1		1								C&P of VA, 10,000 Bank of VA, 75,000 Marsh & McLennan, 200,000 Cardinal S&L, 150,000
Thomas Jefferson University Dept. of Facilities Planning 11th & Walnut St. Philadelphia, PA 19107 215/928-7715	p		6,000	20	Dir.: Edmund J. Pescatore; Int. Des.: Richard Vunck; Sr. Arch.: Morris Schwartz; Mech. Eng.: William Pierce; Elec. Eng.: Steven Herring; Arch. Des.: Walter Lee.	25					25	50				●			
Jung/Brannen Associates, Inc. 177 Milk St. Boston, MA 02109 617/482-2299	A	1	187	30	Treas.: Robert Brannen; Dir. Des.: Robert Hsiung; Sr. Des.: Nader Ardalan; Dir. Int. Graphic Des.: Duncan Pendlebury; Dir. Space Plng.: Richard Reece.	65	10	5	2	2		3	3	5		5	●			Aetna, 1,600,000 C/M Alliance, 600,000 Mass. Financial, 85,000 Price Waterhouse, 85,000
Karplus & Nussbaum, Architects 800 Third Ave. New York, NY 10022 212/826-8818	A		8	3	Ptnr.: Gerhard E. Karplus, AIA, Seymour Nussbaum, AIA; Assoc.: Gertrude Karplus, ASID.	50		20	15	5				10			●			World Trade Ctr., 240,000 199 Water St., 65,000 110 William St., 180,000 1633 Broadway, 140,000
Dale Keller & Associates, Inc. 30 Lincoln Plaza New York, NY 10023 212/246-7333	C	2	48	48	Pres.: Dale Keller; Des. Assoc.: Martin Branner, Peggy Wong, John Elliot, Stelio Demos, Patricia Keller; Purch. Assoc.: Sandra Anderson.		60			10			10	15	5		●			Resorts Intl., 550,000 Intercontinental Hotel, 220,000 New Otani Hotel, 260,000 Hyatt-El Salam, 180,000
Soo Kim Associates, Inc. 420 Lexington Ave. New York, NY 10017 212/682-8782	C		30	24	Pres.: Soo Kim; VP: Wey G. Lee, Gerald Caliendo; Mgr. Des. Dec.: Alicia Lindner; Sr. Des.: Mark Menkes.	60		40											1st Federal S&L, 10,000 Walter,Conston,Schurtman,10,000 Mutual Marine Ins., 20,000
Kling Interior Design 2301 Chestnut St. Philadelphia, PA 19103 215/569-5946	A		270	14	Ptnr.: Florinda D. Doelp; Des. Dir.: David W. Oess; Proj. Mgr.: Hava Gelblum, Roy Bernat; Proj. Arch.: Michael Skolnick, RA, Miles Grosbard, RA.	60					30	10							Provident Natl. Bank, 80,000 Chase Manhattan, 210,000 Stearns Catalytic, 210,000 Phil. Savings Fund, 80,000
Richard Lamoureux Associates, Architects 14 East Worcester St. Worcester, MA 01604 617/752-2831	A		9		Owner/Arch.: Richard Lamoureux; Arch.: Michael Pagano; Student Arch.: Elle Foley.	30		20	5	2		30	3	5	2	3		●		Norton Co., 15,000 MA Carpenters, 35,000 Becker Jr. College, 20,000 Bancroft School, 9,000 Library, 16,000

OVER ONE MILLION SQ. FT.

CATEGORY KEY*
Contract Designer C
Architect Specifying Interiors A
Contract Furnisher /Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1985 PROJECTS											ANNUAL VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
Lane Contract Inc. 7 Fairfield Rd. West Hartford, CT 06117 203/232-9842	F		5	2	Pres.: Richard Lane; Sec./Treas.: Nancy Allard; Prin.: Kenneth Charles.	5	65			30											
Lewis/Wisnewski & Assoc., Inc. 625 Slaters Lane, #300 Alexandria, VA 22314 703/836-7766	A	1	60	16	VP Int. Des.: Alec W. Gibson, AIA; Des. Dir.: Jerre Bradshaw, AIA; Sec./Ptnr.: Gene Ray Lewis, AIA; Proj. Dir.: Linda Dinsick; Proj. Mgr.: David Bell, Jill Glaiser; Prod. Supv.: Jerry Grossman.	60	20	5	5	3	2		5				●				Hallmark Bldg. I., 350,000 Hallmark Bldg. II, 450,000 Duke St. Sq., 220,000 1201 NY Ave., 450,000
Lord Corporation 1635 West 12 St. Erie, PA 16514 814/456-8511	A		2,300	14	Mgr. Corp. Fac.: D. E. MacPherson; Mgr. Fac. Eng.: E. Tsouris; Int. Des.: G. D. Grande; Int. Fac. Plnr.: L. A. Strandwitz, D. E. Frank.	60								10		30	●				Mfg. FAcility, 36,000 Office, 14,000 Office, 4,000 R&D, 44,000
Michael Lynn & Associates, PC 300 Park Ave., South New York, NY 10010 212/477-1900	A	1	180	45	Pres.: Michael Lynn; Dir. Int.: Ray Sandarr; Sr. Des.: Debra Skut; Proj. Mgr./Des.: Lloyd Cunningham.	70	8	5	2	3	2		2	8			●				Citibank, 300,000 Bankers Trust, 75,000 Oppenheimer, 150,000 Buck Consultants, 150,000
Ralph Mancini Associates, Inc. 15 West 36 St. New York, NY 10018 212/947-6667	C	1	75	25	Sr. Assoc.: Max Kawer, Jeffrey Tobin, Andrew Juhasz, Francis Leone, Robert Freidman; Dir. Des.: Elizabeth Minor.	100															Arthur Andersen & Co., 64,000 Peat Marwick Mitchell, 180,000 American Cyanamid, 30,000 Marine Midland Bank, 50,000
Metropolitan Life & Aff. Co's. 1 Madison Ave. New York, NY 10010 212/578-4762	P		36,000	45	Mgr. Space Admin.: Edward A. Toran; VP: Thomas McCarthy; Supv./Cons.: Frank Furnari; Cons.: Bruce Grecke.	100															Metropolitan Life, 10,000,000
Mitchell Associates, Inc. 1 Ave. of the Arts Wilmington, DE 19801 302/594-9400	C	1	50	22	Prin.: Louis B. Rosenberg, James F. Barndt; Proj. Mgr.: Bettie Sue Cambre, Katherine Atkins, Barbara Portnoy, Sandy Landerl, Cathy Lindeman, Susan Fraley.	35	5	15		5	35	5									St. Raphael Hospital, 606,000 Monmouth Med. Ctr., 250,000 CSX, 110,000 Maryland Bank, 75,000
Nelson & Associates 215 Church Philadelphia, PA 19106 215/925-6562	c		24	22	Pres.: John J. Nelson; Prod. Proj. Op. Mgr.: Clifford Marchion, AIA; Proj. Des.: Jan Istad, Patricia A. Damiri, Gail Ververelli, Mark A. Phillips.	70		20	3			2				5		●			EAB, 1,200,000 Fidelity Bank, 73,000 Copyworld, 14,000

The New England Design Group 600 State St. Portsmouth, NH 03801 603/431-1230	C		6	2	Des. Arch./Pres.: Dennis R. Quintana; Arch.: Lisa B. Destefano, Jerry Stone; Cont. Des.: Pati Poli, J. B. Fox.	10	10	10			60				10			●		Edgewood Manor, 80,000 Anchorage Motor Inn, 30,000 Seacoast Pools, 10,000 Bay Area Builders, 2,500
Oliver Design Group 2800 Two Oliver Plaza Pittsburgh, PA 15222 412/471-3600	C	2	28	28	Pres.: David W. Cooper; Prin.: William T. Eberhard, Duane D. Lindemer.	100											●			Fed. Reserve Bank, 22,000 McKinsey & Co., 50,000 Porter, Wright, Morris, 20,000 Pittsburgh Natl. Bank, 30,000
Pace Design, Inc. 6820 Elm St. McLean, VA 22101 703/442/7373	A	3	103	21	Prin.: Kim C. Kristoff, AIA; Dir. Int. Des.: Patricia A. Cole; Proj. Int. Des.: Barbara G. Mahanes, ASID; Dir. Space Plng.: Michele P. Hoben, AIA; VP Plng./Des.: Larry Vanderburgh.	95		2½	1	1½										Contel Plaza, 155,000 Park Center, 130,000 1st American Bank, 45,000 United Service Ins., 120,000
Kenneth Parker Associates Inc. 411 North 20 St. Philadelphia, PA 19130 215/561-7700	C		45	45	Pres.: Kenneth P. Parker; VP: Steven J. Mirman, AIA, Stephen Jones; Spence Kass, Lorraine Fisher, Cheryle Rome.	90					5	5								ARA Services, 220,000 Bristol-Myers, 125,000 Raytheon Missile, 300,000 Rorer Intl., 50,000
Peabody Office Furniture Corp. 234 Congress St. Boston, MA 02110 617/542-1902	F			10	Des. Mgr. Ann P. Dalton; Sr. Des.: Janet Harkens, Janet Dinnie.	70		15		1	3	5	2	1		3				Metrabute Eastern Savings Bank Raster Technologies Lo-Jack; Fairhaven Savings
Pearce Basinger Bock Ltd. 2220 Clinton Ave., South Rochester, NY 14618 716/442-6130	C		13	11	Pres.: Robert W. Pearce; VP: Cynthia Chandler Bock, ASID, Annette H. Basinger, ASID; Des.: Susanna J. Michel, ASID, Gracia A. Sheff, Kathleen S. Delalla, Debra S. Curnalia, Anita A. Aubertine, Charlene U. Hellaby, William L. Lafferty.	35		15		5	30	10			5			●		Gleason Corp., 11,000 First Federal, 38,000 Home Leasing, 20,000
Perkins & Will 2 North LaSalle St. Chicago, IL 60602 312/977-1100	A	2	186	19	Exec. VP: James Allen, Kenneth Carswell; Sr. VP: Gunter Buerk; Int. Dept. Hd.: Neena Konon; Prin. Des.: Aaron Schwartz; Sr. Des.: Kenneth Susinka.	50	10	5		2	15	14	2	2			●			Price Waterhouse, 46,000 IBM, 102,000 Norwalk City Hall, 140,000 ABC, 50,000
Pittsburgh National Bank 2500 Fifth Ave. & Wood Pittsburgh, PA 15265 412/355-8447	P		7,000	8	Const. Mgr.: Robert K. Nidar; Int. Coord./Des.: Nancy Sherman; Des.: Gayle Irwin.	70		30												In-house projects
Pomeroy, Ellis, Newlin-Wagner Design Partnership 2 West 59th St. New York, NY 10019 212/838-5399	A		25	7	Arch./Ptnr.: Lee Harris Pomeroy, William C. Ellis; Ptnr.: Z. G. Newlin-Wagner.	90						10						●		IBM, 160,000 Port Authority of NY/NJ, 70,000 Library WTC, 20,000
RPM Design Group 43 Main St. Toms River, NJ 08753 201/240-6663	C	1	27	5	Dir. Des.: Barbara Jacquette; Asst. Dir. Des.: Nanette M. Pujais; VP Ops.: Morton Miron.	75	5	20										●		Statewide Bankcorp, 40,000 Progressive Lawyers, 4,000 Fodor Contracting, 6,000 Bennett Chevrolet, 1,500

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						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
Russell Gibson von Dohlen Inc. 281 Farmington Ave. Farmington, CT 06032 203/677-8556	A	1	130	18	Ch. Op. Off.: Robert von Dohlen; Pres.: Charles Bellingrath; Dir. Int. Des.: Allan E. Stadler, AIA; Assoc. Dir. Int. Des.: Janice Lintner.	80		5			15						●				State of CT, 204,000 CIGNA Corp., 280,000 CIGNA/METRO, 300,000 S. New England Tel., 6,000,000
SBA/Steffian Bradley Assoc., Inc. 100 North Washington St. Boston, MA 02114 617/227-6520	A		62	10	Prin.: David M. Buckley, AIA, Otakar Dvorak, AIA, Robert Fondren, AIA, Kurt A. Rockstroh, AIA, Peter Steffian, AIA.	15	5				75	2		3			●				Metropolitan Life, 485,000 Harvard Comm. Health, 130,000 Group Health Assn., 80,000 MA Eye & Ear Inf., 70,000
Scandinavian Office Gallery 603 Worcester Rd. Natick, MA 01760 617/655-2725	F	7	530	17	Dir. Sls.: Allen Wluka; Acct. Exec.: Mike Troia, Heather Dudley, Jayne Watson, Nancy Marcis, Liisa Rossetti, Jane Tyler, Eileen Doherty, Beth Smith, Pat Cabral, Birgit Lassen, Bruce Solomon. Helen Powers, Susan Chait.	76	2	2	2	2	3	6	2	5							WNEV-TV, 5,000 Christy's Markets, 15,000 WLYT-Radio, 5,000 Mitchell Systems, 20,000
Skidmore, Owings & Merrill 220 East 42 St. New York, NY 10017 212/309-9580	A		1,400	135	Assoc. Ptnr.: Davis Allen; Assoc.: Farid A. Iskander, Ed Weller, Carol Cohen, Lynn Colinson.	30		40		5	20	5					●				Merrill Lynch, 4,000,000 St. Lukes Hospital, 1,800,000 Alahli Bank, 400,000
Soep Associates, Inc. 280 Lincoln St. Boston, MA 00000 617/787-2711	C		17	14	Pres.: Fred Shapiro; VP: Gerd Wagner; Proj. Dir.: Richard Perry; Dir. Arch.: Donald Clement; Des.: Kristin Hill.	60		10	10	5		3	10		2			●			Eastern Bank, 100,000 Harvard Corp., 60,000 Biltrite Corp., 25,000 MA Assn. Realtors, 17,000
Southern New England Telecommunications Corp. 195 Church St. New Haven, CT 06506 203/771-2339	E		14,000	16	Mgr. Space Plng.: Wm. Elsdon III; Mgr. Arch. Des.: Paul C. Brann, AIA; Des. Assoc.: Diane C. Brennan, IBD, Michael J. Sikeritzky, Nancy Stedman-Reynolds; Staff Asst.: Christine Mathiew-Hopkins.	85										15						In-house projects, 1,000,000
Space Data Group 1420 Walnut St. Philadelphia, PA 19102 215/735-9900	A	2	91	84	Pres.: Anthony T. Vincent; Exec. VP: Jonathan Dyer, AIA; VP: Angela B. DeElse, IDC, Raymond A. Klumb, AIA, Alfred F. Schwartz, Sr., AIA; Proj. Mgr.: John Dolek, AIA, Richard Rush, AIA, David Dilizento.	70		20	10								●				ATT, 225,000 Coopers & Lybrand, 180,000 Vanguard Group, 150,000 GMAC Mortgage, 200,000 Alex Brown & Sons, 150,000

The Spector Group 3111 New Hyde Park Rd. North Hills, NY 11040 516/365-4240	A		68	8	Prin.: Michael Harris Spector, AIA; Dir. Int./Assoc. Gregory Campofranco, AIA; Dir. Des./Assoc.: Michael Mannetta, AIA, Kyung Toh, AIA; Int. Des.: Terry Geller, Joseph Reilly.	75		20	5							●			LI Savings Bank, 210,000 IBM Research Ctr., 240,000 Cablevision, 72,000 United Technologies, 130,000 Extebank, 32,000
The Stubbins Associates, Inc. 1033 Massachusetts Ave. Cambridge, MA 02138 617/491-6450	A		114	20	Dir.: Philip T. Seibert, Jr., ASID, IBD; Sr. Assoc.: Peter J. Scott, RA; Assoc.: Sebastian L. LaBella, AIA; Sr. Des.: W. Howard Truelove, Jean Veigas, Karen Fox.	40	10	10		10		10	20			●			Metro-Dade Govt., 500,000 Boston Design Ctr., 550,000 Bristol-Myers, 625,000 Natl. Bank of Kuwait, 206,000 GSA Admin., 500,000
Swanke Hayden Connell Architects 400 Park Ave. New York, NY 10022 212/826-1880	A	2	375	81	Prin.: Richard A. Carlson, Roland Lieber.	45	5	10					20	20		●			American Express, 2,200,000 Dow Jones, 350,000 Johnson & Higgins, 600,000 Inter-American Bank, 600,000
The Switzer Group, Inc. 902 Broadway New York, NY 10010 212/674-8700	C	1	50	50	Pres.: Lucious Switzer; VP: Elizabeth Holechek; Dir. Des.: Marilyn Richter. Acct. Mgmt.: Robert Sutter, AIA	80		15		5						●			Continental Ins., 500,000 Banque Paribas, 115,000 Essence Communications, 18,000 Citibank, N.A. 70,000
Talwar Corp. 311 West Point Terrace West Hartford, CT 06107 203/521-2263	A		19	4	Pres.: Premjit Talwar, Mrktng Mgr.: Holly Beum Des.: Sue Richardson.	20						80					●		
Tucci, Segrete & Rosen Consultants, Inc. 548 Fifth Ave. New York, NY 10036 212/391-2620	C		36	36	Pres.: Dominick L. Segrete; Exec. VP: Gerald I. Rosen; Proj. Dir.: Rajinder K. Wadhwa, Stephen Joseph, Stephen Pratt, Evangelo Dascal; Des. Dir.: Edward Calabrese.	3		10	80	5				2					Dayton Hudson Stores, 500,000 Belks, 240,000 Batus, 240,000
Bernard Vinick Assoc. Inc. 211 Wethersfield Ave. Hartford, CT 06114 203/525-4293	C		35	35	Pres.: Bernard S. Vinick, FASID; VP: Richard Balloni, Barbara Ebstein, ASID, Greg Gaudet, William P. Thomas.	4		2	80	10	2			2		●			Melanies Rest., 3,000 Casual Corner, 4,000 Card Gallery, 10,000 3D Bed n Bath, 22,000
Ward-Hale Design Assoc., Inc. 1025 Thomas Jefferson St., NW, #200 Washington, DC 20007 202/337-4702	C	1	32	25	Pres.: Donna Ward-Hale; Dir. Des.: Michael H. Finch, AIA; Dir. Ops.: John A. McCrane Dir. Mktg.: Pam Radford; Proj. Des.: Nora Fischer, Patti Wells.	70		5			10		5		10	●			Student Loan Mktg., 88,000 Eastman Kodak, 44,000 Arthur Young & Co., 120,000 Suburban Hospital, 275,000
Joseph S. Zajchowski, Architect 1240 Airport Pkwy. South Burlington, VT 05401 802/863-6863	A		3		Arch.: Joseph S. Zajchowski; Des.: Elizabeth Lawrence.	10			25				15	25	25	●			St. John Vianney Church, 7,000 VT Air Natl. Guard, 2,500 Residence, 3,000 Burlington Sq. Mall, 8,000

500,000-999,999 SQ. FT.

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Contract Designer C
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Contract Furnisher /Office Furniture Dealer F
Facility Planner (in-house) P
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						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
ADD Inc. 80 Prospect St. Cambridge, MA 02139 617/661-0165	A	1	89	13	Sr. Ptnr.: Wilson F. Pollock, Jr.; Ptnr.: Mark E. Glasser, Wayne S. Koch, Michael E. Hallor, Duncan P. McClelland.	90		5		5											COM/Energy Services, 126,000 Cabot, Cabot & Forbes, 36,000 The New England, 221,000 G.E. Warren, 10,000
ADP 1 ADP Blvd. Roseland, NJ 07068 201/740-2401	P				Dir. Fac.: Art Elman: Mgr. Des. Dev.: Olga Varsanyi; Fac. Des.: Maury Wegman, Mary Schott, Gary Sorber	100															Roseland, NJ, 130,000 Clifton, NJ, 170,000 Chicago, IL, 110,000 Melville, NY, 85,000
ASD Office Systems Rt. 55 Poughkeepsie, NY 12603 914/473-9400	F	2	500	12	Sr. Des.: Joan R. Cheng; Jr. Des.: Kimberly Sterople; Div. Sls. Coord.: Terrance Flynn	37½		20½	4½		10½	12½	35½					●			Bank, 50,000 Bank, 15,000 Insurance, 10,000 Hospital, 10,000
Adam, Filippo & Moran Inc. 1206 Fifth Ave. Pittsburgh, PA 15219 412/261-3720	C		17	5	Dir. Des.: Louis Filippo; Assoc.: Kim Dudt; Des.: Karen Sakaluk, Jon Withrow, Dana Colpo.	35			5		60							●			Univ. of Pittsburgh, 42,000 Presbyterian Univ. Hosp., 15,000 Land, Sea & Air, 5,000 Shadyside Hospital, 7,000
Max Alperstein Dept. Stores, Inc. 900 Seventh St., NW Washington, DC 20001 202/842-0510	F	1	30	3	Gen. Mgr.: Jim Carr; Int. Des.: Anita Venskus; Comml. Sls.: Diane Johnson.															●	Rockwell Intl. IBM TRW
Alpha Design Corporation 501 Front St. Norfolk, VA 23510 804/627-6465	C		9	9	Pres.: Emily S. Washington; Int. Plnr.: Ann F. Camp, Karen E. James, Bettina D. Tudor, Frank C. Brannon, Jennifer L. Gegan.	40		15			25	10	7	1	2				●		Portsmouth City, 150,000 James Barry Robinson Inst. 85,000 Bank of Tidewater, 20,000
Atrium Assoc. Inc. 170 Worcester St. Wellesley, MA 02181 617/237-9753	C		30	12	Pres.: Allan Smith; VP: Robert Field; VP Plng./Des.: Ceasar Velez; Mgr. Plng./Des.: Lee Maserian.	30			35		35										
Baltimore Stationery Co. 2524 Kirk Ave. Baltimore, Md 21218 301/366-6000	F	2	192	4	Pres.: William W. Jones, Jr.; Sr. VP Mktg./Sls.: Clyde H. Shaffer; Int. Des.: Dan Kuc, Karen Ettershank, Patricia Gerwin.	48		25			6	11	10								●	Display Data, 25,000 Equitable Trust, 75,000 Union Trust Bank, 15,000 Anne Arundel County, 15,000

Beery, Rio & Associates 4215 Evergreen Lane Annandale, VA 22003 703/256-9700	A		26	5	Sr. Ptnr.: Edgar C. Beery, AIA; Ptnr.: Whitney L. Wagner, AIA; Assoc.: Steven H. Ruis, AIA.	70				10		10	10				●			Ameribank, 60,000 Centennial Dev., 112,000 Erols's, 150,000 IMP, 65,000
Beeston & Patterson, Inc. 55 W. 44 St. New York, NY 10036 212/921-8181	C		20	17	Pres.: Paul DeLaFuente: Sr. Des./VP: Elliott Newcomb; Sr. Sp. Plnr./Des.: Leslie Duchin; Des./Proj. Mgr.: Pamela Power.	90								10						Fortune, 50,000 Crown Publishers, 70,000 Alexander & Alexander, 80,000 Fred S. James, Inc., 20,000
Business Furnishings Etc.,Inc. 800 West Cummings Park Woburn, MA 01801 617/933-5881	C		6	1	Pres.: Phyllis E. Marie; Int. Des.: Mary E. Silber; Sls. Rep.: Cynthia M. Cagnina, Alexandra Asmanis, Harriet Fremont-Smith.	85		15											●	Bostik Miltrol Cipcom
Capitol Business Interiors 209 W. Washington St. Charleston, WV 25302 304/343-7551	F	1		4	Brenda Tilson, Janet Joseph, Lynn ByAir Rebecca Sproles.	30		20	2		2	15	30		1				●	Natl. Bank of Commerce, 55,000 Union Carbide, 17,000 Goodyear Tire, 21,000
Cassway/Albert and Associates 2130 Arch St. Philadelphia, PA 19103 215/567-3301	A		18	3	Ptnr.: Frederic G. Albert, Robert L. Cassway; Proj. Arch.: Donald L. Downs; Des.: Linda Pochapsky.	40				20			10	30			●			Strouse, Greenberg, 27,000 Historic Landmarks, 6,500 Bloomsburg Univ., 40,000 Harbour Lights Rest., 15,000
F. Daniel Cathers & Assoc., Inc. 3 Great Valley Pkwy., #200 Malvern, PA 19355 215/647-0985	C				Pres.: F. Daniel Cathers; Des. Mgr.: Gayle Skazaki; Plng. Mgr.: Vickie Snyder; Prod. Mgr.: Jeff Balch.	70	10	10	5	5								●		Commonwealth Fed. S&L,100,000 Alexander Grant, 30,000
Clark Tribble Harris and Li 595 Madison Ave. New York, NY 10022 212/826-2922	A	2	200	25	Dir. Int. Des.: Karen Dauler; VP: David Wagner, Sr. Proj. Mgr.: Edward Z. Jacobson; Sr. Des.: Robin Pendleton, Alison Holt.	100											●			Saatchi & Saatchi, 405,000 First Union Bank, 4,000 TCF Natl. Properties, 6,000 Pepsi Cola, 24,000
Columbia Design Interiors 5457 Twin Knolls Rd. Columbia, MD 21045 301/995-1113	C		12	12	Prin.: Ron Brasher, AIA, Scott Grice, AIA, Barbara Dellinger, IBD; Proj. Mgr.: Carol Heck, Lynn Wahl.	90			5	3				2				●		McCormick, Inc., 100,000 Community Realty, 100,000 OHMEA, Critical Care, 43,000
Columbia Systems Brier Hill Ct., B-2 East Brunswick, NJ 08816 201/238-1090	F		11	8	Pres,: Lawrence Rice; VP: John Hodkinson; Des./Cons.: William Thompson, Sharon DeFelice, Brian Dunn.	20						50				30		●		ATT Communications, 15,000 ATT Info. Systems, 30,000 American Standard, 15,000 ATT Bell Labs, 5,000
DAT Consultants, Ltd. 118 W. 16 St. New York, NY 10011 212/741-2121	C	1	30	16	Pres.: Secundino Fernandex, AIA; VP: Helmut Kern, RA; Int. Coord.: Geri Brody; Des.: Diane Rathjen, Eduardo Garcia.	70		15		2	3	3	5	2			●			Citibank, 350,000 Dept. General Svcs., 100,000 Bally, Inc., 30,000 Human Resources Admin., 25,000
DBI 1325 Massachusetts Ave., NW Washington, DC 20005 202/393-4500	C	1	54	33	Chmn. Bd.: Al Storm, AIA; CEO: Kenneth W. Catterton; VP Comp. Svcs.: William Lange; VP: Int. Arch.: John Lorenz.	80	10	10									●			Hogan & Hartson, 30,000 Blue Cross/Shield, 500,000 ERCI, 170,000 CNA, 150,000

500,000-999,999 SQ. FT.

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office Furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1985 PROJECTS											ANNUAL VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
Design Concepts 1249 Zevan Rd. Johnson City, NY 13790 607/797-4431	C		5	4	Michael W. Bottino, John Wright.	60			10	10	10			10					●		McDonalds Rest., 25,000 IBM, 300,000 Various, 175,000
Design Concepts, Inc. 2924 W. Marshall St. Richmond, VA 23235 804/353-4610	C		100	7	Des. Dir.: Patricia P. Meek; Asst. Dir./Proj. Mgr.: Cameron Richards; Proj. Mgr.: Rebecca Young; Int. Des.: Lucy Murphy, Therese McNelly.	75	1	6		3	2	11	2						●			Virginia Power, 440,000 Main St. Ctr., 485,000 E.R. Carpenter, 42,000
The Design Partnership 2133 Arch St., Mulberry Atrium Philadelphia, PA 19103 215/564-3024	C		35	35	Pres.: James M. Murrey, Jr., AIA; Exec. VP: Conrad F. Strabone; VP: Judith G. Repp, AIA; Assoc.: Nancy L. Bradberry, Susan M. Davidson, Ada M. Tremonte, Paula J. Sherry.	90		5			3	2					●				Pepper Hamilton & Scheetz, 150,000 Bankers Trust, DE, 20,000 Towers Perrin Forster, 70,000
DiLeonardo International, Inc. 2346 Post Rd. Warwick, RI 02886 401/732-2900	M		44	10	Pres.: Robert J. DiLeonardo; Dir. Des: Thomas R. Limone; VP.: Edmund F. Gerhardt; VP/Ch. Arch.: William E. Gray.	4	54			42							●				Sheraton Hotel, 134,000 Beverly Heritage, 160,000 Resort, Nantucket Inn, 60,000
R. E. Dinneen Architects 160 N. Washington St. Boston, MA 02114 617/227-7727	A		19	12	Prin.: Ralph E. Dinneen, AIA; Proj. Mgr.: Christopher N. Carley, AIA; Michael Pasquale, Abby Shachat; Proj. Des.: Joseph Rondinelli, Douglas Coots.	40		50		10											Bank of Boston, 120,000 Bank of New England, 21,000 Algemene Bank Nederland, 6,000
Drummey Rosane Anderson Inc. 141 Herrick Rd. Newton Centre, MA 02159 617/964-1700	A		49	6	Pres.: David W. Anderson; VP/Dir. Des.: Owen Beenhouwer; Dir. Int. Des.: Elizabeth Shapiro.	95						5						●			State Mutual Life Hanover Insurance, 151,000 GTE, 124,000 Blue Cross/Shield, 50,000
Eaton Design Group, Inc. 8300 Old Courthouse Rd. Vienna, VA 22180 703/790-8444	C		20	20	Pres./CEO: Franklin S. Eaton; VP/Dir. Des.: Ann M. Quist, AIA; VP/Dir. Tech. Svcs.: Gary W. Internicola; Des.: Lisa McPherson, Wendy Finley.	90		5		5							●				Software Consortium, 50,000 Corp. for Open Sys., 30,000 UNC Resources, 20,000 Allstate Insurance, 26,000
Eden Design Assoc., Inc. 11555 N. Meridian St. Carmel, IN 46032 317/843-5790	C		7	4	Pres.: Barbara Eden; VP: Stacy Kennelly; Des.: Lisa Shirrell, Kay Wright.	25		3	1	1	32	25		10	3				●		R.V. Welch Inv., 18,000 Holy Family Hospital, 40,000 Gardner & White Ins., 16,000 Huntington College, 45,000

Educational & Institutional Cooperative Service Inc. 180 Froelich Farm Blvd. Woodbury, NY 11797 516/921-7100	E	6	125	2	Des.: Diane Fullerton, Deb Parker; Contract Rep.: Ben Milano.						40	60						●	Merrimack College, 3,000 Central Michigan U., 1,600
Einhorn Yaffee Prescott The Argus Bldg., Broadway at Beaver, P.O. Box 617 Albany, NY 12201 518/463-2141	A		135	10	Pres.: Steven L. Einhorn; VP: Eric C. Yaffee, Andrew W. Prescott; Mgr./Sr. Des.: James P. Dunlavey; Sr. Des.: Antonio Yau, Mary Whiteford.	65		5			10		20					●		Norstar Bancorp, 103,000 GE, 64,000 NYNEX, 103,000 Steuben Cty. Govt. Ctr.,110,000
Exhibitgroup NY First Ave. & 53 St., New York, NY 11232, 718/492-3730	C	1	800	50	VP Des.: Norman Blockner; Des. Dir.: Richard Harra.	50			10	10			10			20	●			Texas & SW Cattleman, 10,000 Rockland Ctr. for Holocaust Studies, 3,000
FDC Planning & Design Corp. 434 East 57 St. New York, NY 10022 212/355-7200	C		12	12	Sr. Mem.: E.H. Bastonlu, Ekmel Vahid Moran; Dir, Dev.: Enis V. Moran; Assoc. Dir. Int. Des.: Roger Jensen; Assoc. Prod. Mgr.: James P. Kroulas.	65		10			20		5					●		Williams Real Estate, 55,000 Douglas Elliman-Gibbons, 10,600 Chalos, English, Brown, 25,000
Stephen L. Faulk & Associates, 47 Winter St., Boston, MA 02108, 617/338-4906	A		11	2	Arch., Pres.: Stephen L. Faulk; Arch.: Gregg Spaulding; Int. Des.: Martha S. Talbot.	60			10	5	5			20				●		Schneider & Assoc., 6,000 Inv. Banking Firm, 15,000 Real Estate Co., 3,000
Earl R. Flansburgh & Assoc. 77 N. Washington St. Boston, MA 02114 617/367-3970	A		68	24	VP: Michael H. Bourque, IBD; Sr. Assoc.: Denis V. Boucher; Assoc.: Mary Killough, IBD, Peter S. Constable; Proj. Mgr.: June Ericson, IBD; Prod. Mgr.: Joseph Chetwynd.	65		15				20					●			McCabe/Gordon, 35,000 Corroon & Black, 50,000 Devine Millimet, 60,000 Bank of New England, 51,000
Charles D. Flayhan Assoc., Inc. 880 Canal St. Stamford, CT 06902 203/348-4300	0	1	14	10	Pres.: Charles D. Flayhan; VP, Dir. Proj.: Ralph Binder; VP, Dir. Arch.: Richard Beaumont, AIA; VP, Dir. Furn.: Lisa F. Polidoro.	60	5	10	5	10			5	5			●			U.S. Surgical Co., 350,000 Mercede Ent., 150,000 Cantor Fitzgerald, 60,000 Weeden & Co., 20,000
Nancy Foreman Design, Inc. 16 Greenmeadow Dr. Timonium, MD 21093 301/561-0561	C		24	24	Pres.: Nancy Foreman; Des. Supv.: Sharon Weider, Lisa Sheppard; Proj. Coord.: Marcy Handshaw.	70		20	4		5	1					●			Genstar Stone Prod., 60,000 Provident Bank, 86,000 Adams Express, 10,000 Union Mem. Hospital, 15,000
Friday Design Group, Inc. 1729 Wisconsin Ave., NW Washington, DC 20007 202/965-9600	C		11	7	Pres.: Sandra Ragan, IBD; Sr. VP: Elaine Bothe; VP: Jeanne Nutt, IBD; Proj. Coord.: David Dimon; Des.: Sherry Cushman, IBD Affil., Daniel LaForge.	39	3	7	5	5	2	15	20	3	1			●		Natl. Geographic Soc., 40,000 Chesapeake Div., Navy, 210,000 St. Paul's College, 40,000 ATT, 17,000
Geddes Brecher Qualls Cunningham 2401 Locust St. Philadelphia, PA 19103 215/561-2401	C	1	86	14	Prin., Mgr. Int. Dept.: James P. Snyder; VP: W. Bruce Lea; Int. Des.: Susan Miller Davis, Amy Hartzell, Nicole Fisher.	50		10				20	20					●		IBM, 690,000 NJ State Commerce, 300,000 State Office Bldg., 445,000 Governor's Exec. Off., 98,000
Goldman, Sachs & Co. 85 Broad St. New York, NY 10004 212/902-1071	P	20	36	26	VP, Mgr. Des./Const.: Robert E. Riegel; VP, Mgr. Des.: Donald Hickey; VP, Mgr. Const.: Paul Steinhaus.	100														NYC Bldgs., 500,000 Regional Offices, 90,000 Foreign Offices, 200,000 Computer rooms, 200,000

500,000-999,999 SQ. FT.

CATEGORY II

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office Furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1985 PROJECTS											ANNUAL VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
The Graphics Forum 135 Fort Lee Rd. Leonia, NJ 07605 201/461-8606	C		16	4	VP: Michael T. Callori, AIA, ASID; Int. Des.: Sandy Tanner-Barron, Robert Gilchrist.	60	10					10		5	15			●			IBM, Montvale, 120,000 IBM, Kingsbridge, 135,000 V. Mane Fils, 35,000 Glen Rock Sr. Cit., 18,600
The Gruzen Partnership 11 West 42 St. New York, NY 10036 212/840-3940	A	2	104	5	Dir. Int. Des.: Nicholas Lombardo; Ptnr.: Peter Samton, Jordan Gruzen.	50	10				20	10	10				●				Kingsboro Comm. Coll., 125,000 EPA, 75,000 Hoffmann-LaRoche, 50,000
Handler/Grosso 2209 Monroe Ave. Rochester, NY 14618 716/461-9420	A		9		Arch.: Frank Grosso, J. Yarrington, C. Ragus.	40	10	5	5	5		10	5	10	10			●			Rochester Museum, 35,000 Mem. Art Gallery, 50,000 Genesee Valley Club, 22,000 The Power Bldg., 180,000
Hazen's Office Interiors 299 Industrial Pk. Middletown, CT 06457 203/632-0200	C		45	4	Pres.: Philip T. DeRing; VP: Shane McCarty; Des. Mgr.: Dorothy C. Peltzer; Staff Des.: Elizabeth Rapacz, Tracy Lentz-Monopoli, Catherine Teulings.	90		5	1		2		2					●			Black & Decker, 170,000 General Electric, 200,000 Saab Scania, 75,000 Diversified Brokerage, 14,000
Health & Hospital Corp. 346 Broadway New York, NY 10013 212/566-1595	H			4	Corp. Plnr.: R. Bruce Lowe; Group Dir., Arch./Eng./Cptl. Prog.: J.L. Gambone, PE; Dir. Arch.: J.F. Squicciarini, RA.						100										Kings Cty. Hosp., 43,000 Harlem Hosp. Ctr., 5,000 Coler Mem. Hosp., 35,000 Woodhull Med. Ctr., 5,000
Hochheiser-Elias Design Group 322 East 86 St. New York, NY 10028 212/535-7437	C	1	16	16	Prin., Des. Dir.: Brad Elias; Pres.: Carole Hochheiser; Proj. Mgr.: David Snyder, Theresa Rovere, Jaques Jaquet.	15	40	2	2	30	3			6	2		●				Jefferson Sheraton, 400,000 Sheraton Washington, 50,000 Cardinal S&L, 20,000 Ross Assoc., Realty, 50,000
IDS/Interior Design Systems 174 Boylston St. Chestnut Hill, MA 02167 617/969-9121	A	1	120	11	Dir.: Joanne MacIsaac; Sr. Des.: Sharon Gustafson, Karen Waldhein.	10					90							●			Sayles Bldg., 82,000 Wimberly Thomas Bldg., 140,00 Osteopathic Hosp., 80,000 Southern Hills Rehab., 55,000
Indovina Associates Architects 5880 Ellsworth Ave. Pittsburgh, PA 15232 412/363-3800	A		17	5	Prin.: Robert A. Indovina, AIA, Joseph P. Indovina, AIA; Ptnr.: Edwin Grentz; Arch.: Joseph Beerens, RE Arch./Int. Des.: Anne Newman.	30					50			10		10	●				Joy Mfg. Baldwin Health Ctr., 123,000 Wexford Terrace,128,000 The City Club, 65,000

Jacobs Office Equip't Co., Inc. 2004 Teall Ave. Syracuse, NY 13206 315/437-7388	C		17	2	Jim Smith, ASID, Ann DiMiero.	70		20			7	2			1		●			Alexander & Alexander Community Bank
H.M. Keiser Associates, Inc. 257 Park Ave., South New York, NY 10010 212/477-4000	C		41	41	Pres.: John Dyon; Exec.VP: Stephen Gertz, Siegfried Hermann; Assoc.: Stanley Pastore; Proj. Mgr.: Mary D'Andrea, Robert Spataro.	100											●			Paul, Weiss, Rifkind, 350,000 Davis, Polk, Wardwell, 100,000 Seidman & Seidman, 80,000 J&W Seligman, Inc., 50,000
Kodis Associates, Inc. 10 Davis Court Brookline, MA 02146 617/731-6146	C		4		Pres.: Carol Kodis; Sr. Int. Des.: Jan Barker.	74	5		5	5	5				1			●		Filene's Basement, 26,400 Rainbow's End, 900 Sheraton Needham, 150,000 Digital Equipment, 80,000
Kohn Pederson Fox Conway Assoc. 598 Madison Ave. New York, NY 10022 212/838-4555	A			55	Ptnr.: Patricia Conway, Randolph H. Gerner, Judy Swanson, Miguel Valcarcel; Proj. Des./Mgr.: Keith Rosen, Ruxandra Panaitescu, Richard Kronick, Marsha Keskinen, Anne Manning.	85	4							10	1		●			Equitable Life, 370,000 MONY Headquarters, 250,000 MONY Cafeteria, 25,000 Essex Housing
L.O.P.C. Plimpton Office Prod. 184 Windsor Ave Wilson, CT 06105 203/522-2291	C	3	450	4	Dir. Des. Herb Smith; Des.: E. Landry Sls./Des.: R.E. Peters.	45	2	5	1	15		10	10	7	5			●		State of CT, 250,000 Wesleyan Univ., 150,000 Corp. Law Firm, 75,000 Tracy Driscoll Ins., 80,000
Neville Lewis Associates 141 East Eighth St. New York, NY 10003 212/598-4300	C	3	139	139	Pres.: Neville Lewis; Sr. VP: Juliette Lam; Sr.VP/Mng. Prin.: John Lijewski; VP: Robert Woertendyke, Joe Verlezza.	80		18						2			●			Dean Witter Reynolds, 1,000,000 Webster & Sheffield, 70,000 Chase Manhattan Bank, 30,000 Cowen & Co., 90,000
Morton Marks & Sons, Inc. 13th & Main Sts., Richmond, VA 23211, 804/643-6671	C		40	8	Pres.: Morton Marks, Jr., FIBD, ASID; Exec.VP: David M. Marks; Cons./Dir.: Herbert S. Marks, IBD.	75		5				5	15					●		VA Dept., Med. Assist., 68,000 Metro Richmond C. of C., 15,000 VA House of Delegates, 40,000
Mastrin & Mastrin Architects, P.C. 1 West Lancaster Ave. Ardmore, PA 19003 215/642-6600	A		10	2	Pres.: Philip Mastrin; VP: Mitchell D. Mastrin; Sr. Des.: Harold Brown.	X		X		X	X						●			Firstrust Bank, 10,000 Beth El Synagogue, 6,000 Barnegat Nursing Ctr., 56,000 Union Nursing Ctr., 100,000
McKernon Design Associates 85 Quaker Rd. Glens Falls, NY 12801 518/793-2252	C		3	2	Int. Des./Owner: Kendall F. McKernon; Int. Des. Asst.: Janice Ritter.	5	15	5	5	5	50	5		10				●		Queensberry Hotel, 25.000 LaPann, Reardon, et al, 15,000 Glen Falls Hospital, 15,000 Home & City Savings, 7,500
Morrison Interiors, Inc. 106 South Woodshed Ct. Cary, NC 27511 919/469-0044	C		2	2	Pres.: Julia Kunkel Morrison; Secy.: John Miller Morrison.			20	5		60			15					●	Meridian Health Care, 55,000
New England Design Assoc. Inc. 1241 Main St. Holden, MA 01520 617/829-9756	C		25	5	Pres.: Charles A. Snell; Int. Des.: Julie Conte Asst. Int. Des. Cathy Comeau.	15		80			5						●			Beaumont of Westboro, 65,000 Milford Offices, 35,000 Merrimack Valley CU, 20,000 A.J. Lane Offices, 30,000

500,000-999,999 SQ. FT.

CATEGORY KEY*
Contract Designer C
Architect Specifying Interiors A
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Facility Planner (in-house) P
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						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
New York Design Collaborative 4 East 43 St., New York, NY 10017, 212/661-8333	A		16	12	Pres.: William A. Buscaglia; Exec.VP: James H. Foster, AIA; Assoc.: Nicholas Alissandratos; Des.: Delia Mary Manning.	75		10	5	5				5			●				Bloomingdales Prop., 40,000 American Bur./Shipping, 150,000 Calvin Klein Cosmetics, 12,000
Morton W. Noble, AIA 7900 Westpark Dr., #106 Mclean, VA 22102 703/790-5353	A		5	3	Pres.: M.W. Noble, AIA; Arch: H. David Jay, AIA; Int. Des.: Robin Noble Baron.	80					5			15					●		W. S. Bergman & Assoc.,8,000 Sensormatic Security, 2,000 Walker-Urquhart 5,000 Temporaries, Inc., 3,500
North East Contract Interiors Inc. 1355 Broadway, P.O. Box 4367 Albany, NY 12204 518/449-7735	M		4	4	Pres.: John N. Hauf; Des. Coord.: Robert Falk.	22	60	3		5	4	3	2		1				●		Copper Beech Inn, 28,000 Inn at Saratoga, 48,000
Omicron Corp. P.O. Box 326, Kew Gardens, NY 11415, 718/441-7878	F		19	13	Pres.: Jeffrey S. Blaugrund; Des.: A.C. Spielberg; Eqpt. Mgr.: Linda Lampe.	80		10	5				5						●		Crystal Acura, 100,000
Planned Expansion Group, Inc. 30 Glenn St., White Plains, NY 10603, 914/949-6505	A		60	30	Pres.: Matthew Kroin; Dir. Corp. Des.: Stephen Tepperman; Dir. Tech. Svcs.: Albert Krull.	70			30								●				IBM, 320,000 Oppenheimer & Co., 310,000 Petrie Stores, 250,000
Professional Designs Inc. 123 Washington St., North Boston, MA 02114 617/742-4100	A	1	27	20	Pres.: Preston G. Pollack, Jr., RA; VP/Dir. Des.: William O. Smith; VP/Gen. Mgr.: Leon Brand; Proj. Mgr.: Cathy Cavalieri, Gwendolyn Moore, Victoria Hage, RA.	60		40									●				BMW North American, 9,200 E.F. Hutton, 14,000 Bank of Boston, 52,000 Bank of New England, 17,000
Ruston Associates P.O. Box 13, Somers, NY 10589, 914/248-7745	A	1	9	3	Arch.: E.H. Hollander; Ptnr.: Robert Hamilton; Int. Des.: Joan Luchart, John Meagle.	40	20					20		20				●			Bank of New York, 15,000 Westchester Schools, 160,000 C.W. Faillace, 100,000
SWBR Architects, P.C. 65 College Ave. Rochester, NY 14607 716/442-8300	A		49	3	Dir.: Thomas D. Wurzer, AIA, David J. Beinetti, AIA, Edward S. Butcher, AIA; Int. Des.: Jody L. Storm; Mgr. Res.: Katie Heuseveldt.	40		20				40					●				Eastman Kodak, 36,000 Univ. of Rochester, 165,000

Settles Associates Inc. 2030 Clarendon Blvd. Arlington, VA 22201 703/525-0424	A		20	17	Pres.: Carolyn S. Settles; Sr. Assoc.: Marcia Horwitz, Bruce Deutsch; Proj. Arch.: Gerry Cohen, Tyrone Harley; Proj. Des.: Elizabeth Currin, Mary Mason.	80			15				5			●		US Dept. of State, 50,000 Intl. Monetary Fund, 1,000,000 WJLA TV, 50,000 Contel Service Corp., 112,000
Allan Shaivitz & Assoc., Inc. 336 North Charles St. Baltimore, MD 21201 301/837-1560	C		6	3	Pres.: Allan M. Shaivitz; Int. Des.: Priscilla Gartner Ellen Fish.	50		20	5		5	5	10	5			●	Mandrin Const., 20,000 Yorkridge-Calvert S&L, 50,000 Drs. Finizio & Nathan, 10,000 Jonathan Harbor Condo, 270,000
Smith Office Equipment 191 Bedford St., Fall River, MA 02720, 617/679-2323	F		32	4	VP: Drew Schofield; Sls. Mgr.: Rigby Barnes; Int. Plnt.: Jill McCrae-Schofield.	30		30	5	5	10	15	5				●	SE Mass. Univ., 3,500 Fall River 5¢ Savings, 20,000 Durfee Buffington Ins., 15,000
Stevens Bernards Office Interiors 910 Erie Blvd., East Syracuse, NY 13210 315/479-5595	F		48	6	Mgr. Des.: Gail Sellars; Des.: Linda Cronin, Debra Barr, Fran Mauer.	90		3		3	4						●	MONY, 100,000 Niagra Mohawk, 80,000 Carrier, Corp., 80,000
Stibler Associates Interior Design 650 Elm St. Manchester, NH 03101 603/623-8952	C		7	7	Pres.: Phyllis L. Stibler; Proj. Mgr.: Sharon Stortstrom; Int. Des.: Lesley Wight, Anne Anderson, Mary Belecz.	50		18	5	5	10	10			2		●	1st NH Banks, 125,000 Univ. of NH, 22,000 McLane, Graf, et al, 10,000 Tyco Labs, 35,000
TD/I Incorporated 1320 Braddock Pl., #700 Alexandria, VA 22314 703/739-9400	A		15	7	Pres.: Thomas R. Otey II; Arch.-in-charge, Des./Prod.: Joseph R. DeBreczeni; Sr. Arch./Des.: Louise Miles.	45	5	10	20	5			15			●		Kettler & Scott, 59,000 Federal Express, 32,000 Dart Drug, 41,000 Elegance Boutique, 1,100
TI Associates, Inc. 5401 Henneman Dr. Norfolk, VA 23513 804/857-6266	H	1	45	3	Exec. VP: Fay Jones; Dir. Int. Des.: Gladys Bachsmith; Sr. Staff Des.: Roslyn Martin; Int. Des.: Ann Bata.						100						●	Hotel Roanoke, 17,000 Alliance Nursing Ctr. 40,000 Savannah Convalescent, 40,000
Gary Warner, Architects 506 Shalter Ave., Temple, PA 19560, 215/929-4775	A		8	2	Arch.: Gary Warner; Des.: Cindy Warner.	55			20	15			10				●	Valley Green Mall, 300,00 PA Book Center, 35,000
Wellman Brothers, Inc. 130 S. Main St., P.O. Box 0159 Jamestown, NY 14702 716/664-4006	C		17	17	Pres.: Barclay O. Wellman; Int. Des.: David Raflisch, Diane Wellman VP: Arthur A. Wellman.	5		5				5	80	5			●	Lakeshore Orthopedic, 50,000 SUNY 10,000
C' arles H. Winecoff Associates, Inc. 100 Park Ave., New York, NY 10017, 212/686-9080	C		20	16	Pres.: Charles H. Winecoff; Exec. VP: Paul Giannini; Sr. VP: Andrew L. Stathis; Sr. Des.: Pat Winokur.	100										●		R.R. Donnelley, 150,000 Burroughs Corp., 65,000 Simon & Schuster, 120,000

100,000-499,000 SQ. FT.

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APAD, Ltd. 23 Warren St. New York, NY 10007 212/619-3640	C		14	14	Sr. Acct. Exec.: Lloyd Mares; Sr. Des.: Camille Hartley; Dir.: Robert Staufenberger.	60		10						10	5	15		●			Citibank, 7,500 Chase Manhattan Bank, 15,000 Merrill Lynch, 28,000 Dean Witter Reynolds, 35,000
Acheson Thornton Doyle 72 Spring St. New York, NY 10012 212/431-4900	A		10	3	Prin.: Thomas Thornton, AIA, David C. Acheson, AIA.	25						75					●				Tobe Coburn School, 25,000 Telestar Studios, 10,000 Pace Gallery, 10,000
Almasian Associates, Inc. 167 Washington St. Sherburn, MA 01770 617/655-2840	M		3	3	Pres./Des.: Josph Almasian; Sr. Des.: Ralph Joline.	5	60			30	5								●		Mediplex Group, 30,000 Colonial Hilton, 10,000 Northampton Hilton, 15,000
Atmosphere 5115 Boardwalk, P.O. Box 2179 Ventnor, NJ 08406 609/487-0113	C		5	2	Pres.: Joseph A. Mirabile; Des.: Stephen Mayrosh.	10				30				30		30			●		Bay Club Rest. 4,500 Ceasar's Hotel, 40,000 Claridge Hotel, 4,000 Harrah's Marina, 8,000
BOMAD, Inc. 355-29 N. South End Ave. New York, NY 10280 212/321-2600	A	1	30	20	Pres.: Francis Pisani, AIA; VP/Dir. Tech. Svcs.: John C. Sweeney, AIA; Proj. Dir.: James V. Franco, RA.	90			5					5			●				Merril Lynch, 100,000 Home Insurance, 50,000 Chase Manhattan Bank, 10,000 Saudi European Bank, 5,000
Daniel L. Bach & Assoc. 42 East Main St. Freehold, NJ 07728 201/462-0215	A		4		Prin.: Daniel L. Bach, AIA; Dir. Int. Des.: Carol T. Bach.	60			10	10		5		15							Potter Rd. Assoc., 31,000 Forge Restaurant, 8,000
Bank of New England, N.A. 648 Andover St. Lawrence, MA 01843 617/681-8198	P	23	350	8	Fac. Supv.: Brian K. Kundry	50		50												●	Branches, 39,000
Beale/Davis, Inc. 1100 Welborne Dr. Richmond, VA 23229 804/740-9114	H		5	3	Pres./Des. Dir.: Diane B. Davis; Int. Plnr./Des.: Cameron Stiles, Donna Spatig.	25					75								●		Branch Bank, 7,500 Office Bldgs., 155,000 Corporate Offices, 25,000 Retail Shop, 2,500

Beard Warwick Cornell Assoc. Inc. 1615 L St., NW, #910 Washington, DC 20036 202/234-7441	A		12	4	Ptnr.: David A. Beard, AIA, Kenneth S. Warwick, AIAS, Christina Cornell.	81		2	2	5		5			5			●		Arent, Fox, Kintner, 8,000 Cadillac Fairview Urban Dev., 700,000 The Beacon Cos., 100,000
Mark Beck Associates 2204 Maryland Ave. Baltimore, MD 21218 301/235-9500	A		28	4	Pres.: Mark H. Beck; Assoc./Proj. Mgr.: Nels L. Larson; Des.: Jennifer Barnes.	20						20	30	15	15				●	NIH, Med. Record Dept., 13,000 NIH, Info Systems, 8,000 U.S. Naval Academy, 35,000 Maryland, DOT, 6,000
Benche Inc. 131 State St., Schenectady, NY 12305, 518/372-4706	F		12	1	Pres./Gen. Mgr.: C. Bradford Irvine; VP/Sls. Mgr.: Frank P. Ferruci; Int. Des.: Joanne T. Gabriele.	60		25			15								●	Troy Savings Bank, 3,900 Glens Falls Hospital, 10,000 Leonard Hospital, 2,800
Bengtsson International, Inc. 10704 Hunters Valley Rd. Vienna, VA 22180 703/938-4020	H	1	10	6	Pres.: Jeanne B. Bengtsson, PhD.; VP: Deborah L. Lelko, IBD; Sr. Proj. Mgr.: Teresa A. Maxwell, IBD, ASID.	15					75	5				5			●	District Nursing Home, 89,000 Smyrna Hospital, 102,000 Kennestone Reg. Hlth., 185,000 Bendix Aerospace, 75,000
Bennett-Hattan Design Associates 1332 Fourth St., SW Washington, DC 20024 202/863-0864	C		4	4	Prin.: Susan Bennett-Hattan, IBD.	100													●	Sperry Corp., 150,000 Dorma Door Controls, 8,000 Atlantic Food Services, 15,000 Inter-American Fndtn., 30,000
Bentel & Bentel, Architects, AIA 22 Buckram Rd. Locust Valley, NY 11560 516/676-2880	A		12		Ptnr.: M. A. Bentel, FAIA, P. Bentel; Assoc.: M. J. Kranyak, Jr.; Arch.: Mark Camera.							80		10	10					Hofstra Univ., 100,000 Freeport Pub. Library, 20,000 Friends Academy, 20,000
The Blitz Group 444 North Third St. Philadelphia, PA 19123 215/627-4483	A		6	2	Ivan Blitz, Marci Rothman-Blitz, John Troha.	25	20		15	20	20									PA Dept. Pub. Welfare, 135,000 National Keystone, 37,500 Pizza Hut, 5,000 Stouffer Hotel, 100,000
Boston Office Furniture 71 Needham St. Newton Highlands, MA 01701 617/244-1122	F		12	1	Staff Des.: Wendy Bellin; Acct. Mgr./Des.: Kelly Mackie.	68	10	22									●			Bay Bank, 1,000 Landy Ins., 500 Aronson Ins., 500 Univ. Bank, 1,200
Charles Boxenbaum Architects 322 Eighth Ave., New York, NY 10001, 212/627-1550	A		6		Prin.: Charles Boxenbaum; Dir. Proj. Mgmt.: Robert J. Zimmerman.	50				25						25				Formica Corp., 20,000 Columbia Univ., 10,000 Hasbro, Inc., 30,000
David C. Brenenborg & Assoc. 4018 Penn Ave. Pittsburgh, PA 15224 412/683-0202	A		7	2	David C. Brenenborg, AIA.	10	75			10					5				●	Days Inn, 80,000 Boo's Restaurant, 4,000 Frank DiLeo Ins., 10,000
Brown + Matthews—Interior Design Group 720 King George Rd. Fords, NJ 08863 201/738-4700	C		45	9	VP Des.: L. Silverstein, AIA; Dir. Int. Des.: J. Noakes; Proj. Arch.: J. Pavlak.	100												●		Foster Wheeler Corp., 300,000 Sandoz, Inc., 90,000 P.A.R. Realty, 30,000 Knoll Pharmaceutical, 40,000

100,000-499,000 SQ. FT.

CATEGORY KEY*
Contract Designer C
Architect Specifying Interiors A
Contract Furnisher /Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1985 PROJECTS										ANNUAL VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
Buffalo Office Interiors 1418 Niagara St. Buffalo, NY 14217 716/883-8222	F		15	5	Pres.: James J. Spano; VP: Anthony M. Iacono; Mgr.: Joel G. Schreck; Des. Cons.: Marianne Montemarano, Kelly Keubler.	80		10		2	2			6							Peter J. Schmitt Co., 20,000 Chemical Process Supply, 40,000 Gernatt Gravel, 9,000 Freed, Maxich, Sachs, 15,000
Business & Professional Interiors P.O. Box 3804, 601 Gibson Blvd. Harrisburg, PA 17105 717/939-7076	C		5	5	VP/Gen. Mgr.: Garry Brinton; Sr. Des./Arch.: Ross Crum; Staff Des.: Michele Royer, Rhonda Carl, Lisa Kerr.	80		20												●	Drovers & Mechanics Bank, 28,000 Financial Trust, 18,000 Commonwealth of PA, 150,000 Cumberland Valley Motors, 25,000
Business Environments by Ras Computer Park East Albany, NY 12205 518/458-7922	C		37	5	Dir. Des.: P. Dale Vaughn, ASID; Des.: Barbara Sherman, ASID Assoc., Aghavni Jabian, ASID Assoc.	95		½			½	½	3½							●	Empire Blue Cross, 150,000 NYNEX, 10,000 WTEN, 16,000 Troy Savings Bank, 4,000
Business Furniture Corp. 6500 Moravia Park Dr. Baltimore, MD 21237 301/483-4200	C		9	2	Pres.: Thomas J. Reese; VP Sls.: John J. Rowan; Proj. Des.: Norman Yaffe.	80	10				10							●			Inter-America Dev. Bank, 100,000 McCormick & Co., 10,000 Jackson Voice Data, 5,000
Business Interiors, Inc. New Karner Rd. Guilderland, NY 12084 518/869-8413	C	1	15	2	Pres.: Robert L. Scherer; Exec. VP: Mark F. Reynolds; Sr. Des.: Laura Eldridge; Des. Cons.: Sarah Conti.	40	5	40		5	5		5								Norstar Bank, 30,000 Raymond Corp. Key Bank Mtge., 5,000 Kleeber Agency, 6,500
CHS Planning & Design Corp. 225 West 57 St. New York, NY 10019 212/489-4400	C		18	18	Ptnr./Proj. Mgr.: J. Michael Sweeney, David VanBuren; Proj. Mgr.: Nora Katz; Des.: Stephen Wells.	100											●				Teachers Insurance, 200,000 Morgan Bank, 60,000 May Merchandising, 60,000 N.W. Ayer, 40,000; AAAA, 25,000
Campbell Associates 25 Rte. 22 East Springfield, NJ 07081 201/379-2500	C		8	8	Pres.: William T. Campbell, IBD; VP: Margaret G. Campbell, ASID; Sr. Des.: Theresa Howell, ASID, Sheila Tropp; Proj. Mgr.: W. Thornton Campbell.	60		20		5			10		5				●		NJ Dept. of Labor, 25,000 N.J. Bell, 75,000 Rutgers Univ., 25,000 Financial Information, 25,000
Carson, Lundin & Thorson 880 Third Ave. New York, NY 10022 212/754-1040	A		30	30	Pres.: Robert L. Thorson; Sr. Assoc.: Bruce Allen, Donald O. Chapman; Assoc.: David B. Everson, Jr.; Hd. Int. Des.: Barbara Bush; Asst.: Louise Bell.	40		40		5	15						●				

Cassetti/Klein Architects, AIA 227 West Water St. Elmira, NY 14901 607/734-2971	A		12	1	Ptnr.: Ronald Cassetti, David L. Klein; Proj. Arch.: Larry Hoetzlein, John Lusk; Int. Des.: Jeffrey Smith.	70								30			●		Corning Glass, 45,000 Amer. Community Cable, 6,000 Tripp Residence, 4,000 Corning Hilton, 35,000
Cochran Stephenson, Donkervoet 925 North Charles St. Baltimore, MD 21201 301/539-2080	A		60	13	VP: David Guth; Assoc.: Merle Myers, Robin Noss; Proj. Mgr.: Karen Sugar; Sr. Des.: Andrea Hyde.	50	20			10	10		10				●		Price Waterhouse, 16,000 Medical Mutual, 43,000 BG&E Nuclear Eng., 43,000 Artificial Island, 85,000
Cole and Company 2635 Paxton St. Harrisburg, PA 17111 717/255-3226	F	2	100	11	CEO: Allen M. Stern; Sr. Des.: Connie Minney, Linda Cooper.	55		30			5		10					●	AMP Inc., 30,000 Capital Blus Cross, 20,000 PA National Ins., 10,000 United Telephone, 40,000
Commercial Office Environments 9760 George Palmer Hwy. Lanham, MD 20706 301/459-2440	F	2	143	12	Dir. Des.: Terri R. Jory, IBD; Int. Des./Sp. Plnr.: Diane M. Bacon, Lynn A. Voline.	25		20			5		50				●		Dept. of Labor, 700,000 Northern Telecom, 70,000 USPS, 40,000
Corporate Resource Group, Inc. 11 Bayfield Dr. North Andover, MD 01845 617/685-7781	C				Pres.: A. James Gebo; Des.: Gene Szalla, Chris Lahif, Laureen Johnson.				10			15		5		70		●	Computer Consoles, 15,000 Bay State York Co., 35,000 Wang Institute, 65,000 GTE Lighting Center
J.P. Courtaud Internat'l., Inc. 348 East 58 St. New York, NY 10022 212/355-6790	H		5	3	Pres.: J.P. Courtaud; Assoc. Des.: Steven Kiser; Draftsman: Larry Tarzy.	5	75			15				5			●		Biltmore Plaza, 175,000 Lodge at Sugarloaf, 104,000 Dunfey Hyannis, 90,000 Omni/Dunfey Hotels, 40,000
Creative Design Concept 5 Main St., P.O. Box G Franklin, MA 02038 617/528-6000	C				Pres.: George E. Piper; Cons.: Harry Chaskey.				90			10					●		Penn State Bookstore, 45,000 NC State Bookstore, 42,000 Georgetown Univ., 24,000 U. of Tenn. Bookstore, 32,000
Daubman's Office Environments 272 Titusville Rd. Poughkeepsie, NY 12603 914/454-3379	F		12	2	Pres.: Andrew J. Daubman; VP: Paul L. Daubman; Sec.: Joseph L. Daubman; Des./Sp. Plnr.: Donna L. Karp.	45		25			20	5	5				●		
Dean Tucker Shaw 119 Beach St. Boston, MA 02111 617/338-4029	A		30	30	Ptnr.: Andrew J. Dean, Leslie S. Saul, Stephen L. Tucker, Gary C. Shaw; Assoc.: Greg Crawford, Carter M. Reich; Proj. Des.: Susan M. Packard, Mark L. Ottman.	40					40			10		10	●		Morrison, Mahoney, 50,000 Richard J. Salem, P.A., 10,000 Bank of New England, 52,000 Spaulding & Slye, 30,000
DeLaCruz Design Group 291 Hudson Ave. Albany, NY 12210 518/434-1228	C		4	4	Pres.: Valerie DeLaCruz; Des. Assoc.: Jyl Pelgrin; Jr. Des.: Mary Kuzmak.	63	2	20	5	10							●		Norstar Trust, 6,000 Honeywell, 27,000 Transworld Music, 15,000 Chase Lincoln 1st Mtge., 3,000
State of Delaware P.O. Box 1401, O'Neill Bldg. Dover, DE 19903 302/736-5261	P		122	1	Space/Lease Fac. Des.: Barbara M. Bruner.	50							50					●	Short/Kirk Bldg., 10,000 Legislative Hall, 1,000 Townsend Bldg., 1,000 Carvel Bldg., 2,000

100,000-499,000 SQ. FT.

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						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
Delta Enterprises, Inc. 21 Appomattox Dr. Englishtown, NJ 07726 201/536-3000	C		9	3	Pres.: Jeffrey R. Kramer; VP: Merrill R. Winkler; Mgr. Install.: Paul Faust.	5					80			15					●		Dr. Joseph Feldman, 4,500 Dr. Marvin Chamlin, 1,800 Dr. Daniel Boston, 1,200
The Design Alliance Architects 3 Gateway Center Pittsburgh, PA 15222 412/261-0660	A		23		Prin.: Jules Labarthe, AIA, William Kerr, AIA, Martin Edgar Powell, AIA, David L. Ross, AIA, Leander H. Minnerly, AIA.	50		3	3		10	2		12		20	●				IBM, 149,200 NCR, 30,000 Mine Safety Appliances, 160,000 Buchanan Ingersoll, 96,000
Design and Supply Co. Inc., 455 Pennsylvania Ave., #135 Ft. Washington, PA 19034 215/643-3617	M				Pres.: John K. Desmond, Jr.; VP: Lee A. Stranburg; Des.: V. T. Simmonin.	10	60			20				5	5					●	The Loge at Split Rock, 20,000 The Desmond Americana, 15,000 Comfort Inn, 32,400
Design Connezion 615 20th Street Huntington, WV 25703 304/525-4868	C		3	2	Ptnr./Des.: Jackie Clevenger McDavid; Ptnr./Bus. Mgr.: J. Sue Straley.	10		20			10	10		50						●	First Bank Ceredo, 19,500 Our Lady of Bellefonte Hospital, 4,300 KY Christian Coll., 6,000
The Design Corporation 1411 Sixth St., NW Washington, DC 20001 202/387-3012	C		7	6	Pres./Dir.: Terry L. Perry; VP: Thomas R. Bay; Proj. Mgr.: Carol Santamour.	15					70		15						●		Psychiatric Inst., 72,500 St. Elizabeth's Hosp., 45,000 Medical Coll., OH, 36,500 Natl. Inst. of Health, 36,000
Design Team/Ruellan 1133 Broadway New York, NY 10010 212/924-8777	C	1	13	3	Pres.: Andre Ruellan, FISP, ASID; VP: Errol Minto, ISP; Des.: Zulema Ossorio; Proj. Mgr.: Karel Zednacek.				100									●			
Designers Fore Ltd. 10 East 33 St. New York, NY 10016 212/683-8722	C		12	12	Exec. VP: Stephen Auerbach; Pres.: Sheldon Keidan; Sr. VP: Fred LaMarca; Acct. Exec.: Elizabeth Ebner, Vincent Pelstro, Maura Dersh.	65		25								10		●			William Morris, 40,000 Chemtex, 36,000 Banco Porugues, 18,000 Liz Claiborne, 70,000
Charles L. Desmone & Assoc. 415/3 Gettysburgh Pittsburgh, PA 15206 412/363-0289	A		5	2	Pres.: Charles L. Desmone; VP: Charles L. Desmone II; Des. Chief: Jeannie Desmone.	30			40	10		10		5	5					●	Renie Franklin, 20,000 James Cooper, 60,500 Bellefonte St., 7,500 John Levey, 7,500

DeWolff Interiors 151 St. Paul St. Rochester, NY 14604 716/454-5860	C		30	4	Sr. Ptnr.: Carlton DeWolff; Dir. Des.: Michael H. Charles; Sr. Des.: Juliette Mroz; Des.: Kathleen Anderson.	18	10				60		5	2	5			●		Genessee Hospital, 50,000 Park Ridge Hospital, 50,000 Lodge at Woodcliff George Eastman Archives, 10,000
Dietrich Associates Inc. 230 Park Ave., New York, NY 10017 212/687-9488	C				Pres.: Carl Dietrich; VP: Martin W. Schwartz; Sec.: Dorothy Dietrich; Sr. Tech.: David Safko; Des. Cons.: Paul Healey.	59		41										●		Credit Suisse, 27,500 Swiss Amer. Sec., 5,000 Globe Storage, 4,000
Dorin and Mijlin Associates 229 Commercial Ave. Pittsburgh, PA 15215 412/781-3151	A		9	5	Des. Dir.: Cecilia Dorin; Plng. Dir.: Jaime Mijlin Des.: Guillermo Ascanio, Mark Suter.	10			75	5				10			●			Mr. Goodbuys, 100,000 Mr. Goodbuys, 95,000 Mr. Goodbuys, 110,000 Residences, 8,000
Mark Downs Inc. 11001 York Rd. Cockeysville, MD 21030 301/667-6800	F		56	10	Exec. VP: Steven D. Rosen; Gen. Mgr.: Marc S. Rosen; Sr. Des.: Mark Edwards; Des.: Robert Bixler.	35		10	10		20	5		10	10			●		Equitable Bank, 7,000 Care First, 5,000
The Drake Partnership 60 Washington St. Morristown, NJ 07960 201/539-5050	A		5	4	Ptnr.: Peter W. Drake, Elizabeth V. Drake, Richard Scott; Des.: Patty O'Neill.	70				20		10						●		Chubb & Son, 54,000 Bellcore, 20,000 Bell Labs, 4,000 Stevens Institute, 4,000
Environmental Interiors, Inc. 1323 North Front St. Harrisburg, PA 17102 717/232-1824	F		20	8	Pres.: Charles R. Miller, Jr.; Dir Des.: Mary Sheibly; Sr. Des.: Linda Askins; Des.: Beth Rabold, Karen Shoals.	35		5			20	10	30						●	General Defense, 25,000 PA Medical Ins., 10,000 Miller's Mutual Life, 8,000
Environmental Management Consultants, Inc. 1025 Connecticut Ave., NW, #300 Washington, DC 20036 202/463-4800	A	1	38	6	Sr. VP: James C. Martinelli; VP: James J. Ferrara, James R. Moyer; Sr. Des.: Patricia Nye; Des.: Robert Moller.	6						2	92				●			Federal Home Loan, 20,000 Fairfax Cty.,VA, 50,000 Natl. Acad. of Sciences, 300,000 Fairfax Cty. Pub. Schl., 5,000
Erno Office Interiors P.O. Box 1077, Clifton Park, NY 12065, 518/877-7077	F		2	1	Thomas J. Erno.	100												●		General Electric, 140,000
Cynthia Fan Associates 918 F St., NW #206 Washington, DC 20004 202/639-8868	C		2		Prin.: Cynthia C. Fan.	30	30			30				10				●		
Fox & Fowle Interiors, Ltd. 192 Lexington Ave. New York, NY 10016 212/689-3344	C		55	19	Prin.: Robert F. Fox, Jr., Bruce S. Fowle, Allen C. Klein; Assoc.: Don Tapert; Int. Des.: Ellen Hamilton; Proj. Mgr.: Rodney Ven John.	85						5				10	●			Mobil Oil, 25,000 Natl. MS Society, 25,000 Broadway Theater, 34,000 Rudin Mgmt., 20,000
N. Frank Comm. Interiors Inc. 11900 Parklawn Dr. Rockville, MD 20852 301/881-2840	F		15	5	Pres.: Morris Gevinson; Des. Dir.: Margaret McAllistar; Des.: Lori Morris; Jr. Des.: Patti Cassell.	85	1	10	2	1					1		●			Pentagon Federal CU GE Information Systems Grady Management Willco Company

100,000-499,000 Sq. Ft.

CATEGORY III

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						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
George, Miles & Buhr 724 East Main St. Salisbury, MD 21801 301/742-3115	A		28		Ptnr.: John L. Graham; Assoc.: Finith E. Jernigan; Arch.: Mike McArthur; Des.: Keith Iott, Don Harris.	10	40	10		20	5		5	10				●			Dunes Manor Hotel, 180,000 Peninsula Bank, 4,000 Hamburger Hamlets, 6,000
Gibbons Heidtmann & Salvador 707 Westchester Ave. White Plains, NY 10604 914/948-4020	A		16	4	Prin./Des.: Kenneth Gibbons, AIA; Prin./ Plng/Mgmt.: Leonard Salvador, AIA, AICP; Dir. Int. Des.: Perla Tandoc; Dir. Prod.: Adam Buckenmaier, RA; Dir. Proj. Mgmt.: Vincent Lisanti, CSI.	50			25			25						●			Gaines Foods, 50,000 Associated Metals, 30,000 Conran's, 20,000 Middle Island Pub. Lib., 38,000
Jamie Gibbs & Associates 340 East 93 St., #14C New York, NY 10128 212/722-7508	C	1	12	4	Prin.: Jamie Gibbs; Int. Plng. Des.: Jeff Jacobs; Int. Sp. Des.: Bill Lenart, AIA; Int. Furn. Spec.: Glenn A. Gibbs.		30			10				50	10		●				
B. Stanley Gill Inc. Jefferson Rd. S. Charleston, WV 25309 304/744-1356	F		5	2	Sls. Mgr.: Phil Edwards; Pres.: Max Egnor.	50		10			20	10	10								GMAC, 20,000 Arnette & Foster, 7,000 Century 21 Realtors, 5,000 Metro News, 1,000
Glover School & Office Equipment 221 Cockeysville Rd. Cockeysville, MD 21030 301/666-8000	F		19	5	Pres.: Paul H. Glover; Exec. VP: G. Stephen Glover; Sls. Rep.: Gary Greely; Terr. Mgr.: Fran Bellestri.	20		10		10	10	40	10				●				Farmers/Merchants Bank, 10,000 1st Natl. Bank, 17,000 Balto. Gas & Electric, 40,000
Clyde H. Goff & Associates GSB Bldg., Ste. 626 City Line & Belmont Aves. Bala Cynwyd, PA 19004 215/667-9944	C		4	4	Sr. Prin.: Clyde H. Goff; Arch./Prin.: Aram H. Kailian, AIA.	60		25		5				5	5		●				Lomas & Nettleton, 25,000 Meritor Mortgage, 30,000 Beneficial Savings, 23,000 Thermo-Guard, 30,000
Gorman Richardson Assoc., Inc. 30 Main St. Ashland, MA 01721 617/881-6520	A		14		Prin.: Michael Gorman, Scott Richardson; Arch./Int. Des.: Ennio Paganelli; Off. Mgr./Int. Cons.: Melissa Landis.	40			30	10				20				●			Venture West, 1,500 Laughlin Residence, 6,000 NECC, 6,000 Medical offices, 20,000

Gottlieb Fostel, P.C. 100 East Biddle St. Baltimore, MD 21202 301/837-3355	A		7	3	Prin. Arch.: Cass Gottlieb, AIA, Henry Fostel, AIA; Des.: Hattie Russell.	20	10		2	3	5	5	15	40				●		American Heart Assn., 28,000 Congress Hotel, 65,000 School 27 Apts., 54,000 Fishmonger Rest., 6,000
Gutwein-Guenther, P.A. 430 Collings Ave. Collingswood, NJ 08108 609/858-3313	A		14	2	Pres.: Rudolph Guenther; Int. Des./Sec. Treas.: Evelyn Paige.	10			5			50		20	15				●	S. Brunswick Bldg., 50,000 S. Brunswick Library, 24,000 Boro of Collingswood, 12,000
HTA/BCM Associates Inc. One Technology Park Londonderry, NH 03053 603/669-5555	A	1	13	3	Pres.: John H. Benson; Karle McKinster, Daniel Doughty.	35		20		1	30		10	4			●			Union Mutual Ins., 16,000 Hoyle, Tanner Assoc., 25,000 Beal & Co., 30,000 McKelvie School, 34,000
Hafner Associates Inc. 9 South Goodman St. Rochester, NY 14607 716/473-4600	C	1	20	20	Pres.: Beverly Hafner, ASID; Dir. Ops.: Richard C. Getsloff; Dir. Int. Des.: Grace Rainaldi; Des.: Colleen Hafner, Dawn April, Suzanne Hawn, Terrance Arnold.	60			3	12	3			20	2			●			Gateway Inn, 12,400 Harris, Beach, Wilcox, 75,000 Passero Assoc., 14,500 Coopers & Lybrand, 11,000
Thomas W. Hanrahan Assoc. Inc. 331 Madison Ave. New York, NY 10017 212/490-1530	C		6	3	Pres.: Thomas W. Hanrahan; Chief Drft.: Carol James; Chief Des.: Karen Tucker.	100												●			Imperial Commodities, 16,000 Farr-Man & Co., 25,000 The Altman Fndtn., 5,300 Rohrer, Hibler, 2,200
Harden Design Group 711 Boylston St. Boston, MA 02116 617/536-3023	C		8	6	Pres.: Charles M. Harden, ASID; VP: John M. Kelsey, IBD; Proj. Mgr.: Linda Wendt, IBD; Carrol Swope, IBD.	98			2												Bank of Boston, 40,000 Thinking Machines, 20,000 Parker, Coulter, 30,000 Gaston Snow & Ely, 46,000
Melinda Harris Designs 10365 Warwick Blvd. Newport News, VA 23601 804/599-0962	C		3	2	Prin./Des.: Melinda S. Harris; Assoc. Des./Proj. Asst.: Peggy Lane; Admin. Asst.: Pamela Foy.	25	10		5	5	5			50					●		Hamner Realty, 3,500 Dr. Hodgkinson, 2,000 Ramada Inn, 15,000 Beacon Townhouses, 6,000
S. Harris Consultants, Ltd. 9811 Ashburton Lane Bethesda, MD 20817 301/468-5780	F		7	4	Sr. Des. Cons.: Seymour E. Harris; VP Des.: Stacey L. Bailey; Govt. Contracts: Arthur Baron.	50		10					40					●		Amer. Security Bank, 50,000 Dahlgren Naval Fac., 15,000 Pentagon, 18,000 Evaluation Research, 20,000
Health Facilities Design, Inc. 49 Old Lane Towaco, NJ 07082 201/263-1122	H				Pres.: Robert F. Green, IBD; VP: Charles R. Thompson, ASID; Mgr. Des.: Susan Crispino; Asst. Mgr. Des.: Renee Rosenstein.	10	5				85							●		Pascack Valley Hosp.,125,000 Morris Hills Ctr., 80,000 Ennia Reinsurance, 20,000
R.B. Heintz, Architect, AIA 272 Forest Dr., South Short Hills, NJ 07078 201/467-1240	A		5	2	Arch.: Robert B. Heintz, John B. Heyrich; Des.: Lee DeCarolis.	20			20			20		20		20		●		Joule Technical, 40,000 Country Plaza, 12,000 Seton Hall Univ., 20,000
Heiserman & Giles, Chartered 8605 Cameron St., #419 Silver Spring, MD 20910 301/585-4301	A		12		Pres.: James W. Giles, AIA; VP: Michael Heiserman, AIA; Sr. Arch.: Tadeo Grodzki, RA; Arch.: Thomas Holtz, RA, Noel Mc Laren.	10			50	5			25	5	5					Bethesda Country Club, 40,000 Sassafras stores, 20,000 Cosmetic Center, 40,000 Kitchen Bazaar, 5,000

100,000-499,000 Sq. Ft.

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Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1985 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL VOLUME: $1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Hospitality Furnishings Inc. 1929 Commerce St. Yorktown Heights, NY 10598 914/962-3651	H	1	5	2	Pres.: Fred Kaplan; VP: Rochelle Kaplan.		100														Best Western Brookwood, 50,000 Croass Road Motel, 11,000 Super 8 Motel, 19,000 American Budget Inn, 15,000
Illes & Wolk Design Assoc. 909 Park Ave. Plainfield, NJ 07060 201/757-2979	C		8	3	Ptnr.: Stephen E. Illes, III, Daniel J. Wolk; Int. Des.: Wendy Wolf.	5				75				20					●		Pines Manor Rest., 30,000 Kings Daughters School, 10,000 Anheuser Busch, 200,000 The Dakota Rest., 10,000
Image Design Ltd. 180 York Rd. Jenkintown, PA 19046 215/572-1177	C		9	9	Pres./Des. Dir.: Samuel B. Kaye; Exec. VP: Joan Kaye; Prin.: Joan D. Rio.	15		5	25	10				45					●		Animami Fabrics, 6,000 Dress & Drape, 5,500 Robinson Luggage, 3,000 Lees Hoagie, 4,500
Intec Group, Inc. 10137 Walnut Wood Ct. Burke, VA 22015 703/425-3863	A		5	3	Pres.: Peter A. Juanpere; Des.: Laura Zalimeni, Lauren Buterbaugh.	70		30											●		Int'l Assn. Fin. Plng., 22,000 Acacia Fed. Savings, 15,000 Alexandra Armstrong, 5,000
Interior Design Concepts, Inc. N. Main St., P.O. Box 0 North Conway, NH 03860 603/356-9461	C	1	5	3	Pres./Sr. Des.: Nancy Fowler; Jr. Des.: Dana Garland; Asst. Des.: Faith Ashley.	10	20			10	5			40		15			●		Eastern Slope Inn, 50,000 Green Granite Motel, 10,000 Boston West Hotel, 60,000 Whitneys Village Inn, 5,000
Interior Design Concepts, Ltd. 14 Bonnet St. Manchester Center, VT 05255 802/362-4836	C	1	6	3	Pres.: Barbara Geldbaugh; Int. Des.: Lillian Kollar; Exec. Asst.: Ann Spencer.	5	75	5		5				10					●		Stratton Mt. Inn, 300,000 Factory Pt. Natl. Bank, 10,000 Bleachers Rest., 10,000 Inn at Aspen, 300,000
Interior Design Group, Inc. 2697 International Pkwy. Parkway Ctr. II, #100 Virginia Beach, VA 23452 804/468-2509	C		5	5	Pres.: Temple D. West; Proj. Mgr.: Deborah Ross, Sarah Webster.	55	25	5			5		10						●		Search & Recruit Intl., 40,000 Ramada Inn, 13,800 Naval Air Stn., Bermuda, 4,500

Interior Design Space Planning 6718 Holford Lane Springfield, VA 22152 703/451-0104	C			10	Pres.: Herta E. Ouellette; VP: Jo Couch; Proj. Mgr.: Jan Senseman.	50				30				20				●			Victor's Pizza Den, 2,000 Kennedy Bank, 500,000 Westwood Caterers, 5,000
Interior Planners 905C Southlake Blvd. Richmond, VA 23236 804/794-5310	C		10	10	Pres.: Kathleen S. Loomer; Des. Dir.: Cheryl E. Hummel; Sp. Plnr./Des. Cons.: Donna C. Scarlett, Audrey Gross-Jones.	80		15			5							●			Fidelity Bankers Life, 80,000 VA Power, West Div., 32,000 Sands, Anderson, 20,000 Heilig-Meyers, 50,000
Interior Planning & Design (IPD) 1320 19 St., NW Washington, DC 20036 202/835-9890	A		17	12	Pres.: Wm. Sansone, AIA; VP: J. Paul Haynes, AIA; Ruth Reeder Patterson; Proj. Arch.: Thomas C. E. Jones, AIA; Int. Des.: Antoinette Ayers, Christine Saum.	75		5	5	5		5				5	●				Wilmer, Cutler, 160,000 McKinsey & Co., 20,000 DeLoitte, Haskins, Sells, 60,000 Boston Properties, 200,000
Interior Space Specialists, Inc. 186 Gregory Ave. Passaic, NJ 07055 201/777-3707	C		22	17	Pres.: Marvin Jarmel; Exec. VP: Nina Bernhardt; Prod. Mgr.: Andrew Young; Des.: Rose Romaniak, George Fakhoury.	98					2							●			Rickel Home Ctrs., 80,000 Marcal Paper Mills, 40,000 Esquire Assoc., 30,000 Paper Plus, 15,000
Intern'l Import Designs, Inc. 6625B Dobbin Rd. Columbia, MD 21045 301/992-7577	F		10	2	Pres.: James M. Nelson; VP Sls.: Eva Johns-Nelson; Int. Des.: Bobbie Galate.	70				5	5	5	5	10				●			Enterprise Fndtn., 25,000 RJO Enterprises, 100,000 General Electric, 100,000 Geico, 20,000
The Ives Group 14-25 Plaza Rd., Fair Lawn, NJ 07410, 201/791-7444	A		20		Ptnr.: Joel Ives, AIA, Allen Weitzman, AIA; Assoc.: Joe Smith, AIA; Proj. Mgr.: Linda DelNoble, Arlene Sobel.	50			18	2			10	15	5						
Ronn Jaffe Associates, Inc. 1054 Thomas Jefferson St., NW Washington, DC 20007 202/337-6111	C		12	6	Pres.: Ronn Jaffe; VP: Marlene Jaffe; Des. Dir.: Jun Villones; Proj. Mgr.: Gary Clark.	75	5		10					10			●				Ivor B. Clark, 10,000 Compson Dev., 22,000 C&P Telephone, 50,000 The Madison Bldg., 200,000
Jem Designs 19 West 44 St., New York, NY 10036, 212/302-8400	C		2	2	Owner: Edwin C. Hurwitz; Assoc.: Monica Bresnahan.	90				10								●			Republic Factors Corp., 45,000 IMS, 42,000 Brenner Paper Prods., 5,000
Sarah Boyer Jenkins & Assoc. 8520 Connecticut Ave., #101 Chevy Chase, MD 20815 301/951-3880	C		2	1	Pres.: Sarah B. Jenkins; Int. Des.: Phyllis Spaisman; Art Dir.: Richard Severence.	40				50					10				●		Capital Hill Club, 6,000 University Club, 2,500 Congressional C.C., 10,000 Essex House Condo, 5,000
Johns Hopkins Hospital 600 North Wolfe St. Baltimore, MD 21205 301/955-5900	P		12,000	10	Arch.: Ray Staines, Mike Iati; Int. Des.: Dimitra Tangires.																
R.L. Johnson Construct. Co., Inc. 1969 Lee Highway Bristol, VA 24201 703/466-2481	P		60	4	Pres.: Robert L. Johnson, Sr.; VP: Douglas Ashbrook; Int. Des.: Robert L. Johnson, Jr.	80	10							10				●			Commonwealth Ctr., 120,000

UNDER 100,000 SQ. FT.

CATEGORY IV

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office Furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1985 PROJECTS											ANNUAL VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
Aesthetics 77 New St., Huntington, NY 516/549-3700	F		4		Owner: John B. Firenze; Des.: Gisha Swernoff.	60		20	2		7	2	2	5	2					●	TNT Skypak Intl., 11,000 Riverhead Savings, 10,000 Office, 25,000
Anthony Associates 369 Congress St., #8D Boston, MA 02210 617/542-7516	H		4	1	Pres.: Ethan Anthony; Job Capt.: Christopher Anzuoni.						80			20			●				Springfield Hosp., 30,000
Archetype 107 South St., Boston, MA 02111 617/451-1230	A		8	6	Ptnr.: Joel Bargmann, Jonathan Lettell; Des.: Art E. Garcia, Bill Yonge.	70			20					10					●		Mooshka, 10,000 Krupp Financial, 25,000 Signature Consulting, 10,000
ATRIA 2074 Park St., Hartford, CT 06106 203/233-6231	A				Ptnr.: Dan Chain, Deborah Jekkals; Des.: Nancy Mack.	20		10	40	20				10			●				Tricia Enterprises, 1,300 Taubman Co., 1,200 Lena's Rest., 6,000
Leon Barmache Design 225 East 57 St. New York, NY 10022 212/759-3840	C		5	3	Exec. Des.: Leon Barmache, FASID; Assoc. Des.: Joan Morse Ault.														●		Rolex Watch, 10,000 Mink Mart Fur Co., 10,000
Bell Office Furniture 188 Katonah Ave. Katonah, NY 10536 914/232-8411	F		10	2	Pres.: Peter Mills; Ch. Des.: Bobbi Stubeck; Arch./Des.: Carole Avitabile, Kathryn Gomard.	55		10			15	20									Four Winds Hosp., 60,000 Multipler Corp., 8,000 MLC Corp., 10,000 Import Cars, 10,000
Bellevue Hospital Center First Ave. & 27 St. New York, NY 10016 212/561-5148	H		200	6	Sr. Plnr.: Kathy Melby; Plnr.: Cynthia Cody; Arch.: Herbert Fein.	50					50								●		Mental Hygiene Clinic, 30,000 New Entrance, 16,000 Data Proc. Ctr., 15,000 Laundry Facility, 20,000
Brandt-Poost Architects Old Troy Rd., RD 2 Rensselaer, NY 12144 518/283-3363	A		4	2	Prin.: Karl A. Brandt, AIA, Michael Poost, AIA.	15						85								●	

CCL Interior Design 1 South Finley Ave. Basking Ridge, NJ 07920 201/766-0808	C			1	Carol Cunliffe Logan, ASID.	80							20					●	Burgdorff Realtors Christenson & Montgomery, 3,500
Ed W. Campbell Architects 263 Riverside Ave. Westport, CT 06880 203/222-1336	A		6	1	Pres.: Ed W. Campbell.	35		30	5				10	20			●		500 Post Rd. Assoc., 36,000 Black Rock Cong. Church, 10,000 Wendy's Rest., 9,000 Ponderosa Rest., 5,000
Allen R. Carney, AIA, & Assoc. 6000 Grand Central Ave. Vienna, WV 26105 304/295-9410	A		5	1	Arch.: Allen R. Carney; Int. Des.: Sherie M. Carney; Draft.: John Riley.	30		20		10			10	30		●			Belpre S & L, 5,600 Baptist Church, 30,000 Leavitt Offices, 1,200 State Electric, 6,000
Will Ching Planning & Design 111 Wooster St. New York, NY 10012 212/431-3363	C		4	4	Pres.: Will Ching; Proj. Des./Mgr.: Thomas B. Lawson.	30		70									●		Chubb & Son, 85,000 Horizon Trust Co., 30,000 Kurt Salmon Assoc., 7,000
George W. Clark Assoc. Inc. 575 Eighth Ave. New York, NY 10018 212/947-3220	A		9	1	Pres.: George W. Clark; Int. Des.: Lyn Grannemann.	8		90					1	1		●			Manhattan Savings, 70,000 Merchants Bank of NY Bowery Savings Bank Time Life
Richard M. Cole & Associates 611 South Orianna St. Philadelphia, PA 19147 215/922-6930	A		9	3	Owner: Richard M. Cole, AIA; Proj. Mgr.: Cathy D. Zukerman, Marian Tlush, RA; Proj. Des.: William G. Algie.	20		10	60				10				●		Horn, Kaplan, 12,000 Dietrich Fndtn., 2,000 Silo Stores, 44,000 Bryn Mawr Stereo, 3,000
Columbia University Box 181 CMR New York, NY 10027 212/280-2340	E		7,000	2	Tech. Buyer/Int. Des.: John V. vanHolt; Mgr. Arch. Svcs.: Irwin Lefkowitz; Admin. Arch.: Ralph Olsen; Assoc. Prof.: Susana Torre.	90					5		5						
Connoisseur Interiors 115 Baltimore St. Cumberland, MD 21502 301/777-9234	C	1	8	4	Owner: Shirley Giarritta; Int. Des.: Andrea DePalatis, ASID, Beverly Alexander, IBD; Appr. Des.: Carol Wilson.	8		2	1	28	1		60					●	Bistro, 3,000 The Village Inn, 1,200 Cumberland C.C., 6,000 Design Studio, 2,500
Conrad Consult. & Design Corp. 222-E. Palisade Blvd. Palisade Park, NJ 07650 201/944-2420	A		8	4	Pres.: Conrad Policastro; Assoc.: Edward T. Chudzinski, AIA; Des. Draft.: Lloyd Pincus; Field Super.: William Titus.	80				20						●			Avante Linens Inc., 20,000 Mr. & Mrs. Sharonow, 4,000 Picillo Mondo, 4,500
Conrail, U.S. Gov't. 15 North 32 St. Philadelphia, PA 19104 215/596-3547	G		40,000	10	Arch.: H.R. VanTassel, D.C. Jensen, W.C. Humphreys, C.J. Stevenson, G.B. Warder, J.A. Juriga, D.I. Brant.	50									50	●			Lansing, IL, 6,200 Philadelphia, PA, 10,600 Allentown, PA, 1,000 Bayonne, NJ, 1,500
J.C. Conway & Company 49 West 24 St. New York, NY 10010 212/929-8902	F		6		Pres.: Jacinta Conway; Cons.: Ruth Russell.	90		3			1	5	1						Coca Cola Bottling of NY Nippon Credit Bank Allen & Co. IDW Associates

UNDER 100,000 SQ. FT.

CATEGORY IV

CATEGORY KEY*
Contract Designer C
Architect Specifying Interiors A
Contract Furnisher /Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1985 PROJECTS											ANNUAL VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
Design & Conservation 24 North Water St. New Bedford, MA 02740 617/997-5977	A		7	3	Ptnr.: Anne B. Brengle, Carol Ann Nelson, AIA, Christopher T. Wise, AIA; Des. Assoc.: Debra Roberts-Cordeiro.	50	5		5	5		20	10		5				●		Stevens School, 4,000 Stoughton Town Hall, 24,000 Claremont Mgmt., 9,000 Bourne Warehouse, 7,000
Design & Planning 137 Lexington Ave., 2F New York, NY 10016 212/725-4870	C		5	5	Prin. Int. Des.: Ellen S. Fisher; Proj. Des.: William Toth; Arch.: Steven S. Kaplan.	20	20		20	20				20						●	Wilsons Rest., 3,800 La Kasbah Rest., 2,000 Benjamin Residence, 2,000 Chocolatier Andras, 400
Design Exchange 2575 Chain Bridge Rd. Vienna, VA 22180 703/281-5900	C		4	4	Pres.: Carolin M. Schebish, ASID; VP: Maureen F. Weber; Jr. Des.: Lisa Hoover.	8		10		50			2	30						●	Ward Corp. Offices Peking House Rest.
The Design Studio 11438 Washington Plaza W. Reston, VA 22090 703/471-0006	C		8	6	Prin./Des.: Dalia Brown, Judith Forst; Assoc. Des.: Lisa Jansons Gray, Iso Breen, Susan Gulick.	65								35					●		EZ Communications, 15,000 FIDIA Corp., 10,000 Tucon, Landstar, 15,000 Information Assoc., 7,000
Dhingra Assoc., Inc., Architects 1 Longfellow Pl., #318 Boston, MA 02114 617/367-2310	A		6	2	Pres.: Satish C. Dhingra, AIA; Off. Mgr.: Victoria Moran; Arch.: Mahmoud Pashai.	60		30					10						●		Bank of Boston, 5,500 Keystone MA Group, 25,000
Dion & Sokol Inc. 329 Boston Post Rd. Sudbury, MA 01776 617/443-8650	A		18	6	Ptnr.: Thomas P. Sokol, Robert R. Dion; Arch.: Sara Hines, Walter Ronlund, Carry Surli.	20		20		20				20	20			●			Ostrer House Fabrics, 5,800 Beacon Comm. Publ., 100,000 Quaker Hill Bapt. Ch., 5,000 Sudbury Baptist Ch., 8,000
Wayne Ehmann Associates 273 Sea Cliff Ave., Sea Cliff, NY 11579, 516/759-1771	A		5	5	Arch.: Wayne Ehmann; Des.: Robert Hoffman Ksenia Krynyckyi.	10			40	30			10	10					●		Sea Cliff Trading, 10,000 D. Brown, 5,000 Rose, 15,000
Nicolas N. Enista, AIA, ASID 468 Walton Rd. Maplewood, NJ 07040 201/762-9236	A		5	2	Arch./Plnr.: Nicolas N. Enista, AIA, ASID, Ion Berindei, AIA.				50	10	20	10		10						●	Jon B', 3,000 Johowern Corp., 10,500
Environmental Concepts Ltd. 25 West 26 St. New York, NY 10010 212/889-9157	C				Pres.: Linda Kastner; Des.: Josef Kastner.	50								50					●		

Envirospace, Inc. 132 Larchmont Ave. Larchmont, NY 10538 914/833-0333	C		4	2	Owner/Des.: James J. Gaita; Des.: Raymond W. Martin.	75		20					5				●		V Band Systems, 15,000 Tremont Federal S&L, 3,500 1st Assembly of God, 27,000 EMCA (Rohm & Haas), 8,000
Equipment Environments Inc. P.O. Box 3442, Nashua, NH 03061 603/883-9980	E	1	11	2	Pres.: Barry L. Kaplan; Arch. Prods. Mgr.: Al Smith.	5				2	5	65	20		3					Concord State Prison, 20,000 Travelling Nurse Corp., 5,000 Norwich Univ., 15,000
Frunzi-Nadeau Images, Inc. 5301 Tacony St. Philadelphia, PA 19137 215/535-5550	C	1	8	8	Pres.: Richard G. Nadeau, Jr.; Chmn.: Robert Glickman; VP Mktg.: H.D. Caruthers; Des.: Ronald Elowitz; Admin.: Nancy A. Moy.	25										75		●		Compudata, 21,000 Ward's Research, 10,000
The Georgetown Design Group 1301 20 St., N.W. Washington, DC 20036 202/857-0060	C		8	3	Pres.: Dr. Mokhless Al-Hariri; Exec. Assoc.: Nasreen Wills.	15	50		15	20								●		Means Corp., 15,000 HPD Corp., 50,000 LeVendome Rest., 5,000 Lowell St. Renov., 7,500
Ronald J. Goodstein, AIA 5 Bond St. Great Neck, NY 11021 516/482-3222	A		8	4	Owner: Ronald J. Goodstein, AIA; Proj. Arch.: Vincent Delladonna.	100														Chase Bank, 6,000 DCA Food Inds., 14,000 Medical offices, 5,000
Goshow Associates 36 West 25 St. New York, NY 10010 212/242-3735	A		18	8	Prin.: F. Eric Goshow, AIA, Nancy A. Goshow; Assoc.: Donald R. Williams, AIA; Proj. Arch.: Benjamin Cherner, AIA; Int. Des.: Osanna Urbay.	55					10			25	10			●		Middlesex Gen. Hosp., 20,000 Hadley Lockwood, 11,000 Temple Beth Ohr., 5,000 Buskell Cruise, 8,000
Susan Gronske Designs 18 Clay St. Clifton, NJ 07014 201/661-0083	C		4	3	Pres.: Susan Gronske; Sr. Des.: Edward Gronske.	95								5				●		Hickory Travel, 5,000 Ted Thomas Assoc., 3,000 Personal Products, 1,000
John W. Handy Architects 2268 Main St. Stratford, CT 06497 203/378-4290	A	1	6	2	Prin. Arch.: John W. Handy; Mgr. Int. Des.: Priscilla M. Swenson.			5				5	10	80				●		St. Luke RC Church, 3,000 St. Thomas RC Rectory, 1,000 David Handy Residence, 2,700 City Trust, 15,000
Kenneth E. Hurd & Associates 205 Portland St. Boston, MA 02114 617/523-7334	M		10		Prin.: Kenneth E. Hurd; Arch. Des.: Gerald R. Lucas; Int. Des.: Janice E. Marot.		100													Hilton, Short Hills, 195,000 Hyatt Regency, 80,000 Waldorf-Astoria, 25,000 Marriott Crystal Gtwy., 130,000
LR Designs 142 West 24 St., New York, NY 10011, 212/807-6790	C				Arch. Ptnr.: F. M. Zonsizs; Prin.: Lori Rosenbloom; Sr. Des.: Cushla Naegele.	100												●		Seacrest Trading, 5,000 Integrated Admin. Svc., 15,000 1st Fidelity Capital, 7,000
MHS Contract Interiors 345 North St., Saco, ME 04072 207/282-5176	H		7	3	Pres.: James McKenney; Int. Des.: Kathryn A. Gannon; Sls.: Al Cone.		70			25				5				●		J.R. Flanagans's Rest., 4,500 Ramada Inn, 8,000 Congdon Condos., 6,000
Marriott Corporation 1 Marriott Dr. Washington, DC 20058 301/897-7982	P				Dir.: Hyun Kim; VP: Jim Hazel; Sr. Int. Des.: Tat Leung; Des.; Fran Drezin.		100													
Matthews Office Products 26 Germay Dr. Wilmington, DE 19804 302/654-5113	F		20	4	VP Des.: Kathleen A. Cline; Des.: Laurie A. Stevens; Pres.: Paul A. Matthews.	95		2				2		1		●				EI DuPont Co., 11,000 Rollins Co., 8,000 Winner Car Dlr., 4,500

UNDER 100,000 SQ. FT.

CATEGORY IV

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher /Office Furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1985 PROJECTS											ANNUAL VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-over	$500,000-$999,999	$100,000-$499,999	Under $100,000	
Memorial Sloan Kettering 1275 York Ave. New York, NY 10021 212/794-6990	H		5,000	5	Dir. Fac. Mgmt.: John Roberts; Assoc. Dir.: Claudia Gorun; Proj. Mgr.: Daria Moore.	45					45	10										
Monolith Interiors 443 Park Ave., South New York, NY 10016 212/683-5490	M		6		Pres.: Marvin Sochet; Des.: Joanne Siceli.	10	70			5	10	5					●				Edison Hotel, 80,000 Grand Royal, 120,000 Columbia Univ., 100,000
Charles Morris Mount Inc. 104 West 27 St. New York, NY 10001 212/807-0800	C		12	12	Pres.: Charles Morris Mount; VP: Jane Owens; Sr. Proj. Dir.: Deborah Krawczyk, Yosh Kawakami.	2			15	75				8				●			Dunkin Donuts, 5,000 Pizzeria Uno, 10,000 Mike's American Bar, 15,000 Caffe Spasso, 5,000
Northfield Mt. Hermon School Main St., Northfield, MA 01360 413/498-5311	P		500		Bus. Mgr.: R.N. Henry; Dir. Fac.: George West; Maint. Super.: Don LaChance.	10				10		80								●	Faculty residence, 5,000 Library, 28,000, Offices, 7,000 Dormitory, 10,000
Offices & Interiors 1673 West 8 St. Erie, PA 16505 814/459-9001	C	1	7	7	Pres.: James S. Kontur; Sls. Des. Coord.: A. J. Grack; Int. Des.: Diane Andrews.	60	5	10		2	17	2	2	2						●	PNC Info Systems, 10,000 Hill, Barth & King, 5,000 Baltimore Life, 2,000 Dispatch Printing, 2,500
Potteiger Architects 1021 Lancaster Ave., #204 Bryn Mawr, PA 19010 215/527-4030	A		4	3	Prin.: Van M. Potteiger; Sr. Des.: William R. Sulit; Des.: Cristin L. Boots.	20	20			30				10	20					●	Robert C. Welch, Atty., 6,000 Wayne Presbyterian Ch., 20,000 Donohue, O'Brien & Co., 40,000
Michael Prodanou Assoc. Inc. 26 Rutland Square Boston, MA 02118 617/247-0228	A		6	3	Pres.: Michael Prodanou; Proj. Mgr.: Mary MacLellan.	75							15	10					●		Lawyer's offices, 50,000 Investment Brokers, 10,000 Art Gallery, 3,000
Quick Ledewitz Architects 5528 Walnut St. Pittsburgh, PA 15232 412/687-7070	A		4		Ptnr.: Stephen Quick, Stafani Ledewitz.	100														●	Westinghouse Elec., 60,000 Construction Tool, 4,000 Adolph Sufrin, Inc., 2,500

Abraham Rothenberg 16 Bridge Square Westport, CT 06880 203/226-7351	A		4	1	Ptnr.: Abraham Rothenberg; Assoc.: Michael Roeder; Des.: Roberta Britt.	50							25	25			●		Aaron Green Cos., 30,000 Temple Israel, 20,000
Salsano Associates 331 Park Ave., South New York, NY 10010 212/477-4866	A		8	5	Pres.: Al Salsano; Dir. Des.: Safwat Fahim; Int. Des.: Diana Tarasiewicz.	85			10				5				●		Hospital Addition, 25,000 Waterfront Dev., 8,000 IDCNY Showroom, 7,000 Restaurants, 10,000
Saxon/Capers, AIA, **Architect-Planner** 1530 Spruce St. Philadelphia, PA 19102 215/735-3035	A		10		Ptnr.: Robert S. Saxon, AIA, Theodore R. Capers, AIA; Proj. Arch.: Hugh L. Taylor	10		20		5	10	10	40		5		●		Ogontz Library, 12,000 1st PA Bank, 5,000 Kennedy Hospital, 18,000 Airport Fire Stn., 16,000
Schaffer Associates 9 East 47 St., New York, NY 10017 212/753-2640	A		11	3	Prin.: Benjamin Schaffer, RA; Assoc.: Ann Schaffer, Wolfgang Newman, RA;	80							20				●		Residence, 4,000 Physician's Offices, 3,000 Residence 1,200
Schneider Design Assoc. 520 Franklin St. Buffalo, NY 14202 716/882-0212	A		10	5	Pres.: C. Jake Schneider, AIA; Chmn.: H.D. Schineider, AIA Des.: Sue Patterson, IA, Robert Conway, IA, Doug Scheid, IA.	70			10	10	10							●	Gtr. Buffalo Press, 20,000 CPS, Inc. 12,000
Henry Smith-Miller, Assoc. 305 Canal St. New York, NY 10013 212/334-9100	A		12	5	Owner: Henry Smith-Miller; Arch.: Celia M. Scott; Assoc. Arch.: Laurie Hawkinson, Anna K. Thorsbottir, Craig Konyk, Ruki Yampolsky.	60			2		4		34				●		Chalk/Vermilion, 10,000 Forman Equities, 8,000 Potamkin, 7,400; Marino Apt., 2,400 Pigozzi Apt., 2,800
Swartz Office Supply, Inc. 25 Main St., Taunton, MA 02780 617/824-6655	C		13	4	Pres.: Ronald H. Swartz; Sls.: Joseph Morgan, Denis Bruneau.	70		25		5							●		Taunton Savings, 10,000 Princess House, 25,000
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The Turkel Collaborative 210 East 52 St. New York, NY 10022 212/838-1851	A		15	3	Mng. Ptnr.: Norbert N. Turkel; Dir. Int.: Marion E. Turkel; Proj. Mgr.: Richard Greenberg,	40			5	15		10	20	5	5	●			Bloomingdale's, 30,000 C. Sugar Enterprises, 15,000 NYS FDC, 10,000
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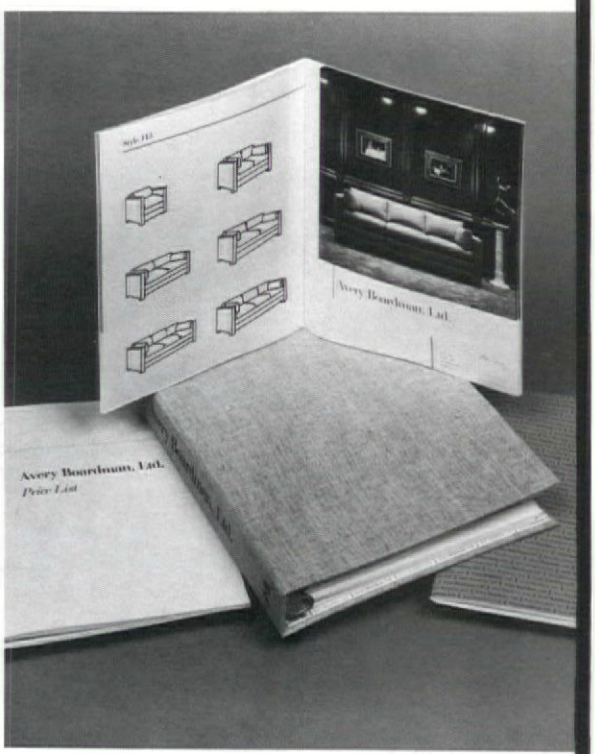

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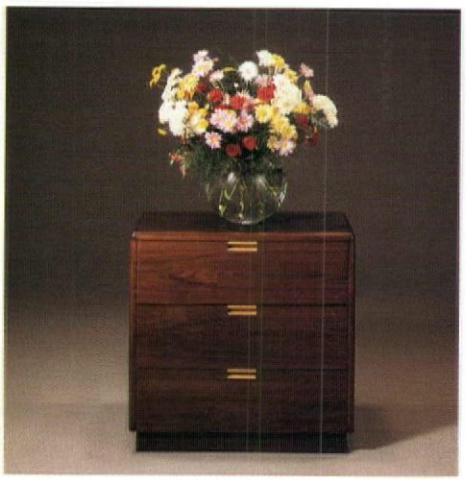

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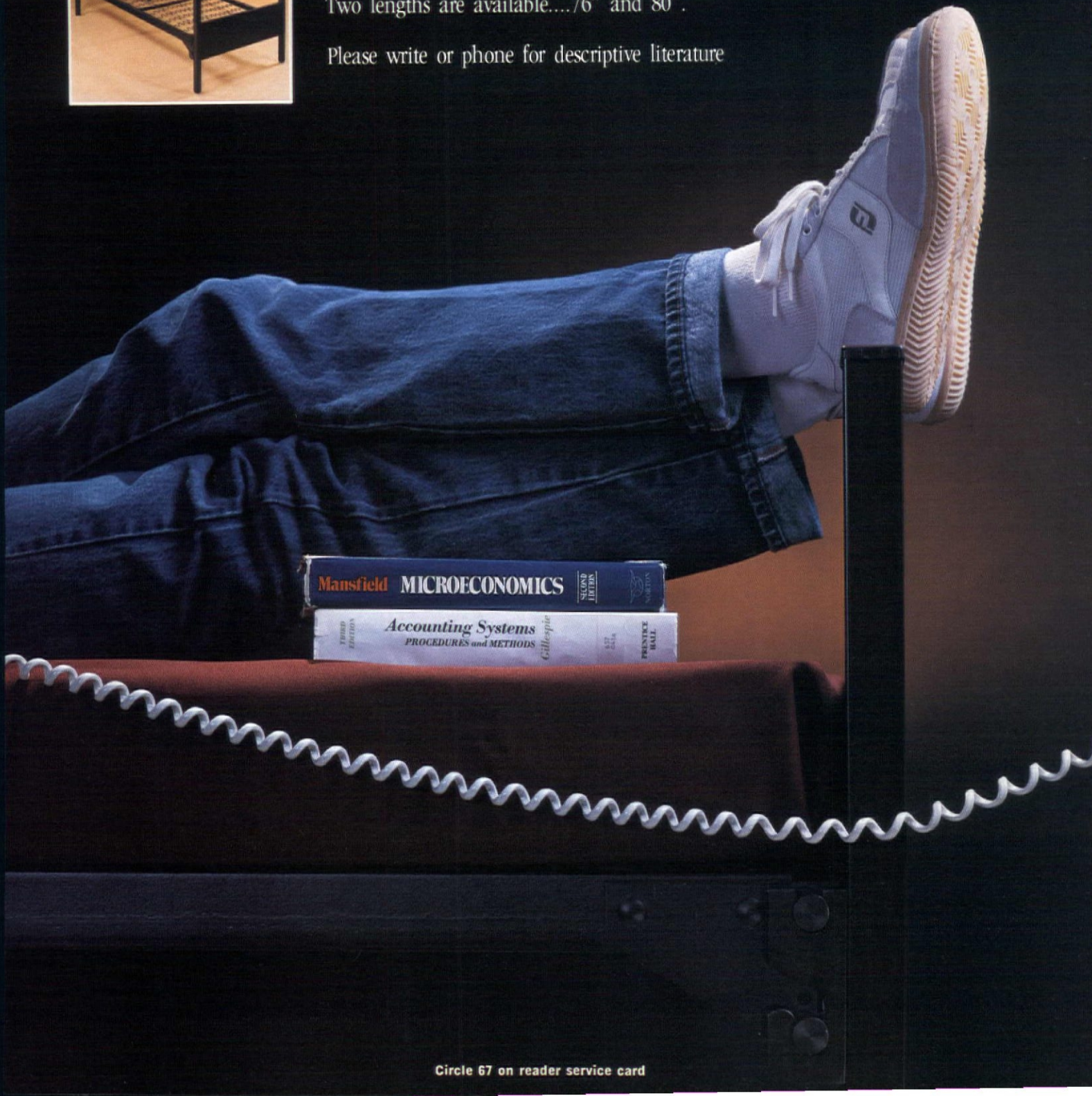

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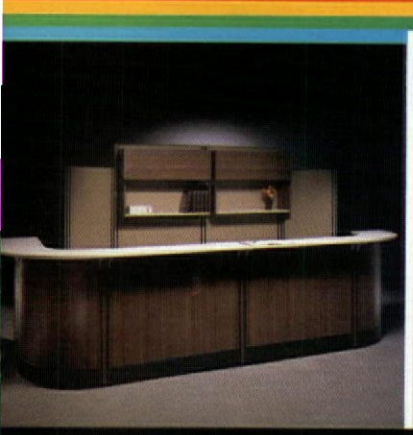

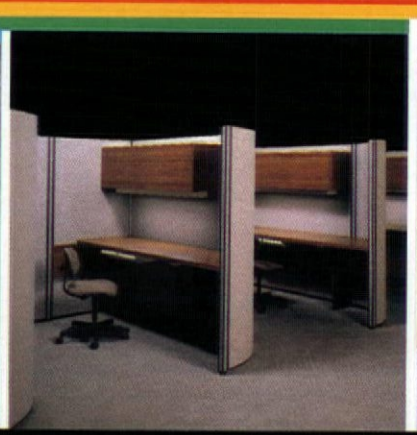

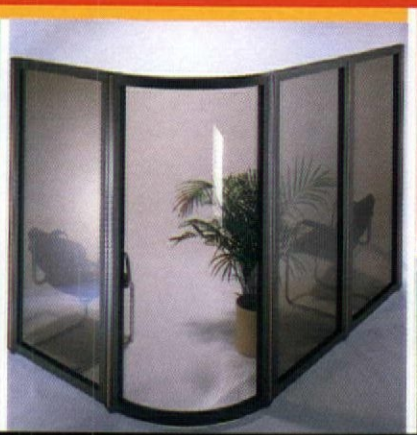

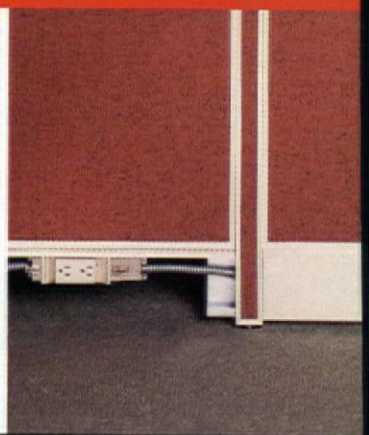

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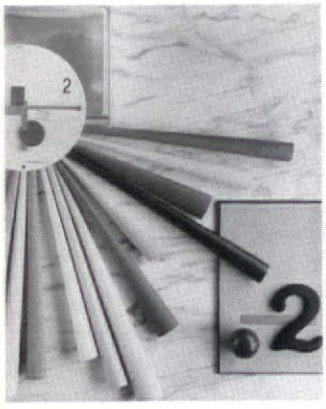
WALLCOVERINGS MEET COLOR, DESIGN NEEDS

Pervel Wallcoverings has commercial wallcoverings which meet color and design needs to coordinate with stylized interiors. All products are Class A fire-rated. New lines are Newport, Pompeii, Phlannel, Princeton and Framingham. **Circle No. 231.**



Pervel

RESERVATION BOARD SHOWS ROOM STATUS

Reservation Status Board from **West-On Letters** shows reservation and occupancy status for twelve months. The 54-in. wide and 36-in. high board includes 12 monthly panels hung in place and six extra panels with day/date sequence for yearly changes. Five pre-dated square panels, and a dozen each of three different color bars are also included.
Circle No. 229.

COLORFUL WORK STANDS OFFER ANGLED FOOTREST

The Scooter Stand from **Herman Miller** has rounded edges, a low profile base, and angled footrest to make it comfortable to work at when used as a dictionary or telephone stand. Product is strong enough to support a slide projector or sewing machine. A selection of the three-base and three-platform colors means nine combinations. **Circle No. 247.**

Herman Miller

FOUR FURNITURE LINES PROVIDE EASY STACKING

Four furniture lines for hotel, club, restaurant or condominium applications have been added by **Tropitone.** Triangular and round tubing provide easy stacking, while bridge effect lends stability at front and rear of chairs. Some models can be used for lounge or dining. Lines include Seychelle, Verrazano, San Remo, and Triangular Table. **Circle No. 225.**

Tropitone

Scope

EXECUTIVE SWIVEL CHAIR ADJUSTS FOR HEIGHT

Scope Furniture's executive swivel chair has high- and low-back models, and a height swivel mechanism. SW110, the low-back model, at lowest position is 25½-in. wide by 26½-in. deep by 31½-in. high. Seat height is 18 in. and arm height, measured at top of curve, is 24 in. Overall chair height can be raised up to two in. The high back model is on a pedestal with ballcasters and measures 35¾-in. high.
Circle No. 239.

Pouliot

FIBERGLASS SEATING PLANTER ACCENTS AREAS WITH COLOR

Fiberglass seating planter from **Pouliot Designs** provides seating while accenting an area with plants. Available with either oak or redwood benches, planter accepts either live or artificial foliage. Redwood bench is durable enough for use in exterior locations. A total of 24 standard colors can complement the seating unit, which can carry out color schemes. An all-fiberglass seating planter unit is also available.
Circle No. 238.

JACQUARD PAISLEY MOTIF ENHANCES DURABLE FABRIC

Kashmir, a jacquard paisley from the **Groundworks Collection,** a division of **Lee Jofa,** translates into a durable 100 percent cotton fabric for upholstery purposes. This line is available in three colorways which play the colors of the classic pattern against grounds of ivory, beige, or black.
Circle No. 233.

Lee Jofa

CHAIRS OFFER COMFORT WITH LEATHER, MAHOGANY

Two models of court chairs from **Ibis Furniture** are 32-in. high by 24-in. wide, and 24-in. deep. From the Mill Brook Collection, both have solid mahogany frames. Chairs are available in a full plain seat, or semi-loose, deep-buttoned cushion in top and full grain leather. **Circle No. 226.**

Ibis

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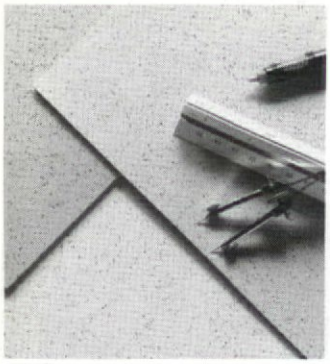

Armstrong

VCT TILE OFFERS LOOK SIMILAR TO QUARRY TILE

Vinyl Corlon Tile from **Armstrong World Industries,** called Stonetex is visually similar to quarry tile, but without the grout. A total of 12 colors of Stonetex are available to work with the company's tiles, wall base, sheet vinyl floors, and textured tiles. **Circle No. 248.**

MAHOGANY FURNITURE HANDLES ELECTRONIC OFFICE

Traditions 200 Series mahogany office furniture by **Baker** is designed for middle-management level. This selection will handle electronic office equipment, accommodate a VDT, and has a keyboard drawer on the right side. All desks have wire management capabilities and engineered grommets to handle massive cabling needed for electronic offices. **Circle No. 242.**

Baker

TWISTED NYLON YARNS COVER-UP CARPET MARKS

Tightly twisted **Anso IV** nylon yarns give Karastan's Wind Cave carpet a nubby texture that hides footprints and furniture marks. Cut pile is soil-, stain-, and static-resistant. **Circle No. 267.**

POWER CABLE SYSTEM MANAGES LOOSE WIRES

The Mult-A-Serv surface-mounted wire management system from **Midland-Ross** comes in three cross-sections to provide the capacity to deliver an increasing number of data and communication power cables required at workstations. Surface-mounted enclosure supports a variety of receptacles and cable connecting outlets. Delivery system may be mounted at chair rail height, under windows, near floor baseboard or on workbench. **Circle No. 235.**

Midland Ross

Modern Mode

GAS SPRING TASK CHAIR HAS WARM WOOD DESIGN

Modern Mode presents the ergonomic look of a gas spring controlled task chair with the softening touch of wood design. Especially adaptable to the wood office environment, the chair departs from robot-like look of office seating. A pneumatic seat height adjustment mechanism is concealed beneath the contoured shell that shapes seat and back. Shell is one piece for mid-management version and two (seat and back) for the armless taskworker style. Chair features a five-prong metal base capped in wood for softer detail. **Circle No. 237.**

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Estel

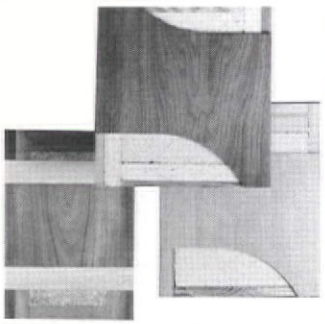
CONFERENCE TABLE COMBINES STEEL BASE WITH WOOD TOP

Stainless steel on formed plywood creates tables by Oscar Niemeyer for **Estel.** Cantilever base design combines with rosewood, walnut, and black ash veneer tops. Collection includes desks, tables, credenzas, and bookcases for the executive office. **Circle No. 236.**

Precision

WORKSURFACES SELF-ADJUST FOR ERGONOMIC DESK SYSTEM

Ergodata by **Precision Mfg.** is an ergonomic desk system which self-adjusts for height as well as back and front tilt. Hollow communications channel at rear of worksurface accommodates UL approved, three-circuit power grid that is fed through other workstations to source without using panels. Shown is four-person, task-sharing workstation. **Circle No. 245.**



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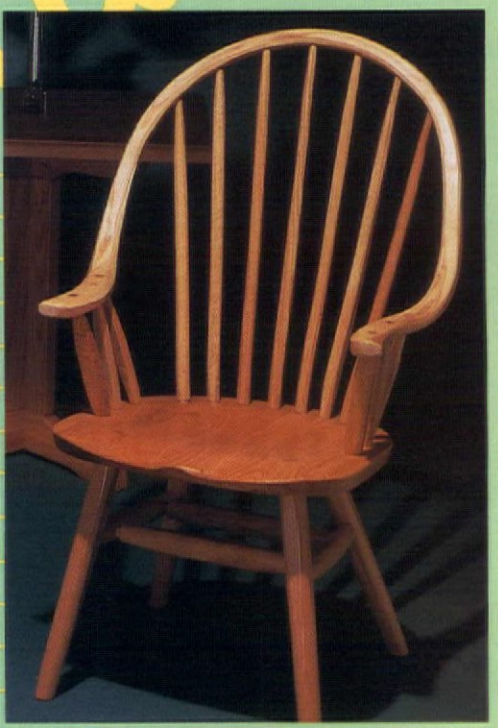

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CHAIRS OFFER COMFORT WITH LEATHER, MAHOGANY

Leather Court chairs from **Ibis Furniture** are 32-in.-high by 24-in.-deep. Both have solid mahogany frames. **Circle No. 226.**

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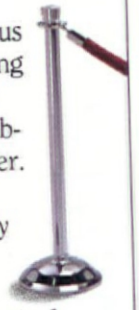

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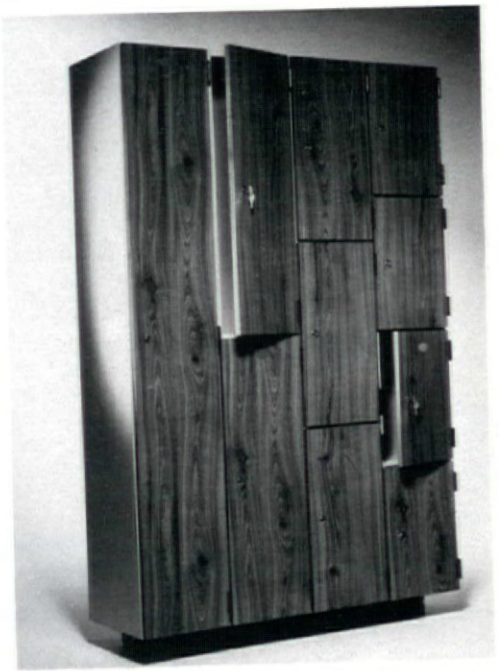

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Bentley Mills

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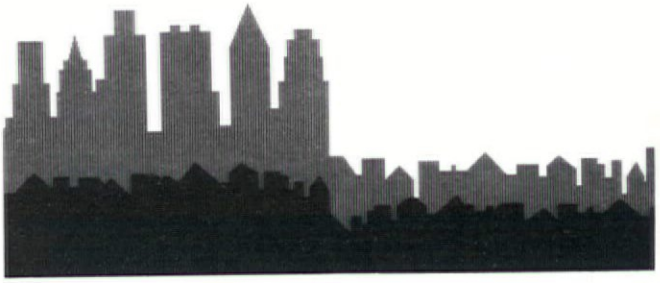

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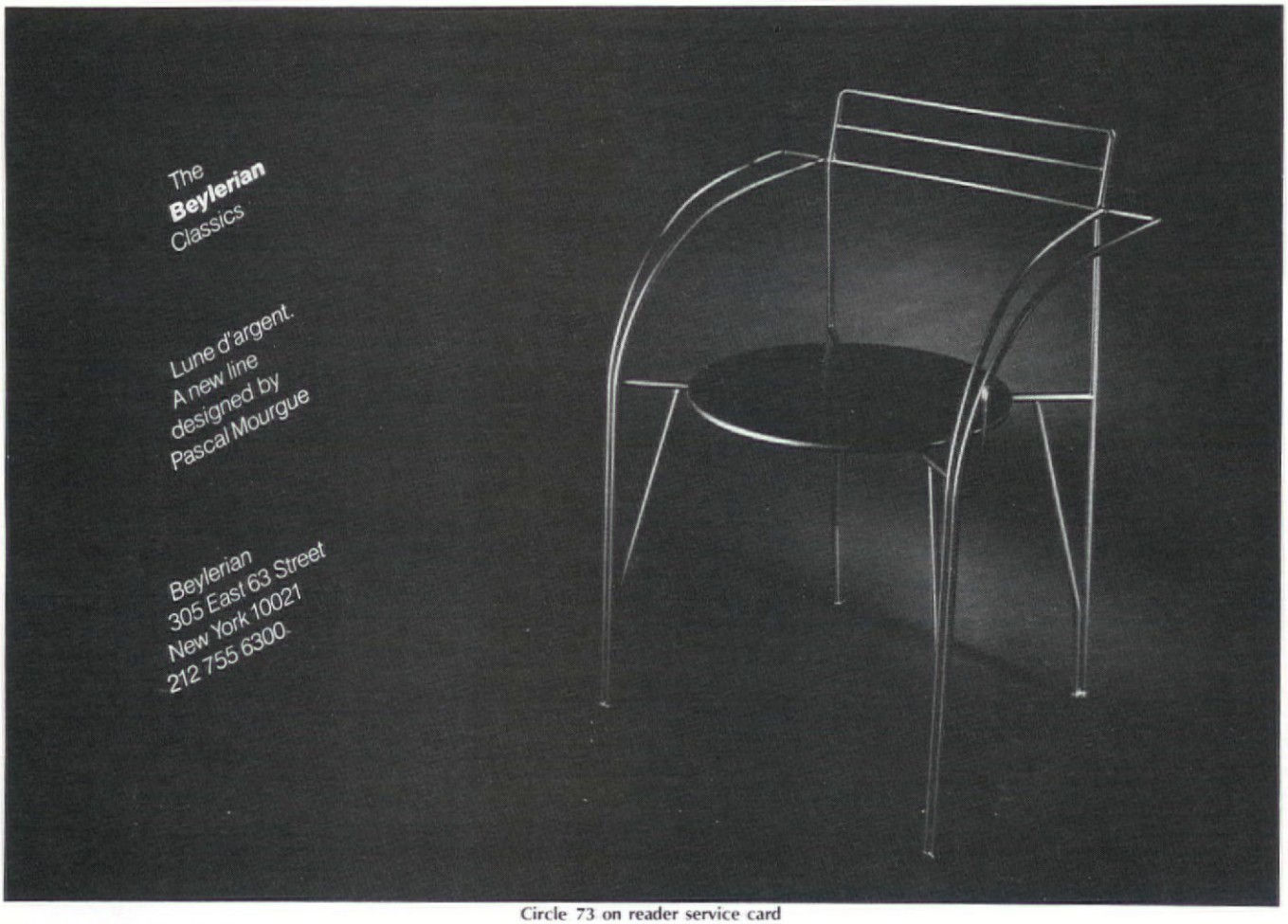

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In addition to the seminars, you'll also want to take advantage of our demonstration area. **Exhibits will be open from 5:00-7:00 p.m., Thursday, November 13th, and from 10:30 a.m.-1:30 p.m. on Friday, November 14th.**

Here are just some of the exhibitors you'll meet this November 13-14th:

Aranjo Systems
Autodesk Inc.
Computer-Aided Design Group
Hellmuth, Obata & Kassabaum
McDonnell-Douglas ISG
MiCAD Systems
Monitor Facilities Mgmt. Co.
NPS Automation Service
Planimetron
Prime Computer Inc.
Washington Computer Service

CONFERENCE OUTLINE

Thursday, November 13th
8:45-10:15 a.m.

100 A,B,C METHODOLOGIES FOR FACILITY MANAGEMENT OPERATIONS

A. Master Planning

B. Action Plans for Real-Time Facility Management

C. Control of the FM Process

Speakers: Kreon Cyros, Dir., Office of Facility Mgmt. Systems, M.I.T., Cambridge, MA; Anthony Zulkeski, Sec./Mgr. Facility Mgmt. & Design, The Hartford Ins. Group, Hartford, CT; Bruce Jahnsen, V.P. Facilities, Nabisco Brands, East Hanover, NJ. Moderator: Stephen Binder, V.P., Dir. of Project Mgmt., Citibank, NA, New York, NY.

10:30 a.m.-12:00 noon

200 A,B,C HOW TO HANDLE THE FACILITY MANAGEMENT RESPONSIBILITY

A. Dollars—Managing the Bottom Line

B. Space—How to Know What You Have and Use It

C. Real Estate Management—Thinking Like an Owner

Speakers: Robert L. Puckett, Sr. Mgr. of Properties, Federal Express Corp., Memphis, TN; Wayne Redeker, Dir. of Real Estate, Amoco Corp., Chicago, IL; and Joyce Saunders, Mgr., Space Planning & Design, Bldg. Mgmt./Construction, John Hancock Mutual Life Ins. Co., Boston, MA. Moderator: Franklin D. Becker, Assoc. Prof., Dept. of Design and Environmental Analysis, Cornell University, Ithaca, NY.

1:15-2:25 p.m.

401 DO YOU NEED A CAFM SYSTEM—HOW TO DECIDE

Speaker: Dan Raker, Pres., Design & Systems Research, Inc., Cambridge, MA.

601 MAKING COMPUTER SYSTEMS WORK TOGETHER

Speaker: Jeffrey Harkness, V.P., Software Development, The Ryan Group, Red Bank, NJ.

701 PROJECT MANAGEMENT AND THE COMPUTER

Speakers: Bruce Jahnsen, V.P., Facilities; and Paul Jenkins, Staff Consultant, Facilities; both with Nabisco Brands, East Hanover, NJ.

901 HOW CAFM SYSTEMS AFFECT FACILITIES MANAGEMENT

Implementation and Evaluation

FM Systems—A Case Study

Speakers: Franklin D. Becker, Assoc. Prof., Dept. of Design and Environmental Analysis, Cornell University, Ithaca, NY; and Stephen Binder, V.P., Dir. of Project Mgmt., Citibank, NA, New York, NY.

2:40-3:50 p.m.

402 CONSIDERING A CAFM SYSTEM—SOME BASIC DECISIONS

Speaker: Robert Parfet, Pres., Planimetron, Inc., Pelham, NY.

503 USING DESIGNER-CREATED DATA BASES

Speaker: Anthony Mirante, Dir., Computer Svcs., Gensler & Assoc., San Francisco, CA.

602 CADD AS A CAFM INFORMATION TOOL

Speakers: Stanleigh Morris, Exec. V.P.; and William H. Work, V.P., Computer Services; both with MiCAD Systems, Inc., New York,

902 METHOD IN FACILITY MADNESS

Speaker: Michaelene M. Doyle, Mgr., Office Develop. & Eng., Atlantic Richfield Co., Los Angeles, CA.

3:55-5:00 p.m.

403 APPROPRIATE CAFM PACKAGE

Speaker: Perry Stevens, Pres., CAD-AID Consultants, Ltd., Scarborough, Ontario, Canada.

501 THE EVOLVING ROLE OF CAFM

Speakers: Jeffrey M. Hamer, Pres., The Computer-Aided Design Group, Marina del Rey, CA; and Peter Kimmel, Realty Specialist, General Services Administration, Bethesda, MD.

702 USING COMPUTERS TO OPERATE BUILDINGS

Speaker: Grant Farquahar, V.P., Adv., Keith-Stevens Inc., Eden Prairie, MN.

Friday, November 14
8:45-10:30 a.m.

300 A,B,C, COMPUTERS: WHAT THEY MEAN TO FM AND DESIGN—TODAY AND TOMORROW

A. CADD—Current State of the Art/View of the Future

B. CAFM—Current State of the Art/View of the Future

C. Delivering CADD/CAFM Services to Organizations—The Architect's/Designer's Role

Speakers: Kreon Cyros, Dir., Office of Facility Mgmt. Systems, M.I.T., Cambridge,

Circle 72 on reader service card

MA; Bradley Meade, Dir. of Computer Oper., Swanke, Hayden, Connell Architects, New York, NY; and Dan Raker, Pres., Design & Systems Research, Inc., Cambridge, MA.

1:30-2:45 p.m.

502 USING CADD TO DEVELOP FACILITY RESOURCE STRATEGIES
Speakers: Karl Gruen, Mgr., Site & Oper. Plng., Gnl. Svcs., Union Carbide Corp., Danbury, CT; and Stuart Pertz, Ptnr., Haines Lundberg Waehler, New York, NY.

603 DATA BASES: THE BACKBONE OF CAFM SYSTEMS
Speaker: Perry Stevens, Pres., CAD-AID Consultants Ltd., Scarborough, Ontario

703 INTEGRATING INFORMATION TECHNOLOGY WITHIN BUILDINGS
Speaker: Michael Bell, Pres., Harbinger Group, Inc., Norwalk, CT.

801 CADD PRODUCTS AND SERVICES: A BUYERS' GUIDE
Speaker: Dan Raker, Pres., Design & Systems Research, Inc., Cambridge, MA.

3:00-4:15 p.m.

404 CONTRACTING FOR COMPUTER SERVICES
Speaker: Richard Raysman, Esq., Brown, Raysman, & Milstein, New York, NY.

604 INTEGRATING COMPUTER SYSTEMS FOR FACILITY MANAGEMENT
Speaker: Kraig Scheyer, Oper. & Support Group, TRW Electronics & Defense, Redondo Beach, CA.

704 HOW TO MAKE EXISTING FACILITIES DO MORE
Speakers: Gary Silver, Sr. Prin., Hellmuth, Obata & Kassabaum, New York, NY; Edward Toran, Mgr. Space Admin., Company Prop. & Svcs., Metropolitan Life, New York, NY.

802 CAFM PRODUCTS AND SERVICES: A BUYERS' GUIDE
Speaker: Robert Parfet, Pres., Planimetron, Inc., Pelham, NY.

Match our program to your needs . . .

Several learning "tracks" explore all aspects of this subject. . . See what's available, when, then plan the agenda that meets your specific needs! (For details on all seminars, see the hour-by-hour schedule.)

SUBJECT "TRACK"	Session No. Day/Time	Session No. Day/Time	Session No. Day/Time	Session No. Day/Time
Setting the FM Agenda 100/200/300 Series	100 (A,B,C) Methodologies of FM Operations TH/8:45-10:15	200 (A,B,C) How to Handle the FM Responsibility TH/10:30-Noon	300 (A,B,C) Computers: What they Mean to FM & Design FR/8:45-10:30	—
Selecting a CAFM System—Step-by-Step 400 Series	401 Do You Need a CAFM System? TH/1:15-2:25	402 Considering a CAFM System—Basic Decisions TH/2:40-3:50	403 Selecting an Appropriate CAFM Package TH/3:55-5:00	404 Contracting for Computer Systems FR/3:00-4:15
Effective Use of CAFM Technology 500 Series	503 Using Designer-Created Bases TH/2:40-3:50	501 The Evolving Role of CAFM TH/3:55-5:00	502 Using CADD to Develop Facility Resource Strategies FR/1:30-2:45	—
Understanding Technologies for CADD/CAFM 600 Series	601 Making Computer Systems Work Together TH/1:15-2:45	602 CADD as a CAFM Information Tool TH/2:40-3:50	603 Data Bases—Backbone of CAFM Systems FR/1:30-2:45	604 Integrating Computer Systems for FM FR/3:00-4:15
Managing FM Operations by Computer 700 Series	701 Project Mgmt. & the Computer TH/1:15-2:25	702 Using Computers to Operate Bldgs. TH/3:55-5:00	703 Integrating Info. Technology within Bldgs. FR/1:30-2:45	704 How to Make Existing Facilities Do More FR/3:00-4:15
Market Surveys 800 Series	801 CADD Products & Svcs. FR/1:30-2:45	802 CAFM Products & Svcs. FR/3:00-4:15	—	—
Impact of Computers on FM 900 Series	901 How CAFM Systems Affect FM TH/1:15-2:25	902 Method in Facility Madness TH/2:40-3:50	—	—

Our 1986 Agenda Gives You The Background You Need To Make All The Right CAFM Decisions For Your Organization . . . See For Yourself . . . Join Us!

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Accommodations: Rooms have been blocked at the New York Marriott Marquis. All registrants will receive hotel housing forms by mail. The N.Y. Marriott Marquis is located at Broadway and 45th St.

Tax Deduction: Treasury Regulation 1-162-5 permits an income tax deduction for educational expenses.

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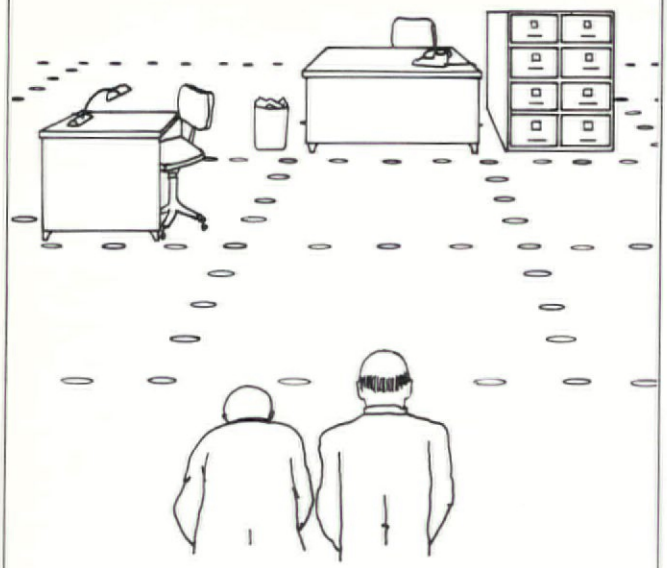

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PRODUCTS & SERVICES

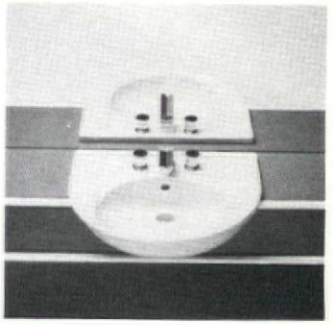
Eldon

WALL ACCESSORY LINE INTRODUCES TAUPE COLOR

Eldonwal, the wall accessory line from **Eldon Office Products** is now available in taupe. System gives maximum use of space with flexible accessories for storage, retrieval, and working centers. Can be mounted on metal, wood, and fabric-covered open office panels. All have a soft, rounded-corner look and matte finish.
Circle No. 246.

SYSTEM ACCOMMODATES COMMUNICATIONS CABLE

The Power Base electrical system from **Haworth** has a 4-in.-high raceway cover that accommodates up to eight, 25-pair communications cables. The cover accepts as many as four receptacles per panel. Each has a highly visible color indicator to provide easy circuit identification.
Circle No. 241.



Tilerama

CHINA WASHBASIN SUITABLE FOR HOTEL

Semi-round washbasin of vitreous china in white, amber or gray is suitable for hotel lavatories. From **Tilerama,** it has an inclined rim for water run-off and grooves along sides of the faucet base. Product uses one- or three-hole faucetry.
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Samsonite

8-CHAIR VARIX LINE IS ERGONOMIC

Varix chairs from **Samsonite Furniture** are ergonomically contoured for all-purpose use and created from a polypropylene shell design. Collection includes two straight leg models, arm chair, and side chair. They can be stacked eight-high on the floor and 24-high on dollies available from the company. **Circle No. 243.**

CONFERENCE TABLES, CHAIRS EXPAND CONTEMPORARY LINE

First round conference table from **Boling** features a sunburst design in veneer top and is made of walnut wood with walnut and mahogany finishes. Table is 48-in. in diameter and is compatible with the Wayne collection. A wall table in the 2600 series measures 16-in. by 48-in. and is made of ash wood in walnut or ash finishes. Five new chairs with five variations are being added to the extensive seating lines to serve both types of tables. The line of chairs includes a pull-up style, a lighter contemporary, a high-back executive, and a fixed-back task chair. Wide selection of colors and fabrics are available for all styles. **Circle No. 265.**

FLOOR-TO-CEILING PARTITIONS INTEGRATE OFFICE SPACE

Trendway Corp. has open plan office interior systems and movable, floor-to-ceiling partitions. The "T" series movable, floor to-ceiling walls are non-progressive and accept the company's full range of open plan components without adaptive hardware. Space division possibilities are created with private and open solutions with reception stations, electronic management, and conference support. **Circle No. 266.**

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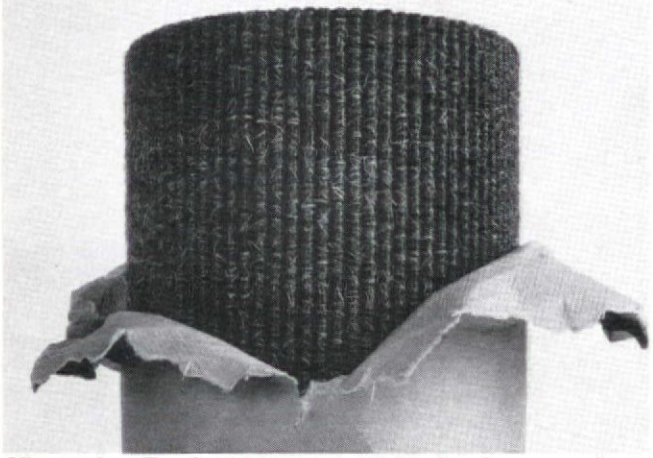

Allcovering Tretford is now available in six new colors: Misty Olive, Sandy Gray, Navy Blue and three different Gray Blues. Send for samples and ask about our cut-order, in-stock program for immediate delivery. Contact Eurotex, 165 West Ontario St., Philadelphia, PA 19140. 800-523-0731. In PA 215-739-8844.

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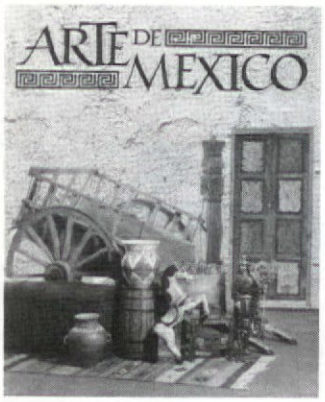
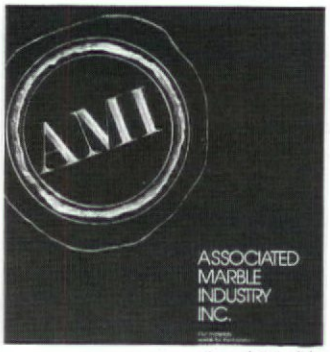


Arte de Mexico

Arte de Mexico has a large, colorful, descriptive 24-page catalog featuring crafts imported to the U.S. for architectural and decorative needs created by artisans throughout Mexico. The brochure features many specially woodcrafted items, along with iron, lighting and mirrors. Fabrications of artifacts are also available. **Circle No. 216.**

Associated Marble Industry has a glossy brochure describing marble and granite, onyx, travertine, and slate for commercial and residential use. Lines of products are stocked in 12- by 24-in. and 24- by 24-in with special orders on request. **Circle No. 215.**



Associated Marble

Pickering Industries has a four-color brochure which describes Classic Trax, a polyester laminate solution for display and fixture needs. Product is available in an unlimited selection of colors and woodgrain finishes. A variety of hardware can be inserted into tracks. **Circle No. 214.**

The Old Hickory Furniture Co. brochure describes and illustrates the firm's genuine American furniture made by hickory woodworkers and craftsmen. Color photos highlight the woodworking process. **Circle No. 203.**

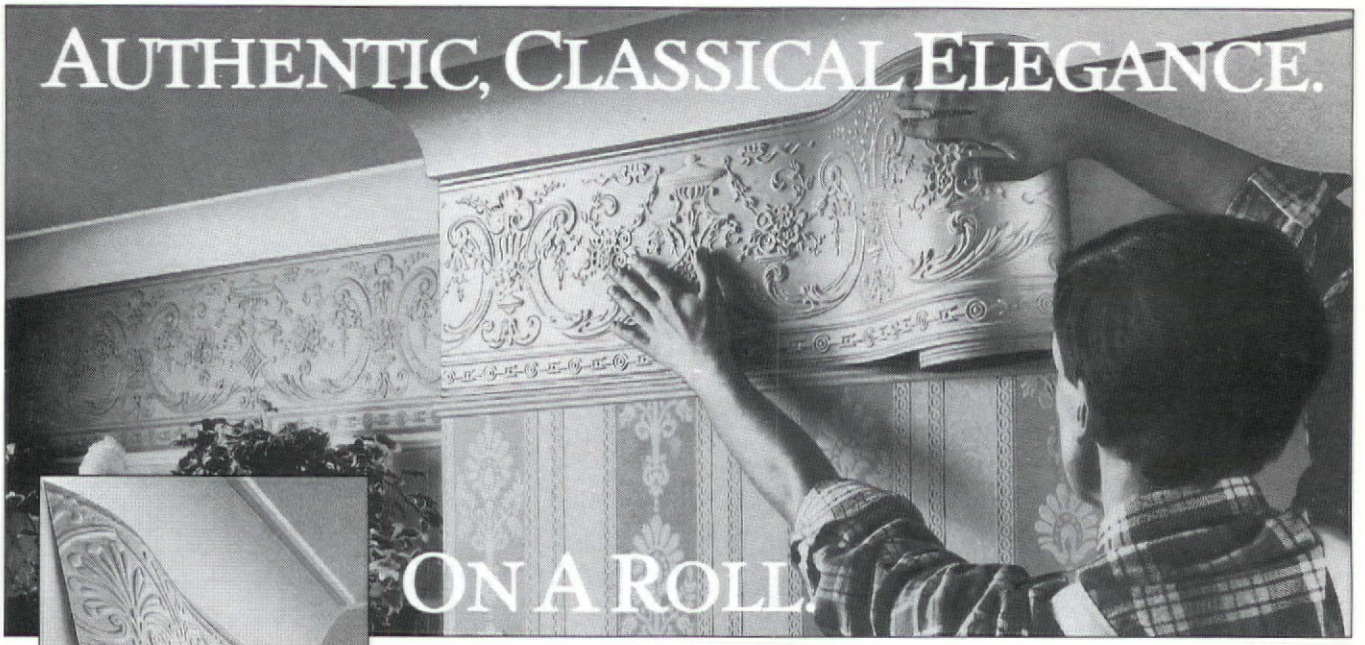
Stained Glass Overlay has a glossy four-color catalog of products suitable for restaurants, office buildings, hotel, and retail shops in one-piece stained glass. **Circle No. 204.**

Stained Glass Overlay

Tradewinds

Color Spectrum, a brochure from Tradewinds Outdoor Furniture Corp., provides color blocks for frames, cushion fabrics, vinyl straps, and sunshade and market umbrellas. Dimensional, Linear, and Profile colors are also provided for various types of lawn and leisure furniture. **Circle No. 223.**

Krueger describes the Versa Chair in its new brochure. Chair comes with, or without, arms in stacking and sled base models, plus a tablet arm version. **Circle No. 205.**



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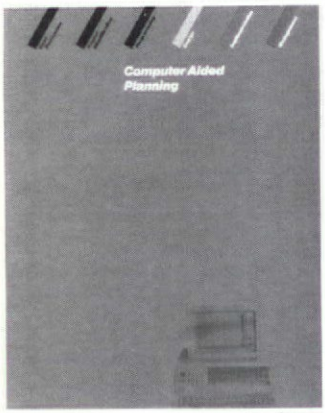
Linea Americana has a flyer on its West German furniture line, Dreipunkt, offering a wide range of luxury leather. Matching tables come in travertine, marble, and slate. **Circle No. 212.**

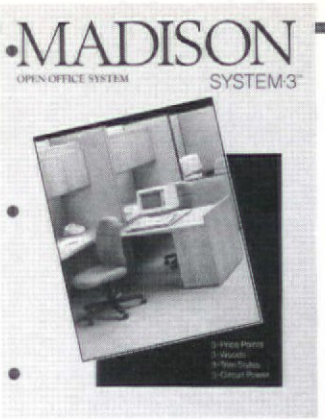


Steelcase

Computer-Aided Planning, or CAP, a software program developed in conjunction with Steelcase, is described in a four-color brochure. It runs on an IBM PC/AT and automates time-consuming activity associated with facilities planning and office furniture specification. Program generates drawings and specifications for office furniture. **Circle No. 222.**

The Slimline 600 Code Pleaser Sign for changeable messages has a flyer from Commander Board International. It can be used for indoor and outdoor applications to provide information for the specifier community. **Circle No. 211.**

Commander



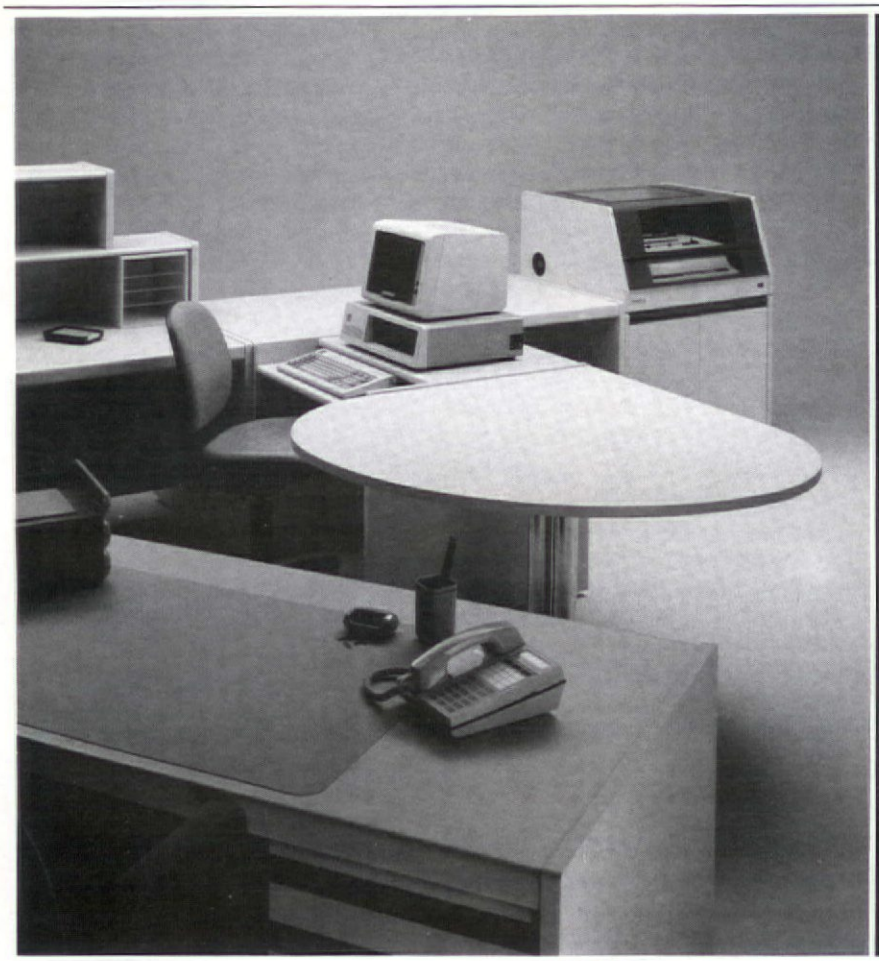
Madison

The Madison Open Office System in System 3 offers three price points, woods, trim styles, and circuit powers. It is detailed in a glossy brochure with attractive color photos. Functions of both power system and furniture are described along with lighting design and acoustics. **Circle No. 224.**

The user's guide to commercial carpets and modular systems comes as an eight-page brochure from Lees Commercial Carpet Co. Sections detail carpet collections for offices, schools, universities, healthcare, and retail areas. Specifications, performance, and test data are included with schematic drawings to assist the client in making selections. **Circle No. 217.**

Lutron

Lutron Electronics has a brochure introducing Nova T, linear slide lighting controls with a thin-profile design. The front surface of Nova T projects just over ¼-in. from the wall; its design profile is graphically depicted. **Circle No. 210.**



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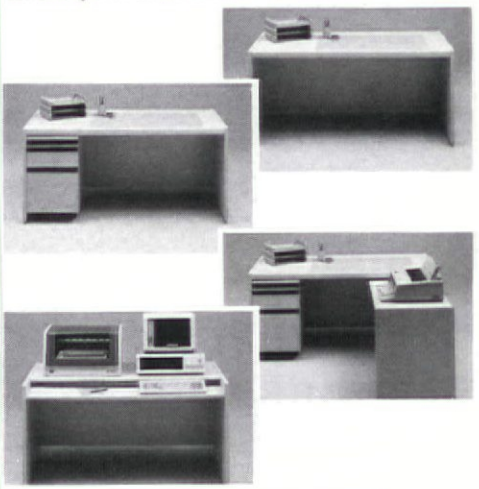

For information and specifications call **800 358-9122** (in California 707 584-7360).

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Highest quality architectural sign co. needs sales reps for most areas. Lots of room to make money. We have brochures, price lists etc to assist you. Please contact CAS, 10909 Tuxford St., Sun Valley, CA 91352, 818/768-7814, Mr. Zeno.

SALES REPS WANTED

Manufacturer of High Quality Genuine Brass Cocktail Tables and other related products seeks aggressive, established reps to call on designers, specifiers and contract dealers. Key exclusive territories available for major portions of the U.S. Send resume including current lines to: The Brass Collection, 1500 West Cortland, Chicago, IL 60622 Attn: Marilyn Wolf Hollander.

CONTRACT REPS WANTED

Regional manufacturer of quality casegoods exclusively for the lodging and condominium market is expanding to a nationwide program. We are seeking representatives in selected territories presently calling on contract dealers, designers and purchasing groups. Please send current lines and reply to Box 654, CONTRACT, 1515 Broadway, New York, NY 10036.

A leading manufacturer of custom case goods (Polyester, Faux Finishes, Laminates, etc) with industry-awarded designs, has been receiving serious interest coming from the contract client. We are looking for a Professional representative to follow up leads in the Northeast. Reply Box 666, CONTRACT, 1515 Broadway, New York, NY 10036.

SALES REPS NEEDED

Contemporary artwork / mirrors—hospitality / healthcare / office furniture dealers. Established 1969. Color catalog. Territories open: AL/GA/NC/SC/NY/NJ/Southern Calif./New England. Showroom preferable. Please call 1-800-472-7445; in CA 213-930-2410. Ask for Ron or April.

REPS WANTED

A growing office seating manufacturer is seeking highly qualified sales reps to develop and expanded its sales in FL & GA. Calling on designers and office furniture dealers. Send resume and lines carried to DOF Office Seating, 6120-10 Powers Ave., Suite 117, Jacksonville, FL 32217.

CLASSIFIED ADVERTISEMENTS

REPRESENTATIVES WANTED

EXCLUSIVE
CONTRACT REPS WANTED

We are a well-known, well-established, multi-product line contract furniture manufacturer seeking ambitious, experienced and knowledgeable sales representatives to serve our customers and prospects on an exclusive basis.

Territories Available:
1. Southeast (GA, AL, NC & SC)
2. E. PA, S. NJ & DELAWARE
3. WASH. DC, VIRGINIA & MARYLAND
4. N. CALIFORNIA & N. NEVADA

Unlimited earnings possible by calling on libraries, offices, health care facilities, educational institutions and the design community. If you are interested in this opportunity, please send your resume to:

Box 664
CONTRACT
1515 Broadway
New York, NY 10036

OUTSTANDING REPRESENTATIVES WANTED

National Manufacturer seeks aggressive U.S. representatives who have a rapport with Architects, Interior Designers, Specifiers and Interior Contractors. We have introduced new patented full height fabric faced Acoustical Wall Panels which are now a highly requested product in the marketplace. Commission on sales. Send information, incl personnel, current lines represented, and territory now covered to:

Sales Manager
Interiors Group
Peabody Noise Control
PO Box 655
Dublin, OH 43017

REPRESENTATIVES WANTED

Well established manufacturer of movable and demountable full height partitions has openings for qualified reps calling on architects, specifiers and corporate users. We manufacture a wide variety of partitions to answer every floor-to-ceiling privacy need. Excellent factory sales backup. Send resume to Nat'l. Sales Mgr., Monning Partitions, Inc., 54-60 46th Street, Maspeth, NY 11378. (718) 361-0808.

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

MANUFACTURERS REPS WANTED

Spacemaster Systems, the manufacturer of some of the largest movable compact shelving installations in the library market, is seeking manufacturers 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

GSA and INSTITUTIONAL REPS

Independent Factory Rep in Texas seeks associates for sales in OKLA, ARK, LA. Wishes to share lines. Have dorm casegoods line for GSA, colleges, hospitals, specifiers. Also laboratory tables and storage. Unique and durable product. Send resume with lines carried to:

Box 663
CONTRACT
1515 Broadway
New York, NY 10036

REPRESENTATIVES WANTED

Manufacturer of a unique Health Care Seating System is looking for Aggressive High Caliber Representatives to call on Designers, Specifiers, Hospitals, Nursing Homes in the following areas: Michigan, Indiana, W. Virginia, Wisconsin, Pennsylvania & Florida.

Please Respond to:

HVIDT International Design
4542-B L.B. McLeod Rd.
Orlando, FL 32811

REPRESENTATIVES WANTED

We are a California-based subsidiary of a Swiss office furniture manufacturer. Our high-quality, open-plan system requires aggressive conceptual selling. We are looking for established representation for several key territories throughout the U.S. to call on Designers, Dealers, and End-users. Send resumes to Nat. Sales Mgr., Haller Systems, Inc., 17741 Cowan Ave., Irvine, CA 92714.

Nationally distributed manufacturer of contract furniture, systems and files is looking for high caliber representation to help the company grow. Reps are needed for both architectural/design and dealer portions of the business. Send list of current lines, experience to Box 669, CONTRACT, 1515 Broadway, New York, NY 10036.

CONTRACT REPRESENTATIVES WANTED

Major NY home furnishing textile convertor, featuring strong print and sheer lines, is seeking sales reps, experienced with specifiers, designers, architects, hotel-motel suppliers. Open territories: Metro. NY / Wash DC / Phila / Chicago / Minneapolis / Cleveland / Dallas / Denver.

Send resume and note lines carried to Box 667, CONTRACT, 1515 Broadway, New York, NY 10036.

CONTRACT REPS WANTED

Proven manufacturer of tables for the contract industry nationwide seeks ambitious experienced reps. Applicant should have solid contacts with contract dealers, designers and purchasing groups. We offer high quality products, competitive pricing, creative sales literature, and rep incentive programs. Send resume and list of present lines to Sales Manager, WG Industries, Inc., 4100 Washington Ave. N., Minneapolis, MN 55412.

Los Angeles manufacturer of bank and desk accessories seeks quality sales representatives. Territories available nationwide. Reply: Matel Manufacturing, Inc., 157 West 27th Street, Los Angeles, CA 90007. (213) 747-2152.

REPS WANTED

Manufacturer of panels wants qualified reps to call on Architects and Office Supply Dealers. Good design, competitively priced. Send resume and lines carried to: P.O. Box 1527, Arlington, TX 76011.

SALES REPS WANTED for custom cabinetry. See ad in September issue. Send resume and current territories covered.
TRICRAFT CORPORATION
970 Emerson Road
Traverse City, MI 49684

CONTRACT FABRIC SALES

Aggressive fabric distributor seeks experienced, professional reps to sell diverse upholstery line. Must have well-established, solid contacts with furniture manufacturers and A & D trade. Several territories available nationwide. Reply Box 670, CONTRACT, 1515 Broadway, New York, NY 10036.

MISCELLANEOUS

ATTENTION: Contract furnishers, architects, designers, and dealers send us your brochure. CONTRACT Magazine is often asked by corporate representatives to provide them with qualified names. Mail to Sales Manager, CONTRACT Reader Brochures, 24th Floor, 1515 Broadway, New York, NY 10036.

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To reach this select audience — for only pennies per contact — attach your ad to the handy order form below or call Nancy Berman TOLL FREE (800) 223-6767 In NYS Call (212) 869-1300

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