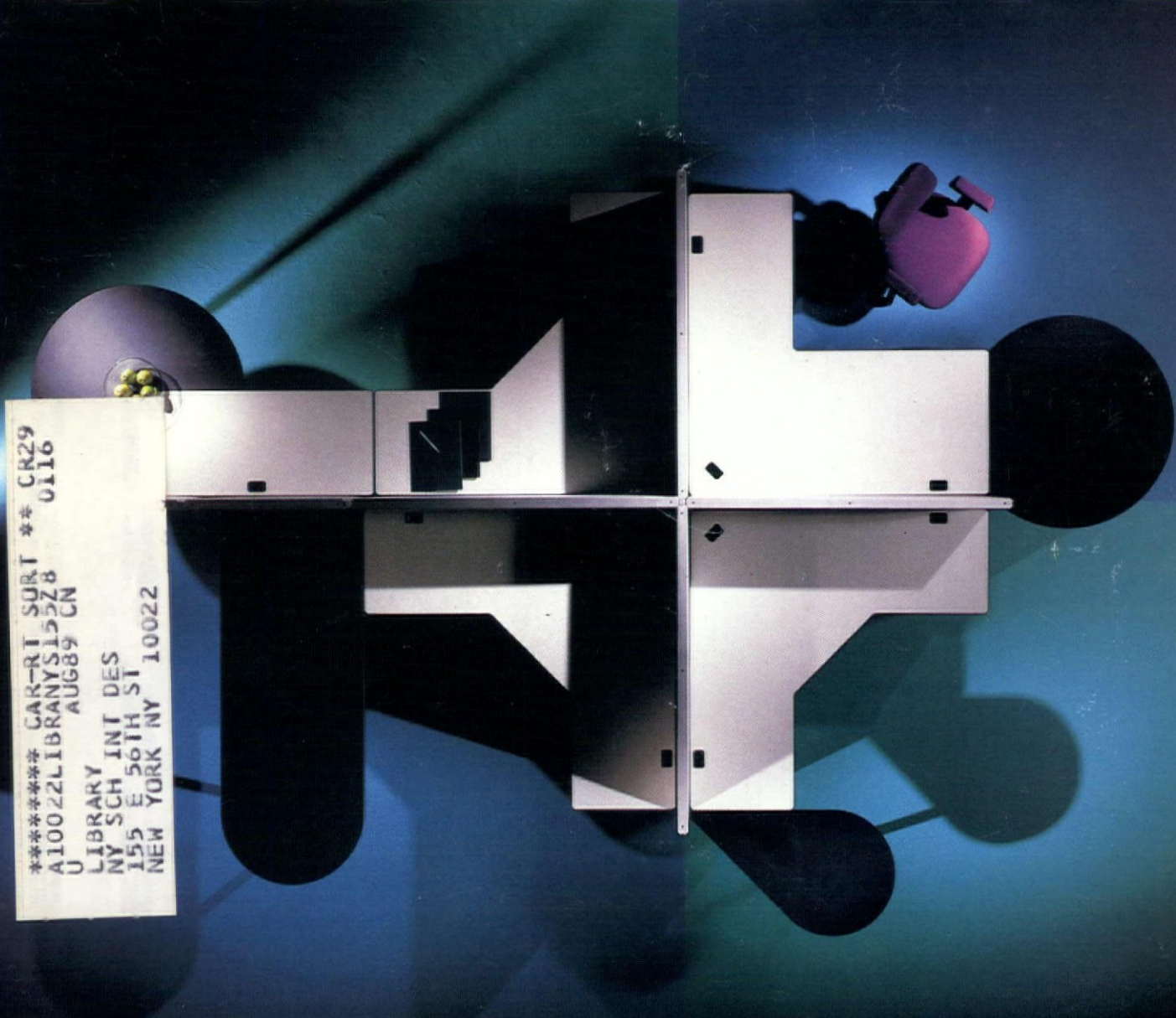


# CONTRACT

JULY 1989



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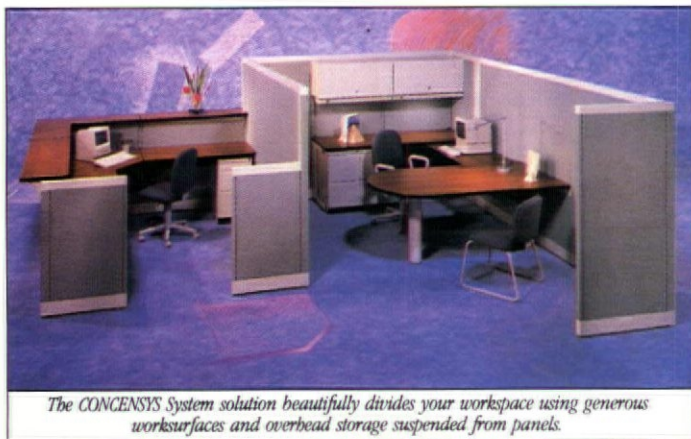
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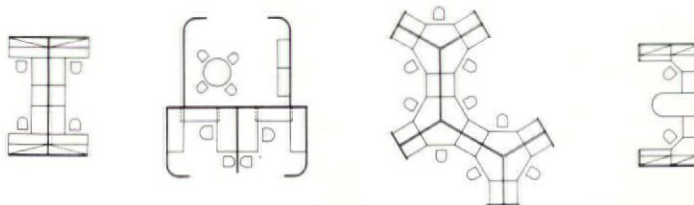
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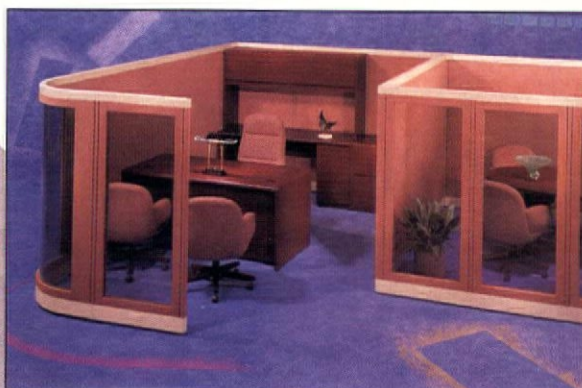
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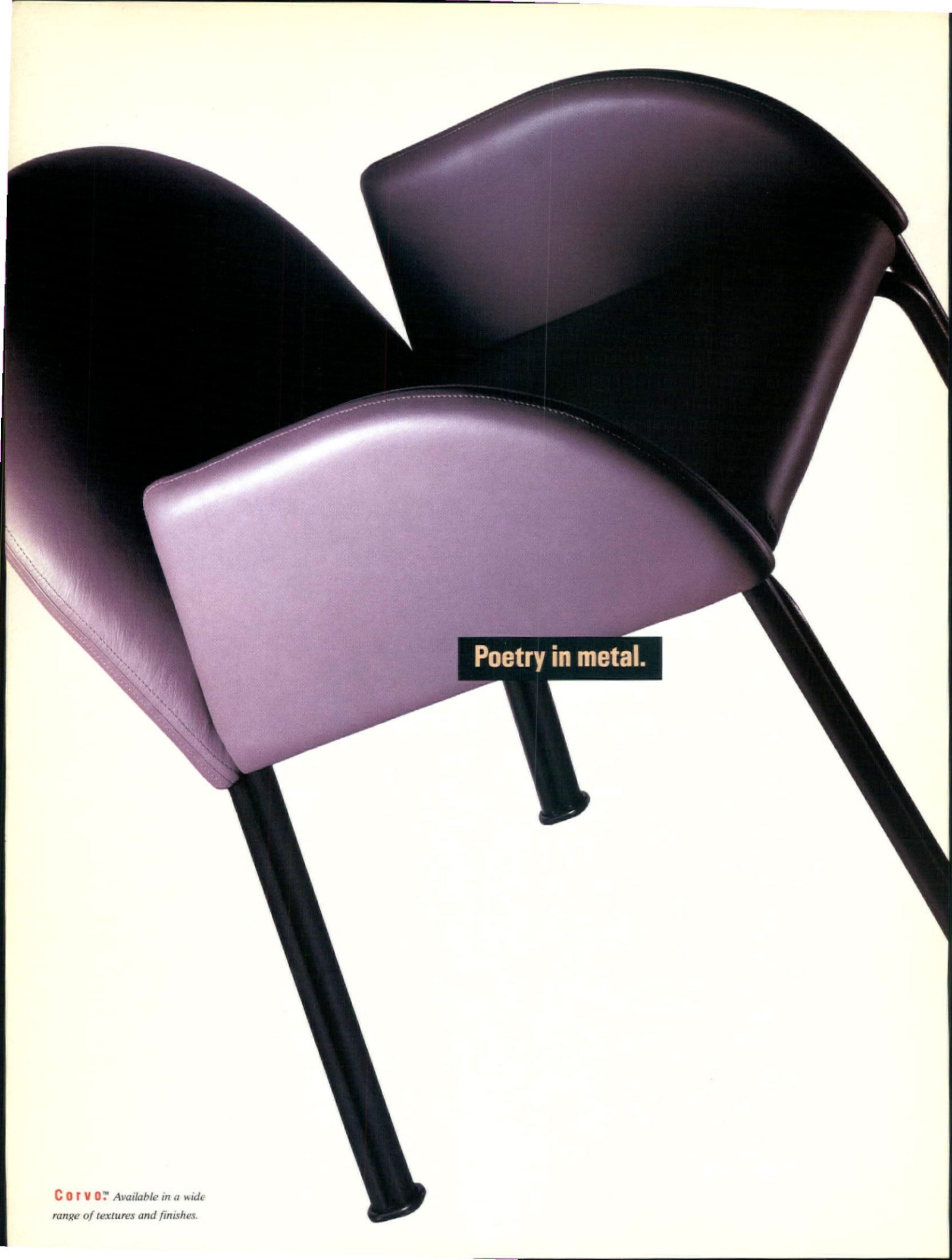
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# CONTRACT Letters

## Student support

We certainly reaffirm your "Commentary" (April 1989) that encourages support for design student activities.

In fact, we are in the second year of a five-year commitment to provide three \$500 scholarships annually to design students in the Twin Cities area.

The scholarship program is administered by our local and very active Minnesota IBD Chapter. A chapter committee announces the program, solicits candidates, and selects the winners.

In addition, we conduct many student tours at our factory so aspiring designers can actually see "furniture in the making."

Like you, we consider our efforts to be an important investment in the future—theirs and ours.

Joseph J. Kovarik  
National Sales Manager  
Westin Nielsen  
St. Paul, MN

Keep up the good work and continued success.

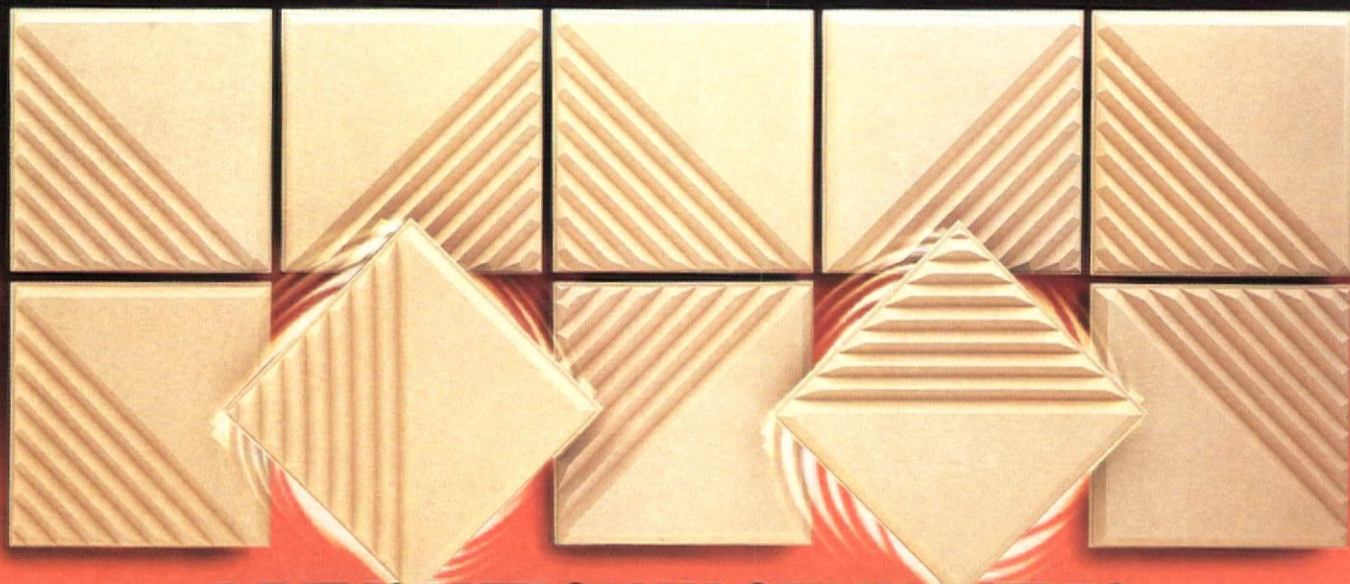
John J. Nelson, Sr.  
Nelson & Associates  
Philadelphia, PA

## Graphic Appreciation

Congratulations on the success of the new cover and format of CONTRACT magazine! The cover was not only eye catching but also graphically appealing. What I didn't mention was the number of people (both end users and manufacturers) who read about our project in CONTRACT. That illustrated to me an interest level beyond simply taking the magazine and reading it at one's leisure.

## Errata

In CONTRACT's January issue, Yetta Starr, who was listed as a member of R.D. Design Associates, is actually with Perkins & Will and was the project designer for the Prudential Plaza Marketing Theater. In addition, Interior Architecture and Design should have been credited as follows: R.D. Design Associates in association with Perkins & Will.



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## Computer shy, performance dry

Nothing has changed the way we work in the past three decades as much as the computer. Automation has become such an integral part of our lives—at home and work—that it is truly mind-boggling to reflect upon how far technology has advanced and the enormous impact it has had on the business world.

Telecommunications equipment, facsimile machines, photo reproduction devices, computer hardware and software are the tools of the modern workplace. At *CONTRACT*, editors have "voice mail" to record messages when they are not at their desks; the magazine is designed on a computer; stories are written on word processors; and so much material is received by fax and overnight mail that the U.S. Postal Service is surely feeling a drop in traffic. All these tools and services help us to be more productive and produce a better product. But what of the average design office?

For a number of years, design firms have faced similar automation opportunities. Computer Aided Design and Drafting (CADD) has advanced a long way from offerings of only a year or two ago. Software programs are getting user-friendly and systems more interactive. Most larger firms utilize CADD in their work today, especially on bigger and more repetitive jobs.

Additionally, computer-generated stacking plans, furniture inventories, lighting overlays, HVAC and power source diagrams, plus a host of other services are essential to fast and efficient space planning.

Smaller firms, however, have shied away from computer involvement largely due to lack of repetitive jobs. The time has come to reassess, since in addition to space planning, there are a panoply of efficiency-producing functions performed by the computer.

Even if you have looked into computer applications for your design business and elected to pass, times have changed for the better and so have software programs. The 21st Century is closer than you think. It is already here!

*Sara O. Marberry*

*Sara Marberry*  
*Executive Editor*

## A MYSTICAL ARRANGEMENT



Xanas II

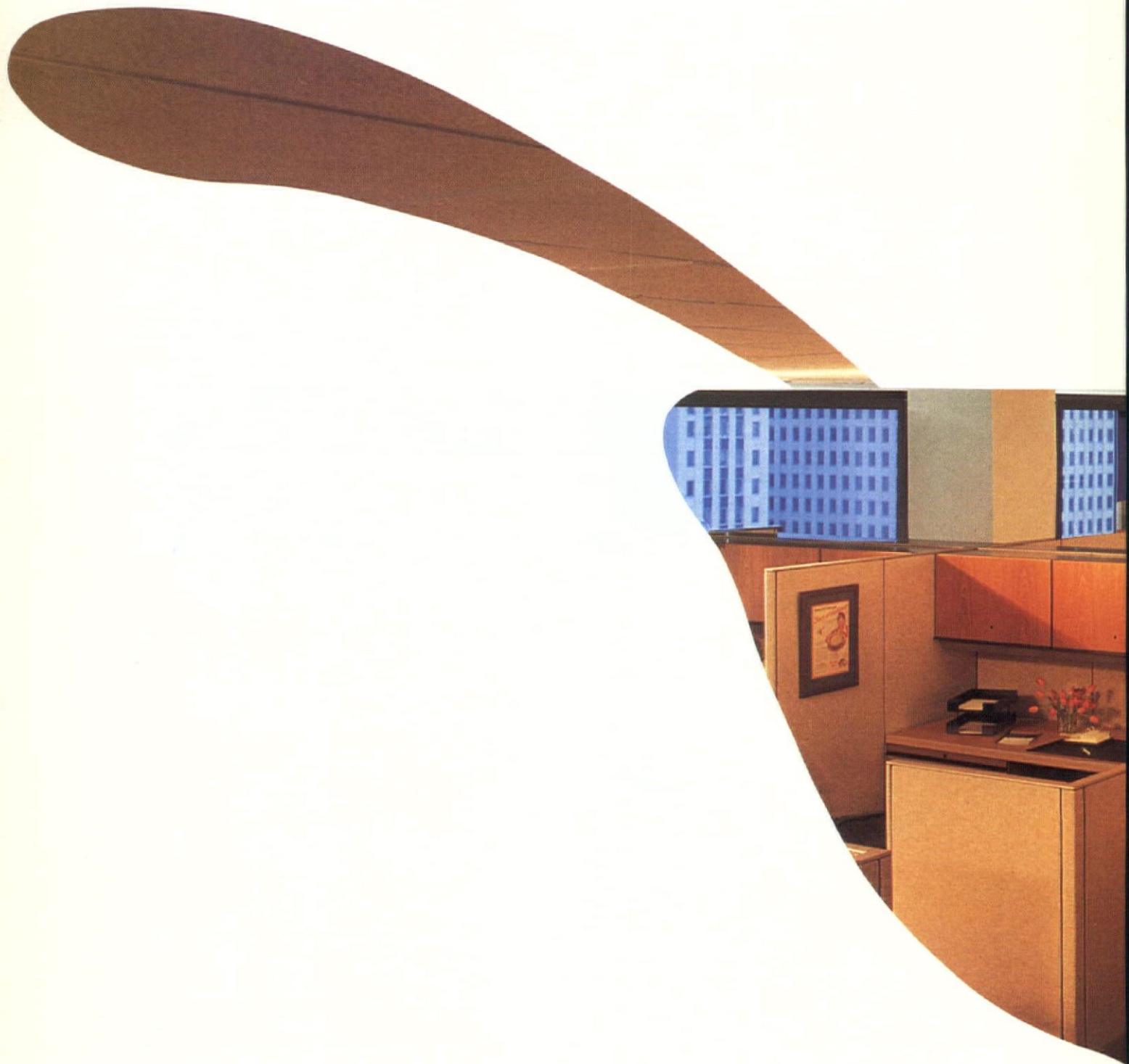
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*Sara Marberry, CONTRACT's executive editor, will moderate one session and also present a portfolio of healthcare projects at the all-day program at The Merchandise Mart, Chicago, August 10.*

### **Mart & CONTRACT sponsor healthcare program**

**Chicago**—Capitalizing on growing interest in the healthcare market, The Merchandise Mart and CONTRACT have teamed up to sponsor an all-day program in Chicago on August 10. Four different presentations geared for interior design professionals and healthcare facility owners will be given throughout the day.

Dr. Stuart A. Wesbury, Jr., Ph.D., president, Foundation of American College of Healthcare Executives, will discuss "The Future of Healthcare: Changes and Choices." "Making the Right Decisions—A Collaborative Effort," is a panel discussion with Nancee Ariagno, senior project coordinator, Northwestern Memorial Hospital, Chicago; Thomas Slater, principal, Kahler, Slater, Torphy, Milwaukee; Jerry Quebe, managing principal, Perkins & Will, Chicago; and Sara Marberry, executive editor, CONTRACT, as moderator.

Janet Carpman, Ph.D., Carpman-Grant Associates, Ann Arbor, Mich., will do a presentation based on her research, titled, "No More Mazes: All About Wayfinding in Healthcare Facilities." Sara Marberry is scheduled to give an overview of outstanding healthcare projects in "Healthcare Design: A Personal Portfolio." In addition to these sessions, some Mart tenants will also host luncheon seminars or presentations in their showrooms.

There is no charge for the program, but those planning to attend should register by calling The Mart at 312/527-4141. Seating is limited.

### **New Design Center opens in Oakbrook, IL**

**Chicago**—The Design Center, a new shared-services office building for design professionals, has opened in Chicago's western suburbs near the area's Oakbrook Center and business district. The three-level, 52,000-sq.-ft. space, developed by Shafer Associates,

Inc. and Richard P. Jarosz and Associates, Inc., offers permanent, as well as temporary and short-term furnished space. By centralizing business services and facilities to reduce tenants' overhead costs, the Center hopes to attract new and growing firms in the related firms of architecture, interior design, engineering, advertising, and graphic design.

Billing itself as "the first commercial building devoted solely to the specific needs of design professionals," the center supplies common creative and technical resources to specifically support a small design firm's upstart, operation, and growth, facilities manager Martha Adams says. The resource library features a full-time librarian managing product and material information, references, and periodicals. Tenants also have access to the building's graphic support service shops, in-house blueprinting, and photostat equipment.

### **Co-venture hopes**

More traditional office services are also available, including typing, word processing, and other clerical functions; financial programs, such as accounting and payroll processing; and a range of human resource aids.

These resources are also available on a subscription basis to firms not leasing office space. By bringing together a large number of small companies, the development team behind The Design Center hopes to foster co-venture projects. The environment can give "smaller creative firms the opportunity to participate in larger scaled projects than they could otherwise undertake themselves," Adams says.

About 70 percent of the space of The Design Center has been leased. For more information, contact Martha Adams, 2001 Spring Road, Ste. 430, Oak Brook, IL; 312/572-1890.



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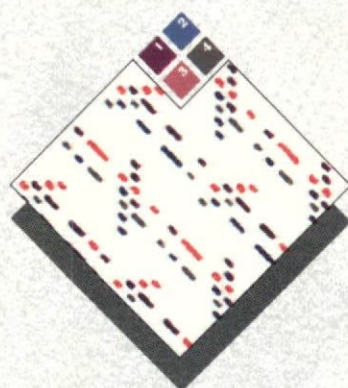
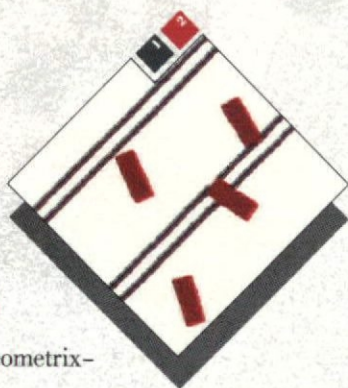
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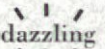
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*The Contract Design Center, San Francisco, now has almost three full floors of contract furnishings, with the recent signing of OFS (representing Knoll International), Haworth's Contract Interiors, Arcadia, and ERG International leases.*

## **DesignFest '89 fundraiser: furnishings & festivities**

**Orlando**—IBD North Florida will present DesignFest '89 August 4-5 at the Orange County Convention/Civic Center, Orlando, Fla. Sponsored and produced as a fundraiser, DesignFest will exhibit the latest product lines and services available from local, regional

and national manufacturers, including Steelcase, Herman Miller, Knoll, and Krug.

This year's show will include more than 600 booths and 120,000 sq. ft. of exhibit space, and is expected to draw over 2,800 designers, architects, students, and affiliated trade professionals. Industry representatives will judge product presentations during the show.

DesignFest '89 will run from noon to 5 p.m. on August 4, and 9 a.m. to 5 p.m. on August 5. Fees are \$10 in advance, \$15 at the door, and \$5 for students, plus \$15 in advance for the "Night in the Tropics" cocktail party. For more information, contact the North Florida Chapter IBD Office at 122 N. Orange Avenue, Ste. A, Orlando, FL 32801; 407/648-9038.

## **Atlanta Mart to expand floorcoverings space by 50%**

**Atlanta**—The floorcovering showroom area of the Atlanta Merchandise Mart will be expanded by 50 percent, following the relocation of the gift industry space.

With the completion of the Atlanta Gift Mart, Floors 1 and 2 of the Merchandise Mart will be areas for registration and temporary exhibit space; Floors 3-8 will feature floor coverings showrooms; 9-21 will display residential furniture, high-end furniture and home accessories showrooms; and floor 22 will still display contract products. For more information, contact Lynne Weller, 404/220-2115, or Kate Nerone, 404/220-2121.

## **San Diego Center plans contract design floor**

**San Diego**—The San Diego Design Center has announced that its third showroom floor of contract furnishings has been partially leased to OFS (Knoll International), Contract Interiors (Haworth), Arcadia, and ERG International. The floor is expected to contain 20 showrooms, approximately 5,000 sq. ft.

Almost 50 percent of the 80 residential showrooms on the first two floors have been leased to F. Schumacher & Co., Brunswick & Fils, Randolph & Hein, Kravet Fabrics, Decorators Walk, Kneedler-Fauchere, Century Furniture Company, Paul Singer Floor Coverings, Sinclair Wallcovering & Fabric, Showroom IV, Cambridge West, and Treasures.

The San Diego Design Center is also planning to maintain a permanent Landscape Exposition, which will function as an outdoor display area for exterior furnishings, lighting, and sculpture. For more information, call Len Lemlein at 619/587-1353.

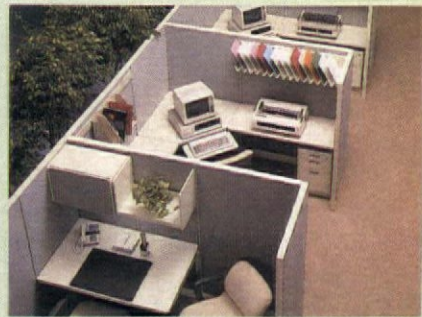
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Renowned Japanese architect Edward Suzuki was honored at the Dallas Design District in March at the onset of his "Anarchitecture" exhibit tour. Some of his more popular works from the exhibit include: the Onward Daikanyama Fashion Building (right), and a hotel resembling steel tubing (far right).

## Zen & the art of anarchitectural maintenance

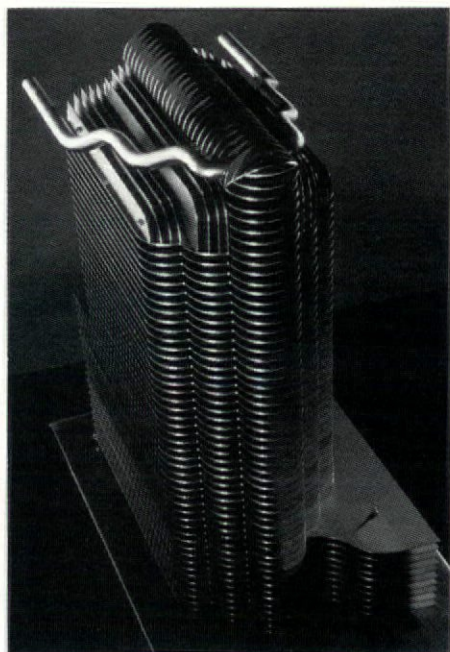


Japanese architect Edward Suzuki has developed his own style by creating new ideas. And taking them apart. And leaving them that way. And it is just such an anarchic vision that fueled his recent U.S. show, "Anarchitecture."

Originally assembled to celebrate his firm's 10th anniversary, the show, which consists of 21 drawings and 23 intricate corrugated cardboard models, took the American design scene by storm when it was introduced in late 1988. Suzuki describes his work as a combination of anarchy and architecture (thus the name)—"uniting a structure while creating the illusion of breaking it apart. Behind every man's desire to be creative there is a stronger passion to be destructive," he explains. "This is what Anarchitecture is all about."

Ask how he developed this Anarchitecture idea and he'll tell how, as a child, he would take apart the toys his parents gave him. "I liked to break things," he admits. "Maybe now I am an architect, a builder, to make up for that."

Suzuki's childhood quirks aside, education and seminal influences came largely from his work in America. A student at Notre Dame and the Harvard Graduate School of Design, he initially worked

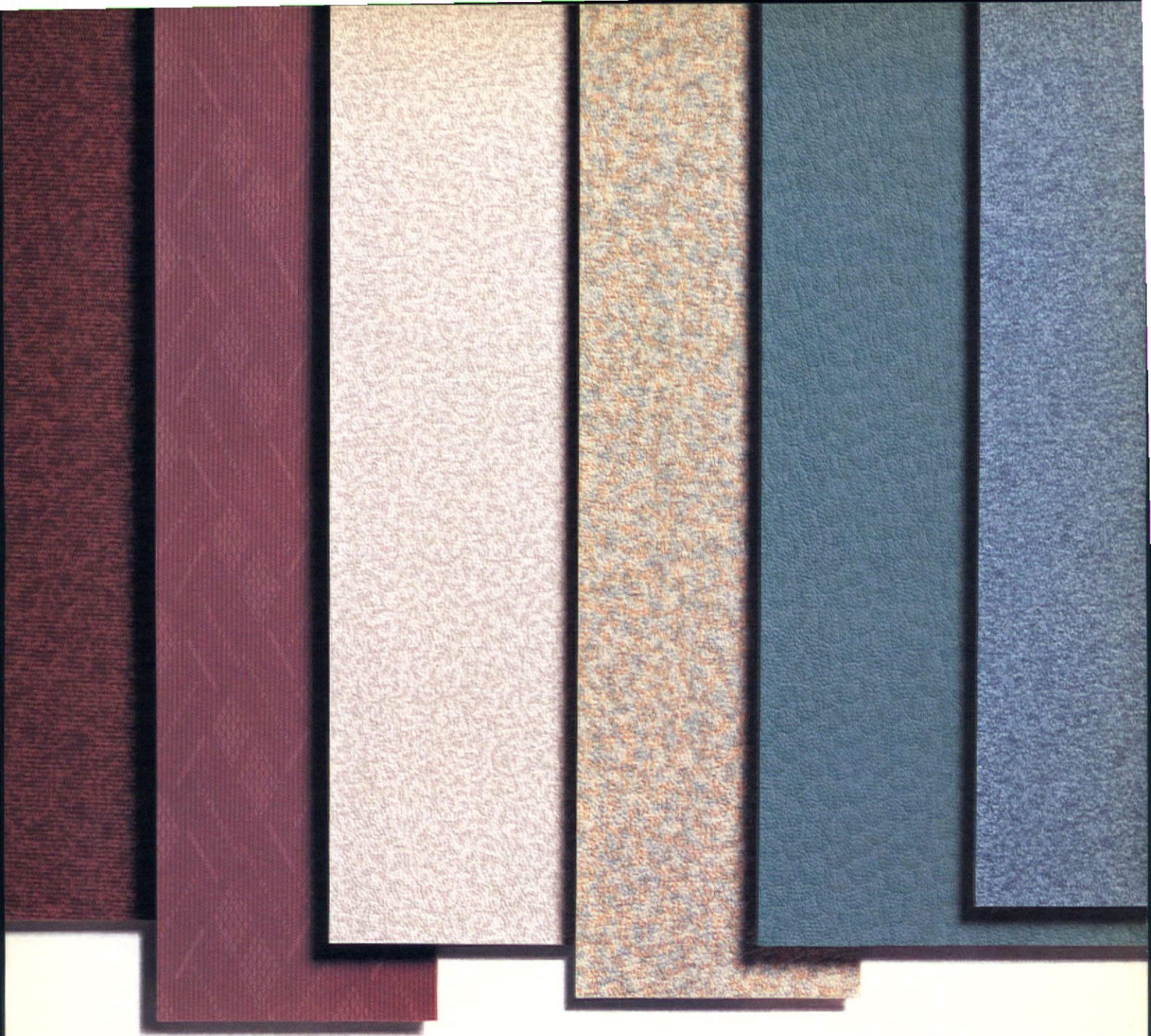


with Isamu Noguchi at the Boston office of Fuller and Sadao. Following Naguchi's recommendation to Japanese architect Kenzo Tange, Suzuki returned to Japan where he worked with Tange's firm for a year before establishing his own office. While he credits Noguchi, Tange, and Buckminster Fuller as his primary influences, Suzuki maintains that Anarchitecture stems from his personal design philosophies and fancies.

### 'Cannot escape from evil'

"I cannot help but think how crucial and critical aggression, destructiveness, and what are commonly understood as 'anti-social' factors are to our well-being," he says. "As much as we would like to commend the good and constructive side of our nature, we just cannot escape the evil and negative aspect that hangs around ourselves like a shadow. As there is darkness only in relation to light, reciprocally we can recognize light only in relation to dark. It's as though evil is an antidote of good. Similarly in architecture, destructiveness is a shade of constructiveness."

*Continued on p. 20*



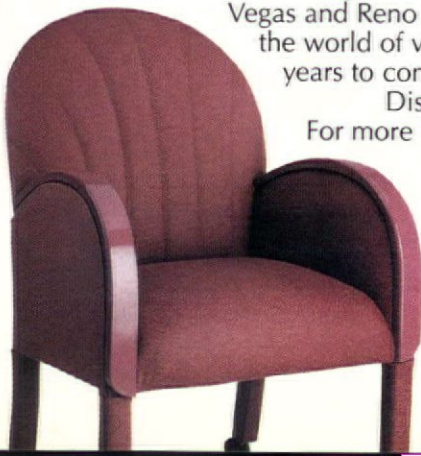
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"Behind every man's desire to be creative, there is a stronger passion to be destructive." Thus, the essence of "Anarchitecture."

*The Jewel A Building (below) sports a facade partially covered by a steel screen randomly slashed to reveal steel lattice and a section of the glass-enclosed interior.*

## Comparison to deconstructivism shunned



*Continued from p. 18*

At the core of Suzuki's style are his facades, achieved through the use of unusual combinations of materials, such as steel where concrete might be or brick where the steel leaves off. Once the overall design has been established, he picks at the exterior until he finds a look that works anarchitecturally, creating structures that not only demand a second look, but that become works of art. "I consider it architecture oriented towards art," Suzuki says.

While none of his structures are even remotely similar, all offer a glimpse of what's inside and all follow the destructive theme Suzuki's name has come to represent.

Although much of his work is comparable to deconstructivist theories (and Suzuki will freely admit such similarities), he adamantly shuns inclusion under the collective umbrella of modern deconstructivists. The similarity, he says, is purely coincidental; he began work on his Anarchitecture theme more than 10 years ago, before the current craze ballooned into popularity.

"Critics like to categorize certain types of styles and after such press and media coverage, others who are not originators then start employing the style

to keep pace with the times," he explains. "I do not wish at this time to compare Anarchitecture with deconstruction. I am only content with pursuing my theme as a very personal game." That goal, Suzuki says, is still undeveloped. "My aim is to more fully explore the depth of this idea."

Response to his ideas in the U.S. has been overwhelming, he says, a remarkable feat considering the Anarchitecture show was coordinated solely as a personal retrospective and only became a touring exhibit after representatives of Exhibitions, Inc., of Scottsdale, New York, saw his work and convinced him to put it together as a show. Anarchitecture debuted at Designer's Saturday, New York, in October 1988, and was presented again in Dallas this spring. After Dallas, the show toured other U.S. cities before returning to Japan.

### Work is refreshing

Suzuki is both pleased and surprised with reactions here. While he has been designing largely for the Japanese market, he says Americans seem to be ready for his unique style. "There is more liberty in Japan as far as design is concerned and, hence, my work seems to be refreshing to many Americans who are rather limited, perhaps by their clients, to be quite conservative."

He attributes that liberty to the generous amount of work the current Japanese economy generates. "There is also a lot of work replacing aging post-war buildings at this time," he adds. "Perhaps because construction costs compared to land prices are so negligible, clients here tend to spend more money on buildings themselves. There also seems to be a greater turnover in Japan."

The Anarchitecture exhibit may soon tour elsewhere as more design center's internationally make requests, but Suzuki says he has no specific plans for expanding it. "It really is a very personal approach to design. I am not intent on setting a style or trend as such," he explains.—L.M.

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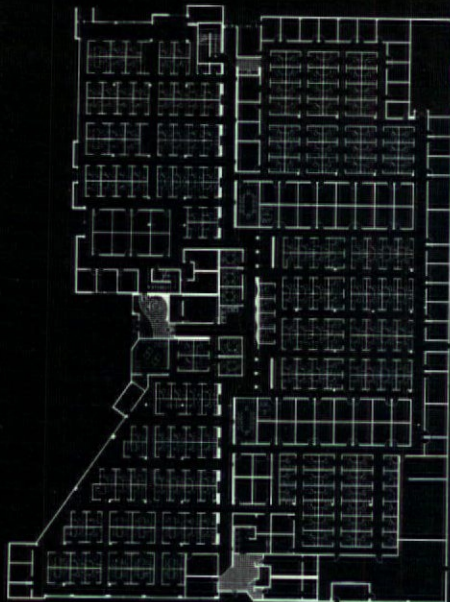
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*A corrugated aluminum wall, flanked by cylindrical yellow laminated columns (right), is lighted with colored gelled lamps. A vinyl-wrapped square column (upper right in photograph) shows the color distinction between office areas. Floorplan (above) shows quadrants of open office areas and central circulation paths.*

## Low-budget project demonstrates innovative use of color & materials



*By Sara O. Marberry*

A low-budget project often requires more creative use of color and materials to make it interesting. That's just what Gensler and Associates, Architects, San Jose, Calif., had in mind when it renovated IBM Building 15, a former electronics manufacturing facility in San Jose, into a 73,000-sq.-ft. office space.

Color plays an important role in the design of Building 15 to help guide the flow of people through the space and also as an artistic element. Through the use of color, the space is divided into six distinct areas, so-called "quadrants" of mostly windowless open office areas (five on the first floor, one on the second), surrounded by closed offices, with a central circulation path. "We didn't want a sea of workstations," explains project designer Sukhjit Johal.

Mustard, terra cotta, and blue are the three colors used throughout the space, primarily on vinyl-covered square columns in central circulation areas. Color is gradated down the corridor so that the value of each shade becomes lighter. Full-height private office doors are color-coordinated to correspond to each quadrant's palette. According to Johal, the three-color scheme was inspired by shades in the Herman Miller Equa office chairs specified for the project. Herman Miller Action Office in taupe fabric with a dark frame is standard furniture and colors for all IBM facilities.

Inexpensive corrugated aluminum walls, framed by bright yellow laminated cylin-  
*Continued on p. 24*



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*Gradation of the terra cotta square columns along a central corridor is seen in the bottom photo. The ceiling is centered in corridors, with the highest edge over the aluminum insert, which can also be lighted with a colored gelled lamp.*



## Lamps illuminate aluminum walls

*Continued from p. 22*

drical columns, are lighted with gelled lamps. The result is a unique combination of color and materials. The colored lamps can be changed seasonally, or to coordinate with artwork.

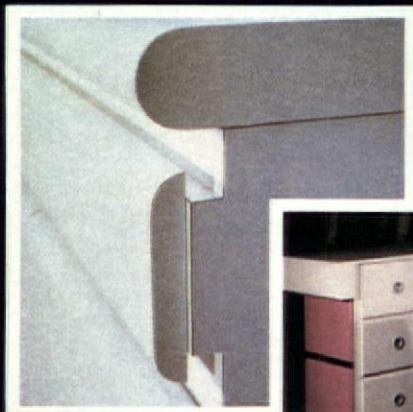
The same aluminum walls, with or without lamps, also appear at the end of major internal traffic paths and can be

viewed while both approaching the core and travelling through corridors. A corrugated aluminum wall is also the main focal point in the building's entry.

"Color is critical no matter what the project is," says Norma Spreeman, managing principal, Gensler, San Jose. "We used cooler colors because we wanted people to be complemented in this space. Bold, bright colors can fight with the people in a space."

According to Spreeman, who describes the space as "misty," the project had an original budget of \$20 per sq. ft., which Gensler brought in at \$17 per sq. ft. □

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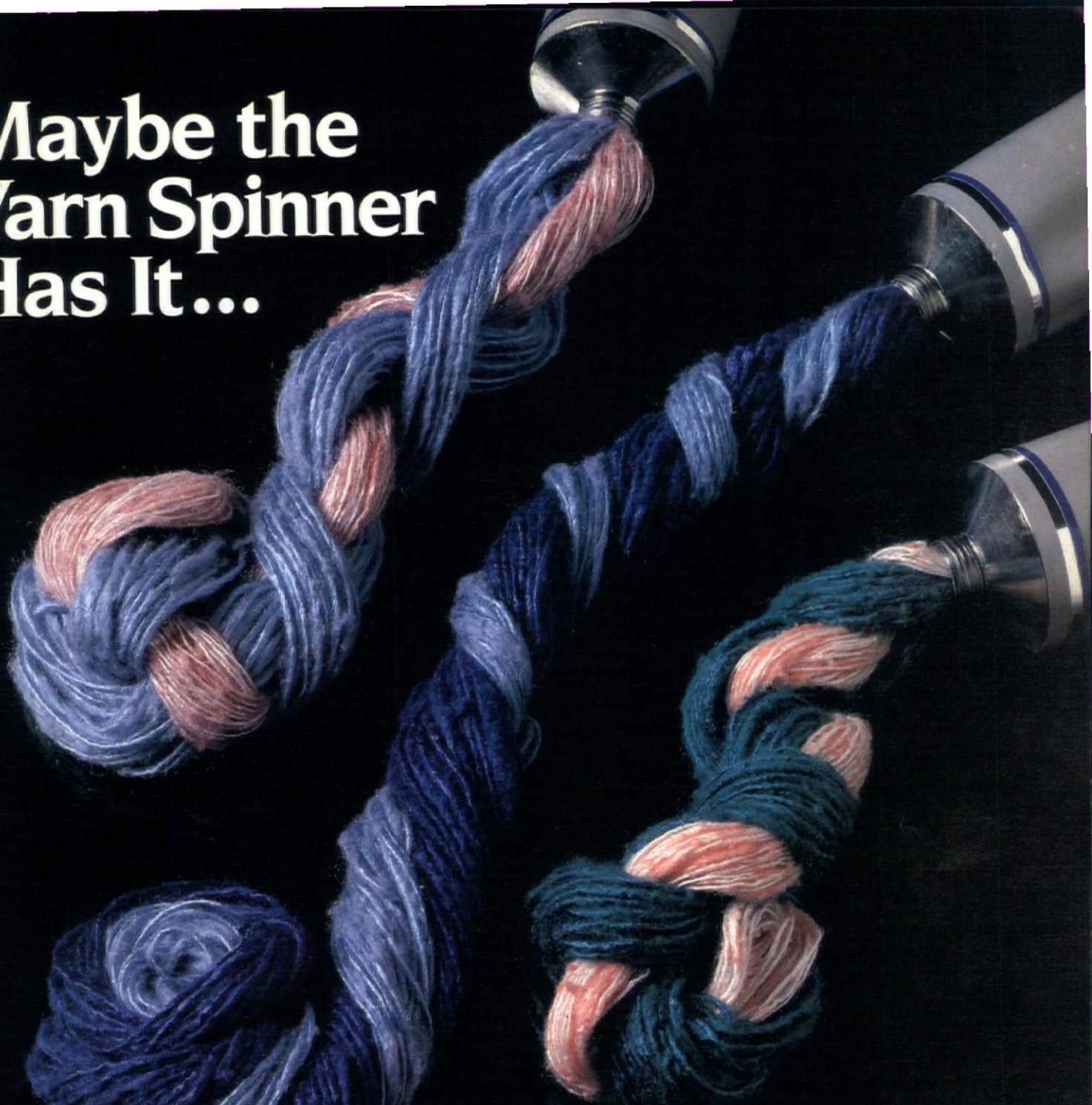
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Circle 15 on reader service card

*Philippe Starck (below, left) poses with Ara, his new lighting fixture designed exclusively for Flos. One of Starck's freestanding fixtures decorates a guest room at New York City's Royalton Hotel, recently completed.*



## Starck: Way out on design

By Laura Mayer

His designs are wacky, unconventional, innovative, and certainly startling. Since he blew into the international design arena in the early '70s, 40-year-old French designer Philippe Starck has won awards across the boards, most recently as the first recipient of France's Grand National Prize for Design by the Minister of Culture. Starck first came into his own in the early '80s when President Francois Mitterand chose him as one of five designers to renovate the interior of the Elysées Palace. He now has his own small company, which he runs with his wife almost wholly out of their home. Known lately for his highly acclaimed Royalton Hotel renovation in New York, Starck, bucking all established trends, is now designing fixtures for the Italian lighting manufacturer Flos. Starck's range of interests knows no bounds—he has created a bevy of individual designs from toothbrushes to urinals; sailboats to cities. At Lighting World International, New York, in May, CONTRACT Magazine discovered that Philippe Starck's thoughts are as disjointed and original as his designs...

**CONTRACT:** Your design for Flos, Ara, was named after your daughter. Is this a more personal approach to design?

**Starck:** My daughter really designed it. We were on a plane and there was



Photo by Andrew Garn

strong turbulence. One of the interests of children is the perception of these vibrations, so she drew the design from what she was feeling. That is my way of working now, what I call the "love style." There are many carefully made, marketed products now and this makes me a little suspicious. The big picture now is more of a stage for trends and I don't like trends, especially with custom products. Designers think they have to design something year after year, and it becomes design for necessity rather than for love or feeling, and because people tend to believe you, they trust you.

That is one point of my work, to be honest. The other idea is that I think the biggest problem in our society today is that people are more and more alone. That's why I work only when I think I can help people and one way to help is by trying to break that coldness and loneliness and give soul to the product. I like to think the pieces of furniture I make are like friends, like pets. This idea of love and affection between the product and yourself, mixed with intuition, is the main idea.

Ara is the prototype for my new way of working which can be an important vision for the future. I think it shows, that it's the end of the high-tech trend—so many lamps with too many complicated gadgets. Our lamp is very clean. It's just a lamp, a friend intended to last for a long time. That's why I'm afraid of trends—I want something that will last for a long time.

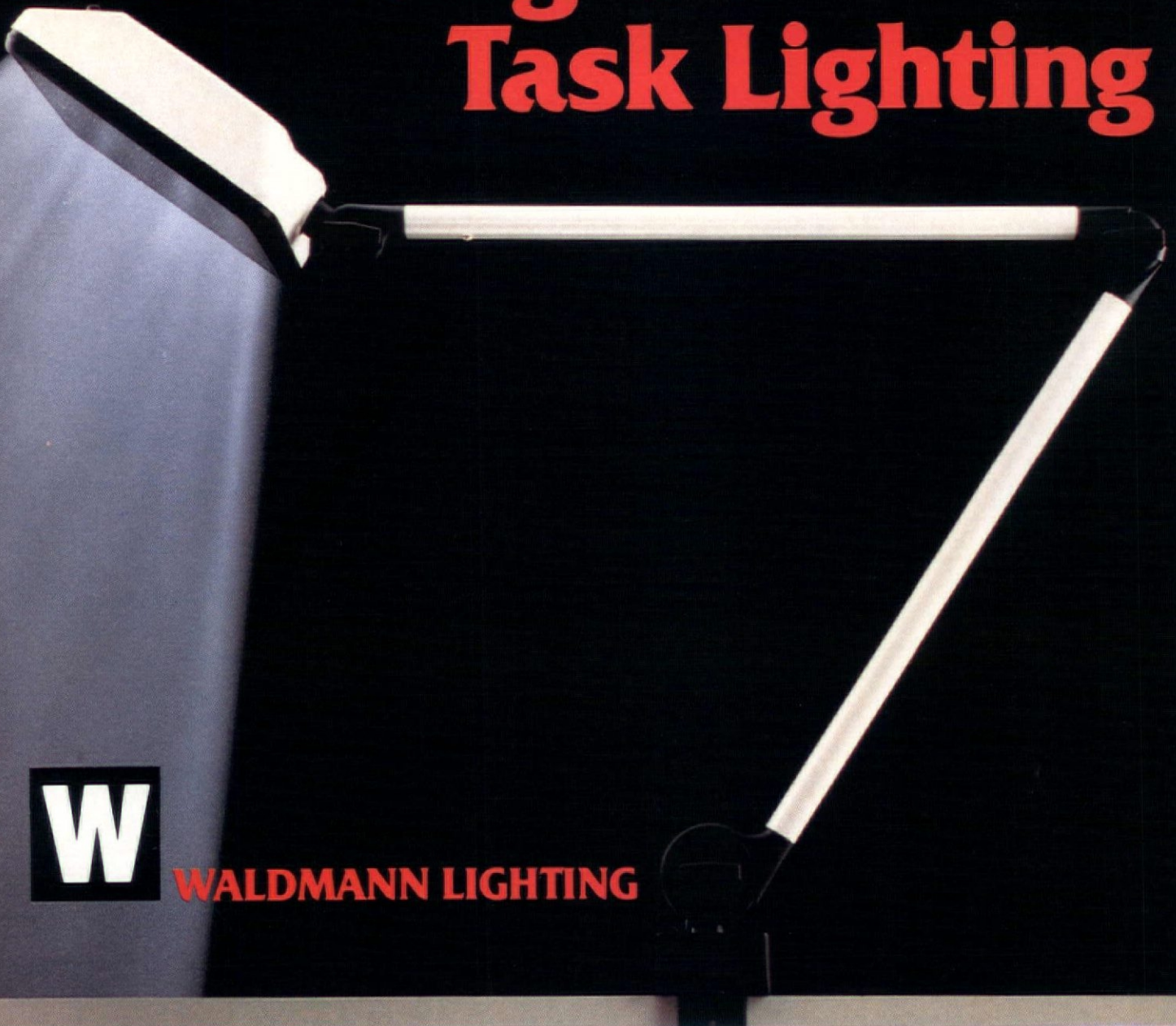
**CONTRACT:** So the gist of your work is to make people happy, to entertain.

**Starck:** Absolutely. Designing an object of furniture or a building is not interesting. The only way to make it interesting is to design something that you believe can help people to have a better life—and a better life can help people think better. If my work can make people think better, it's enough for me.

**CONTRACT:** When you are approached with an idea for the design of a new product, how do you look at it?

*Continued on p. 30*

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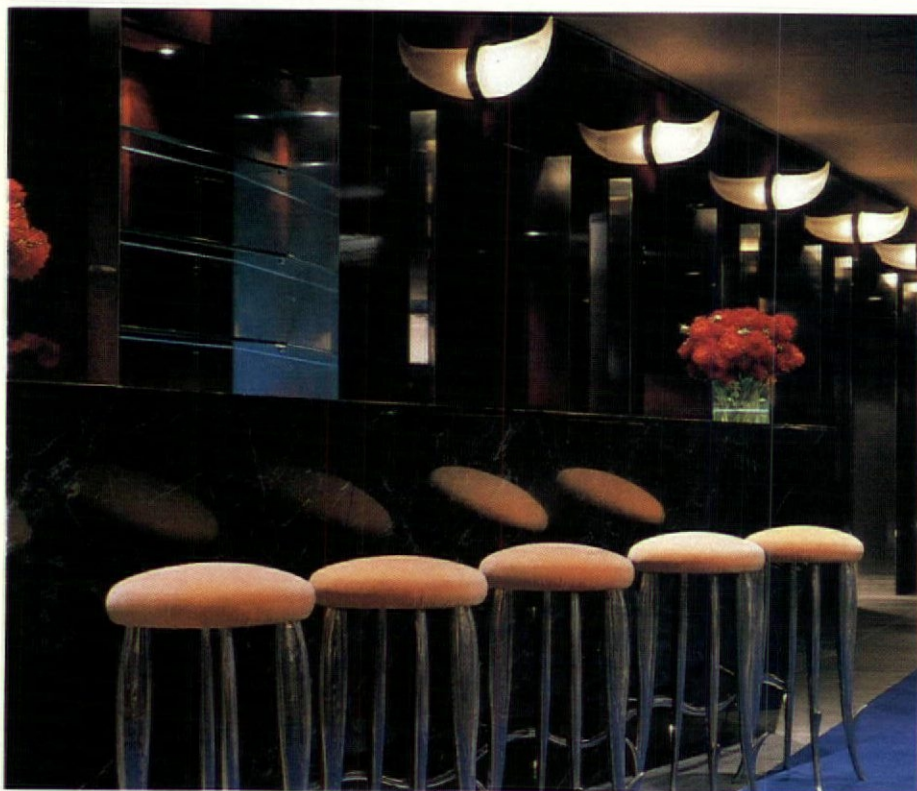
  
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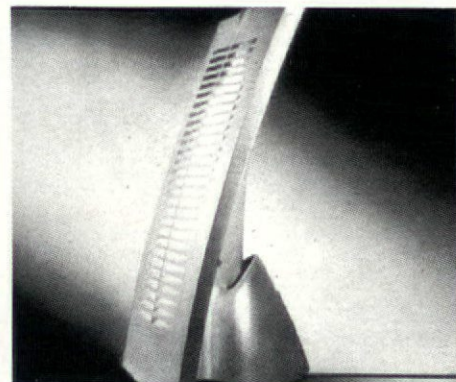
Circle 17 on reader service card

*Starck's horn-shaped wall sconces (below, left) line the bar in one of the Royalton's lounges. The Ray Menta Lamp (right) is another recent Starck creation.*

## 'Flos has worked with only 2 prestigious designers'



*Photo by Andrew Garn*



*Continued from p. 26*

**Starck:** I look at each as a relationship, as an adventure. First it's a proposition with a person. I don't work for, or with, a company, I work for somebody, with a friend. After I see these people believe the project is interesting, I then use the same logic, the same mental process, to design—whether it's a boat, a lamp, or a building.

**CONTRACT:** What brought you to lighting fixture design? Was it simply a natural transgression, the next step?

**Starck:** Lighting design is more interesting than other design because you don't play with materials, you play with light, something that doesn't exist, and that is fantastic. The fixture is contrary to the materials. With light you can make everything. When you design architecture you can make the best structure, but if the light is no good, it's nothing. Likewise, something that isn't very good can look incredible with the

right lighting. That's why the power of light is absolutely infinite. In that way, lighting design is more interesting.

**CONTRACT:** What are some of your favorite designs?

**Starck:** I like just about everything. In lamps, you can continue with the avant garde that has disappeared from a lot of design. Most simply, I love working with Flos because the people are all family. They have owned this company for a long time, and they will make me think. Flos always offers the sharpest product, and that's why it's both a cooperation and a personal relationship. That is also why I design lamps only for Flos.

**CONTRACT:** How did this relationship begin, and how long do you plan to stay with Flos?

**Starck:** We shall work all our lives together. How I came to Flos is a story of the secrets of Italy: People ask "Can you give me Starck?" and somebody else gets those connections together. In 20 years, Flos has worked only with two prestigious designers. When they opened the door for the first time to include another designer, it was like an invitation from God asking me to be the pope.

**CONTRACT:** Does a designer need an extensive technical background to design lighting fixtures?

**Starck:** Everything you need to know is intuition of materials, intuition about everything. Light becomes a little complicated, but your gut feeling is enough.

**CONTRACT:** What is your design philosophy; particularly in lighting?

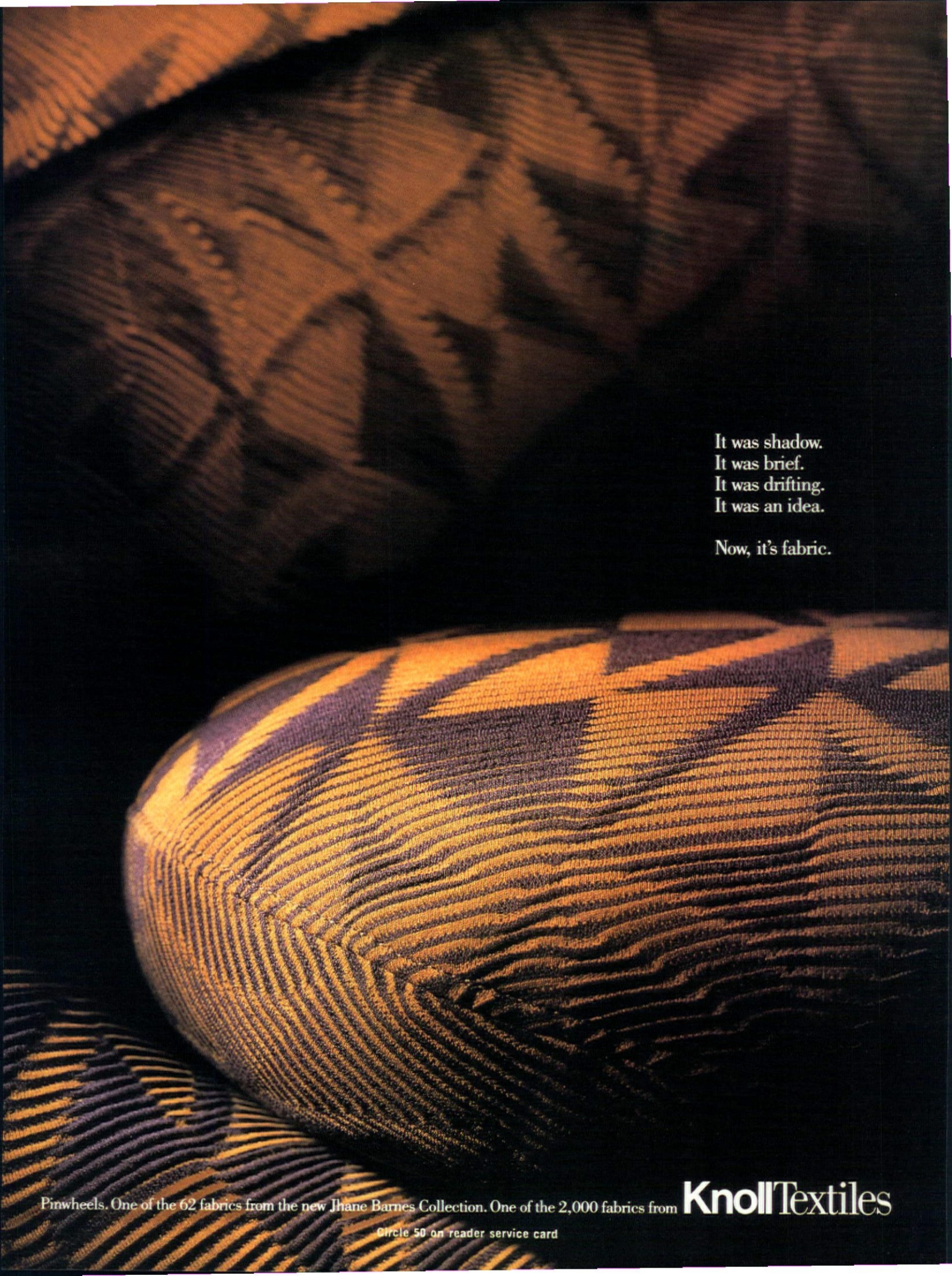
**Starck:** The object of art is almost not important. A light or lamp is first something to bring life into the room. It is like a piece of fire. That is my point.

**CONTRACT:** What are some of your other interests; what prompts you to branch out in so many directions?

**Starck:** I like to design everything that is interesting and it really doesn't matter about size or the scope of the project. I have designed kitchens, buildings, boats, bikes, toothbrushes, luggage, computers, bathrooms. I find something interesting in everything. Sometimes I

*Continued on p. 32*





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*Continued from p. 30*

will promote an idea, I will say I am working on something and see if anyone is interested.

**CONTRACT:** There seems to be a trend, if I may use that word, toward designers creating all the facets of their projects.

**Starck:** Yes, but it's very difficult. I could design for one building a toothbrush and another a urinal. It's more a question of philosophy than of design. And I don't think that today a lot of people would do many of the same things I do. I am really a bad client for a company because I do design all the pieces of a project myself. I am too lazy to open a catalog. That's a problem. When I look at a catalog I don't understand what they are trying to say and that puts me to sleep very fast.

**CONTRACT:** So if your laziness makes you more original, it can actually be a good thing.

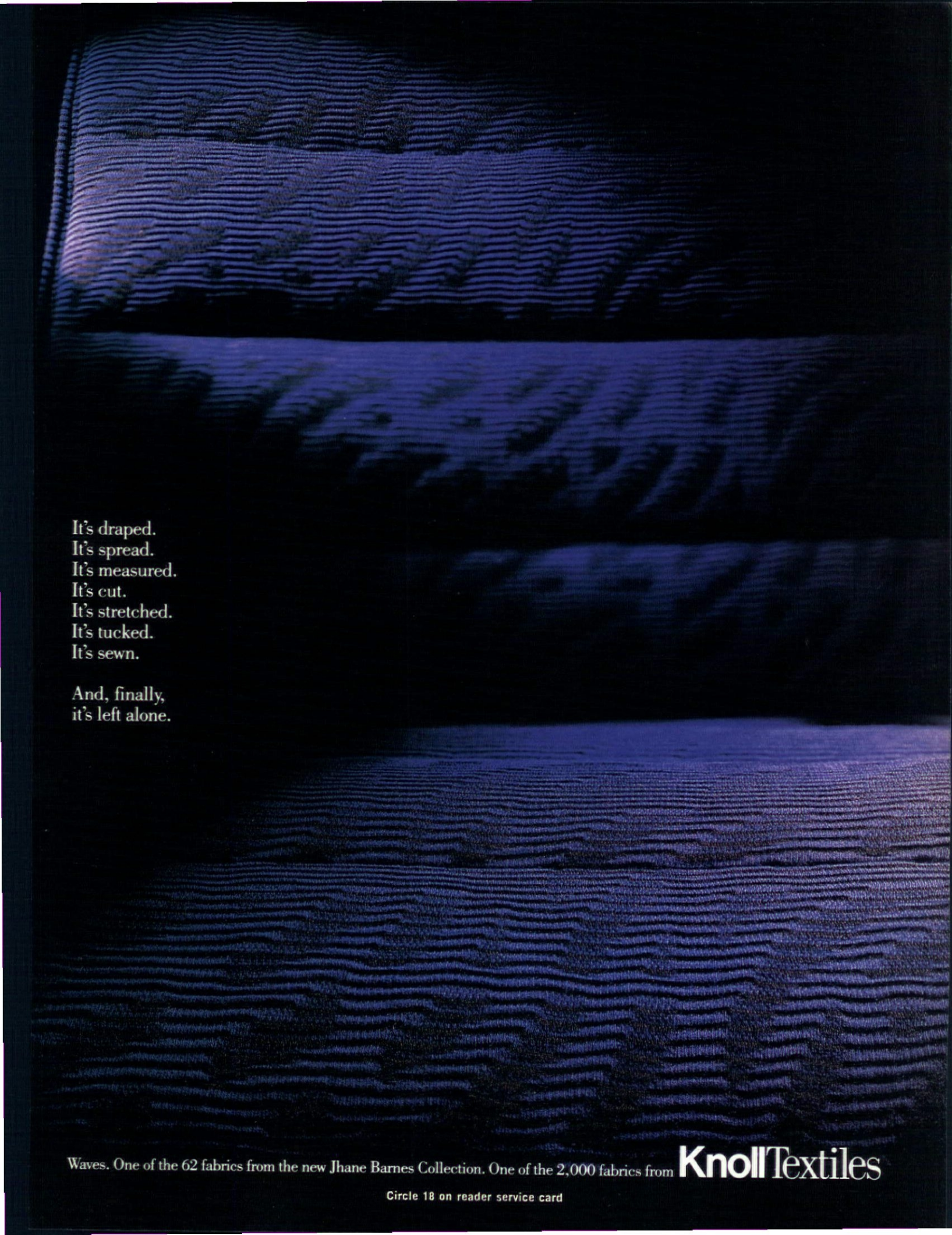
**Starck:** Yes. I love designing everything that the other designers don't like to do. When they think it's dirty or ugly, I love the project even more. Everything can be so funny, such an object for people to be happy about.

**CONTRACT:** Many people envision Philippe Starck as this man laughing to himself while he designs in his studio.

**Starck:** Yes, certainly, but if you have a real vision of me working it must be a little more like a dream, because I work almost all the time in my bed, I get so many ideas when I am sleeping. I have almost no office, just a very small company.

**CONTRACT:** What, then, is your favorite project?

**Starck:** Always, the next one. □



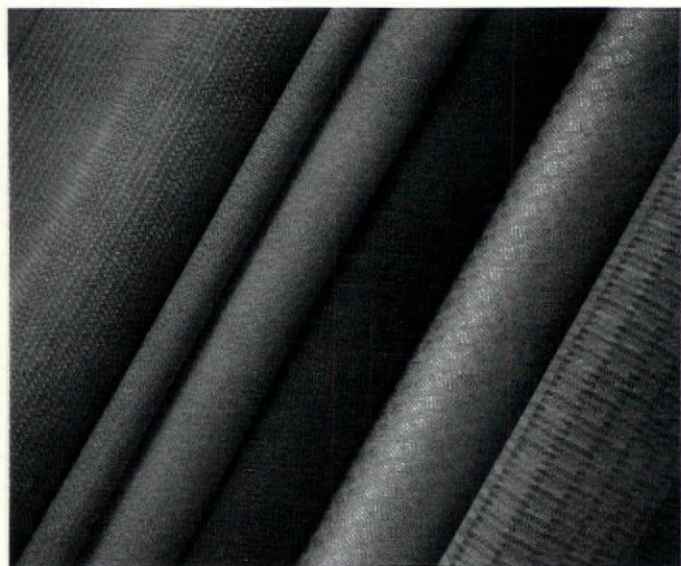
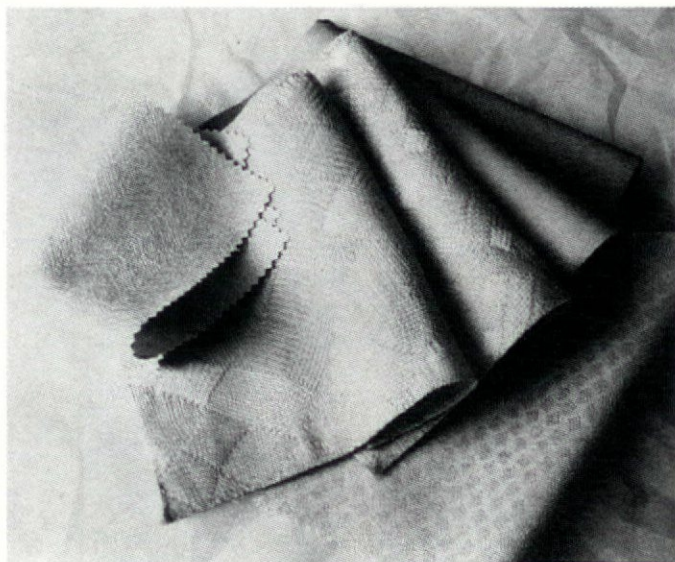
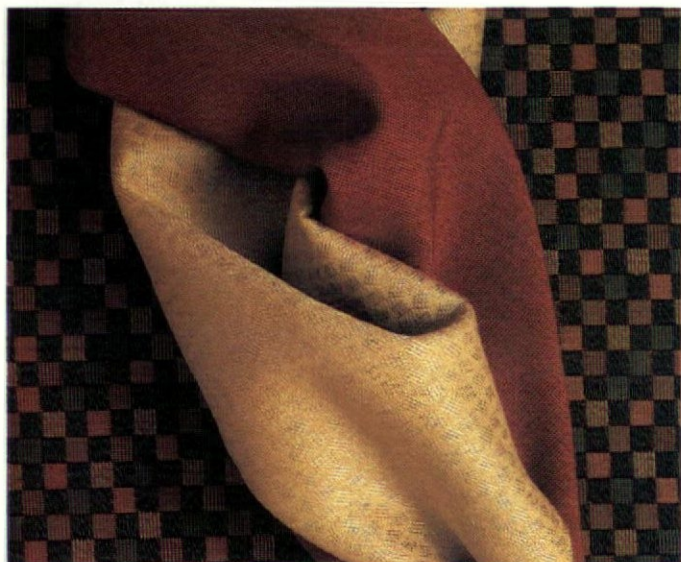
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**Circle No. 465.** —Elizabeth Olarsh



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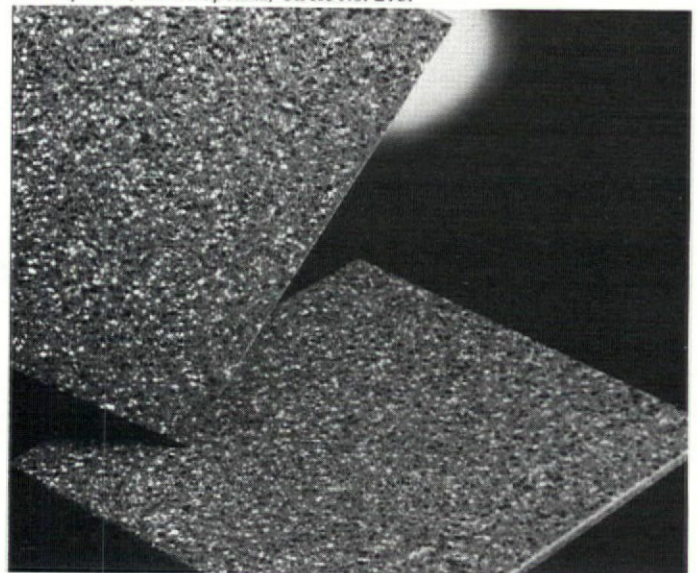
Italian Tile Center, Circle No. 277.



Cottoimpruneta, Tile Group Italia, Circle No. 279.



"Casa Aperta," Circle No. 278.



Gruppo Bisazza, Circle No. 276.

Sophisticated new looks, some first shown at Italy's renowned Cersaie Fair last fall, were on display at the third annual World Exposition of Ceramic Tile and Bathroom Furnishings, May 11-13, Chicago's McCormick Place, attended by 7,000 industry professionals.

Heavy duty commercial tiles at the show used advanced technology to

create a fused, smooth surface, nearly as durable as polished granite in several cases. Stone looks, textured surfaces, and softer fabric-like patterns focused on texture rather than printed pattern for design interest.

New sizes and configurations, such as octagonal tiles with smaller inserts, and squares with rectangles, offered drama.

Colors shown ran the gamut—from soft pastels to seafoam and emerald green.

Looking out on the show, a 25-ft.-high, all-Italian-tile display took shape under the hands of trained installers over the course of the three-day event, proudly entitled, "Casa Aperta—Tiles in Motion." —Elizabeth Olarsh



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## Worker satisfaction drops in latest Steelcase Study

*Fifth Louis Harris & Assoc. study for Steelcase reveals growing office worker dissatisfaction with management because of frustrated job aspirations, despite general satisfaction with physical environment. Problems stem from distrust of management.*

By Len Corlin  
Editor & Associate Publisher

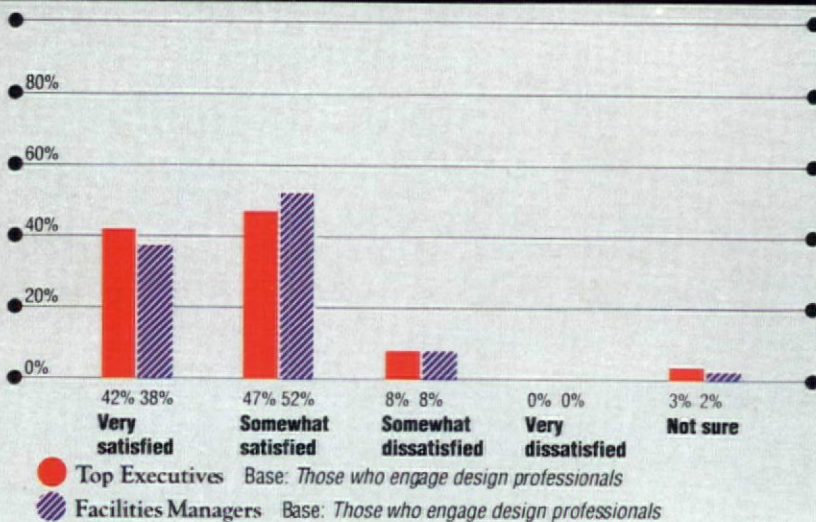
Deteriorating job satisfaction and a significant downturn in mood by office employees are salient conclusions drawn in the recently released Steelcase/Louis Harris & Assoc., Inc. survey of office workers. The fifth such survey of full-time office workers and management representatives across the nation and in Canada, reveals that the promising thaw exhibited by office workers toward management in the past two years is starting to freeze again, exposing a mental schism described by Louis Harris as "sobering."

Covering a broad range of issues involving the office workplace, the survey establishes a strong case of "frustrated aspirations" for office workers, who continue to want a number of things on the job that they feel are missing. Harris outlines several other important conclusions:

### Mood sours

"Compared to this year's polls, the 1988 Steelcase Office Environment Index reported worker satisfaction up slightly and some significant signs of a thaw in employee-management relations. This year, the mood has begun to sour," says Harris. The proportion of office workers who tell us they are 'very satisfied' with their jobs has dropped five percentage points in the past year, from 46 percent in 1988, down to 41 percent.

**Satisfaction with Design Professionals**



According to the poll, workers feel the most important job characteristic is for management to be "honest, upright, and ethical." Fully 87 percent see this as "very important," while a much lower 39 percent feel it is "very true" on their present job.

"The 48 point gap in management honesty shows no improvement at all," says Harris. "Workers just plain don't trust corporate management to deal with them fairly."

As for the things that office workers continue to want on the job that they feel are lacking, two of the most salient are the continued gap in pay and the chance to move up in the organization. "For office workers, reality on the job has not moved one bit closer to their aspirations to participate fully in the organization," says Harris. "The continuing frustration surely has dragged down satisfaction levels and the degree to which office workers see a connection between doing their job well and getting what they want most out of life."

Top executives on the other hand, underestimate both the satisfaction of office workers derive from their jobs and the connection they perceive between doing their job well and getting what

they want most out of life. Consequently, bosses are left without a clue that productivity might be related to workers' job satisfaction and a sense of connection between their work and the rest of their lives.

Interestingly, however, workers also feel "pushed to the wall" in terms of productivity. "The percentage of workers who are certain they are doing as much as they reasonably can has risen steadily from 42 percent in 1978 to 49 percent today," Harris states.

"We asked office workers about three specific characteristics for the first time this year," says Harris. "They are skill development, contribution recognition, and employer empathy. The information garnered from these characteristics shows that the opportunity to grow and be recognized as an *individual* is highly important to office workers, but that

*Continued on p. 42*

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## Acquisitions, reorganizations cause turmoil, study reveals

*Continued from p. 40*

their aspirations in this regard are also largely unfulfilled."

"Eighty-four percent of all office workers say having the opportunity to develop their skills is "very important" to them. "Indeed," comments Harris, "this characteristic ranks second in importance after honesty in management. But only 43 percent say it is 'very true' on their present job, producing a huge gap of 41 points."

Eighty-one percent say it is 'very important' that management recognize their contributions, placing this item third on the importance list. With only 38 percent saying it is 'very true' of their present jobs, there is a 43-point gap," Harris continues.

"Seventy-six percent say it is 'very important' that management truly care about employees as individuals, compared with only 27 percent who say this is 'very true' on their present jobs—for a huge 49-point gap," he concludes.

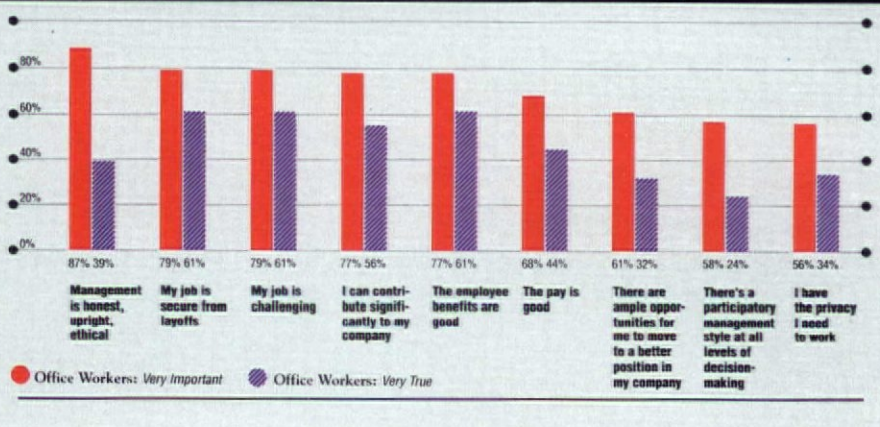
### Turmoil in workplace

This year's *OFFICE ENVIRONMENT INDEX* confirms that there are other things going on as well that contribute to worker frustration and management misunderstanding. The souring of mood takes place against a backdrop of reorganization, layoffs, and merger and acquisition activity.

Another facet of the report points out that computer use is so commonplace, that more than four in five office workers nationwide would favor an organization policy setting standard practices for the safe use of video display terminals.

Harris asks: "What impact does the physical environment, for better or worse, have on productivity?" He answers, "Overall, a sizable 69 percent majority of all office workers say it is 'very important' to have the right kind of physical environment in order to do as much work as they reasonably can."

**Importance and Prevalence of Office Characteristics: Office Workers**



**Importance of Physical Office Environment**



Top managers, conversely, tend to underestimate the value workers place on the office environment.

When office workers are asked about the importance to their productivity of 10 specific workspace features, majorities deem it "very important," with proper lighting leading the list at 92 percent, followed by comfortable climate control—81 percent, comfortable adjustable chair—73 percent, suitable workspace to spread out and display work—72 percent, adequate storage and file space—65 percent, privacy and quiet—59 percent, and an attractive work area—57 percent. Workers generally feel that most of their needs relating to the physical environment and productivity have already been met, despite a

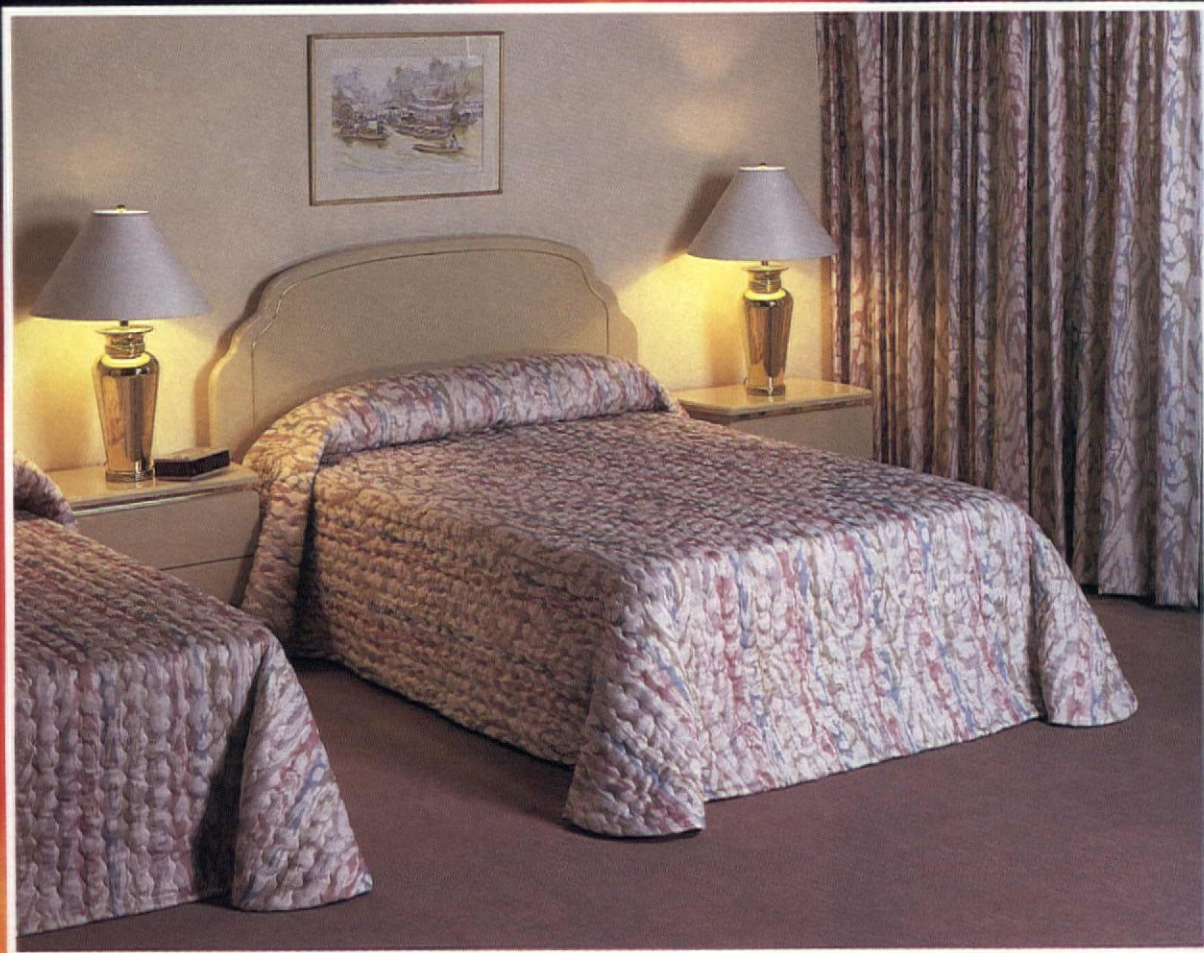
contrarian view by designers' visions of the "ideal" office.

The survey also revealed that computer and telecommunication needs are top office design factors and will have a great deal of impact on facilities design.

Finally, office workers favor mandatory drug testing and AIDS screening as part of a list of health programs favored by the majority of U.S. workers.

The study is replete with other office design issues of interest to the A & D community and is offered free to practitioners, **Circle No. 266** on the Reader Service card at the back of the book.

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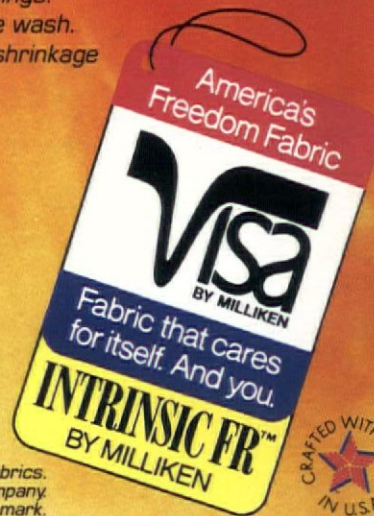
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## Anatomy of a computerized project

By Joyce M. Kelleher

Walking through the new corporate headquarters of BMW of North America, Inc., Woodcliff Lake, N.J., nothing in the installation of 425 workstations appears unusual. The 205,000 sq. ft. landscape, on three floors, features the clean, understated elegance of Elective Elements by Stow & Davis, in keeping with BMW's image of high design and high technology.

What is strikingly different about this installation, however, is how it came to be. BMW is an "electronic installation" that utilized computers through every step of the process, from initial programming and space planning to order entry and manufacturing.

It stands to reason that a company known for high design and high technology would opt for a state-of-the-art approach to the fit-out of its new corporate headquarters. BMW Corporate Property Manager William Caver and Senior Project Coordinator Carol Tornello knew from the outset that CADD-generated interior design was desired in order to provide a facilities management tool compatible with BMW's existing computer system.

### More than just a tool

Through the cooperative efforts of CUH2A, Architects, Engineers, Planners, Princeton, N.J.; General Office Equipment (GOE), the New Jersey-based furniture dealer; Steelcase, and BMW, the project went well beyond the use of CADD as simply a design tool. It is an example of how computers and currently available software can be used more fully to manage complex interior design projects, insure greater accuracy, and save time and effort.

CUH2A has been using CADD for about five years, and has found it to be an invaluable tool on any project involving a

*Joyce Kelleher is Director of Interior Design at CUH2A Architects, Engineers, Planners, Princeton, N.J.*



number of repetitive elements because it takes the drudgery out of drafting and allows designers to focus on design. The BMW project was the first time, however, that the limits of available technology were fully explored.

Space planning, workstations, standards and furniture layouts were designed by CUH2A on Autocad, one of several CADD systems used by both the design firm and BMW. In addition to Autocad, CUH2A used the Steelcase/Stow & Davis Elective Elements Autocad library, the first time a manufacturer's library was utilized. It turned out to be an invaluable tool, allowing workstation and furniture layouts to be completed quickly and precisely, with accurate dimensions and descriptions for every panel, workstation, and piece of furniture specified from Elective Elements, eliminating the need for manual counting.

The BMW facility contains about 425 total workstations, in six different designs, using 3,785 panels. Using CADD and the Steelcase/Stow & Davis library

*The Woodcliff Lake, N.J. headquarters of BMW of North America was a completely electronic, CADD-designed installation involving 425 workstations. Computers were used for everything from initial programming to order entry.*

meant each workstation type had to be designed only once, and then assigned specifier code numbers provided by GOE to each element. Every other 'like' workstation in the floorplan was then replicated as needed. A similar procedure was followed on a separate CADD layer, or drawing, for the panel floor plan, where changes were just as simple. If an element in a workstation was changed, the change only needed to be made once, and a new specifier code assigned. The computer then updated all workstations and the database.

Using the Steelcase library, CUH2A's Computer Resources Department de-  
*Continued on p. 48*





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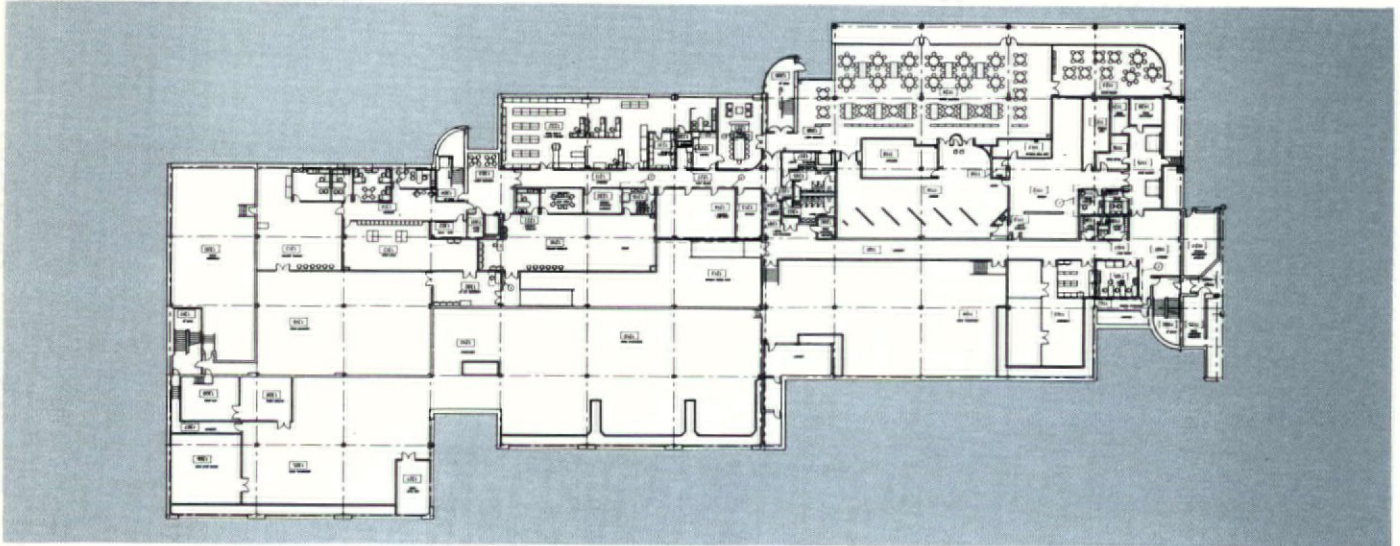
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## Menus insure quality-control



Continued from p. 46  
veloped customized computer menus for the BMW project. The menus allowed designers to select a menu item, such as "Workstation A" and label or tag a particular workstation in the layout with that description. Each menu item was backed up by descriptive data that included information on the components of that workstation, including finishes and options. The menu replaced the traditional designer's project notebook.

John Majoros, CUH2A project manager, recalls, "The menu also built an added measure of quality control into the design of the project. Seeing the attributes of a workstation on the menu every time it is selected helps refresh the designer's memory."

Once furniture and panel floor plans were designed and reviewed, CUH2A's floppy disks were turned over to GOE. Using specifier codes assigned by CUH2A and the electronic catalog in their business computer system, GOE built a complete electronic database of the project. GOE coded each workstation as a single unit and established zones within each of the three floors of BMW to provide more manageable units for the furniture and panel take-offs and to assist in the later scheduling, staging and delivery of systems for installation.

CUH2A then reviewed and checked GOE's work, and the floppy disk was turned over to GOE for a computerized furniture and panel take-off. "The ability to do the take-off by computer eliminated hours of manual counting and organization," says Ted Grillo, senior account manager for GOE. "It also eliminated the chance for human error that often occurs in such a tedious task. In a non-computerized process, we manually count all of the furniture and panels from the designer's drawings. The information then has to be keyed into our computer, creating another opportunity for error," he adds. "All of that work is eliminated in the 'electronic order', because we're all dealing with the same single database. If I need to know how many 30 by 60 work surfaces are needed, all I have to do is ask the computer."

### Project standards are invaluable

Jack Manilla, GOE vice president, adds, "This information was transferred electronically to GOE's business computer system, which generated a multi-segmented furniture quotation using a catalog of Stow & Davis products as its database. This enabled us to pre-plan the 43-trailer order for sequential delivery and installation, by workstation, by zone, and by floor, all within the project's master schedule. The order was then transmitted directly to Steelcase's

order entry system, which scheduled manufacturing and shipments."

Insuring a smooth process required substantial planning. In every CADD project, CUH2A works with the client to develop a project standard, a document that defines how the CADD project will be documented and all of the procedures to be followed. "This insures that the client will receive useable electronic documentation at the end of the project," says Bob Lane, CUH2A's director of computer resources. "Because GOE and Steelcase were integral parts of the process, all four parties were involved in the development of the standard for the BMW project. Since everyone was using Autocad, the development of the standard wasn't as complex as it could have been. Most of our work focused on defining layering and text standards and procedures, and creating customized menus."

The project involved a large investment of time, but was well worth it. CUH2A plans to use electronic ordering on future CADD projects where it makes sense, now that the learning curve has been mastered. The job is much easier when you're all playing from the same sheet of music. □



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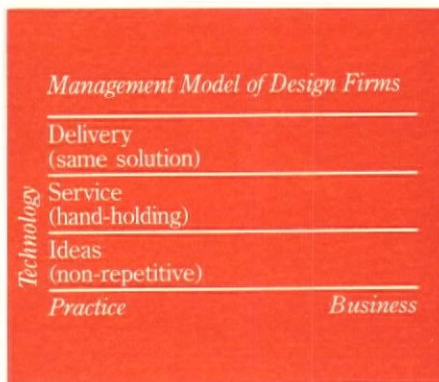
## AIA's CAH explores collaboration issues

Healthcare design, perhaps more than any other specialty area, calls for a collaborative effort between the architect, interior designer, and client. In the past, healthcare organizations have traditionally relied on their in-house people and an architect to come up with a master plan. Interior designers were selected almost as an afterthought to the design process.

But this is changing. As healthcare design becomes more complex, those involved have recognized the need for collaboration at an early stage. Such was the topic for a one-day symposium in May, co-sponsored by the American Institute of Architects (AIA) Committee on Architecture for Health (CAH) and Interiors Committee. Over 150 architects, interior designers, and healthcare facility owners gathered in St. Louis to attend a series of presentations on the issue of collaboration.

The first speaker on the program was Hugh Hochberg, a management consultant with the Coxe Group, Inc., a firm that specializes in design firm management. An architect by training, Hochberg's clients include healthcare design specialists. In his presentation, he outlined the Coxe Group's management model of design firms, which illustrates the concept of "delivery", "service", and "ideas" firms. Delivery firms offer the same type of solutions over and over; service firms emphasize responsiveness to client needs; and ideas firms offer non-repetitive solutions for each client. "Healthcare facility owners tend to want service firms," he said, "because they are large institutions and they need a lot of hand-holding."

Hochberg felt that collaboration is not necessary for delivery firms and that ideas firms do not get very many healthcare projects, mostly because of budget and time constraints. He pointed out that although an ideas firm's profit margin may be the same as the others, its cost of doing business is higher, so it must charge more.



*In the Coxe Group's Management Model, there are three types of design firms.*

He raised the question about whether collaboration is more successful when interior design and architecture are provided by the same firm. "Healthcare facility owners feel more comfortable with interior design and architecture under the same roof," he said.

Hochberg emphasized that early involvement of interior designers is a big issue, listing these key elements to successful collaboration among architects, interior designers, and owners.

- For individuals:
- they have talent
  - they respect one another
  - they are receptive to input
  - are willing to provide input early-on
  - have good interpersonal skills
- For groups:
- the decision-making process is understood and accepted
  - authority is clear
  - there is a collective commitment to collaboration
  - there are mechanisms for ongoing feedback
  - there is early involvement by all team members
  - the chemistry and style of the team fits
  - there is a goal commonality
  - there is agenda consistency
  - there is commitment for the duration

"A successful collaborative approach will bring consistency to work," said Hochberg, adding that education and communication are also important.

Other presentations during the day consisted of two case studies of different approaches to collaborative design. One was a 15-year project for the Aga Khan Foundation in Karachi, Pakistan done by Payette Associates, Boston. Iqbal Paroo, director of commissioning and operations for the Aga Khan Hospital and Medical College from 1978-80, stated emphatically that the project required an ideas firm—that it was the only way to achieve the Aga Khan's extraordinary vision and intent for the facility. On the subject of collaboration, Payette Principal Mozhan Kahn said that, "Architecture is an expression of inner realities of a project. Knowledge is one—only our ignorance divides the disciplines of architecture, interior design, and landscaping."

The other case study focused on the Kaiser Permanente/Fontana, Calif. wayfinding project done by Jain Malkin Inc., San Diego and HMC Architects, Ontario, Calif. As the largest health maintenance organization (HMO) in the world, Kaiser has many clinics, but Fontana was the first in the U.S.

Jain Malkin, principal, Jain Malkin, Inc., explained how her firm worked with HMC, Fontana's architect for 20 years, to implement the concept of wayfinding in a facility that had undergone many additions and renovations. "Master plans have nothing to do with helping people find their way around," she said. "When patients or visitors get lost in a hospital, additional stress and anxiety is created, producing unnecessary anger."

Said Russell Pielstick, project architect, HMC Architects, "Designers are now considered part of the HMO team, because in the end, the user responds to one design. Common goals, good communication, and mutual respect are essential components in a team effort." His keys to collaboration success include: a shared responsibility among all; laying the proper groundwork; and involving users during planning stages.

For more information on the Committee on Architecture for Health,  
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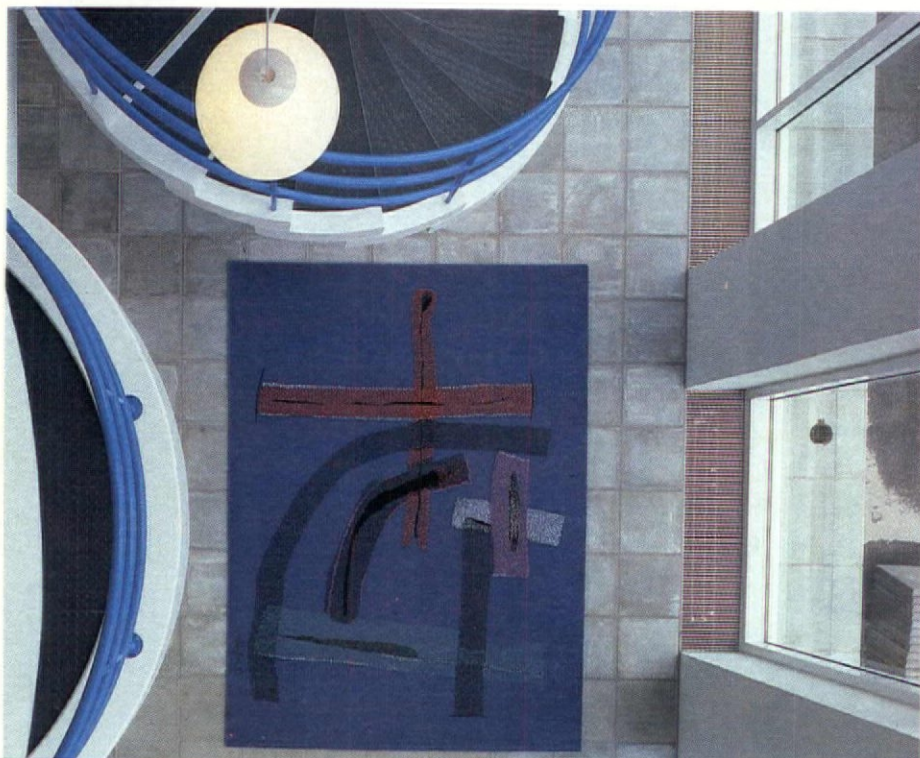
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# REPORT FROM DENMARK

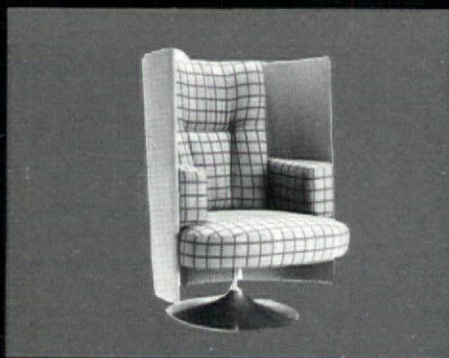
## Scandinavian design takes a breather



Ege Axminster



Ege Axminster



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Hjelleggerde Mobler



Millipede

By Caroline Siemers  
Managing Editor

"The European design community is resting up for the next big design wave," says Kari Asikainen, Finnish designer/professor, in defense of the lack of innovative design at the Scandinavian Furniture Fair, May 3 through 7, Copenhagen, Denmark. Speaking at a press breakfast sponsored by the Finnish Furniture Exporters' Association,

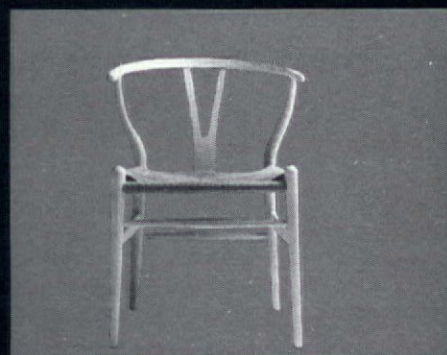
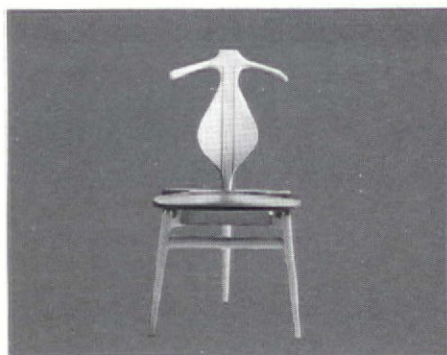
Asikainen went on to say, "The world of furniture design is clearly pausing for breath, wondering where it is headed. What will be the next 'ism'? I, for one, do not know, but am sure it will not be as frenzied as post-modernism has been. Everyone must be prepared to seek out his or her own path. There is more than one correct path to follow."

Fewer exhibitors, totalling 414 (280 Danish, 30 Swedish, 21 Finnish, 16 Norwegian, and one Icelandic), and a

drop in attendance (14,133 as compared to 1988's 15,517) earmarked a relaxed, slow-paced show. According to the Danish Furniture Manufacturer's Association, however, U.S. attendance remained stable, while Japanese attendance doubled (although the Japanese seemed more intrigued by the HVAC systems of the Bella Center than the furniture on display).

The poor attendance by both the public and design professionals may be at-





*Proforma*

*Three examples of the work of Danish chairmaker Hans J. Wegner (left, top to bottom), were part of a retrospective exhibition on display at the Scandinavian Furniture Fair.*

tributed to the popularity of the larger Milan and Cologne furniture shows in January and October, as well as to smaller domestic shows in each of the Scandinavian countries. National economic fluctuations also affected attendance. Finland, for example, is currently experiencing an economic boom, and is busy satisfying domestic demand (equally healthy for both residential and contract furnishings).

Design-wise, teak made a strong and familiar showing, dominating the floor. Standard designs were featured, outfitted with black drawer pulls or purple-toned wood with purple upholstery, and called "new."

Hidden among the platform beds and stereo cabinetry were a few gems, however. Kari Asikainen's Carbonara chair for Korhonen (Finland) was a big hit. Constructed of a combination of molded wood and carbon fiber, the stackable chair is extremely lightweight.

An energetic design, Carbonara seems reflective of the Italian Boldist "in motion" philosophy, appearing in the shape of a ski jumper preparing to take off. (Korhonen is available in the U.S. through International Contract Furniture, New York, N.Y.)

Hjellegjerde Mobler, a Norwegian manufacturer, was especially proud of its unusually shaped "Moon" chair. De-

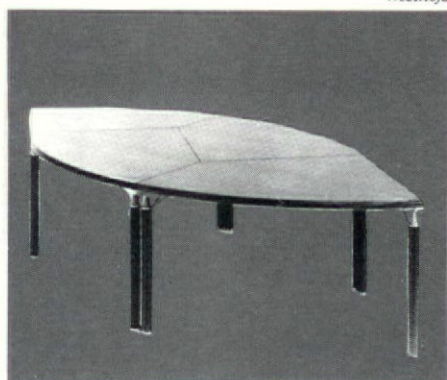
## Gems hidden among teak



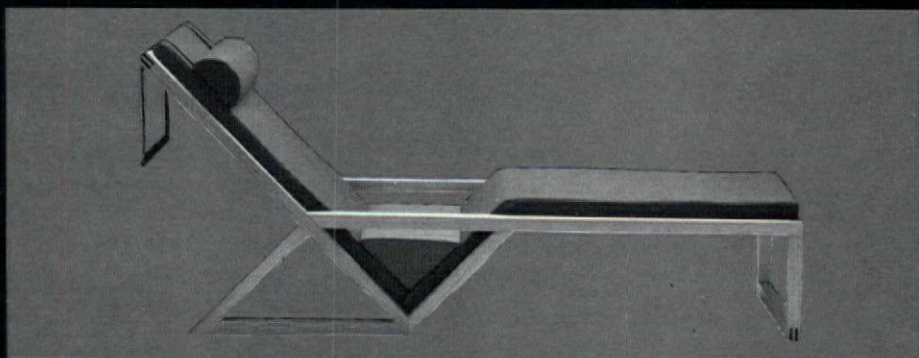
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signed specifically for restaurant/lounge or discotheque seating, the curvaceous upholstered design sits on a circular hardwood base.

Finland's Proforma offered simple yet dramatic chair that typified the Scandinavian love of curves and unusual proportions. Shown in black, the design features a jaunty A-shape with curved arms extending into legs.

A/S Chr. Linnebergs Mobelfabrik, a Danish firm, showed a line called "Design 2002" that included chairs, tables, and a chaise longue. The chairs are based on an unusual pentagonal shape with three legs—two at the base of the pentagon, the third extending from the tip of the form. An upholstered cushion fits snugly within the top of the pentagon for back support. Seat cushions are offered in black, while backrests are available in primary red, blue, yellow, and green brights. The chaise longue features an unexpected geometry of

planes and angles again filled in with snug-fitting cushions. (Interestingly, the company includes conference rooms and waiting areas among suitable lounge environments.)

A permanent resident of the Bella Center, Ege Axminster offers a line of rugs called the "Ege Art Line—20th Century Collection." The collection includes famous works by such artists as Paul Klee, Wassily Kandinsky, and Rene

No discernible design direction has emerged at the recent Scandinavian Furniture Fair, although some design gems were discovered by CONTRACT's editor.



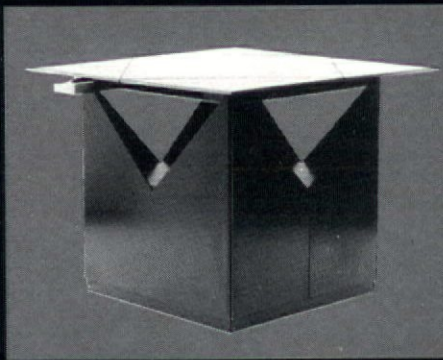
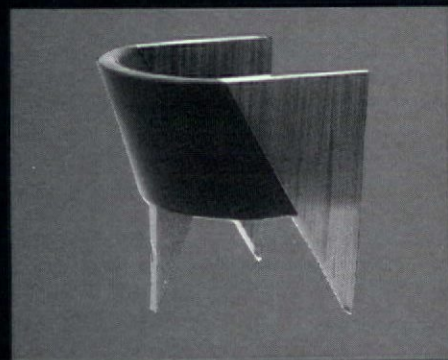
Plan Kaluste



Korhonen



Adelta



The Furnituregroup '83, from a collective of architects specializing in furniture, consists of the Saloon-chair (far left), by Peter Dam, based on an interplay of triangles, and the gaming table (near left), by Christian Woetmann, constructed of plywood.

Magritte, reproduced as rugs suitable for contract use. (Ege Axminster has offices in Union City, N.J.)

Among the most unusual pieces on display was a bench from the Finnish newcomer Millipede. The company uses industrial raw materials, and achieves a rough appearance "even after ergonomics and hardening by technology." Designers do not work from drawings, but rely on eye estimation. All

Contract/July 1989

construction is done by hand, and, according to a company spokesperson, "the test rabbits are one's own body and passersby." The bench has a stark uncomfortable appearance, but is, indeed, comfortable.

Highlights of the show included an exhibition entitled "Hans J. Wegner, the Chairmaker", pioneer of Danish design. Several examples of Wegner's work were on display. Another exhibition of sorts was presented by the Furnituregroup '83, a collective of

architects specializing in furniture design. The presentation had two purposes—one, to intrigue passers-by, and the second, to attract the attention of manufacturers and salespeople in hopes of having a prototype produced. Some of the most innovative design to be seen at the Fair was found here.

The optimism and courage of these designs underlines Kari Asikainen's feeling that good Scandinavian design is not dead, only sleeping. □

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*Domore's System Seven is the result of a team effort that included (this page) Amos Melamede, chief executive officer, left; Jim Johnson, executive vice president of marketing and sales, middle; and Bill Sample, president. Designer Robert Reuter is not shown.*

*The system (opp. page) boasts a wide variety of configurations, including this one which utilizes some support features.*

## Domore's System Seven offers an interchangeable office of the future

With its System Seven, Domore has created the optimal office system for the technically oriented, new-age '90s: a low-cost, ergonomically designed system that boasts a palette of new features, colors, and designs with quickly interchangeable parts. The idea is simple: fewer pieces, easier installation, simple organization, adaptability, and a more esthetically pleasing look. And with today's high office turnover and shrinking office space, Domore says System Seven is the facility planner's answer to the toughest planning problems.

With all these bonuses, Amos Melamede, chairman of the Elkhart, Indiana-based company, promises customers the best possible investment. "We want System Seven to become a basic structure in which the end user can keep adding components as needed," he says. "It is designed and developed not to be the most glamorous in the industry and not to be the least expensive, but to be the system that has the highest value for the dollar.

"We are going into a period in which clients want to maximize their investments," he explains. "There is a restructuring in the American economy where people are insisting on paying less money for higher performance and better quality. Our objective is to meet that trend in the market."

### Hinge-connector based

Because System Seven is based on a hinge connector device instead of a post system, each panel is a load-bearing component and can support itself. The hinge connectors allow panels to be joined up to and including a 4-way connection. "Because of its versatility, it is not restricted to any assembly formulas," says Jim Johnson, executive vice president of marketing and sales. "The system permits planning in any space configuration or environment."



System Seven was devised by New York-based designer Robert Reuter in what he calls a "visual and functional enhancement" of Domore's earlier open plan systems. It is capable of up to five work station support configurations, with cantilevers, end brackets, pedestal, panel, and leg supports. Johnson says. "This allows clients greater versatility in configurations with support elements precisely located for greater rigidity." He worked on the premise that a system need not be less attractive to be inexpensive.

System Seven is actually a third-generation open plan system, Domore president Bill Sample says. The original was introduced in 1975, with a revision in 1984. As the workforce evolved and demanded more functional accommodations for specific tasks, the open-plan had to fulfill these needs. This was coupled with esthetics and higher employee comfort, as employees are increasingly sensitive to their immediate environment.

Reuter says Domore gave him complete freedom with the design. He reduced the number of multiple panels and extra components and put emphasis into the areas he thought needed refinement,

*New furniture system has smaller footprint and larger work surfaces to accommodate sophisticated computer hardware in available space (below and on cover).*



such as creating a one-piece "Big Top" work surface providing more effective working areas within a smaller station footprint.

"I tried to refine the product in a number of ways," he says, "especially by making parts more interchangeable. With small-scale multi-function stations, System Seven requires fewer basic parts. While there is no question that shrinking office space is an observable trend, the work stations still must enable many of the same tasks to be performed. Computer use has, in fact, increased paper generation and the need for more storage facilities. In addition, there is the added requirement of accommodating sophisticated computer hardware in available space."

Thus, the market itself is changing drastically. As more managerial-related jobs are created and the number of clerical and white-collar workers increases, there is an increased demand for office space. Growing offices create a demand for efficient space management as well. "Managers have to get more people into less space, yet cut down on the size of desk areas."

### **Drastic changes**

Since Melamede acquired Domore seven years ago, the company has introduced several new product lines. "There has been an enormous transformation of the company since Amos stepped in, with a lot more professional designers involved."

Melamede agrees that Domore has grown substantially since 1982. "It has much more innovation both in design and product development," he says. "We have substantially greater visibility and appeal for the end user."

Domore, which markets exclusively to the contract industry, has remained a domestic company with no plans for overseas expansion yet, despite Melamede's international business involvement. "For now, there is a big and growing market domestically. That's where we are concentrating."

"While we are now producing in two furniture plants in Elkhart, we look forward to consolidating operations in one large plant," Melamede says. "Domore was founded as an office seating manufacturer in 1922 and has continuously expanded to meet changing markets."

The company has showrooms in New York, Chicago, Dallas, and Los Angeles, and individual sales representatives and dealers throughout the U.S. □

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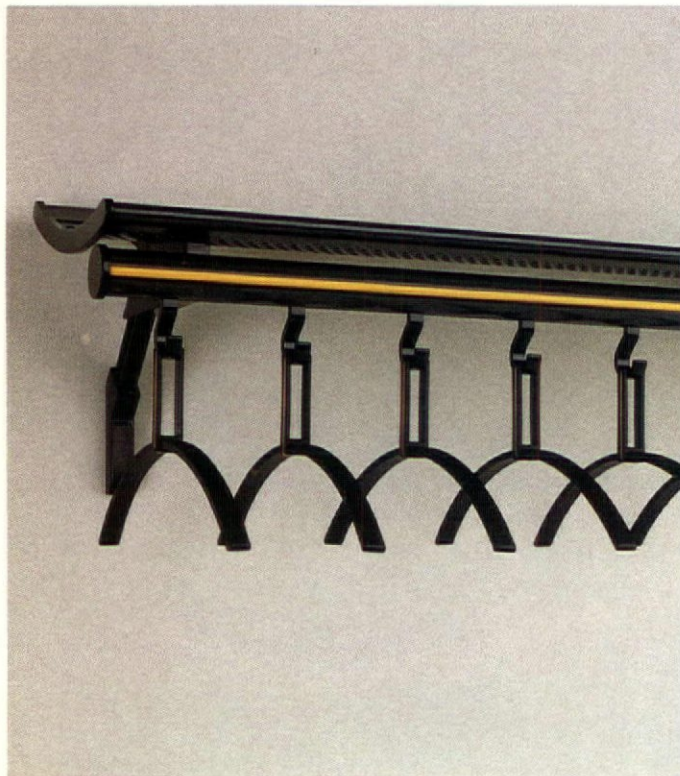
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Circle 29 on reader service card



*Peter Pepper Products*

### A place to hang your hat

*Peter Pepper Products*—Coat racks with hat shelves are available in three basic models. Hooks are available only with coat and hat rack combinations in 40- and 60-in. lengths. Extruded aluminum in gray or anthracite powder coated finishes with color accent strip. Optional hangers available.

**Circle No. 466.**

### Feeling the crunch

*Innovations in Wallcoverings*—Designed by Patty Madden, Crunch wallcovering, the newest addition to the Innovations Collection, is inspired by the rich texture of Pompeiian leather and the non-directional fresco and stucco works of antiquity. This cloth-backed vinyl textile is available in 12 jewel tones.

**Circle No. 467.**



*Innovations in Wallcoverings*

### Frameless body seating

*ICF*—Mendini, named for its creator, architect and designer Alessandro Mendini, is a small-scale, modular sofa system. With a frameless body of graduated expanded polyurethane covered in nylon, its leather or fabric covers are completely removable. Armchairs, as well as two-, three-, and four-seat sofas are available with stainless steel or black enamel brass.

**Circle No. 468.**



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Circle 30 on reader service card



Westinghouse

## **Esthetic Equation**

*Westinghouse*—Called Equation, these enhancements to the Wes-Group product line include both new and redesigned components: worksurfaces have a new radiused edge; flipper door units have a new profile with more refined edge detail and concealed interior hardware; locks on flipper doors have been relocated to provide greater visual consistency with lateral files; tackable surfaces and slatwall to accommodate paper management are now available in a wider range of sizes; a new group of markerboards are available. Westinghouse is also introducing new accompanying fabrics, finishes, laminates, and trims. **Circle No. 470.**



Kirk-Brummel

## **Free expression**

*Kirk-Brummel*—The palette of Jackson Pollock is recalled in the exuberant new collection, Expressioniste. Arranged clockwise from top left around Fantastique, Reverie, Les Batons. **Circle No. 471.**

## **The next ergonomic wave**

*Herman Miller*—Designed by Geoff Hollington, the Hollington chairs re-establish the work chair as an item of furniture, not a piece of technical equipment. Created for middle and upper management, Hollington includes high- and low-back work chairs, side chairs, and a lounge chair and ottoman. **Circle No. 469.**



Herman Miller

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# CONTRACT

## Products in Print



*Niedermaier*

### Wright now

*Niedermaier Contract Furniture*—The flexible Frank Lloyd Wright print table shown is part of a collection of reproductions from Niedermaier Contract Furniture. Produced in collaboration with Wright expert Thomas A. Heinz, the new line incorporates contemporary fabrics, finishes, and woods. Pieces are offered for about one percent the cost of originals. Up to 100 reproductions will be made available, including lamps, and a decorative frieze panel.

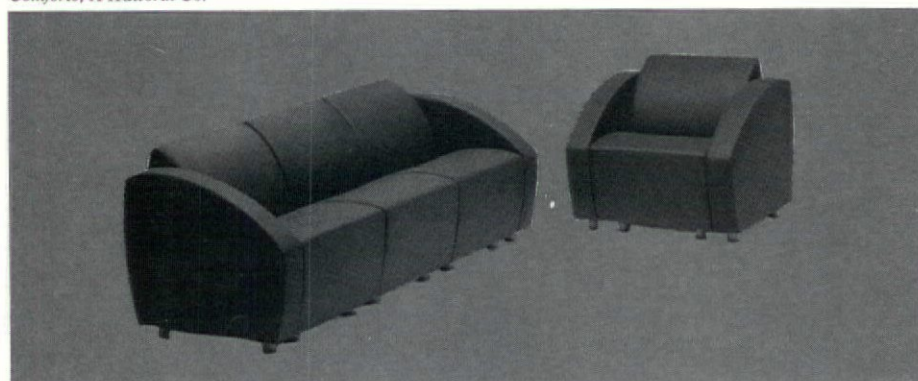
**Circle No. 301.**

### All in the family

*Comforto, A Haworth Company*—Comforto introduces System 28 ergonomic office seating, available with a wood trim option. The stacking side chair (shown background, center) features a flexible material in its seat and back adding comfort by conforming to the user's body. **Circle No. 303.**



*Comforto, A Haworth Co.*



*Vecta*

### Top hat, cane, and. . .

*Vecta*—Custom configurations are possible within Spatz, a new upholstered modular sofa system designed by William Raftery for Vecta, containing both chair and sofa elements. Strongly contoured arms frame individual units, while suspended internal seat construction bolsters modular foam seating comfort. **Circle No. 302.**

# D E S I G N T E X

## Panel Fabrics

Panel fabrics for the office don't have to be mundane. DesignTex introduces **DUCHESS**: the first of a new generation of jacquard fabrics for office panels and movable walls. **DUCHESS** is one among hundreds of selections from the DesignTex Collection of fine fabrics for application on vertical surfaces.

Circle 2 on reader service card



Rosen



Cohen

**Karen Rosen**, (shown) ASID, ISID, and her design firm KMR Design Group Inc. have become members of SPGA Group Inc. This New York affiliation of design companies includes architecture, interior design and planning companies.



Echols



VonDrehle

**Bill Echols** (shown) has been named the president of Gregson Furniture Industries, a division of the Atlantis Furniture Group. Echols will also be serving as vice president of sales, while Doug Gregson has been appointed as the firm's new executive vice president.

Knoll International has appointed **Peter Cohen** (shown) president and chief operating officer of the company's North American Operations, with overall responsibility for five divisions formed last year: KnollOffice, KnollWall, KnollStudio, KnollTextiles, and KnollExtra. **Ronald Kass** has been named president of Knoll Overseas, with responsibility for Knoll operations outside of North America, including its European subsidiaries, worldwide licensee network and export activities.

**Lisa Hildorf**, ASID, (shown) has been added as an associate at Minoru Yamasaki Associates. The Detroit architectural firm has worked on many local metropolitan public buildings, including projects for Wayne State University, Temple Beth El and Michigan Consolidated Gas Company.

Forms + Surfaces has named **Suzanne VonDrehle** as its new Manager of Marketing Services, to be responsible for all advertising and marketing communications programs for the company.



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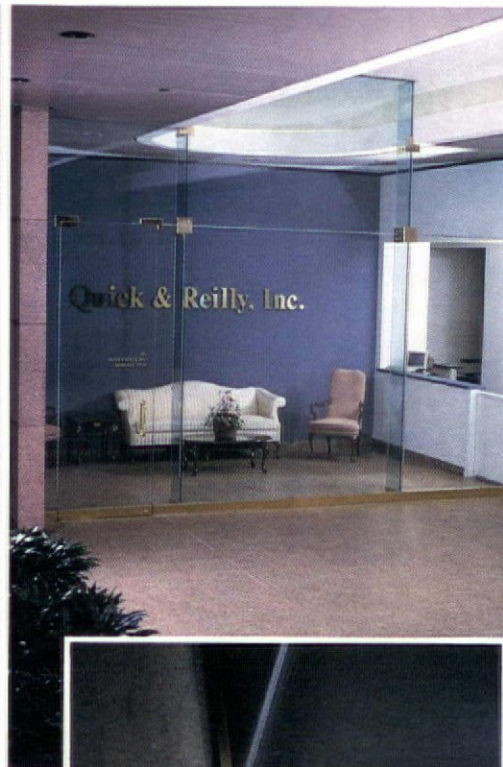
CLASSIC DOORS

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Circle 34 on reader service card





Gibbons



Mitchell



Sutherland



Wakely

Kirsch has promoted **Doug Gibbons** (shown) to regional sales manager over 11 territories around Seattle, Wash. Gibbons is replacing Lynn Richards, who was recently promoted to western divisional sales manager.

**Pamela Mitchell** (shown) was appointed Product Manager for Bentley Mills Inc. A member of the Color Marketing Group and the Surface Design Association, Mitchell is responsible for directing research for Bentley's carpet styling and color applications.

**Duncan Sutherland, Jr.** (shown) has joined the NBBJ Group to serve as executive vice president and director of a new division, the NBBJ Research Group, dedicated to exploring the evolution of the work environment. Sutherland is a frequent lecturer and international consultant on the organizational integration of people and technology within the workplace. In the early 1980's he founded Wang Laboratories' Advanced Systems Laboratories, and recently he has worked with the Japanese government.

**David Wakely** (shown) has joined Sound Floor Coverings as a marketing representative for Armstrong Resilient Flooring. The locally owned Seattle wholesaler serves retailers in the Pacific Northwest and Alaska, with a branch location in Portland, Ore.

**Gregory Bishop** was promoted to vice president, Commercial Division for Interior Design Development, Inc. (IDD). Bishop has been with IDD as a senior designer in the company's commercial division since 1985.

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# CONTRACT Coming Events

1989

**August 3.** IBD Design Expo, hosted by North Texas Chapter. The Infomart, Dallas, 9 a.m. to 4 p.m. Contact Jan Weinschenk, 214/742-4250.

**August 4-5.** Designfest '89. Orange County Convention/Civic Center, Orlando, Fla.; 407/648-9038.

**August 6-10.** 1989 Illuminating Engineering Society Annual Conference. Buena Vista Palace, Orlando, Fla.; 212/705-7269.

**August 10.** Focus on Healthcare Design. Merchandise Mart, Chicago; 312/527-7550.

**September 7-9.** Conpac. Showplace Square, San Francisco; 415/864-1500.

**September 7-10.** Worldstore '89. World Congress Center, Atlanta; 212/391-9111.

**September 11-12.** "The Challenge of Change" Contract Marketing Workshop. Holiday Inn Mart Plaza, Chicago; 800/828-2226.

**September 12.** Corporate Art and Interiors. Merchandise Mart, Chicago; 312/527-7550.

**September 13-15.** "Unleashing the Power" Rocky Mountain Design Symposium. Denver Design Center, Denver, Col.; 303/733-2455.

**September 14-15.** GVSU at the Mart. Merchandise Mart, Chicago; 312/527-7550.

**September 21-22.** ICON '89. International Market Square fall design conference. International Market Square, Minneapolis; 612/338-6250.

**September 27-28.** Capital Design Week design symposium. Washington Design Center, Washington, D.C.; 202/554-5053.

**September 28-29.** Designer Preview XVIII. Michigan Design Ctr., Troy, Mich.; 313/649-4770.

**October 4-7.** National Office Products Association (NOPA) Show. McCormick Place, Chicago; 703/549-9040.

**October 11-12.** Market at the Park. The Design Center at Montgomery Park, Portland, Ore.; 503/228-7275.

*Continued on p. 76*

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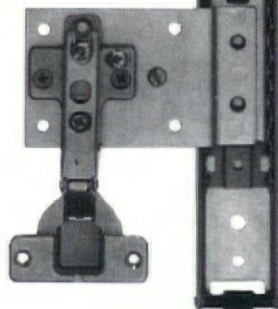
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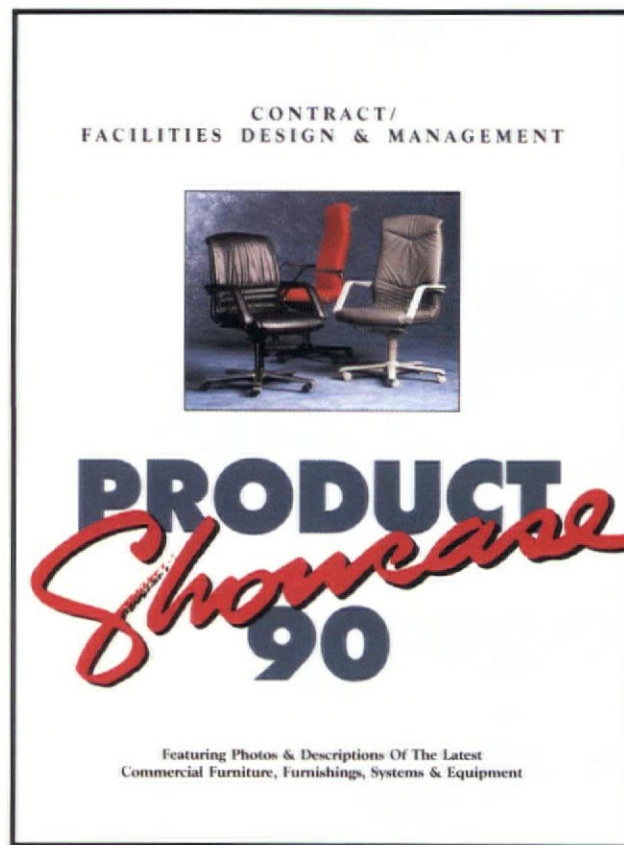
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# CONTRACT

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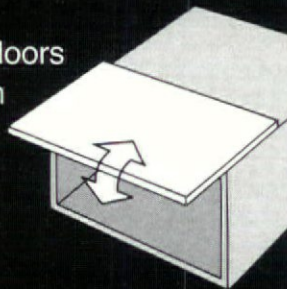
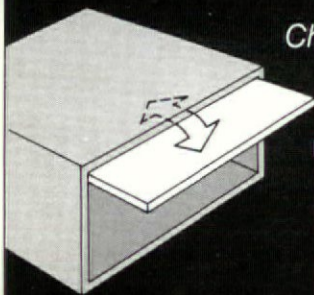
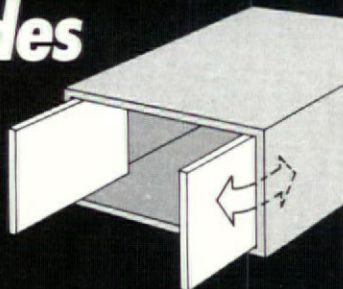
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*Continued from p. 74*

**October 11-14.** IDCNY Fall Market. International Design Center, New York, Long Island City, N.Y.; 718/937-7474.

**October 12-14.** Designer's Saturday. New York City; 212/249-5237.

**October 19-20.** Interiors/Exteriors Conference. Merchandise Mart, Chicago; 312/527-7550.

**October 19-27.** Southern Furniture Market. High Point, N.C.; 919/889-6144.

**October 27-29.** Woodworking Machinery and Supply Expo. Exhibition Place, Toronto, Ontario; 416/479-3939.

**October 29-Nov. 1.** International Facility Management Association Conference and Exposition. Seattle Conv. Ctr., Seattle, Wash.; 713/623-IFMA.

**November 3-4.** Contract DCOTA. Design Center of the Americas, Dania, Fla.; 305/920-7997.

**November 8.** Preservation and Restoration. Merchandise Mart, Chicago; 312/527-7550.

**November 9-10.** Southern Lights. Atlanta Market Center, Atlanta; 404/688-8994.

**November 11-14.** International Hotel/Motel & Restaurant Show. Javits Conv. Ctr., New York; 212/686-6070.

**November 15-17.** Build Boston '89, sponsored by the Boston Society of Architects. Boston Design Center, Boston; 617/965-0055.

*Coming Events listings should be sent to Coming Events Editor, CONTRACT Magazine, 1515 Broadway, New York, N.Y. 10036.*

**November 29-December 2.** Second Symposium on Health Care Interior Design. Marriott's Orlando World Center, Orlando, Fla.; 415/370-0345.

**December 7.** Hospitality Design. Merchandise Mart, Chicago; 312/527-7550.

**December 11-13.** AEC Expo. Javits Convention Center, New York City; 609/987-9400.

### Foreign

**June 18-21.** Montreal Furniture Market. Place Bonaventure, Montreal; 514/866-3631.

**July 13-15.** World Light Show '89. Science Museum, Kitanomaru-park, Tokyo, Japan; 0711/61 80 75.

**September 20-25.** International Furniture Exhibition, EIMU, and EuroLuce. Milan Fairgrounds, Milan, Italy; 4988361.

**October 3-8.** Cersaie '89. Fairgrounds, Bologna, Italy; (0536) 805900/805902.

**November 9-11.** IIDEX. Metro Toronto Conv. Ctr., Toronto; 416/921-2127.

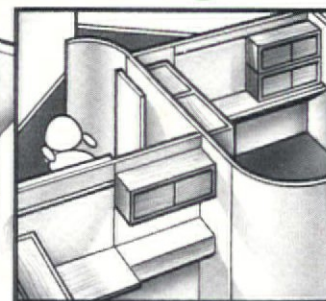
**November 11-15.** Technotel. Fair headquarters, Genoa, Italy; 10/53911.

**November 22-26.** International Furniture Fair. International Fairground in Harumi, Tokyo, Japan; 212/819-7765.

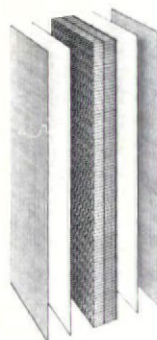
**January 8-11, 1990.** Domotex Hannover '90. Hannover Fairgrounds, Hannover, W. Germany; 609/987-1202.



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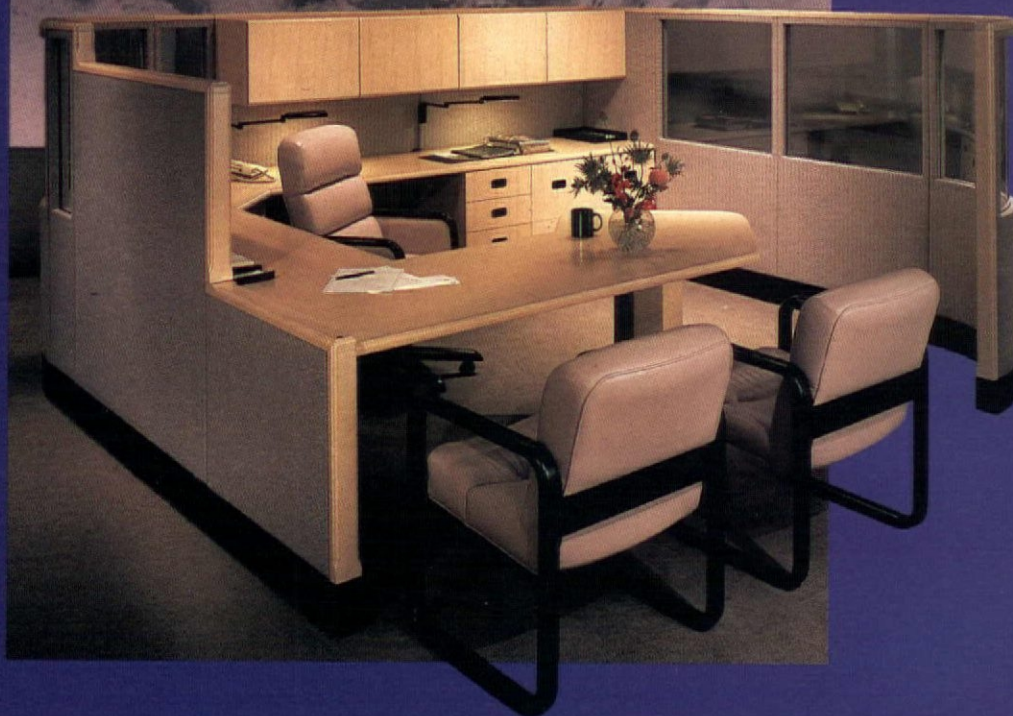
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Circle 54 on reader service card

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*The foundation for a symphony of sight!  
Lyrical ... exciting ... dramatic.*

*Chrome or powder coated frame accents an innovative wood  
back and sets a distinctive tone to the fully upholstered seat.  
For restaurant, bistros, cafes and residences.*



*Design: Hartmut Lohmeyer*

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## **Pioneering Open Plan Design**

Eighteen years ago, **CONTRACT** published an article on the McDonald's Corporation, Oakbrook, Il. designed by William Pulgram, then president, Associated Space Design, Atlanta, Ga., that propelled open plan design far into the future.

After several years of Bureau Landschaft (office landscaping by computer) in the late 1960s, Pulgram designed an open office for McDonald's that relied on the logic of the space designer rather than the computer for its floorplan.

"The design of an open environment," said Pulgram in the **CONTRACT** article, "should not be left to mechanical devices, but to the rational thinking of the human designer." Thus only a few years after the revolutionary introduction of office landscaping by computer into the United States design vocabulary, office design began to move in yet another groundbreaking direction.

From market shares of three to five percent in the late 1960s and early 70s, systems furniture for open plan interior design today captures upwards of 50 percent of the office furniture market and more than 200 companies now manufacture systems furniture.

In 1989, **CONTRACT** once again celebrates the pioneers of open office design with the publication this month of the Hyatt Corporation, which, coincidentally, is also headquartered in Oakbrook, Il. To inspire and support tomorrow's design pioneers, this issue also features an extensive Open Plan Directory, as well as product reviews on both panel fabrics and wall systems.—

**THE EDITORS**

# A HOT AND COLD RESPONSE

Urban West Associates creates operations center for Hyatt in suburban Chicago



*The design of the Hyatt Technical Center in Oakbrook, Ill. by Urban West Associates is based on a hot and cold theme: the warmth of a Hyatt hotel is contrasted with the crisp, high-tech requirements of a computer training facility.*

As part of a corporate-wide initiative to raise and maintain consistent service standards throughout its international network of hotels, the Hyatt Corporation developed its Hyatt Technical Center to accompany corporate facilities

*The conference room is enhanced by the strong architecture of the Helmut Jahn-designed building. The custom table features a geometric inlay pattern that coordinates with its octagonal shape.*



in the Oakbrook, Ill. The 38,000-sq.-ft. space, located in Oakbrook Terrace Tower designed by architect Helmut Jahn, houses state-of-the-art microcomputer-driven software for hotel operations, and functions as a training

facility for operations management for Hyatt hotels around the world.

### **Warmth on white**

The design of the space, by Chicago-based Urban West Associates (UWA), is

based on the "playful contrast between dual images: the hard-line technical of a computer training facility with clean, crisp lines, and Hyatt's image of warmth in the hospitality industry," says Carolyn Amft, UWA. A white, clean, spare look dominates general office and technical areas; while personal spaces—such as

*Bright colors play against the clean, white base of the center's design in this secretary station. Large-scale commissioned art pieces adorn the walls throughout the complex, brightening the technical center and welcoming both employees and visitors.*

## Art highlights circulation path



cubicles, offices, conference rooms, and reception areas—are warmer to capture the spirit of Hyatt hotels.

“Employees and visitors enter the space as they would a hotel,” explains Amft, “viewing the plentiful, comfortable seat-

ing arrangement first, rather than the reception desk in traditional office arrangements. The sequence through the two floors is a series of events punctuated by large-scale commissioned art pieces along the circulation path.” Working with local galleries to procure the work of new artists, the design team placed larger, more abstract pieces on corridor walls. In private areas, on the

*The wood colors and greens in this reception area achieve a look similar to a hotel lobby, an effect Hyatt desired to present a more comfortable atmosphere.*



other hand, pieces are richer, warmer, more detailed, less abstract.

Because of the high traffic throughout the facility, designers chose materials—

cut and loop carpet, vinyl wallcoverings—that would endure. Urban West Associates also designed several special pieces of furniture for the Center: small

**\$200,000 under a \$2 million budget**





*The executive office (opp. page) and typical work station depict Hyatt's attitude toward relaxed working environments with subdued natural tones and plenty of greenery throughout.*



tables, reception area, conference room table, vice president and assistant vice president tables, and an armoir.

Housing 142 employees, the project was completed in three months. Designers surprised everyone by coming in 200,000 dollars *under* a two million dollar budget—*E.O.*

**Sources**

**Furnishings**—*Tropi-Cal, Cartwright, Mueller Furniture, Geiger International.*

**Systems furniture**—*Haworth.*

**Workstation seating**—*Herman Miller*

**Upholstery**—*Spinneybeck, Architex International.*

**Accessories**—*Karl Mann Chicago.*

**Interior Design**—*Urban West Assoc.*

# RUN FOR THE BORDER

## Gensler and Associates designs corporate HQ for Taco Bell

Pepsi, Frito-Lay, Pizza Hut, Taco Bell, and Kentucky Fried Chicken. American fast food icons. With the opening of the 350,000 sq. ft. Taco Bell corporate headquarters in Irvine, Calif., these names may soon be synonymous with elegance and sophistication as well.

Winning the Taco Bell commission on the strength of its previous designs for Pizza Hut in Wichita Kans., Frito-Lay in Dallas, and Kentucky Fried Chicken in Louisville, Ky. (all are part of the PepsiCo Corporation), the Denver of-

*The 350,000 sq. ft. Taco Bell corporate headquarters in Irvine, Calif., is inspired by parent company PepsiCo Corporation, shown in the project's generous art program, high quality employee fitness center and staff dining room.*

fices of Gensler and Associates/Architects was able to complete the vast (13 floors) project in a swift nine months.

Design of the multi-functional headquarters—including testing laboratories, a 15,000 sq. ft. computer room, fitness center, employee dining room and kitchen, executive and management training facilities, as well as accounting and administrative offices—was “tactically interesting, to say the least,” according to Project Director Linda W. Nelson.

A design staff of 15 was divided to conquer each of these specific areas, while Nelson was responsible for maintaining an overview of the entire project. A master schedule was prepared, updated, and adhered to weekly. Major presentations were scheduled to plan for the upcoming month. Any mid-course corrections had to be made swiftly. *Continued on p. 90*



Photography by Nick Merrick, Hedrich Blessing

*Veined marble and plush contemporary seating incorporate the colors of the American Southwest while colorful floral arrangements inspire the desert feeling. An avant-garde sculpture near the elevator banks is typical of PepsiCo's interest in art.*



## Corporate culture a common denominator



Although the specific design for Taco Bell was nothing like the previous Pepsi commissions for Gensler, the common design denominator, says Nelson, was "the corporate culture of Pepsi." A company known for its commitment to the arts, as well as concern for the well-being of its employees, Taco Bell emulated its Pepsi predecessors with a generous art program, high quality employee fitness center (looking out on a landscaped courtyard) and staff dining room (featuring trellises, high ceilings, and outdoor dining).

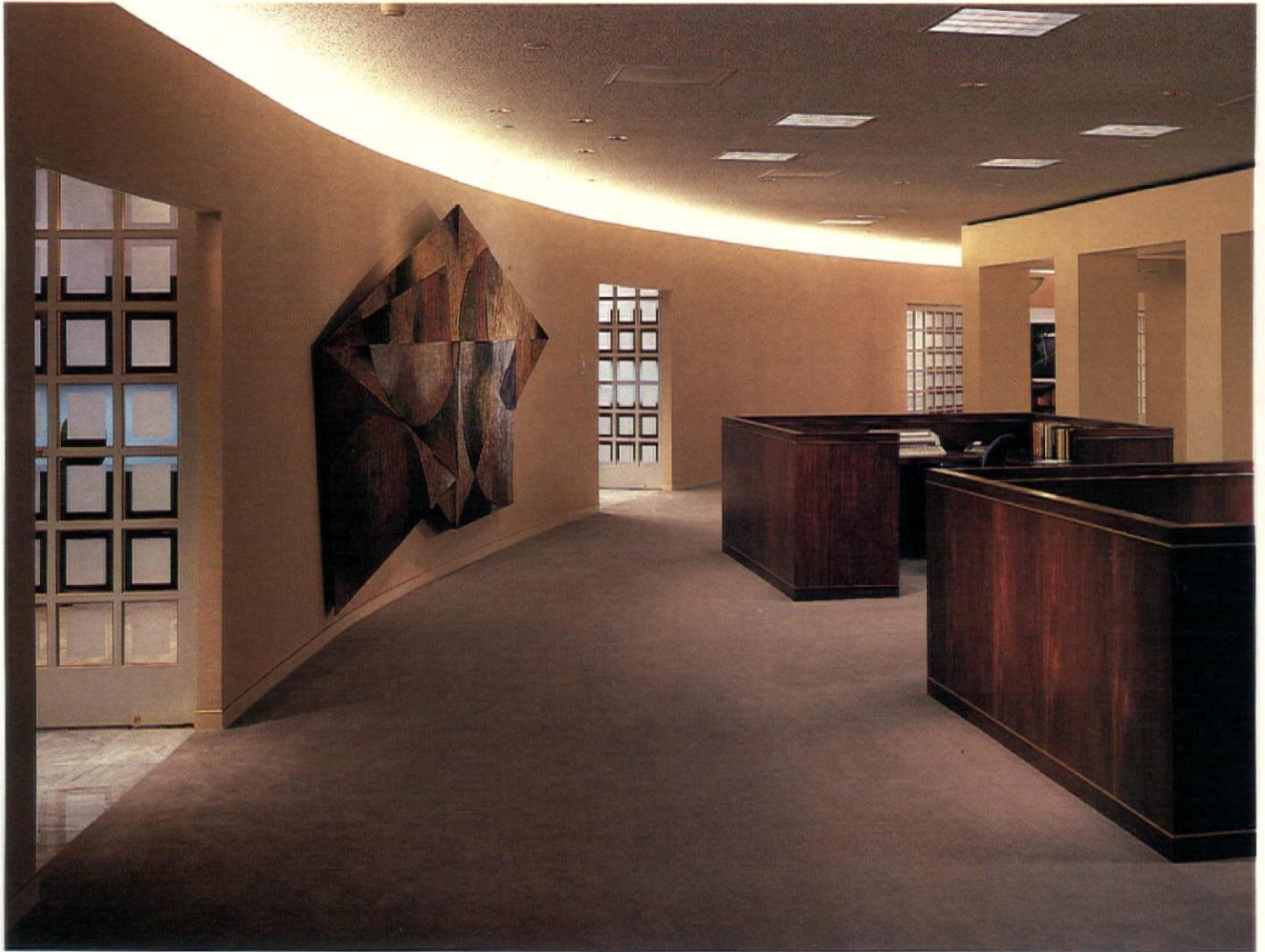
Space planning is structured to create areas of intimate scale within the office. On the executive floor, this was accomplished using architectural colonnades with blocks of etched glass and pin lights running down the hallway. Curved walls, mirroring the football-shaped building footprint, further soften the interior space, particularly in instances where they are covered in silk. Custom-designed textiles from Unika Vaev placate hard edges in open offices—appearing on panels as solids from a distance, while being texturally and colorfully varied at close view. In the

main reception area, two symmetrically placed water wall fountains cover two of the exterior walls. Water pieces also accent dining areas.

### Pepsi generation

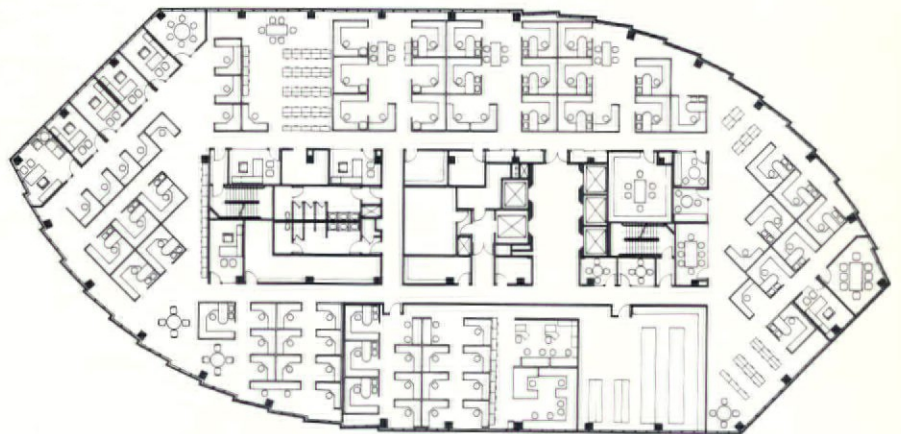
Also attesting to the priority Pepsi places on the happiness of its employees, says Nelson, is the fact that the main contact with Gensler from Pepsi throughout the project was a person from the human resources de-

*Adobe-colored walls, natural wood accents on furniture, and a profusion of plantings brings a fresh feeling of the outdoors into Taco Bell's California headquarters.*



partment. In addition, Pepsico provided Gensler with one of its own financial staff to work on the project budget.

A native Southern California influence can be seen in the planning of the main entrance on the level of the parking garage, with a small, secondary entrance for pedestrians; as well as in the overall use of clean, white, painted California-style walls throughout. "In general," concludes Nelson, "we used a lot of clear colors and simple materials to create an interesting, visually open, environment.—E. O.  
*Continued*





*Architectural collonades and blocks of etched glass running down hallways create areas of intimate space on the executive floor (opp. page). Open office areas (below, top) use a rich combination of wood and fabric. The employee fitness center (below, bottom) has a built-in whirlpool, surrounded by miniature tiles.*



#### Sources

**Wallcoverings**—Boltawall, Carnegie, DesignTex, Maharam, Manual Canovas, Rodolph Inc., Tower, Trak Concepts.

**Upholstery/leather**—Boris Kroll Fabrics, Carnegie, DesignTex, Knoll, Lee Joja, Kneeder-Fauchere, Spinneybeck, Stratford Hall.

**Paint**—Polomyx, Sinclair.

**Flooring**—Amtico, Dal-Tile, Paul Bates, Bentley Mills, Milliken.

**Ceiling**—U.S.G.

**Lighting**—Columbia.

**Workstations**—Reff, G/O Furniture, Knoll.

**Seating**—Davis Furniture, Knoll, Bennett/Brickel, Brayton, David Edwards, Mueller.

**Lounge Seating**—Bennett/Brickel, Brayton, David Edwards, Metro, Mueller.

**Cafeteria/Auditorium Seating**—Kroin, Loewenstein.

**Conference Seating**—Bennett/Brickel, Krueger, Mueller.

**Files**—Reff.

**Tables**—Berco, Brueton, Cumberland, Eliane Pepper, Falcon Furnishings, Howe Furniture, ICF, Intex, Knoll, Zographos.

**Interior Design/Architecture**—Gensler and Associates/Architects, Denver, Colo. Larry W. King, principal-in-charge; Linda W. Nelson, project director; Christopher Nims, programming; Greg Westman, Lamar Johnson, Richard Robertson, project architects; Lizanne Overbo, Bonny McLoud, Janet Pogue, Faye Taylor, space planning and design; David Baker, Amy Condon, graphic design.

**Structural Engineer**—Brandow & Johnston Assoc., Newport Beach, Calif.

**Mechanical Engineer**—Tsuchiyama & Kaino, Newport Beach, Calif.

**Electrical Engineer**—Pascoe Engineering, Irvine, Calif.

**General Contractor**—The Koll Co., Newport Beach, Calif.

**Lighting Designer**—Horton Lees, San Francisco, Calif.

**Art Consultant**—Sebastian/Moore, Denver, Colo.

## 55% of CONTRACT reader respondents expect open plan usage to remain the same

**"In your opinion, will Open Plan design be used more, about the same, or less in the future?"**

(Based on 795 replies)

	Number of Replies	Percent of Response
More	277	34.8%
About the same	443	55.7%
Less	75	9.5%
Total	795	100.0%

**"Which of the following are your clients more inclined to use?"**

(Based on 800 replies)

	Number of Replies	Percent of Response
Open Plan	79	9.9%
Closed Offices	60	7.5%
Mixture of Both	661	82.6%
Total	800	100.0%

*Service and flexibility were listed as the most important characteristics of open plan systems by approximately 800 reader respondents to a nationwide survey conducted by CONTRACT. The poll, among other things, showed that clients prefer a mix of both open and private offices.*

By Sara O. Marberry  
Executive Editor

When the first open plan systems furniture was introduced by Herman Miller in 1968, the design community was slow to accept it. In fact, according to a Herman Miller spokesperson, it wasn't until about four years later, in 1972, that Action Office was first specified in a project. Now, 21 years after the first such units were installed, systems furniture comprises 34.5 percent of the \$7.8 billion contract furniture market (BIFMA, 1988 statistics). It comes as no surprise that the phenomenal growth of the industry during the past 20 years can be attributed to the popularity of systems furniture.

Despite the misgivings of some that open plan furniture systems will diminish in importance, industry giants such as Steelcase and Westinghouse have invested millions of dollars in research and development of new furniture systems that were introduced at NEOCON in Chicago last month. This is an indication of the confidence contract manufacturers have in the continued use of open plan furniture, furnishings, and design.

CONTRACT polled a random sampling of 3,500 readers across the United States to see if they had as much confidence as manufacturers and to find out what is their current and projected use of open plan design and systems

furniture. Better than 25 percent of those polled—800 members of the A & D community—responded to the survey.

Eighty-three percent indicate that they currently design open plan space. More than half anticipate about the same proportion of use in the future, with slightly better than one third of respondents projecting increased use of such design. Less than 10 percent think that open plan design usage will diminish with time.

### 12-year average

The majority of respondents, 66.4 percent, say their firms have been designing open plan space for less than 15 years. Almost 34 percent report doing so longer, with the average being 12 years. Forty-eight percent say that their firms are doing more open plan design now than in the past. Better than 41 percent are doing about the same amount of such work. One reason some respondents believe open plan design will decrease is a perceived shift back to closed offices: Yet, in a typical corporate project of more than 100,000 sq. ft., the propor-



**"How important are each of the following features in an Open Plan system?" (Based on 660 replies)**

	Very Important	Moderately Important	Somewhat Important	Little or No Importance
Servicing	65.7%	21.4%	10.6%	2.3%
Flexibility of installation	65.2%	27.6%	6.2%	1.0%
Electrical wiring features	63.3%	30.2%	5.6%	0.9%
Communication features (telephone grommets, raceways, outlets, etc.)	57.6%	32.0%	9.7%	0.7%
Ability to dismantle and make changes	54.8%	30.8%	12.4%	2.0%
Ease of installation	52.7%	35.8%	9.5%	2.0%
Price	52.1%	39.7%	6.8%	1.4%
Delivery time	51.2%	36.8%	9.4%	2.6%
Ability to hang accessories, such as filing and organizing shelves	45.1%	38.8%	14.7%	1.4%
Sound attenuation characteristics	43.8%	42.4%	10.9%	2.9%
Partition heights	40.9%	44.2%	13.8%	1.1%
Fabrics and finishes	35.6%	47.4%	14.7%	2.3%
Filing conveniences (flipper doors, legal size organizers, etc.)	35.3%	48.0%	15.6%	1.1%
Detailing (telephones grommets, raceways, outlets, etc.)	35.3%	39.2%	20.3%	5.2%
Task/ambient lighting	34.3%	47.3%	17.3%	1.1%
Adjustability of computer worksurfaces	28.3%	40.8%	21.1%	9.8%
Air conditioning/thermal control of work areas	18.2%	23.3%	36.5%	22.0%
Features such as opaque windows, curved panels	13.8%	31.0%	42.0%	13.2%
Clothes hanging and storage areas	4.5%	11.1%	67.3%	

tion of open space to closed is about 80/20. According to Mitchell Cohen, senior vice president, Griswold, Heckel & Kelly, Chicago, of that 80 percent open space, systems furniture comprises 70 percent of furniture cost.

In CONTRACT's survey, an overwhelming 82.6 percent report that clients want a mixture of both open and closed office space. Eighty-five percent also think that open plan design is flexible enough to meet client needs.

Many refinements have been made on systems furniture since it was first introduced more than two decades ago. Although there are more than 200 different open plan furniture lines offered in the market place, most are

similarly constituted, with many of the same features and complexity.

That is the probable reason why 65.7 percent of respondents to CONTRACT's survey list service as the most important factor in the selection of an open plan system. Flexibility of installation ranks second in importance to 65.2 percent of respondents; wire management third with 63.3 percent; communication features fourth with 57.6 percent of those polled; and ability to dismantle and make changes fifth, with 54.8 percent. Ease of installation ranks sixth, with 52.7 percent; price seventh, with 52.1 percent; and delivery time eighth, with 51.2 percent.

Other elements such as fabrics and finishes, partition heights, filing convenience, task/ambient lighting,

adjustability of worksurfaces, opaque windows, curved panels, and clothes storage areas take a back seat in the specification process to systems service, flexibility and other considerations listed above.

Demographically, the largest number of responses, 24 percent, were from the Middle Atlantic region of the U.S. Next highest was the East North Central, 19.3 percent; South Atlantic, 14.4 percent; Pacific, 13.1 percent; West North Central, 8.9 percent; and New England, 6.8 percent. Other areas were accounted for by less than six percent of respondents to the survey. □

## Simplified guide lists 175 manufacturers

This year's Open Plan Specifiers' Guide is simplified for fast reference. Responding to CONTRACT's call for updated information are 175 firms, whose names, addresses, and telephone numbers are listed alphabetically.

Firms that could not provide information on a timely basis were dropped from this year's guide, but will be reinstated

next year when updated information is provided by them. Unlike previous Open Plan Guides, detailed measurements have been omitted, as they are of such constantly changing nature that they are best obtained directly from the manufacturer.

Categories include: Acoustical Wall-Mounted Panels, Freestanding Space Dividers, Telephone & Power Sources, Hang-On Accessories, Acoustical Ceil-



*Benedetti Corp., Circle No. 213.*



*Executive Office Concepts, Circle No. 223.*



*Steelcase, Circle No. 240.*



*Cano Corp., Circle No. 215.*



*Voko U.S., Circle No. 281.*



*Rosemount Office Systems, Circle No. 237.*



*Phoenix Designs, Circle No. 282.*



*Alma Desk Co., Circle No. 209.*



*Elements, Inc., Circle No. 221.*

*Open Plan Directory is simplified  
for faster specifier reference;  
products from 175 firms listed.*

ing Systems, Raised Floors, Masking  
Sound Systems, and Carpet Tiles. A  
directory section devoted to lighting has  
been shifted to the August CON-  
TRACT, where listings will be  
comprehensive.—THE EDITORS



*JG Furniture, Circle No. 283.*



*Cramer, Circle No. 284.*



*KI (Krueger International), Circle No. 230.*



*Atelier International, Circle No. 212.*



*Haworth, Circle No. 226.*



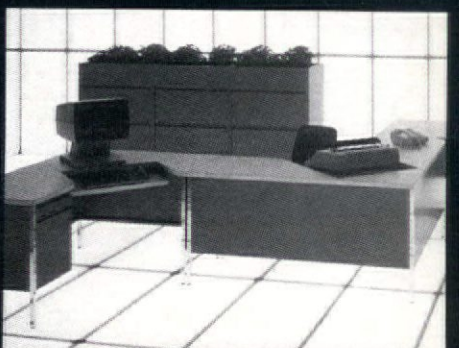
*CorryHiebert, Circle No. 218.*



*Panel Concepts, Circle No. 233.*



*Cole Office Environments, Circle No. 217.*



*Meridian Inc., Circle No. 285.*

## Total Systems

	Panel Component Systems	Casework Furniture Systems	Desks, Freestanding	Worksurfaces, Hung	Screens/Partitions	Storage Units/Files	Shelves	Computer Support Furniture	Pin-up Surfaces	Chalkboards	Hideaway Computer Keyboards	Paper Handling/Organizing Systems	Raceways	Built in Power Distribution	Task Lighting	Ambient Lighting	Coat Racks	Floor-to-Ceiling Mobile Walls	Doors	Other
AXSYS Modular Office Systems, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•					
Acme Office Group	•	•	•	•	•	•	•	•	•		•		•	•	•			•	•	
Acoustical Partitions Corp.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Adanlock Office Env.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Advance Office Concepts	•		•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
All-Systems, Inc.		•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Allsteel, Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Alma Desk Co.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
American Seating Co.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Anthro Co.		•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Artec	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Armet Products	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Artopex Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	bookcases, pedestals
Aspects	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Atelier Intl., Inc.	•	•	•		•	•	•	•	•		•		•	•	•		•	•	•	
Atlantic DataFurniture	•	•	•		•	•	•	•	•		•		•	•	•		•	•	•	
Benedetti Corp.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Bevis Custom Furniture, Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Bilrite Nightingale Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
H.L. Birum Corp.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Brandrud Furniture, Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
CCN Intl.		•	•		•	•	•	•	•	•	•		•	•	•		•	•	•	
CFH Industries		•	•		•	•	•	•	•	•	•		•	•	•		•	•	•	
Cano Corp.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
CenterCore, Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Cole Office Environments	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Contemporary Products, Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Conwed Designscape	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
CorryHiebert Corp.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Cramer Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	pedestals
Croydon Furniture Systems	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Custom Executive Office, Inc.			•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Custom Wall Services Inc. Wallcoustics		•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Dar/Ran Furniture Industries		•	•		•	•	•	•	•	•	•		•	•	•		•	•	•	
Datum Filing Systems Inc.		•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Dennison Monarch Systems		•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Domore Corp.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
DyneI Intl.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Electri-Cable Assemblies Inc.	•	•											•	•	•		•	•	•	
Executive Furniture, Inc.		•	•										•	•	•		•	•	•	
Executive Office Concepts	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Filing Equipment, Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Flex-Y-Plan Industries, Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
GF Furniture Systems Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Geiger Intl.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Global Upholstery	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Gold Bond Building Prods.	•	•			•								•	•	•		•	•	•	
The Gunlocke Co.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
HLF Furniture, Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
The HON Company	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Halcon Corp.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Haller Systems Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Hamilton Sorter Co., Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
Hardwood House, Inc.	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	
The Harter Group	•	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	

	Panel Systems	Casegood Systems	Desks Freestand	Worksurf. Hung	Screens/Part.	Storage Units	Shelves	Computer Support	Pin up Surfaces	Chalkboards	Hide Keyboards	Paperhandling	Raceways	Built in Power	Task Lighting	Ambient Light	Coatracks	Floor-Ceiling	Doors	Other
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Haworth, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	tables, panels
IEM Marketing	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Interior Specialists Corp.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Invincible Metal Furn. Co.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	receptionist area
JAX Intl.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	conference tables
Jofco Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
JG Furniture Systems, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
KI	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Kinetics Furniture	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Knoll International	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Krug Furniture Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
LUI Corp.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Lunstead, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Magna Design, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	

McDonald Products	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Meridian Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Metalstand Co.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Milcare, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Herman Miller Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Modernfold, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Mueller Furniture Corp.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	carrels, bookcases
O'Brien Partition Co.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Office Specialty	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Omni International Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
PCI/Tandem	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	custom or special requirements
Packard Industries, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	cluster workstations
Panel Concepts, L.P.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	voice/data modules
Peabody Noise Control Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Georg Peterson Furniture	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	conference tables, table tops

Phoenix Designs, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Pleion Corp.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Polychromic Designs	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Precision Mfg. Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Project Office Furniture	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
RoseJohnson	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Rosemount Office Systems	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Salman, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Shaw-Walker	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Smed Manufacturing, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Steelcase Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Stow & Davis	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
SunarHauserman, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Syma Systems, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	

TAB Products Co.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Techniques in Wood	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Teknon Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
The Thrasher Group, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Tibbet, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Transwall Corp.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Trendway Corp.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Vogel-Peterson	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Voko U.S., Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Watson Furniture Systems	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Westinghouse	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Wolff Wire	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Xception Design Ltée.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	

## Acoustical Panels, Wall-Mounted

	OUTSIDE MATERIAL					SHAPE					RATING			
	Fabric	Steel	Veneers	Vinyl/Plastic	Custom	Other	Curved	Flat	Rectangular	Square	Custom	Other	Acoustical	Fire
Abstracta Structures Inc.		•					•	•	•	•	•	•		
Acme Office Group	•							•	•	•	•	•	•	•
Acoustical Partitions Corp.	•		•					•	•	•	•	•	•	•
Adanlock Office Environments, Inc.	•										•		•	•
All-Systems, Inc.	•			•	•		•	•					•	•
Allsteel, Inc.		•				•		•						
Alma Desk Co.	•		•				•	•	•					
Architectural Wall Systems	•		•	•	•		•	•	•		•			
Artec	•		•		•		•	•	•	•			•	•
Artopex Inc.	•	•		•	•		•	•	•				•	•
Aspects	•			•	•		•	•	•		•		•	•
Atelier Intl., Inc.	•						•	•	•	•	•		•	•
The Brewster Corp.	•						•	•	•	•	•		•	•
Cano Corp.	•			•	•		•	•	•	•	•		•	•
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Carpet Innovations, Inc.	•												•	•
Contemporary Products, Inc.	•				•				•	•	•		•	•
Conwed Designscape	•			•	•		•	•	•	•	•		•	•
Cramer Inc.	•							•	•	•	•		•	•
Custom Executive Office Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Custom Wall Services Inc. Wallcoustics	•						•	•	•	•	•		•	•
Datum Filing Systems Inc.	•							•	•	•	•		•	•
Decoustics Ltd.	•			•	•		•	•	•	•	•		•	•
Filing Equipment, Inc.	•				•			•	•	•	•		•	•
GF Furniture Systems Inc.	•	•		•			•	•	•	•	•		•	•
Gold Bond Building Prods.	•			•				•	•	•	•	•	•	•
The HON Company	•						•	•	•	•	•		•	•
Hamilton Sorter Co., Inc.	•						•	•	•	•	•		•	•
Hardwood House, Inc.	•							•	•				•	
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The Harter Group	•		•				•	•	•	•			•	•
Insul-Art Acoustics Corp.	•			•	•		•	•	•	•	•		•	•
Interior Specialists Corp.	•							•	•	•	•		•	•
JG Furniture Systems, Inc.	•		•	•				•	•	•	•		•	•
KI	•						•	•	•	•	•		•	•
Milcare, Inc.	•	•	•	•	•			•	•	•	•		•	•
Herman Miller Inc.	•	•	•	•	•			•	•	•	•		•	•
O'Brien Partition Co.	•						•	•	•	•	•		•	•
PCI/Tandem	•		•			•		•	•	•	•		•	•
Panel Concepts, L.P.	•					•		•	•	•	•		•	•
Peabody Noise Control Inc.	•			•	•		•	•	•	•	•		•	•
Polychromic Designs	•				•			•	•	•	•		•	•
Precision Mfg. Inc.	•								•	•	•		•	•
Silent Sound Systems Inc.	•							•	•	•	•		•	•
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Smed Manufacturing, Inc.	•		•				•	•	•	•	•		•	•
SunarHauserman, Inc.	•	•			•		•	•	•	•	•		•	•
Techniques in Wood	•							•	•	•	•		•	•
Tectum Inc.	•					•		•	•	•	•		•	•
Tibbet, Inc.	•					•		•	•	•	•		•	•
Vogel-Peterson	•				•			•	•	•	•		•	•
Voko U.S., Inc.	•							•	•	•	•		•	•
Watson Furniture Systems	•							•	•	•	•		•	•
Ralph Wilson Plastics Co.	•			•										•
Xception Design Ltée.	•						•	•						

# Freestanding Space Dividers

	Custom Capability	RATINGS		SHAPE		EDGE TRIM				Base Hardware	Interlock	Other	OUTSIDE MATERIAL					LEVEL ADJUSTMENT		
		Acoustical	Fire	Straight	Curved	Aluminum	Fabric	Metal	Vinyl/Plastic				Wood	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other
AXSYS Modular Office Systems, Inc.	•	•	•	•	•	•	•	•	•	•	•			•	•					•
Abstracta Structures Inc.	•	•	•	•					•		•			•	•	•				•
Acme Office Group	•	•	•	•	•				•		•									•
Acoustical Partitions Corp.	•	•	•	•	•	•	•				•		raceway	•	•		•			•
Adanlock Office Environments, Inc.	•	•		•	•	•					•		extruded vinyl	•						•
Advance Office Concepts	•	•	•	•	•	•					•		aluminum	•	•					•
All-Systems, Inc.	•	•	•	•	•	•					•									•
Allsteel, Inc.	•			•	•				•		•		hinge	•	•	•				•
American Seating Co.	•	•	•	•	•				•		•			•	•	•				•
Architectural Wall Systems	•			•		•					•		aluminum	•	•		•			•
Artec	•	•	•	•	•						•		metal	•	•		•			•
Artmet Products	•	•	•	•					•		•		steel	•	•					•
Artopex Inc.	•	•	•			•			•		•		steel glides	•	•					•
Aspects	•	•	•	•	•				•		•			•						•
Atelier Intl., Inc.	•	•	•	•	•				•		•			•	•					•
Bevis Custom Furniture, Inc.	•	•		•	•				•		•			•						•
Bilrite Nightingale Inc.	•	•	•	•	•	•			•		•			•						•
H.L. Birum Corp.	•	•	•	•	•				•		•			•	•					•
Brandrud Furniture, Inc.		•	•	•	•						•			•						•
The Brewster Corp.	•	•	•	•	•				•		•		panel feet	•	•					•
Cano Corp.	•	•	•	•	•	•			•		•			•	•	•				•
CenterCore, Inc.	•	•	•	•		•			•		•			•	•	•				•
Cole Office Environments		•	•	•	•	•			•		•		steel	•	•	•	•			•
Contemporary Products, Inc.	•	•	•	•	•	•			•		•			•	•					•
Conwed Designscape	•	•	•	•	•	•					•			•						•
CorryHiebert Corp.	•			•					•		•			•						•
Croydon Furniture Systems Inc.	•	•	•	•	•				•		•			•	•					•
Custom Executive Office, Inc.	•	•	•	•	•				•		•			•	•					•
Custom Wall Services Inc. Wallcoustics	•	•	•			•			•		•			•	•					•
Datum Filing Systems Inc.	•	•	•	•					•		•			•						•
Dennison Monarch Systems, Inc.	•	•	•	•					•		•			•						•
Domore Corp.	•	•	•	•	•	•			•		•		extruded vinyl	•	•					•
Dynel Intl.	•										•			•						•
Executive Office Concepts	•	•	•	•					•		•		metal, various finishes	•	•		•			•
Filing Equipment, Inc.	•	•	•	•					•		•			•	•					•
Flex-Y-Plan Industries, Inc.	•	•	•	•	•	•			•		•			•						•
GF Furniture Systems Inc.		•	•	•	•				•		•		steel	•	•	•				•
Geiger Intl.	•	•		•	•						•		metal, wood							•
Global Upholstery	•	•	•	•	•				•		•			•						•
Gold Bond Building Prods.	•	•	•	•		•			•		•		PVC	•		•				•
HLF Furniture, Inc.	•			•	•						•			•						•
The HON Company	•	•	•	•	•				•		•			•						•

## Freestanding Space Dividers

	Custom Capability	RATINGS		SHAPE		EDGE TRIM				Base Hardware	Other	OUTSIDE MATERIAL							LEVEL ADJUSTMENT		
		Acoustical	Fire	Straight	Curved	Aluminum	Fabric	Metal	Vinyl/Plastic			Wood	Interlock	Carpet	Fabric	Glass	Steel	Wood	Vinyl/Plastic	Other	Horizontal
Halcon Corp.	•	—	—	•	•	—	—	—	—	•	•	aluminum	—	•	—	•	—	—	—	—	•
Haller Systems Inc.	•	—	—	•	—	—	—	•	—	•	•	chrome, steel	—	—	•	—	—	—	—	—	•
Hamilton Sorter Co.	•	•	•	•	—	—	—	•	—	•	•	—	—	—	—	—	—	—	—	—	•
Hardwood House, Inc.	•	—	—	•	—	—	—	•	—	•	•	—	—	—	•	—	—	—	—	—	•
The Harter Group	•	•	•	•	—	—	•	—	—	•	•	—	—	—	•	—	—	—	—	—	•
Insul-Art Acoustics	•	•	•	•	•	•	•	•	•	•	•	—	—	•	—	•	—	—	—	•	•
Interior Specialists Corp.	•	•	•	•	—	—	—	•	•	•	•	—	—	•	—	•	—	—	—	—	•
Invincible Metal Furn.	•	•	•	•	•	—	—	•	•	•	•	steel	—	•	•	•	•	—	—	•	•
J&J Industries, Inc.	•	—	—	•	—	—	—	•	—	•	•	—	—	•	—	•	—	—	•	•	•
JG Furniture Systems	•	•	•	•	•	•	—	—	—	•	•	steel	—	•	•	—	•	—	—	•	•
Jofco Inc.	•	—	•	•	—	—	—	—	—	•	•	brass	—	—	—	•	—	—	—	•	•
KI	•	•	•	•	•	—	—	—	—	•	•	—	—	—	—	—	—	—	—	•	•
Karastan Bigelow	•	•	•	•	—	—	—	—	—	•	•	—	—	•	—	—	—	—	—	•	•
Kinetics Furniture	•	•	•	•	•	—	—	•	•	•	•	—	—	•	•	•	—	—	—	•	•
Knoll International	•	•	•	•	—	—	•	•	•	•	•	raceway of steel	•	•	•	•	•	—	—	—	•
Krug Furniture Inc.	•	—	—	•	•	—	—	•	•	•	•	metal	—	•	—	—	—	—	—	•	•
Lunstead, Inc.	—	•	•	•	•	—	—	—	—	•	•	wood, brass, chrome	—	•	•	•	•	—	—	•	•
Magna Design, Inc.	—	•	—	•	•	—	—	—	—	—	—	steel	—	•	—	—	—	—	—	•	•
Milcare, Inc.	•	•	•	•	•	—	—	•	—	•	•	—	—	•	•	•	—	—	—	•	•
Modernfold, Inc.	•	•	•	•	•	•	—	—	—	—	—	—	—	•	•	•	—	—	—	•	•
O'Brien Partition Co.	•	•	•	•	•	—	—	—	—	•	•	vinyl over metal	—	•	•	—	—	—	—	•	•
Omni International Inc.	•	•	•	•	•	—	—	•	•	•	•	steel	—	•	—	—	—	—	—	•	•
PCI/Tandem	•	•	•	•	•	—	—	—	—	•	•	metal	—	•	•	—	—	—	—	•	•
Packard Industries, Inc.	•	•	•	•	•	—	—	•	•	•	•	steel	•	•	•	•	•	—	—	•	•
Panel Concepts, L.P.	•	•	•	•	•	•	—	—	—	—	•	—	—	•	•	—	—	—	—	•	•
Georg Peterson Furniture, Inc.	—	—	•	—	—	—	—	—	—	•	•	—	—	—	—	—	—	—	—	•	•
Pleion Corp.	•	•	•	•	•	—	—	•	—	•	•	steel	—	•	•	—	—	—	—	•	•
Polychromic Designs	•	•	•	•	•	•	—	•	—	•	•	glides, stabilizers	—	•	•	—	—	—	—	•	•
Precision Mfg. Inc.	•	•	•	•	•	•	—	•	—	•	•	zinc, aluminum	—	—	—	—	—	—	—	•	•
Pro/File Systems, Inc.	•	•	•	•	•	•	—	•	—	•	•	steel frame	—	•	—	—	—	—	—	•	•
RoseJohnson	—	•	•	•	•	—	—	—	—	•	•	—	—	•	—	—	—	—	—	•	•
Rosemount Office Systems, Inc.	•	•	•	•	•	—	—	•	—	•	•	steel	—	•	•	—	—	—	—	•	•
Salman, Inc.	•	•	•	•	•	—	—	—	—	•	•	—	—	•	—	—	—	—	—	•	•
Shaw-Walker	•	•	•	•	•	—	—	•	—	•	•	steel	—	•	•	—	—	—	—	•	•
Smed Manufacturing	•	•	•	•	•	—	—	—	—	•	•	steel	—	•	—	•	—	—	—	•	•
Steelcase Inc.	•	•	•	•	•	—	—	•	—	•	•	metal/wood	—	•	•	•	•	—	—	•	•
Stow & Davis	•	•	•	•	•	—	—	•	—	•	•	metal/wood	—	•	•	•	•	—	—	•	•
SunarHauserman, Inc.	•	•	•	•	•	—	—	•	—	•	•	steel	—	•	•	•	—	—	—	•	•
Syma Systems, Inc.	•	—	•	•	•	•	—	—	—	•	•	aluminum	•	•	•	•	•	—	—	•	•
Techniques in Wood	•	•	•	•	•	—	—	•	—	•	•	—	—	•	•	•	—	—	—	•	•
Teknon Inc.	•	•	•	•	•	—	—	•	—	•	•	steel	—	•	•	•	•	—	—	•	•
The Thrasher Group	•	•	•	•	•	—	—	•	—	•	•	—	—	•	—	—	—	—	—	•	•
Tibbet, Inc.	•	•	•	•	—	—	—	•	—	•	•	aluminum	—	•	—	—	—	—	—	•	•
Transwall Corp.	•	•	•	•	•	•	—	•	—	•	•	—	•	•	•	•	—	—	—	•	•
Trendway Corp.	•	•	•	•	•	•	—	—	—	•	•	vinyl	—	•	—	—	—	—	—	•	•
Vogel-Peterson	•	•	•	•	•	•	—	—	—	•	•	glides/stabilizers	—	•	—	—	—	—	—	•	•
Voko U.S., Inc.	—	•	•	•	•	—	—	•	—	•	•	steel	—	•	•	•	—	—	—	•	•
Watson Furniture Systems	—	•	•	•	•	—	—	—	—	•	•	—	—	•	—	—	—	—	—	•	•
Westinghouse Furniture Systems	•	•	•	•	•	—	—	•	—	•	•	electrified baseplates	—	•	•	•	—	—	—	•	•
Xception Design Ltée.	•	•	•	•	•	—	—	—	—	•	•	—	—	—	—	—	—	—	—	•	•



# Telephone & Power Sources

	Vertical Poles	Raceways	Panel mount	Flat power plane	Flat co-ax	Pre-wired
AXSYS Modular Office Systems, Inc.	•	—	•	—	—	•
Acme Office Group	•	—	•	—	—	•
Acoustical Partitions Corp.	•	—	•	—	—	•
Adanlock Office Environments, Inc.	•	•	—	—	—	•
Advance Office Concepts	•	—	•	—	—	—
All-Systems, Inc.	•	—	—	—	—	—
Allsteel, Inc.	•	•	•	—	—	•
Artec	•	—	•	•	—	•
Artopex Inc.	•	—	•	—	—	•
Aspects	•	—	•	—	•	•
Bilrite Nightingale Inc.	•	—	—	•	—	•
H.L. Birum Corp.	•	—	•	—	—	•
Brandrud Furniture, Inc.	•	—	—	—	—	•
The Brewster Corp.	—	—	•	—	—	•
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Cano Corp.	•	—	•	—	—	•
CenterCore, Inc.	•	—	•	—	—	•
Cole Office Environments	•	—	•	—	—	•
Contemporary Products, Inc.	—	—	—	—	—	•
Conwed Designscape	•	—	•	—	—	•
Cramer Inc.	—	•	•	•	—	—
Custom Executive Office, Inc.	•	•	•	—	—	—
Datum Filing Systems Inc.	•	—	•	—	—	•
Dennison Monarch Systems, Inc.	•	—	—	—	—	•
Domore Corp.	•	•	—	—	—	•
Dynel International	—	—	•	—	—	•
Executive Office Concepts	•	—	—	—	—	•
Filing Equipment, Inc.	•	—	•	—	—	•
Flex-Y-Plan Industries, Inc.	•	—	—	—	—	•
GF Furniture Systems Inc.	•	—	•	—	—	•
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The HON Company	—	—	•	—	—	—
Hamilton Sorter Co., Inc.	—	—	•	—	—	—
Interior Specialists Corp.	•	—	•	—	—	—
JAX Intl.	—	—	—	—	—	•
JG Furniture Systems, Inc.	—	—	•	—	—	•
KI	—	—	•	—	—	—
Kinetics Furniture	—	—	•	•	—	•
Knoll International	•	—	—	—	—	—
Lunstead, Inc.	•	—	•	—	—	•
Milcare, Inc.	•	—	—	—	—	•
Modernfold, Inc.	•	—	•	•	•	—
O'Brien Partition Co.	•	—	—	—	—	—
Packard Industries, Inc.	•	—	•	—	—	•
Panel Concepts, L.P.	•	—	•	—	—	•
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Polychromic Designs	—	—	•	—	—	•
Precision Mfg. Inc.	•	—	•	—	—	—
Pro/File Systems, Inc.	•	—	•	—	—	—
Project Office Furniture	•	—	•	—	•	•
Rosemount Office Systems, Inc.	•	—	•	•	—	•
Shaw-Walker	•	—	•	—	—	•
Smed Mfg., Inc.	•	—	•	—	•	—
Steelcase Inc.	•	•	—	—	—	•

	Vertical Poles	Raceways	Panel mount	Flat power plane	Flat co-ax	Pre-wired
Stow & Davis	•	•	—	—	—	•
Teknion Inc.	•	—	•	—	—	•
The Thrasher Group, Inc.	—	—	•	—	—	—
Tibbet, Inc.	•	—	•	•	—	•
Transwall Corp.	•	—	•	—	—	•
Trendway Corp.	•	—	—	—	—	—
Voko U.S., Inc.	•	—	•	—	—	•
Walker Division	•	•	•	•	•	—
Watson Furniture Systems	•	—	•	—	—	—
Westinghouse Furniture Systems	•	•	•	•	•	•
Xception Design Ltée.	•	—	•	—	—	—

## Hang-On Accessories

	In/Out Baskets	Organizers	Files	Signage	Other
AXSYS Modular Office Systems, Inc.	—	•	•	—	—
Acme Office Group	—	—	•	—	—
Acoustical Partitions Corp.	•	—	—	•	overhead cabinets with flipper, hinged or slide doors, open shelves
Adanlock Office Environments, Inc.	—	•	•	—	—
Artec	•	•	•	—	binder bins
Artopex Inc.	—	•	•	—	—
Aspects	•	•	•	—	—
Atelier Intl., Inc.	—	—	•	—	—
Atlantic DataFurniture Products	—	—	—	—	pedestals
Best Mfg. Sign Systems	—	—	—	•	sign systems
Bevis Custom Furniture, Inc.	—	—	—	—	shelves, storage compartments with doors
Bilrite Nightingale Inc.	—	•	•	•	—
H.L. Birum Corp.	—	•	—	—	—
Brandrud Furniture, Inc.	—	•	—	—	flipper door, bookcase units
The Brewster Corp.	—	—	—	—	cabinets, shelves
Cano Corp.	•	•	•	•	—
CenterCore, Inc.	—	—	—	•	—
Cole Office Environments	—	•	•	—	—
Cramer Inc.	•	•	•	—	—
Croydon Furniture Systems Inc.	—	•	—	—	—
Custom Executive Office, Inc.	—	•	•	—	—
Datum Filing Systems Inc.	•	•	•	—	—

## Hang-On Accessories

	In-Out Baskets	Organizers	Files	Signage	Other
Domore Corp.	•	•			
Electri-Cable Assemblies Inc.					task lighting
Executive Office Concepts	•	•	•	•	overstorage units
Filing Equipment, Inc.	•	•	•	•	Print-out storage
Flex-Y-Plan Industries, Inc.		•	•	•	
GF Furniture Systems Inc.	•	•	•		
Global Upholstery	•	•			
Haller Systems Inc.			•		
Hamilton Sorter Co., Inc.		•	•		
Hardwood House, Inc.					overhead cabinets
The Harter Group		•			
Haworth, Inc.				•	
IEM Marketing			•		tambour door units
Interior Specialists Corp.	•	•	•	•	
JG Furniture Systems, Inc.	•	•	•	•	
Jofco Inc.			•		
KI	•	•	•		
Kinetics Furniture	•	•	•	•	storage cabinets, bookcases, trays
Knoll International	•	•			coat hooks
Krug Furniture Inc.	•				
Lunstead, Inc.		•	•		
McDonald Products	•	•			
Milcare, Inc.		•	•	•	
Herman Miller Inc.		•			work tools
PCI/Tandem	•	•	•		
Packard Industries, Inc.	•	•	•		
Panel Concepts, L.P.	•	•	•		
Polychromic Designs		•	•		
Precision Mfg. Inc.	•	•		•	
Pro/File Systems, Inc.		•	•		
Project Office Furniture	•	•	•		shelves
Rosemount Office Systems, Inc.	•	•	•	•	
Salman, Inc.		•	•		
Shaw-Walker	•	•		•	
Steelcase Inc.					bookcases, shelves
Stow & Davis					bookcases, shelves
SunarHauserman, Inc.		•	•		
Syma Systems, Inc.				•	
System 2/90, Inc.				•	
Teknion Inc.	•	•	•		
The Thrasher Group, Inc.					over storage/flipper door
Tibbet, Inc.		•			
Transwall Corp.	•	•	•	•	
Trendway Corp.	•	•	•	•	
Vogel-Peterson					hangers, wardrobe products
Voko U.S., Inc.	•	•	•		
Vomar Products, Inc.				•	
Westinghouse Furniture Systems	•	•	•	•	
Wolff Wire	•	•	•		trays, shelving
Xception Design Ltée.		•		•	

## Acoustical Ceilings, Systems

	Baffles	Tiles	Acoustical	Fire
Acoustical Partitions Corp.	•		•	•
Cano Corp.	•	•	•	•
Chicago Metallic Corp.	•			•
Conwed Designscape	•	•	•	•
Custom Wall Services Inc. Wallcoustics	•	•	•	•
Decoustics Ltd.	•	•		
Insul-Art Acoustics Corp.	•	•	•	•
Interior Specialists Corp.			•	•
Peabody Noise Control Inc.	•			
Polychromic Designs	•		•	•
Simplex Ceiling Corp.	•	•		
Tectum Inc.	•	•		

## Raised Floors

C-Tec  
Floating Floors  
GHP  
Innocrete  
IEM Marketing  
Jason Industrial  
Nello Systems  
Robbins, Inc.  
Tate Access Floors  
USG Interiors  
Unistrut  
Ralph Wilson Plastics

## Masking Sound Systems

Artopex Inc.  
BNN Labs.  
Citation Mfg.  
Control Electronics  
Cramer Inc.  
Custom Wall Services Inc. Wallcoustics  
Datum Filing Systems Inc.  
Dennison Monarch Systems, Inc.  
Dukane Corp.  
Dynasound  
Insul-Art Acoustics Corp.  
Interior Specialists Corp.  
Pro/File Systems, Inc.  
Viking Acoustical  
Working Walls

## Carpet Tiles

Allied Fibers  
Bentley Mills  
Bigelow-Sanford  
Bonar & Flotex  
Budd Looms  
Carpet Innovations  
Carson Pirie Scott & Co.  
Charleston Carpets  
Collins & Aikman Corp.  
Contract Carpets Intl.  
Eurotex  
The Harbinger Co.  
Institutional Carpet Mills  
Interface Flooring  
J&J Industries  
KVTV, Ltd.  
Karastan Bigelow  
Lane's Floorcoverings  
Jack Lenor Larsen  
La Salle-Deitch Co.  
Lees Commercial Carpet Co.  
Loboflor  
Milliken & Co.  
Mort West Mills  
Patrick Carpet Mills  
Philadelphia Carpet Co.  
Scalamandre  
Shaw Commercial Carpets  
Stratton Inds.  
Stark Carpet Corp.  
Tate Access Floors  
United States Modular Carpet  
United Technical Products  
V.I.P. Sales

## Alphabetical

### AXSYS Modular Office Systems

2221 S. Standard Ave.  
Santa Ana, CA 92707  
(714) 432-9797  
(800) 282-9797

### Abstracta Structures Inc.

347 Fifth Ave.  
New York, N.Y. 10016  
(212) 532-3710

### Acme Office Group

211 Lombardy St.  
Brooklyn, NY 11222  
(718) 387-6400

### Acoustical Partitions Corp.

144 Race St.  
Holyoke, MA 01040  
(413) 533-3986  
(800) 628-8866

### Adanlock Office Environments

55 Jones & Gifford Rds.  
Jamestown, NY 14701  
(716) 483-1551  
(800) 223-4903

### Advance Office Concepts

507 Shoreview Park Rd.  
St. Paul, MN 55126-7047  
(612) 481-0151  
(800) 637-4227

### All-Systems, Inc.

17871 Peru Rd.  
Dubuque, IA 52001  
(319) 556-0456

### Allied Fibers

1411 Broadway  
New York, NY 10018  
(212) 391-5045  
(800) 992-9922

### Allsteel, Inc.

Allsteel Dr.  
Aurora, IL 60507  
(312) 859-2600

### Alma Desk Co.

P.O. Box 2250  
1301 Lincoln Dr.  
High Point, NC 27261  
(919) 885-4101  
(800) 833-3319

### American Seating Co.

901 Broadway N.W.  
Grand Rapids, MI 49504  
(616) 456-0600  
(800) 253-8104

### Anthro Co.

3221 NW Yeon Ave.  
Portland, OR 97210  
(503) 241-7113  
(800) 325-3841

### Architectural Wall Systems

3637 Sysco Ct. S.E.  
Grand Rapids, MI 48512  
(616) 949-7801  
(800) 544-7900

### Artec

Div. Kimball Intl.  
1600 Royal St.  
Jasper, IN 47546  
(812) 482-1600  
(800) 482-1616

### Artmet Products

15935-114 Ave.  
Edmonton, AB T5M 2Z3 Canada  
(403) 452-7522

### Artopex Inc.

2121 Berlier St.  
Laval, PQ H7L 3M9 Canada  
(514) 332-4420  
(800) 888-9933

### Aspects

9477 N. Opal Ave.  
Redlands, CA 92373  
(714) 794-7722

### Atelier Intl., Inc.

30-20 Thomson Ave.  
Long Island City, NY 11101  
(718) 392-0300

### Atlantic DataFurniture Products

4507 W. Alva Ave.  
Tampa, FL 33614  
(813) 879-3504  
(800) 237-4783

### BASF Fibers

Drawer D  
Williamsburg, VA 23187  
(804) 887-6573  
(800) 446-8953

### BBN Laboratories, Inc.

125 Cambridge Park Dr.  
Cambridge, MA 02140  
(617) 499-8000

### Benedetti Corp.

1500 S. Evergreen Ave.  
Los Angeles, CA 90023  
(213) 261-3000

### Bentley Mills, Inc.

14641 E. Don Julian Rd.  
City of Industry, CA 91746  
(818) 333-4585  
(800) 423-4709

### Best Mfg. Sign Systems

1202 N. Park Ave.  
Montrose, CO 81401-3170  
(303) 249-2378  
(800) 235-2378

### Bevis Custom Furniture, Inc.

P.O. Box 2280  
Florence, AL 35630  
(205) 766-6497  
(800) 346-1885

### Bigelow-Sanford

P.O. Box 3089  
Greenville, SC 29602  
(803) 299-2831

### Bilrite Nightingale Inc.

2301 Dixie Rd.  
Mississauga, ON L4Y 1Z9 Canada  
(416) 896-3434

### H.L. Birum Corp.

Rte. 29  
Frenchtown, NJ 08825  
(201) 996-3113  
(800) 452-4786

### Bonar & Flotex, Inc.

8150 Springwood Dr. #100  
Irving, TX 75063  
(214) 556-2233  
(800) 334-7331

### Brandrud Furniture, Inc.

1502 20th St., N.W.  
Auburn, WA 98001  
(206) 838-6500

### The Brewster Corp.

P.O. Box B  
50 River St.  
Old Saybrook, CT 06475  
(203) 388-4441  
(800) 243-8198

### Budd Looms

306 E. 61st St.  
New York, NY 10021  
(212) 758-4460

### CCN Intl.

200 Lehigh St.  
Geneva, NY 14456  
(315) 789-4400

### CHF Industries

150 Pine St.  
Grayslake, IL 60030  
(312) 223-1900  
(800) 243-8677

### C-Tec, Inc.

3433 Lousma Dr. S.E.  
Grand Rapids, MI 49508  
(616) 243-2211

### Cano Corp.

225 Industrial Rd.  
Fitchburg, MA 01420  
(508) 342-0953  
(800) 237-1358

### Carpet Innovations, Inc.

588 Broadway  
New York, NY 00002  
(212) 966-9445  
(800) 457-4457

### Carson Pirie Scott & Co.

13-127 Merchandise Mart  
Chicago, IL 60654  
(312) 744-7676

### CenterCore, Inc.

224 Butler Pike  
Plymouth Meeting, PA 19462  
(215) 941-9900  
(800) 523-5640

### Charleston Carpets

Wallco Carpet Co.  
1844 US Hwy. 41 SE  
Calhoun, GA 30701  
(616) 794-1700

### Chicago Metallic Corp.

4849 S. Austin Ave.  
Chicago, IL 60638  
(312) 563-4600  
(800) 323-7164

### Citation Mfg. Co., Inc.

P.O. Box 418  
83 S. Main St.  
Spring Valley, NY 10977  
(914) 425-6868

### Cole Office Environments

P.O. Box M26  
640 Whiteford Rd.  
York, PA 17405  
(717) 854-1545  
(800) 233-9363

### Contemporary Products, Inc.

7 Grand Blvd. N.  
Brentwood, NY 11717  
(516) 231-4370  
(800) 645-5156

### Contract Carpets Intl.

P.O. Box 70095  
Marietta, GA 30007  
(404) 587-2244

### Control Electronics Co., Inc.

139 Florida St.  
Farmingdale, NY 11735-6308  
(516) 694-0125

### Conwed Designscape

3433 Broadway St. N.E. #415  
Minneapolis, MN 55413  
(612) 331-2540  
(800) 358-5571

### CorryHiebert Corp.

511 E. Carpenter Fwy.  
Ste. 500  
Irving, TX 75062  
(214) 506-9500  
(800) 458-0593

### Cramer Inc.

625 Adams St.  
Kansas City, KS 66105  
(913) 621-6700  
(800) 366-6700

### Croydon Furniture Systems

P.O. Box 340  
1 Hespeler Rd.  
Cambridge, ON N1R 5V4 Canada  
(519) 621-6300  
(800) 265-2790

### Custom Executive Office Inc.

P.O. Box 240  
Palos Park, IL 60464  
(312) 829-4600

### Custom Wall Services

3 College Rd.  
Monsey, NY 10952  
(914) 368-0433

### Dar/Ran Furniture Industries

2402 Shore Dr.  
P.O. Box 7614  
High Point, NC 27264  
(919) 431-7253  
(800) 334-7891

### Datum Filing Systems Inc.

270 Adams Blvd.  
Farmingdale, NY 11735  
(516) 293-4650  
(800) 828-8018

### Decoustics Ltd.

65 Disco Rd.  
Rexdale, ON M9W 1M2 Canada  
(416) 675-3983  
(800) 387-3809

### Dennison Monarch Systems

MacArthur Ave.  
P.O. Box 4081  
New Windsor, NY 12550  
(914) 562-3100

### Domore Corp.

P.O. Box 1289  
2400 Sterling Ave.  
Elkhart, IN 46515  
(219) 293-0621

## Alphabetical

- Dukane Corp.**  
2900 Dukane Dr.  
St. Charles, IL 60174  
(312) 584-2300
- Dynasound**  
6439 Atlantic Blvd.  
Norcross, GA 30071  
(404) 242-8176  
(800) 356-3288
- Dynel Intl.**  
P.O. Box 107  
Zeeland, MI 49464  
(616) 772-6429  
(800) 373-9635
- Electri-Cable Assemblies Inc.**  
44 Canel St.  
Shelton, CT 06484  
(203) 732-5480
- Elements, Inc.**  
17720 NE 65th St.  
Redmond, WA 98052  
(206) 869-2911
- Eurotex**  
165 W. Ontario St.  
Philadelphia, PA 19140  
(215) 739-8844  
(800) 523-0731
- Executive Furniture, Inc.**  
P.O. Box 167  
County Rd. 400 West  
Huntingburg, IN 47542  
(812) 683-3334  
(800) 221-7469
- Executive Office Concepts**  
1705 Anderson Ave.  
Compton, CA 90220  
(213) 537-1657  
(800) 421-5927
- Filing Equipment, Inc.**  
P.O. Box 219  
Ringgold, GA 30736  
(404) 935-4024  
(800) 241-5246
- Flex-Y-Plan Industries, Inc.**  
P.O. Box CC  
6960 West Ridge Rd.  
Fairview, PA 16415-0829  
(814) 474-1565  
(800) 458-0552
- Floating Floors, Inc.**  
P.O. Box 6627  
795 Berdan Ave.  
Toledo, OH 43612  
(419) 476-8772
- GF Furniture Systems Inc.**  
4944 Belmont Ave.  
Youngstown, OH 44501  
(216) 759-8888  
(800) 624-9751
- GHP Inc.**  
11453 Hilguard Rd.  
Dallas, TX 75243  
(214) 343-0004
- Geiger Intl.**  
7005 Industrial Blvd. S.W.  
Atlanta, GA 30336  
(404) 344-1100  
(800) 444-8812
- Global Upholstery**  
560 Supertest Rd.  
Downsville, ON M3J 2M6 Canada  
(416) 661-3660
- Gold Bond Building Prods.**  
2001 Rexford Rd.  
Charlotte, NC 28211  
(704) 365-7300
- The Gunlocke Co.**  
1150 E. River Rd.  
Avon, NY 14414  
(716) 226-8190  
(800) 828-6300
- HLF Furniture, Inc.**  
12000 Merriman Rd.  
Livonia, MI 48150  
(313) 425-7820
- The HON Company**  
200 Oak St.  
Muscatine, IA 52761-0769  
(319) 264-7100
- Halcon Corp.**  
1811 2nd Ave. N.W.  
Stewartville, MN 55976  
(507) 533-4235
- Haller Systems Inc.**  
17741 Cowan Ave.  
Irvine, CA 92714  
(714) 660-1555
- Hamilton Sorter Co., Inc.**  
3158 Production Dr.  
Fairfield, OH 45014  
(513) 874-9498  
(800) 543-8334
- The Harbinger Co.**  
P.O. Box 1209  
721 River St.  
Calhoun, GA 30701  
(404) 625-0918  
(800) 241-4216
- Hardwood House, Inc.**  
569 Lyell Ave.  
Rochester, NY 14606  
(716) 254-0600
- The Harter Group**  
414 N. Orleans St., Ste. 305  
Chicago, IL 60610  
(312) 222-1006
- Haworth, Inc.**  
One Haworth Center  
Holland, MI 49423-9576  
(616) 393-3000  
(800) 344-2600
- Herman Miller Inc.**  
8500 Byron Rd.  
Zeeland, MI 49464  
(616) 772-3661
- IEM Marketing**  
251 W. Garfield Rd.  
Aurora, OH 44202  
(216) 562-0777  
(800) 633-7653
- Innocrete Systems, Inc.**  
49 Meeker Ave.  
Cranford, NJ 07016  
(201) 272-0573  
(800) 225-2153
- Institutional Carpet Mills**  
6540 Powers Ferry Rd., Ste. 330  
Atlanta, GA 30339  
(404) 951-2075
- Insul-Art Acoustics Corp.**  
107 Allen Blvd.  
Farmingdale, NY 11735  
(516) 694-0002  
(800) 526-0908
- Interface Flooring Systems**  
P.O. Box 1503  
1603 Executive Dr.  
La Grange, GA 30204
- Interior Specialists Corp.**  
16710 148th St.  
Spring Lake, MI 49456  
(616) 842-5550  
(800) 678-5550
- Invincible Metal Furn. Co.**  
P.O. Box 607  
842 S. 26th St.  
Manitowoc, WI 54220  
(414) 682-4601  
(800) 558-4417
- Jason Indl., Inc.**  
340 Kaplan Dr.  
Fairfield, NJ 07006  
(201) 227-4904
- JAX Intl.**  
5925 Redwood Dr.  
Rohnert Park, CA 94928  
(707) 584-7360  
(800) 345-5299
- J&J Industries, Inc.**  
P.O. Box 1287  
J&J Dr.  
Dalton, GA 30720  
(404) 278-4454  
(800) 241-4586
- JG Furniture Systems, Inc.**  
121 Park Ave.  
Quakertown, PA 18951  
(215) 536-3353
- Jofco Inc.**  
P.O. Box 71  
Jasper, IN 47547  
(812) 482-5154  
(800) 235-6326
- KI**  
P.O. Box 8100  
1330 Bellevue St.  
Green Bay, WI 54308-8100  
(414) 468-8100
- KVTV Ltd.**  
P.O. Box 12702  
Oklahoma City, OK 73157  
(405) 947-0950
- Karastan Bigelow**  
Div. Fieldcrest/Cannon  
725 N. Regional Rd.  
Greensboro, NC 27409  
(919) 665-4000
- Kinetics Furniture**  
110 Carrier Dr.  
Rexdale, ON M9W 5R1 Canada  
(416) 675-4300
- Knoll International**  
655 Madison Ave.  
New York, NY 10021  
(212) 207-2200
- Krug Furniture Inc.**  
P.O. Box 9035  
421 Manitou Dr.  
Kitchener, ON N2G 4J3 Canada  
(519) 893-1100
- LUI Corp.**  
5500 E. Lombard St.  
Baltimore, MD 21224  
(301) 522-4135
- Lane's Floor Coverings, Inc.**  
192 Lexington Ave.  
New York, NY 10016  
(212) 532-5200
- Jack Lenor Larsen**  
41 E. 11th St.  
New York, NY 10003  
(212) 674-3993
- LaSalle-Deitch Co., Inc.**  
P.O. Box 2347  
640 Industrial Pkwy.  
Elkhart, IN 46515  
(219) 294-2661
- Lees Commercial Carpet Co.**  
Valley Forge Corp. Ctr.  
King of Prussia, PA 19406  
(215) 666-7888
- Loboffor**  
8150 Spring Wood Dr., Ste. 100  
Irving, TX 75063  
(214) 556-2233
- Lunstead, Inc.**  
8655 S. 208th S  
Kent, WA 98031  
(206) 872-8835
- Magna Design, Inc.**  
Box 1354  
5804-204th St., SW  
Lynnwood, WA 98046  
(206) 776-2181
- McDonald Products**  
2685 Walden Ave.  
Buffalo, NY 14225  
(716) 684-7200
- Meridian Inc.**  
6830 Grand Haven Rd.  
Spring Lake, MI 49456  
(616) 846-0280
- MetaStand Co.**  
11200 Roosevelt Blvd.  
Philadelphia, PA 19147  
(215) 673-5300
- Milcare, Inc.**  
8500 Byron Rd.  
Zeeland, MI 49464  
(616) 772-8000
- Herman Miller Inc.**  
8500 Byron Rd.  
Zeeland, MI 49464  
(616) 772-3300
- Milliken Carpets**  
P.O. Box 2956  
1 Dallas St.  
La Grange, GA 30241  
(404) 883-5570

- Modernfold, Inc.**  
1711 I Ave.  
New Castle, IN 47362  
(317) 529-1450
- Mort West Mills**  
205 Lexington Ave.  
New York, NY 10016  
(212) 889-5588
- Mueller Furniture Corp.**  
P.O. Box 2624  
514 Fifth St., NW  
Grand Rapids, MI 49501-2624  
(616) 451-2738
- Nello Systems Co., Inc.**  
7079 Brookdale Dr.  
Baltimore, MD 21227  
(301) 796-3750
- O'Brien Partition Co.**  
5301 E. 59th St.  
Kansas City, MO 64130  
(816) 523-7416
- Office Specialty**  
440 N. Wells St.  
Chicago, IL 60610  
(312) 661-0067
- Omni International Inc.**  
P.O. Box 669  
12th St., S.W.  
Vernon, AL 35592  
(205) 695-9173
- PCI/Tandem**  
6905 Aragon Cir.  
Buena Park, CA 90620-1118  
(714) 521-6222
- Packard Industries, Inc.**  
1515 U.S. 31 N.  
Niles, MI 49120  
(616) 684-2550
- Panel Concepts, L.P.**  
3001 S. Yale St.  
Santa Ana, CA 92704  
(714) 979-3680
- Patrick Carpet Mills**  
2937 Maria St.  
Rancho Dominguez, CA 90221  
(213) 631-8631
- Peabody Noise Control Inc.**  
6300 Ireland Pl.  
Dublin, OH 43017  
(614) 889-0480
- Georg Peterson Furniture, Inc.**  
P.O. Box 507  
420-A, S. Park Ave.  
Hinsdale, IL 60522-0507  
(312) 655-0704
- Philadelphia Carpet Co.**  
P.O. Box 2128  
616 E. Walnut Ave.  
Dalton, GA 30722-2128  
(404) 278-3812
- Phoenix Designs, Inc.**  
10875 Chicago Dr.  
Zeeland, MI 49464  
(616) 772-1630
- Pleion Corp.**  
1402 E. Chestnut Ave.  
Santa Ana, CA 92701  
(714) 835-9101
- Polychromic Designs**  
P.O. Box 354  
Bellmore, NY 11710  
(516) 643-4227
- Precision Mfg. Inc.**  
2200 52nd Ave.  
Lachine (Montreal), PQ H8T 2Y6 Canada  
(514) 631-2120
- Pro/File Systems, Inc.**  
6600 W. Armitage Ave.  
Chicago, IL 60635  
(312) 237-4000
- Project Office Furniture**  
30-20 Thomson Ave., Ste. 209  
Long Island City, NY 11101  
(718) 729-2880
- Robbins, Inc.**  
4777 Eastern Ave.  
Cincinnati, OH 45226  
(513) 871-8988
- RoseJohnson**  
111 Godfrey Ave., SW  
Grand Rapids, MI 46503  
(616) 246-0246
- Rosemount Office Systems, Inc.**  
21785 Hamburg Ave.  
Lakeville, MN 55044  
(612) 469-4416
- Salman, Inc.**  
2440 Artesia Ave.  
Fullerton, CA 92633  
(714) 994-0990
- Scalamandre**  
4300 44th St.  
Long Island City, NY 11101  
(718) 361-8500
- Shaw Commercial Carpets**  
P.O. Drawer 2128  
616 E. Walnut Ave.  
Dalton, GA 30722  
(404) 278-3812
- Shaw-Walker**  
P.O. Box 209  
921 W. Western Ave.  
Muskegon, MI 49443  
(616) 755-4200
- Silent Sound Systems Inc.**  
3800 3-Mile Rd., N.W.  
Grand Rapids, MI 49504  
(616) 791-1994
- Simplex Ceiling Corp.**  
50 Harrison St.  
Hoboken, NJ 07030  
(201) 864-6630
- Smed Manufacturing, Inc.**  
4315 54th Ave. S.W.  
Calgary, AB T2C 2A2 Canada  
(403) 279-1400
- Stark Carpet Corp.**  
979 Third Ave.  
New York, NY 10022  
(212) 752-9000
- Stratton Inds., Inc.**  
P.O. Box 1007  
Cartersville, GA 30120  
(404) 382-5200
- Steelcase Inc.**  
901 44th St. SE  
Grand Rapids MI 49501  
(616) 247-2710
- Stow & Davis**  
901 44th St., S.E.  
Grand Rapids, MI 49501  
(616) 247-2710
- SunarHauserman, Inc.**  
5711 Grant Ave.  
Cleveland, OH 44105  
(216) 883-1400
- Syma Systems, Inc.**  
1880 Princeton Ave.  
Lawrenceville, NJ 08648-4518  
(609) 393-1900
- System 2/90, Inc.**  
5510 33rd St., S.E.  
Grand Rapids, MI 49512  
(616) 949-4310
- TAB Products Co.**  
1400 Page Mill Rd.  
Palo Alto, CA 94043  
(415) 852-2400
- Tate Access Floors, Inc.**  
7510 Montevideo Rd.  
Jessup, MD 20794  
(301) 799-4200
- Techniques in Wood**  
8-10 Cairn St.  
Rochester, NY 14611  
(716) 328-3800
- Tectum Inc.**  
P.O. Box 920  
105 S. Sixth St.  
Newark, OH 43055  
(614) 345-9691
- Teknion Inc.**  
P.O. Box 562  
17 W. Stow Rd.  
Marlton, NJ 08053  
(609) 866-1111
- The Thrasher Group, Inc.**  
2201 Van Deman St.  
Baltimore, MD 21224  
(301) 633-6980
- Tibbet, Inc.**  
P.O. Box 2266  
155 S. Superior St.  
Toledo, OH 43603  
(419) 244-9558
- Transwall Corp.**  
143 Pennsylvania Ave.  
Malvern, PA 19355  
(215) 647-3030
- Trendway Corp.**  
P.O. Box 9016  
13467 Quincy St.  
Holland, MI 49422-9016  
(616) 399-3900
- U.S. Modular Carpet**  
6536 28th St., S.E.  
Grand Rapids, MI 49506  
(616) 949-6342
- United Technical Prods., Inc.**  
960 Turnpike St.  
Canton, MA 02021  
(617) 821-1752
- USG Interiors, Inc.**  
1000 Crockier Rd.  
Westlake, OH 44145  
(216) 871-1000
- Unistrut Diversified Products**  
45081 Geddes Rd.  
Canton, MI 48188  
(313) 397-0019
- V.I.P. Sales Inc.**  
P.O. Box 1776  
Dalton, GA 30720  
(404) 278-3301
- Viking Acoustical Corp.**  
21480 Heath Ave., Airlake Indl. Park  
Lakeville, MN 55044  
(612) 469-3405
- Vogel-Peterson**  
Rt. 83 & Madison St.  
Elmhurst, IL 60126  
(312) 279-7123
- Voko U.S., Inc.**  
564 Alpha Dr.  
Pittsburgh, PA 15238  
(412) 963-8656
- Vomar Products, Inc.**  
16641 Roscoe Pl.  
P.O. Box 2637  
Sepulveda, CA 91343  
(818) 894-7174
- Walker Division**  
Butler Mfg. Co.  
620 Depot St.  
Parkersburg, WV 26101  
(304) 485-1611
- Watson Furniture Systems**  
12715 Miller Rd., NE  
Bainbridge Island, WA 98110  
(206) 842-6601
- Westinghouse Furniture Systems**  
4300 36 St., SE  
Grand Rapids, MI 49508  
(616) 957-7221
- Weyerhaeuser Co.**  
2000 Frontis Plaza Blvd., Suite 101  
Winston-Salem, NC 27103  
(919) 768-5533
- Ralph Wilson Plastics Co.**  
600 General Bruce Dr.  
Temple, TX 76504  
(817) 778-2711
- Wolff Wire**  
P.O. Box 668  
Lundington, MI 49431  
(616) 845-1574
- Working Walls, Inc.**  
2703 St. Clair Ave.  
Cleveland, OH 44114  
(216) 579-9161
- Xception Design Ltée.**  
2875 Industrial Blvd.  
Laval, PQ H7L 3V8 Canada  
(514) 668-0710

# PANELS COVERED IN STYLE

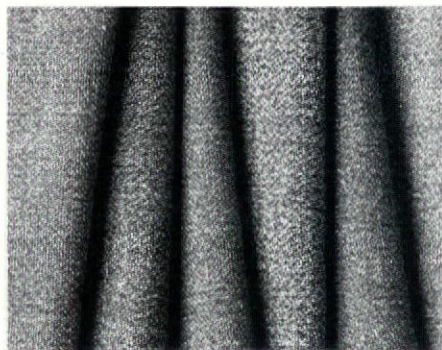
## New products focus on light & texture



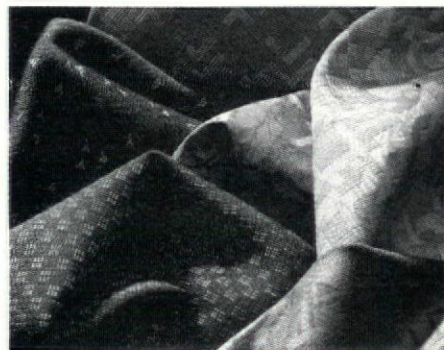
*Hendrick*

**Hendrick Textiles**—Micah, a new piece dye, juxtaposes a luminous filament nylon with a more matte woolen yarn. Small triangles oppose one another to form a diamond motif that appears and disappears as light catches the surface. **Circle No. 450.**

**Unika Vaev**—Horizon, part of the Environments Collection, is a clean-looking wallcovering with brisk specks of color—like looking up at the sky. **Circle No. 451.**



*Unika Vaev*



*Carnegie*

**Carnegie**—This new panel fabric collection from Creation Baumann of Switzerland consists of seven designs in 65 colorways. **Circle No. 452.**

**Brayton Textiles**—Twelve more colors are now available for Billiard, a wool nylon blend: seafoam, salmon, sky blue, violet, kelly green, plum, blue ridge, navajo red, teal green, eggplant, Prussian blue, and raspberry. **Circle No. 455.**

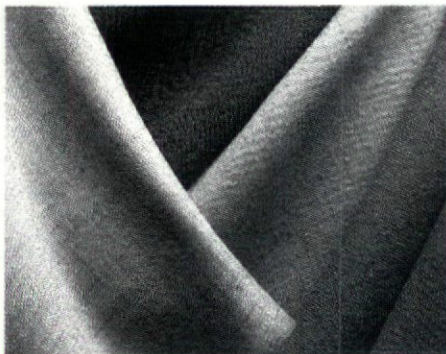


*Brayton*



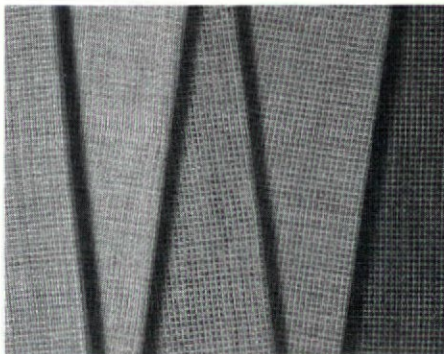
*Design Tex*

**DesignTex**—Viscount, Duchess, and Marquis are small-scale patterned panel fabrics made of 100 percent polyester, passing 50,000 double rubs on the Wyzenbeek test. **Circle No. 453.**



*Aronitex*

**Architex Int'l**—Xanadu, a 66-in.-wide lightweight polyester/modacrylic blend, comes in 16 colorways and features a light acrylic backing. **Circle No. 456.**



*Innovations*

**Innovations in Wallcoverings**—The unusual textural effects of Woven Wall, available in 16 colorways, are achieved by using multi-colored threads, six warps, and Trevira. Available in a 54-in. width with acrylic backing. **Circle No. 457.**

*Small-scale patterns, textural effects, reversible colorway, and luminous/matte fiber mixture among new panel fabric introductions.*



*Deepa*



*Coral of Chicago*



*Maharam*

**Deepa**—Lightwaves is this company's first fabric to be marketed for its "line extension" concept—transforming a successful upholstery fabric into a panel fabric by changing its content.  
**Circle No. 458.**

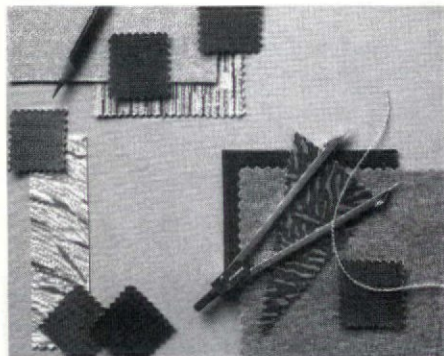
**Coral of Chicago**—The Stellar Collection consists of coordinating panel and upholstery fabrics. In panel fabrics, Capricorn is available in 80 colors, Vector in 20, and Gemini in 14.  
**Circle No. 463.**



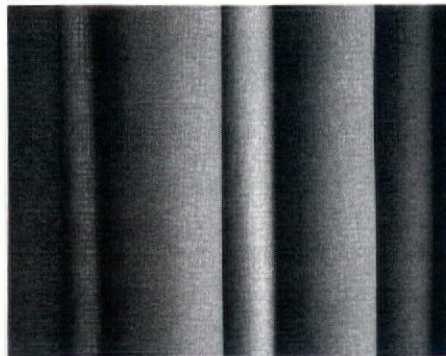
*Arc-Com*

**Maharam**—Link, the newest addition to the Woven Surfaces collection, is a 66-in.-wide panel fabric that is Class A-rated on the E-84 Tunnel Test.  
**Circle No. 461.**

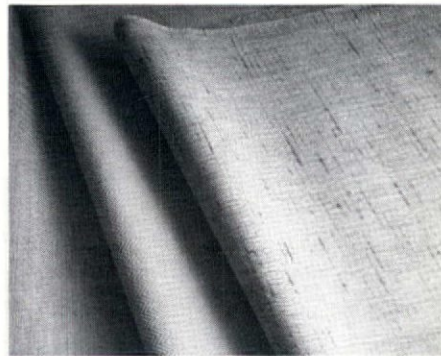
**Arc-Com**—Pointillist and Silverbirch, two new panel fabrics from the Vertical Collaborations collection, are made of 100 percent Trevira. Pointillist is named after the French Impressionist painting technique, while Silverbirch is a classical monochromatic leaf motif.  
**Circle No. 459.**



*Intek*



*Stratford Hall*



*Sinclair*

**Intek**—The current collection consists of more than 90 solids available on three basic fabrics, as well as more than 50 heathers. Also available are novelty fabrics such as pinpoints, crepes, and a growing selection of textural solid patterns.  
**Circle No. 460.**

**Stratford Hall**—Custom woven in Great Britain, Reflections boasts a reversible colorway and a shimmering wool surface.  
**Circle No. 462.**

**Sinclair Wallcovering**—SWT (Sinclair Wall Textures) is made of 100 percent Polyolefin. Acrylic backed with a 54 in. width, SWT is available in 7 patterns, 71 colorways.  
**Circle No. 464.**

# CEILING & SYSTEMS COMPLEMENT OPEN PLAN

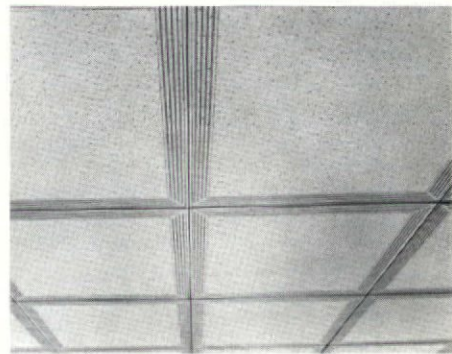
## Options provide choice between temporary or permanent spaces



**Steelcase**—The Movable Walls office furniture system offers panel-mounted or freestanding furniture options with a wide variety of surface materials including patterned panel fabrics and textured laminates. The system provides easy integration of technological components, as well as a selection of panel heights and widths and ample filing and storage space. **Circle No. 261.**



**Geiger International**—The Petri System Workwall provides adjustable shelves for computer equipment, wardrobe and shelf combinations, bookshelves, and file drawers. The Workwall is designed specifically to coordinate with the Petri System. **Circle No. 258.**



**USG Interiors, Inc.**—Geometrix ceiling systems visually integrate an acoustical system that uses screen-printed design images to eliminate differences between the ceiling panel and the suspension grid. Panels of 2 sq. ft. come in five basic designs. **Circle No. 251.**



**Atelier International**—The Soffio Di Vento flexible storage system contains compartments that can be specified for video and sound technology, book or display space, or storage. A wide range of color-coordinated finish options are available and other alternatives include optional back-lit panels and back panels of different colors. **Circle No. 259.**

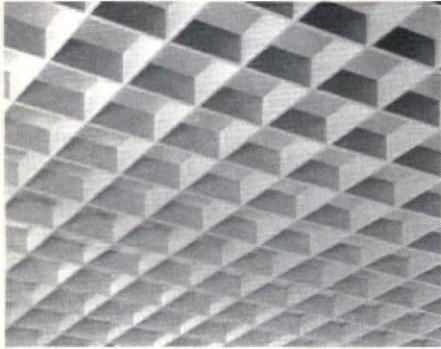


**Interior Acoustics, Inc.**—Baffles, as shown in this project at the Cambridge (MA) Savings Bank, feature eyelet hooks to make hanging easier and banners are equipped with reinforced brass grommets. Suspension material ranges from decorative chain to unobtrusive fishing line. **Circle No. 286.**



**Herman Miller**—The V-Wall movable wall system includes two 1/4-inch thick wall panels and connecting hardware, door, and window components, with trim to tie in fixed walls. Compatible with Herman Miller furniture and systems products, hanging components and partial-height panels, it is available in a variety of finish options. **Circle No. 255.**

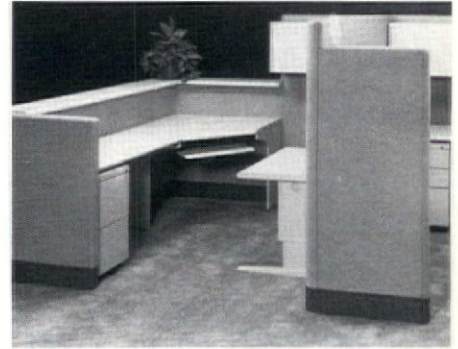




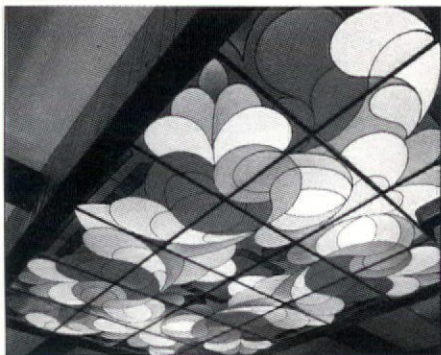
**Chicago Metallic Corp.**—The Cube Open Cell Ceiling System comes in a variety of colors and reflective metal finishes and is easy to alter in scale and modular configuration. Cell sizes range from 3- to 12-sq.-ft.  
**Circle No. 249.**



**Knoll International**—KnollWall is a modular, steel-framed, movable, full-height wall system with interchangeable panels that don't require permanent attachments to floors or ceilings. Available in straight or curved styles, the system can be finished in baked enamel, vinyl, fabric, or wood veneers, or glass.  
**Circle No. 264.**



**Tibbet**—Use of aluminum extrusions instead of steel metal posts make workstation panels lighter and easier to reconfigure, as well as improving acoustics. Rounded panel tops offer an alternative look to square-cornered metal edges. Avoidance of metal posts provides a monolithic fabric look, and panels can be either stretched or cut down in height as needed.  
**Circle No. 319.**



**Danjell Creations, Inc.**—This custom design firm offers ceiling panels made with mirrors and with neon-colored backings. When they are exposed to fluorescent lighting, the ceiling glows like neon.  
**Circle No. 287.**



**Stow & Davis**—The Elective Elements furniture and wall panels system features single-point connection panels for easy installation and reconfiguration with internal cable cavities and a variety of fabrics and veneers for panels, frames, and base trim. Design options include wood, metal, or both, veneer or laminate height-adjustable worksurfaces with variable edges, and a central locking mechanism available for lower storage components.  
**Circle No. 262.**



**Advance Office Concepts**—Four component pieces keeps the Status Seeker Plus demountable wall system simple. The system qualifies for accelerated depreciation, and offers variable door and window configurations. Available in a full range of colors, textures and finishes for frames and panel fabrics and vinyls.  
**Circle No. 320.**

## Rapid furnishings for fast-track specifications

*CONTRACT's Quick-Ship Directory catalogs almost 200 manufacturers offering chairs, desks/credenzas, computer support furniture, files, open office systems, and lighting with fast delivery times. Each listing is complete with company address and telephone number.*

Almost every interior architect and designer knows the story of the corporate president who wrestles with the problem of deciding whether the time is right for moving the firm to a larger building or erecting a new headquarters. It goes something like this:

DESIGNER: "You're rapidly running out of space, your departments are scattered over three buildings in the area, and we must have a budget decision almost immediately to institute proper planning, design, and purchases. The bottom line for such a move is \$636,000."

BOARD PRESIDENT: "Cut that figure in half and report back to me."

TIME: Six months later, same office, same players.

DESIGNER: "We have only been able to squeeze \$30,000 out of the budget. Cutting it in half is absolutely impossible. More important, the delay we've already encountered will result in even higher costs."

PRESIDENT: "Let me bring it to the board and I'll get back to you."

TIME: One month later, same office, same players.

PRESIDENT: "Okay. Go ahead, but we have to be moved and in place within nine months!"

Designer's eyes glaze over. He/she nods assent. And now the entire process gets underway—selection of architect, research on growth, determination of needs, planning, and the entire panoply of decisions and effort to meet the deadline.

Furniture, unfortunately, is the last item on the agenda. It must be ordered, manufactured, shipped, staged, in-

stalled, and ready for clients in 21 weeks. Large systems manufacturers can't make delivery for 22 to 26 weeks. Smaller manufacturers, however, seize the opportunity and make deliveries in time frames that otherwise would be impossible. But chairs, files, computer support furniture, lighting, and other furnishings are also needed.

"Where do we get them and in how much time?" asks the designer. Enter July CONTRACT with its Quick-Ship Directory.

CONTRACT: "Right on these pages is where. Here is a listing of more than 200 manufacturers, products that are manufactured and stocked for fast delivery, time required for shipment, and other pertinent information to meet pressing time schedules!"

Everybody exits exchanging congratulations and the whole job comes together without a hitch. END OF SCENARIO.

While that is far too simple an ending, a successful result may be due to Quick-Ship programs undertaken by manufacturers, who have the capability of delivering needed furniture to time-pressed clients. This directory references a variety of furnishings with delivery times ranging from 24 hours to several weeks. Specifiers will rejoice in the short time-frame accessibilities, even if the above scenario is unrealistic. CONTRACT hopes the Quick-Ship Directory is truly useful to readers and welcomes suggestions for future listings.—THE EDITORS

	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Lighting	Other	Policy: days to Ship	Shipment Guaranteed	Drop-Ship directly from Factory	Quick-Ship Catalog/brochure
<b>AGI Industries, Inc.</b> 217 Field Ave. High Point, NC 27261 (919)-434-5011 Fax:919-886-4023	•						tables, lounge seats	10 days	•	•	
<b>Abstracta Structures Inc.</b> 347 Fifth Ave. New York, NY 10016 (212)-532-3710			•				tables	2 days		•	•
<b>Adjusto Equipment Co.</b> P.O. Box 348 20163 Haskins Rd. Bowling Green, OH 43402 (419)-244-4983 Fax: 419-823-1305	•							5 days		•	
<b>Allsteel Inc.</b> Allsteel Dr. Aurora, IL 60507 (312)-859-2600 Fax:312-844-7399	•	•	•	•	•	•		7 days to 3 weeks		•	•
<b>Alma Desk Co.</b> P.O. Box 2250 1301 Lincoln Dr. High Point, NC 27261 (919)-885-4101 Fax:919-886-2208	•	•		•	•		bookcases, tables	2 days		•	•
<b>American Seating Co.</b> 901 Broadway Ave., N.W. Grand Rapids, MI 49504 (616)-456-0600 Fax:616-456-0401	•	•	•	•	•	•		10-20 days	•	•	•
<b>Amotek/Lusa, Inc.</b> 37 North Ave. Norwalk, CT 06851 (800)-124-2477	•							7 days	•	•	•
<b>Anthro Crop.</b> 3221 NW Yeon St. Portland, OR 97210 (503)-241-7113 Fax:503-241-1619		•	•		•		monitor armatures	24 hours		•	
<b>Arcadia Chair</b> 15610 S. Main St. Gardena, CA 90248 (213)-532-9100 Fax:213-217-9110	•						tables	2-4 weeks		•	•
<b>Arnold Furniture Mfrs., Inc.</b> 400 Coit St. Irvington, NJ 07111 (201)-399-0505 Fax:201-399-7638							tables	10 days		•	•
<b>Artec</b> 1600 Royal St. Jasper, IN 47546 (812)-482-1600		•	•	•	•	•		14 days	•		•
<b>Artopex, Inc.</b> 2121 Berlier St. Laval, PQ H7L 3M9 Canada (514)-332-4420	•	•	•	•	•			2-21 days	•		•
<b>Atelier Intl., Ltd.</b> 30-20 Thomson Ave. Long Island City, NY 11101 (718)-392-0300 Fax:718-392-1593	•					•		3 weeks		•	•
<b>Atlantic Data Furniture Prods.</b> 4507 W. Alva Ave. Tampa, FL 33614 (813)-874-6989 Fax:813-875-5868		•	•	•	•			5 days	•	•	•
<b>August Inc.</b> P.O. Box 43 354 Congress Park Dr. Centerville, OH 45459 (513)-434-2520 Fax:513-434-9087	•							10 days		•	•
<b>AXSYS Modular Office Systems, Inc.</b> 2221 S. Standard Ave. Santa Ana, CA 92707 (714)-432-9797			•	•	•			5 days		•	•
<b>BNI Biltrite</b> 10251 Ray Lawson Montreal, PQ H1J 1L7 Canada (514)-352-7770	•	•	•	•				10 days	•	•	•
<b>Benedetti Corp.</b> 1500 S. Evergreen Los Angeles, CA 90023 (213)-261-3000	•	•						10 days		•	•

# QUICK-SHIP Directory

	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Lighting	Other	Policy: days to Ship	Shipment Guaranteed	Drop-Ship directly from Factory	Quick-Ship Catalog/brochure
<b>Berne Furniture Co., Inc.</b> P.O. Box 329 150 Berne St. Berne, IN 46711 (219)-589-2173 Fax:219-589-8930	•						sofas, chair-beds	3-4 weeks	•	•	
<b>Bieffeplast</b> 30-30 Thomson Ave. Long Island City, NY 11101 (718)-938-2310 Fax:718-784-4193	•					•	tables	1 week	•	•	
<b>Bilrite Nightingale Inc.</b> 10251 Ray Lawson Blvd. Montreal, PQ H1J 1L7 Canada (514) 352-7770	•	•	•	•				10 days	•		•
<b>Biram Corp.</b> Rte. 29 Frenchtown, NJ 08825 (201)-996-3113 Fax:201-996-3675					•			10-20 days		•	
<b>The Boling Co.</b> P.O. Box 409 108 W. Third St. Siler City, NC 27344 (919)-663-2400 Fax:919-663-3596	•	•						1-20 days		•	•
<b>John Boos &amp; Co.</b> 315 S. First St. Effingham, IL 62401 (217)-347-7701 Fax:217-347-7705	•				•			10 days		•	
<b>Brandrud Furniture Inc.</b> 1592 20th St., N.W. Auburn, WA 98001 (206)-838-6500 Fax:206-735-2576	•	•			•			15-20 days		•	•
<b>Brayton Intl. Collection</b> 255 Swathmore Ave. P.O. Box 7288 High Point, NC 27264 (919)-434-4151 Fax:919-434-4240	•							15 days		•	•
<b>Bretford Mfg., Inc.</b> 9715 Soreng Schiller Park, IL 60176 (312)-678-2545			•					1 week		•	
<b>Brickel Assocs., Inc.</b> 515 Madison Ave. New York, NY 10022 (212)-688-2233 Fax:212-308-6642	•						tables	20 days			•
<b>D.S. Brown Co.</b> 2107 W. Magnolia Blvd. Burbank, CA 91506 (818)-846-4616	•		•					10 days	•		•
<b>Brueton Industries, Inc.</b> 979 Third Ave. New York, NY 10022 (212)-838-1630 Fax:718-712-6783	•				•		tables	20 days		•	•
<b>Budget Panels, Inc.</b> 20608 87th Ave., Bldg. K Kent, WA 98031 (206)-872-0396 Fax:206-872-5290			•		•			5 days		•	•
<b>CHF Industries</b> 150 Pine St. Grayslake, IL 60030 (312)-223-1900 Fax:312-223-8399							tables	15 days		•	•
<b>Cano Corp.</b> 225 Industrial Rd. Fitchburg, MA 01420 (508)-342-0953 Fax:508-342-5082					•			5 days		•	•
<b>Capitol Lighting</b> 159 Alexander St. Yonkers, NY 10701 (914)-969-3400						•		3 days		•	
<b>Carolina Seating Co.</b> P.O. Box 2127 High Point, NC 27261 (800)-347-2971 Fax:919-472-2794	•						occasional tables	17 days		•	•
<b>Cartwright Inc.</b> 2014 Chestnut St. Ext. High Point, NC 27261 (919)-889-9400 Fax:919-884-2278	•							15 days		•	•

	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Lighting	Other	Policy: days to Ship	Shipment Guaranteed	Drop-Ship directly from Factory	Quick-Ship Catalog/brochure
<b>Charlotte Co.</b> 815 Front St. Belding, MI 48809 (616)-794-1700 Fax:616-794-1710	•	•						2-4 weeks	•	•	
<b>China Seas, Inc.</b> 21 E. 4th St. New York, NY 10003 (212)-420-1170 Fax:212-598-9468							textiles, fabrics	1 day		•	
<b>Chromcraft-Monarch Furniture</b> 1 Quality Lane Senatobia, MS 38668 (601)-562-8203 Fax:601-562-6100	•						tables	12 days		•	•
<b>Cole Office Environments</b> P.O. Box M-26; 640 Whiteford Rd. York, PA 17402 (717)-854-1545 Fax:717-845-5955	•	•	•	•	•			5-7 days		•	•
<b>Comforto, A Haworth Co.</b> 1 Haworth Center Holland, MI 49423 (616)-393-3000 Fax:616-393-1570	•						multiple seating	8 days-2 weeks		•	•
<b>Commonwealth Contract Furnishings</b> P.O. Box 667 Bassett, VA 24055 (703)-629-3351 Fax:703-629-6300	•	•		•				10 days		•	•
<b>Computer Furniture &amp; Accessories</b> 777 Front St. Burbank, CA 91780 (818)-846-6222 Fax:818-841-8892			•	•				2 weeks custom 4 wks		•	
<b>Condi</b> 1965 E. Vista Bella Way Compton, CA 90220 (213)-774-8300	•	•						15 days			
<b>Continental Creative Sales, Inc.</b> 141 Lanza Ave. Garfield, NJ 07026 (201)-546-9660 Fax:201-546-9698	•							6-8 weeks			
<b>Conwed Designscape</b> 1205 Worden Ave., E. Ladysmith, WI 54858 (800)-932-2383 Fax:715-532-5410		•					acoust. partitions	7-14 days		•	•
<b>Council Business Furniture</b> P.O. Box 398 Denton, NC 27239 (704)-869-2455 Fax:704-869-5289	•	•						10 days			•
<b>Cramer, Inc.</b> 625 Adams Kansas City, KS 66105 (913)-621-6700 Fax:913-621-1133	•		•	•			ladders	10 days		•	
<b>Creative Dimensions</b> 1205 E. Lincoln St. Nappanee, IN 46514 (219)-773-2411 Fax:219-773-7026		•	•	•				4 weeks		•	
<b>Cumberland Furniture</b> 36-35 36th St. Long Island City, NY 11106 (718)-937-6300 Fax:718-784-3860	•	•					tables	10-20 days		•	•
<b>Curtis Products Inc.</b> 495 Ball St. Cobourg, ON K9A 4P9 Canada (416)-372-2184 Fax:416-372-4981	•							10 days			•
<b>Custom Resource, Inc.</b> 928 Broadway, Ste. 1017 New York, NY 10010 (212)-477-5009	•							3-4 weeks		•	
<b>Dar/Ran Furniture Industries</b> 2402 Shore Dr. High Point, NC 27264 (919)-431-7153 Fax:919-887-4272		•	•	•				10-20 days		•	•
<b>Data-Mate, Inc.</b> P.O. Box 408; 46 Bridge St. Nashua, NH 03061-0408 (603)-882-5142 Fax:603-882-4192			•	•				5-30 days		•	•
<b>Datum Filing Systems, Inc.</b> 270 Adams Blvd. Farmingdale, NY 11735 (516)-293-4650 Fax:516-293-3757			•	•	•			3-10 days		•	•

# QUICK-SHIP Directory

	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Lighting	Other	Policy: days to Ship	Shipment Guaranteed	Drop-Ship directly from Factory	Quick-Ship Catalog brochure
<b>Davis Furniture Industries, Inc.</b> 602 W. Linden St. High Point, NC 27261 (919)-889-2009 Fax:919-889-0031	•						conference tables	4 weeks	•		
<b>Decar Corp.</b> 7615 University Ave. Middleton, WI 53562 (608)-836-1911 Fax:608-836-8255							vinyl tables	3 days		•	•
<b>Delco Assocs., Inc.</b> P.O. Box 423 55 Old Field Point Rd. Greenwich, CT 06836-0423 (203)-661-5101 Fax:203-661-9829			•				sort bins	2 weeks		•	
<b>Designer Imports Intl., Inc.</b> 4202 W. Jefferson Blvd. Los Angeles, CA 90016 (213)-732-9448 Fax:213-737-4733	•							4 weeks	•	•	
<b>D'Lights</b> 533 W. Windsor Rd. Glendale, CA 91204 (818)-956-5656 Fax:818-956-2155						•		1 week		•	
<b>Domore Corp.</b> 2400 Sterling Ave. Elkhart, IN 46515 (219)-293-0621 Fax:219-294-6176					•			30 days		•	
<b>Dyn Corp.</b> 285 Palisade Ave. Cliffside Park, NJ 07010 (201)-945-6662							bed, couches	5 days		•	•
<b>ERG Intl.</b> 10848 Cantara St. Sun Valley, CA 91352 (818)-504-0020 Fax:818-504-0056	•							10 days	•		•
<b>Eagle Concepts, Inc.</b> 1040 N. Kolmar Ave. Chicago, IL 60651 (312)-489-3030 Fax:312-384-8748			•					10 days		•	•
<b>Equipto</b> 225 S. Highland Ave. Aurora, IL 60506 (312)-859-1000 Fax:312-859-3255							shelving, drawers	5 days			
<b>Estel, Inc.</b> 6695 Peachtree Indl. Blvd. Atlanta, GA 30360 (404)-446-0933		•						48 hours	•		•
<b>Executive Furniture, Inc.</b> P.O. Box 167 Huntingburg, IN 47542-0167 Fax:812-683-3334		•	•	•				48 hours		•	•
<b>Executive Office Concepts</b> 1715 Anderson Ave. Compton, CA 90220 (213)-537-1657 Fax:213-632-5808	•	•	•	•			tables, seats	10 days		•	•
<b>Murray Feiss/Feiss Industries</b> 125 Rose Feiss Blvd. Bronx, NY 10454 (212)-292-2024 Fax:212-402-6084						•		7 days	•	•	
<b>Filing Equipment, Inc.</b> Rte. 2, Alabama Rd. Ringgold, GA 30736 (404)-935-4024 Fax:404-935-6854			•	•	•			7 days for files; 3 weeks	•	•	
<b>Fixtures Furniture</b> 1642 Crystal Kansas City, MO 64112 (816)-241-4500	•		•					3 weeks		•	
<b>Fortress, Inc.</b> 801 Baldwin Park Blvd. City of Industry, CA 91746 (818)-961-3332 Fax:818-968-8502	•							10 days		•	•
<b>Fuller Contract Accessories Corp.</b> 50 Seaview Blvd. Port Washington, NY 11050 (516)-625-1350 Fax:516-625-1355							contract accessories	24 hrs.	•		•

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<b>GF Office Furniture</b> 4944 Belmont Ave. Youngstown, OH 44501 (216)-759-8888	•	•	•	•	•	•		5 days	•		
<b>Girsberger Industries, Inc.</b> P.O. Box 1476 Smithfield, NC 27577 (919)-934-0545 Fax:919-934-7765	•							10 days		•	
<b>Global Industries, Inc.</b> 17 W. Stow Rd. Marlton, NJ 08053 (609)-596-3390 Fax:609-596-5684	•	•						24-48 hours	•		•
<b>Grahl Industries, Inc.</b> 100 S. Michigan Ave. Coldwater, MI 49036 (517)-279-8011 Fax:517-278-5829	•							10 days		•	•
<b>Gregory Furniture Industries</b> 206 E. Frazier Ave. Liberty, NC 27298 (919)-622-2201 Fax:919-622-5000	•							2-4 days		•	•
<b>The Gunlocke Co.</b> 1150 E. River Rd. Avon, NY 14414 (716)-226-8190 Fax:716-226-6355	•	•		•				10-15 days			•
<b>HAG Inc.</b> 108 Landmark Dr. Greensboro, NC 27409 (919)-668-9541 Fax:919-668-7331	•							5 days		•	•
<b>The HON Co.</b> 200 Oak St. Muscatine, IA 52761 (319)-264-7022	•	•	•	•				3 weeks	•	•	•
<b>F.E. Hale Mfg. Co.</b> P.O. Box 751 650 W. German St. Herkimer, NY 13350-0751 (315)-866-4250 Fax:315-866-6417							bookcases	5 days	•	•	
<b>Haller Systems Inc.</b> 17741 Cowan Ave. Irvine, CA 92714 (714)-660-1555		•	•	•	•			3 days		•	•
<b>Hamilton Sorter Co., Inc.</b> 436 Wyoming Ave. Fairfield, OH 45014 (513)-870-4400	•		•	•				48 hours		•	•
<b>Harbor Universal</b> 1500 S. Evergreen Ave. Los Angeles, CA 90023 (213)-261-3000				•				10-15 days		•	•
<b>Hardwood House</b> 569 Lyell Ave. Rochester, NY 14606 (716)-254-0600	•	•						20 days		•	•
<b>Hardwood House, Inc.</b> 569 Lyell Ave. Rochester, NY 14606 (716)-254-0600 Fax:716-254-0479	•	•									
<b>Harter Contract</b> Prairie Ave. Sturgis, MI 49091 (616)-651-3201	•				•			10 days		•	•
<b>Haworth, Inc.</b> One Haworth Ctr. Holland, MI 49423 (616)-393-3000 Fax:616-696-1570	•	•	•	•	•	•		8 days-3 weeks	•	•	•
<b>Hayes Mfg. Co., Inc.</b> P.O. Box 7229 1036 47th Ave. Oakland, CA 94601 (415)-534-4511 Fax:415-534-1817	•	•						3 weeks		•	•
<b>Helikon Furniture Co.</b> 607 Norwich Ave. Taftville, CT 06380 (203)-886-2301 Fax:203-823-1108		•		•			tables	5 days	•		•

# QUICK-SHIP Directory

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<b>Hesco Industries, Inc.</b> P.O. Box 7 Charlestown, IN 47111 (812)-256-3323		•	•				tables	5 days	•	•	
<b>Hickory Business Furniture</b> P.O. Box 8 Hickory, NC 28603 (704)-328-2064 Fax:704-328-8816	•							25 days		•	•
<b>Hickory Chair Co.</b> 37 9th St. Hickory, NC 28601 (704)-328-1801	•							4 weeks		•	•
<b>High Point Furniture Inds., Inc.</b> P.O. Box 2063 High Point, NC 27261 (919)-431-7101	•	•	•					7 days	•	•	•
<b>Hillcrest Mfg. Inc.</b> P.O. Box 500 1 College Hill St. Paoli, IN 47454 (812)-723-2800 Fax:812-723-5464	•	•						2-7 days		•	•
<b>House-O-Lite Corp.</b> 4041 S. Emerald Ave. Chicago, IL 60609 (312)-376-9780 Fax:312-376-8532						•		5 days		•	•
<b>Howe Furniture Corp.</b> 12 Cambridge Dr. P.O. Box 0386 Trumbull, CT 06611-0386 (203)-374-7833 Fax:203-374-2287		•	•				tables	10 days		•	•
<b>Human Factor Technologies, Inc.</b> 55 Harvey Rd. Londonderry, NH 03053 (603)-432-4495 Fax:603-434-8456			•					10 days			
<b>Indiana Desk Co.</b> P.O. Box 270 Jasper, IN 47546 (812)-482-5727 Fax:812-482-9035		•	•	•				10 days		•	•
<b>Interface Flooring Systems</b> Orchard Hill Rd. LaGrange, GA 30240 (404)-882-1891 Fax:404-884-8669							floor covering	7 days		•	•
<b>Intrends Intl.</b> P.O. Box 241 179 Summerfield St. Scarsdale, NY 10583 (914)-472-5866 Fax:914-472-8416	•						tables	72 hours		•	•
<b>Invincible Metal Furniture Co.</b> 842 S. 26th St. Manitowoc, WI 54220 (414)-682-4601 Fax:414-682-7316	•	•	•	•	•	•	pedestals	1-7 days	•	•	•
<b>Inwood Office Furniture</b> P.O. Box 646 Jasper, IN 47547-0646 (812)-482-6121 Fax:812-482-9732		•	•	•				1-4 days	•	•	•
<b>JAX Intl.</b> P.O. Box 1819 5925 Redwood Dr. Rohnert Park, CA 94927 (707)-584-7360 Fax:707-585-0553		•	•		•			10 days		•	•
<b>JG Furniture Systems, Inc.</b> 121 Park Ave. Quakertown, PA 18951 (215)-536-7343 Fax:215-536-7365	•	•	•	•	•			7 days		•	•
<b>James Systems, Inc.</b> 2929 N. Oakley Ave. Chicago, IL 60618 (312)-472-2611 Fax:312-472-8776				•				4 days		•	
<b>Jasper Desk Co.</b> 415 E. 6th St. Jasper, IN 47546 (812)-482-4132 Fax:812-482-9552		•						10 days		•	•
<b>Jasper Seating Co.</b> 932 Mill Jasper, IN 47546 (812)-482-3204 Fax:812-482-1548	•							10 days		•	•



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<b>Jofco, Inc.</b> P.O. Box 71 Jasper, IN 47546 (800)-235-6326 Fax:812-634-2392		•	•	•				3 days	•	•	•
<b>J. Josephson, Inc.</b> 20 Horizon Blvd. South Hackensack, NJ 07605 (201)-440-7000 Fax:201-440-7109							wallcovering	2 days	•	•	
<b>Juhasz, Inc.</b> 4515 W. Adams Blvd. Los Angeles, CA 90016-3095 (213)-731-6789 Fax:213-731-1004	•							10 days	•		•
<b>KD/Context</b> One KD Dr. Belmont, MS 38827 (601)-454-3451 Fax:601-454-3450	•						tables	3 days		•	•
<b>KI</b> P.O. Box 8100 1330 Bellevue St. Green Bay, WI 54308-8100 (414)-468-8100 Fax:414-468-0280	•							72 hours-2 weeks	•	•	•
<b>Kasparians Inc.</b> 1708 N. Tyler Ave. South El Monte, CA 91733 (818)-444-0101	•	•					tables	15 days		•	•
<b>Kimball Office Furniture Co.</b> 1600 Royal St. Jasper, IN 47546 (812)-482-1600 Fax:812-485-8300	•	•	•	•				5-10 days	•	•	•
<b>Kinetics Furniture</b> 110 Carrier Dr. Rexdale, ON M9W 5R1 Canada (416)-675-4300	•							5 days for seating, 3-5 weeks		•	•
<b>Knoll Intl., Inc.</b> 655 Madison Ave. New York, NY 10021 (212)-207-9761	•	•	•		•	•	tables	5-20 days		•	•
<b>Koch + Lowy Inc.</b> 21-24 39th Ave. Long Island City, NY 11101 (718)-786-3520 Fax:718-937-7968						•	tables	4-6 weeks		•	
<b>Kron U.S.A.</b> 1321 S. Dixie Hwy Pompano Beach, FL 33060 (305)-941-0800 Fax:305-942-7744	•						lounge seating	48 hours		•	
<b>Krug Furniture Inc.</b> P.O. Box 9035 421 Manitou Dr. Kitchener, ON N2C 4J3 Canada (519)-748-5100	•	•	•	•				10 days		•	•
<b>LUI Corp.</b> 5500 E. Lombard St. Baltimore, MD 21224 (301)-522-4135 Fax:301-522-2934		•	•	•				10 days		•	•
<b>La-Z-Boy Chair Co.</b> 1284 N. Telegraph Rd. Monroe, MI 48161 (419)-241-4700 Fax:313-241-4700	•	•	•	•				28 days	•	•	•
<b>Lightolier, Inc.</b> 100 Lighting Way Secaucus, NJ 07096 (201)-864-3000 Fax:201-392-3784						•		1 week		•	
<b>Litecontrol Corp.</b> 100 Hawks Ave. Hanson, MA 02341 (617)-294-0100 Fax:617-293-2849						•		2 days		•	•
<b>Loewenstein, Inc.</b> 1801 N. Andrews Ave. Ext. Pompano Beach, FL 33069 (305)-960-1100 Fax:305-960-0409	•							10 days		•	•
<b>Lunstead</b> 8655 S. 208th St. Kent, WA 98031 (206)-872-8835		•						7 days	•	•	•

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<b>Luxor Corp.</b> 2245 Delany Rd. Waukegan, IL 60087 (312)-244-1800			•					5-7 days	•	•	
<b>MTS Seating</b> 1244 S. Dean Temperance, MI 48182 (313)-847-3875	•							6-10 days		•	
<b>Madison Furniture Industries</b> P.O. Box 111 100 Sharon Rd. Canton, MS 39046 (601)-859-8000 Fax:601-859-1514	•		•				tables	10 days			•
<b>Magnuson Group, Inc.</b> 161 Tower Dr. Burr Ridge, IL 60521 (312)-858-9088 Fax:312-850-9148							coat racks	3 days		•	
<b>Cy Mann Designs, Ltd.</b> 979 Third Ave. New York, NY 10022 (212)-758-6830 Fax:212-758-6735	•							2-3 weeks		•	•
<b>Marden Mfg., Inc.</b> 5823 N. Ravenswood Ave. Chicago, IL 60660 (312)-769-5100	•									•	•
<b>Martin Design Intl.</b> 13450 Farmington Rd. Livonia, MI 48150 (313)-525-1990 Fax:313-525-2790	•							5 days	•	•	•
<b>Master Metal Works</b> 1805 Potrero Ave. South El Monte, CA 91733 (818)-444-8818 Fax:818-444-0238							table bases	5 days		•	•
<b>Meridian, Inc.</b> 18558 171st Ave. Spring Lake, MI 49441 (616)-846-0280 Fax:616-846-9236		•	•					5 days		•	•
<b>Metalstand Co.</b> 11200 Roosevelt Blvd. Philadelphia, PA 19115 (215)-673-5300	•	•	•					48 hours	•		•
<b>Metro</b> 245 E. Harris Ave. South San Francisco, CO 94080 (415)-871-6222 Fax:415-871-9112	•						tables, lounges	15 days		•	•
<b>Herman Miller, Inc.</b> 8500 Byron Rd. Zeeland, MI 49464 (616)-772-3300	•		•	•	•	•		48 hours to 4-6 weeks	•	•	•
<b>Monel Contract Furniture, Inc.</b> 19 W. 21st St., #401 New York, NY 10010 (718)-225-8535 Fax:718-225-8535	•							5 days			•
<b>Montisa Office Furniture</b> P.O. Box 400 701 Ranney Dr. Greenville, MI 48838 (616)-754-5601 Fax:616-754-0970				•				5 days	•	•	•
<b>Mueller Furniture Corp.</b> P.O. Box 2624 514 Fifth St., N.W. Grand Rapids, MI 49501-2624 (616)-451-2738 Fax:616-451-3322	•	•					lounge seating	10 days		•	•
<b>Myrtle Desk Co.</b> Taylor & Millis Sts. High Point, NC 27317 (919)-885-4021	•	•						3-10 days		•	•
<b>National Office Furniture Co.</b> 1600 Royal St. Jasper, IN 47546 (812)-482-1600 Fax:812-482-8300	•	•	•					7-14 days			
<b>Nevers Industries</b> 14125 21st Ave. No. Plymouth, MD 55447 (800)-242-2443 Fax:612-553-1770							lecterns, visual bds	24 hrs		•	•

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<b>Nienkamper Furniture Inc.</b> 415 Finchdene Sq. Scarborough, ON M1X 1B7 Canada (416)-298-5700	•							10 days	•	•	
<b>Novikoff, Inc.</b> 2100 E. Richmond Fort Worth, TX 76104 (817)-535-0823	•	•						10 days		•	•
<b>OFS/Styline Industries</b> 431 4th St. Huntingburg, IN 47542-0100 (812)-683-4848 Fax:812-683-0256		•	•	•	•			5 days		•	
<b>Office Specialty</b> 440 N. Wells St. Chicago, IL 60610 (312)-661-0067 Fax:312-661-0689				•				6 days		•	•
<b>PCI/Tandem</b> 6905 Aragon Cir. Buena Park, CA 90620 (714)-521-6222	•	•						10 days		•	•
<b>Pacific Rattan Prods., Inc.</b> 5035 Gifford Ave. Los Angeles, CA 90058 (213)-585-1162 Fax:213-585-2559	•						sofas, dining sets	2-3 weeks	•		•
<b>Palazzetti Inc.</b> 515 Madison Ave. New York, NY 10022 (212)-832-1199 Fax:212-832-1459	•							2-3 weeks		•	
<b>Panel Concepts, L.P.</b> P.O. Box C-25100 Santa Ana, CA 92799-5100 (714)-979-3680 Fax:800-727-2635	•		•	•	•			5 days	•	•	•
<b>Paoli, Inc.</b> P.O. Box 378 New Albany, IN 47150 (812)-944-9324	•	•		•				3-15 days		•	•
<b>Patrician Furniture Co.</b> 1107 W. Market Center Dr. P.O. Box 2353 High Point, NC 27261 (919)-889-6186 Fax:919-889-8688	•							15 days		•	•
<b>Peter Pepper Products, Inc.</b> 17929 S. Susana Rd. Compton, CA 90221 (213)-979-0815 Fax:213-639-6013								10 days		•	
<b>Plymold Seating</b> 793 Centennial Dr. Kenyon, MN 55946-1297 (507)-789-5222 Fax:507-789-6192	•						booths, tables	8 days		•	•
<b>Position People Corp.</b> 6344 Riverdale St. San Diego, CA 92120 (619)-281-5536			•					3 days		•	•
<b>Precision Mfg., Inc.</b> 2200 52nd Ave. Montreal, PQ H8T 2Y6 Canada (514)-631-2120					•			10 days		•	•
<b>R-Way Furniture Co., Inc.</b> 740 S. Commerce St. Sheboygan, WI 53081 (414)-457-4833	•	•						15 days		•	•
<b>Reff Inc.</b> 1000 Arrow Rd. Weston, ON M9M 2Y7 Canada (416)-741-5453	•	•	•	•				10 days		•	•
<b>Romac Fabrications, Inc.</b> 216 W. 24th St. Charlotte, NC 28206 (704)-334-4795 Fax:704-334-0138							steel bases	10 days		•	

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<b>RoseJohnson</b> 1111 Godfrey Ave. SW Grand Rapids, MI 49503 (616)-246-0246		•						10-20 days		•	•
<b>Rosemount Office Systems, Inc.</b> 21785 Hamburg Ave. Lakeville, MN 55044 (612)-469-4416 Fax:612-469-5981	•		•	•	•			10 days		•	•
<b>Rudd Intl. Corp.</b> 1025 Thomas Jefferson St. Washington, DC 20007 (202)-333-5600	•							5 days		•	•
<b>Saint Timothy Chair Co.</b> Off Old Hwy. 70A Conover, NC (704)-322-7125	•							½ normal lead time		•	•
<b>Samsonite Furniture</b> Samsonite Blvd. Murfreesboro, TN 37130 (615)-893-0300 Fax:615-893-0300	•						tables, bookcases	10 days	•		
<b>Sealy Furniture</b> 460 Coe Ave. East Haven, CT 06512 (203)-467-1633 Fax:203-467-9024							sofas, chair beds	4 weeks		•	•
<b>Shaw-Walker Co.</b> P.O. Box 209 Muskegon, MI 49443 (616)-725-4200 Fax:616-755-9575	•	•	•	•	•			10-20 days		•	•
<b>Shelby Williams Industries, Inc.</b> P.O. Box 1028 Morristown, TN 37816-1028 (615)-586-7000 Fax:615-586-2260	•							2 weeks			
<b>Sligh Furniture Co.</b> 1201 Industrial Ave. Holland, MI 49423 (616)-392-7101	•	•	•	•				10 days		•	•
<b>Spacesaver Corp.</b> 1450 Janesville Ave. Ft. Atkinson, WI 53538 (414)-563-6362				•				21 days			
<b>Sport Seating Co., Inc.</b> P.O. Box 449 1540 Chestnut St. Emmaus, PA 18049-0449 (215)-967-5450 Fax:215-965-5798	•							300 days		•	
<b>Springer Penguin, Inc.</b> 11 Brookdale Pl. Mt. Vernon, NY 10550 (914)-699-3200 Fax:914-699-3231			•	•				3 days		•	•
<b>Steelcase, Inc.</b> P.O. Box 1967 901 44th St. Grand Rapids, MI 49508 (616)-247-2710	•	•	•	•	•			2 days	•		
<b>Storwal Intl.</b> 1000 Olympic Dr. Pembroke, ON K8A 6X5 Canada (613)-735-4151				•				5 days		•	•
<b>Alex Stuart Design, Inc.</b> 20735 Superior St. Chatsworth, CA 91311 (818)-998-1332 Fax:818-998-5201	•	•						7 days		•	•
<b>Stylex, Inc.</b> 630 Cooper St. Delanco, NJ 08075 Fax:609-461-5574	•		•					5-7 days		•	
<b>Sunar Hauserman, Inc.</b> 5711 Grant Ave. Cleveland, OH 44105 (216)-883-1400 Fax:216-641-0545	•			•	•			10 days		•	•
<b>Sunburst Outdoor Furniture</b> 630 W. 84th St. Hialeah, FL 33014 (305)-823-3480 Fax:305-823-7785	•							10 days		•	•

	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Lighting	Other	Policy: days to Ship	Shipment Guaranteed	Drop-Ship directly from Factory	Quick-Ship Catalog brochure
<b>Superior Furniture Mfg.</b> 2044 47th St.; Sarasota, FL 34234 (813)-355-8523 Fax:813-351-7493							patio/pool furn.	1-2 weeks		•	
<b>Tab Products Co.</b> 140 Page Mill Rd.; Palo Alto, CA 94304 (415)-852-2560	•		•	•	•			2-20 days		•	
<b>Taylor Chair</b> 75 Taylor St.; Bedford, OH 44146 (216)-232-0700 Fax:216-439-6720	•							10 days		•	•
<b>Taylor Desk</b> 11020 Santa Fe Ave.; Lynwood, CA 90262 (213)-636-1838 Fax:213-604-3338		•						10 days		•	•
<b>Tech Lighting</b> 300 W. Superior #101; Chicago, IL 60610 (312)-337-0759 Fax:312-943-5744						•		7 days		•	
<b>Teknion Furniture Systems, Inc.</b> 607 Canartic Dr.; Downsview, ON M3J 2J5 Canada (416)-661-3370					•			14-20 days		•	
<b>Thayer Coggin Institutional, Inc.</b> 230 South Rd.; High Point, NC 27262 (919)-841-6000 Fax:919-841-3245	•						sofas, recliners	10 days		•	•
<b>The Thrasher Group Inc.</b> 2201 Van Deman St.; Baltimore, MD 21224 (301)-633-6980 Fax:301-633-3577		•		•			tables, bookcases	15 days		•	•
<b>Transwall Corp.</b> 143 Pennsylvania Ave.; Malvern, PA 19355 (215)-647-3040			•	•	•	•		10 days		•	•
<b>Trendway Corp.</b> P.O. Box 9016; Holland, MI 49422-9016 (616)-399-3900 Fax:616-399-5099					•			5-10 days	•	•	•
<b>Tri-Mark</b> 1215 Germantown Ave.; Philadelphia, PA 19122 (215)-765-7100 Fax:215-765-6662	•						benches	14 days			•
<b>Unifor, Inc.</b> 2256 Northlake Pkwy., #305 Atlanta, GA 30084 (404)-938-5444	•	•						10 days		•	
<b>Vecta Contract</b> 1800 S. Great Southwest Pkwy. Grand Prairie, TX 75051 (214)-641-2860	•							20 days		•	•
<b>Versa Tec/Compucart</b> P.O. Box 2095; Tampa, FL 33601 (813)-251-2431			•					15 days		•	•
<b>Versteel Co.</b> P.O. Box 850; Jasper, IN 47547-0850 (812)-482-3043 Fax:812-482-9318			•				tables	10 days table bases; 15 days		•	
<b>Vitra Seating, Inc.</b> 305 E. 63rd St.; New York, NY 10021 (212)-935-0365	•							10 days		•	•
<b>Westin-Nielsen Corp.</b> 4301 White Bear Pkwy.; St. Paul, MN 55110 (800)-626-1234 Fax:612-426-5810	•							10 days		•	•
<b>Westinghouse Furniture Systems</b> 4300 36th St.; Grand Rapids, MI 49508 (616)-949-1050 Fax:616-957-7538	•		•	•	•	•		5 days		•	•
<b>Westnafa Contract</b> 7040 N. Austin Ave.; Niles, IL 60648 (312)-647-7415 Fax:312-647-7715	•							10 days		•	•
<b>Winston Furniture Co., Inc.</b> P.O. Box 868; Haleyville, AL 35565 (205)-486-9211 Fax:205-486-9349							outdoor furniture	15 days		•	•
<b>The Worden Co.</b> 199 E. 17th St.; Holland, MI 49423 (616)-392-1848	•							3 weeks		•	•
<b>Xception Design Ltd.</b> 2875 Industrial Blvd.; Laval, PQ H7L 3V8 Canada (514)-668-0710					•			10 days		•	•

**Bar stools come in 7 colors:** Flair Designs Ltd. has introduced a line of bar stools that correlate with existing chairs. The F D L bar stool line features a powder coat finish, available in seven standard colors, and a chrome foot rest. Two models offer an optional brass trim in the back.  
**Circle No. 313.**

**Flexibility keys modular work center:** The modular Oak Classics II work center boasts a functional, flexible design. From Bush Inds., the group includes two desks, two desk-top hutches, a set of locking doors for the larger hutch, a printer stand, two roll-about storage modules, and a corner connector. Buyers can start with one or two pieces and add on to the work center as their needs change.  
**Circle No. 312.**

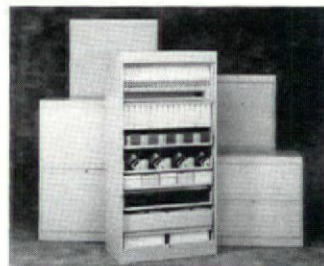
**Cabinet guarantees greater security:** The Tambour Door Cabinet from TAB Products Co. has a center locking door that retracts from a horizontal opening in the middle of the cabinet. This guarantees greater security and ease of retrieval. The cabinet comes in five heights and three widths. Three color combinations include ivory beige, cool gray, and porcelain.  
**Circle No. 305.**

**Lamps shine where light is needed:** Functional counter-balance is achieved in solid brass, low-voltage halogen task lamps. Murray Feiss Import Corp. is featuring a desk model and a 54-in.-high torchiere. Adjustable lamps are balanced and weighted to shine exactly where the light is needed.  
**Circle No. 306.**

**Tables convey a granite look:** Table tops in this line of conference and accent tables are fabricated from Avonite. This material creates a lightweight surface with a rich granite look. The grain goes all the way through, according to Avonart. Table bases are made of cold



Bush Inds.



TAB



Murray Feiss

rolled steel and finished with a baked-on epoxy powder coating.  
**Circle No. 308.**

**Chairs are suited for clean rooms:** A family of ergonomic chairs has been introduced by Advance for use in ESD and clean room applications. The line is available in conductive and non-conductive fabrics and conductive vinyls. Both short and tall models are offered. Standard colors are gray, cadet blue, and navy blue.  
**Circle No. 307.**

**Pastel plaids are washable:** Pastel colors on a moire finish distinguish the plaid, check, and stripe patterns offered by Artmark Fabrics Co. in the Passionata collection. In 52 percent cotton and 48 percent rayon, the collection is washable and/or dry cleanable. The Artgard finish is for spot and soil resistance.  
**Circle No. 314.**



Avonart



Advance



Artmark

**Bedspreads won't fade after washing:** VISA INTRINSIC FR fabrics are being offered. Bedspreads made from VISA INTRINSIC fabric show no noticeable fading, even after 100 washings, according to Lazarus Contract. Draperies and bedspreads made from this fabric are machine washable and spot cleanable, with soil, stain, and wrinkle release.  
**Circle No. 323.**

**10 accessories distinguish offices:** Designed by Josef Hoffman, the Hoffman series consists of 10 accessories for the home and office. The series is part of the permanent collection at the Museum of Modern Art. Accessories are available in black, white, and gray from Gullans International.  
**Circle No. 311.**


**Ergonomic seating reduces fatigue:** Harvard Interiors Mfg. Co. is offering a line of ergonomic seating. Features include: contoured backrests to provide lumbar support and reduce lower back fatigue; resilient armrests that allow closer access to work surfaces; and the possibility of numerous positions within the adjustment range.  
**Circle No. 304.**



Lazarus Contract



Flair Designs



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between the pattern  
on your scarf and  
this candy wrapper.”*



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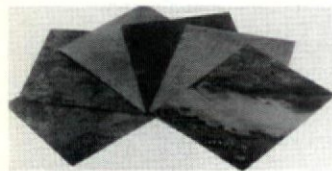


**COLWELL**  
*Merchandising Inc.*

205 West Wayne Street, Kendallville, Indiana 46755, Phone 219/347-3900 FAX 219/347-5250  
Circle 42 on reader service card

**Finishes Join Line of Metallic Laminates:** A series of speciality finishes entitled "natural images" has been added to the October Co.'s line of Mettle and Mettle Mica metallic laminates. The finishes both imitate and enhance the many surface effects that result when metal interacts with nature's elements. One of the finishes is verdigris, a greenish coating most often associated with copper.  
**Circle No. 321.**

**Computer furniture assembles easily:** A full-size, all-wood office and computer furniture grouping is available from Bretford Mfg. The Executive Office Furniture collection is constructed of select oak solids and veneers. All components assemble easily with a metal-to-metal hidden fastening system. The collection features an executive desk with a full worksurface and full-length modesty panel.  
**Circle No. 317.**



October Co.



Bretford Mfg.

**Fabric Collection Emphasizes Earthtones:** Including Waterford, Ankara, and Dauphine, this fabric collection's colorline emphasizes a new area of the contract palette. Earth tones including khaki, rich rust, and some gold accents combine with colors like navy and deep burgundy. The collection is offered by DesignTex Fabrics Inc.  
**Circle No. 322.**

**Drum Base Matches Conference Table Tops:** An all wood drum base is designed for Springer-Penguin's line of round top conference tables. Available in walnut, natural oak, or medium oak to match the table tops, the drum measures 19½-in. in diameter. Fully assembled, the table is 29½-in. high. There are height levelers at the base of the drum.  
**Circle No. 428.**

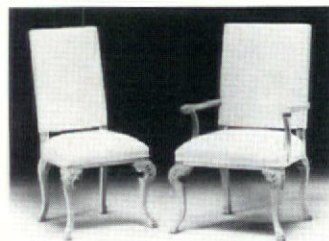


DesignTex



Springer-Penguin

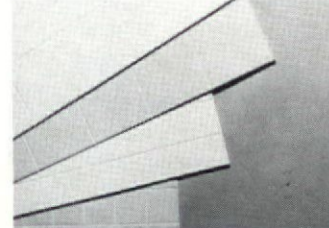
**Chairs reflect Georgian style:** The Georgian dining side-chair and armchair from IPF International have been modified from designs of the Windsor Castle. The chairs have cabriole legs, with deeply carved acanthus leaf detail on the knee, front legs and back posts. Legs end in an animal paw design. Hand-carved of beechwood, chairs have upholstered tight seats and backs.  
**Circle No. 310.**



IPF



Artec

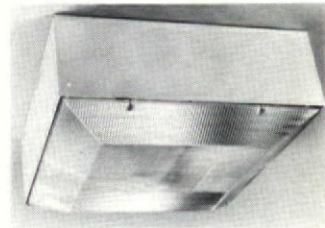


Marlite

**Businesses can alter office esthetics:** Cetra panels allows a business to alter its office esthetics from executive or middle management to clerical and vice versa. A firm can redefine an individual office or an entire department without an additional major capital expenditure. Artec offers a selection of Cetra panels in a variety of heights and widths.  
**Circle No. 309.**

**Panels repel stains and grease:** Marlite Symmetrix FRP panels are suited for restaurants, supermarkets, and other food-related businesses. Vertical and horizontal scoring in 2-in. and 4-in. squares adds detail to a slate-textured surface, giving a decorative appearance to fiber glass reinforced polyester (FRP) panels. All surfaces are non-porous and easy to clean, repelling mars, stains, grease, dirt, and mold. Panels are available in white and almond.  
**Circle No. 316.**

**Luminaire brightens service stations:** VisuaLite is a luminaire series designed by Holophane for service station canopy lighting applications. The design produces high vertical footcandles that create a superior visual impression for customers of the gasoline pumps, signage, and displays on the pump islands.  
**Circle No. 315.**



Holophane





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Phillip Stone



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# CONPAC 89

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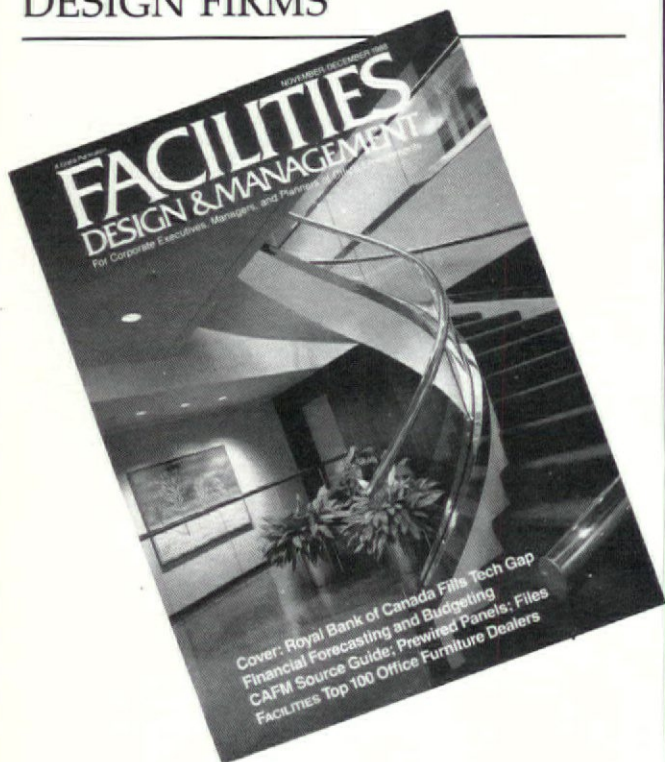
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## CONTRACT Catalogs & Brochures

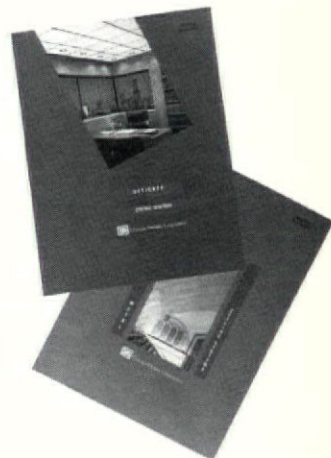
Venis, ceramic tile manufacturer, has produced an oversized, full-color 20-page brochure displaying its product in a variety of environments. The collection encompasses plain, marbled, and patterned tiles, in textured, glossy and matte finishes. Tiles can be used as floor or wall coverings. **Circle No. 267.**

"Healthcare Furnishings," a new brochure from **The Radix Corp.** presents the company's hardwood furniture line in bright full color photography. The line includes lounge seating, patient room furnishings, and a collection scaled and designed for children. Full specifications are included. **Circle No. 268.**

**Marsh Chalkboard Co.** has revised its product catalog to include burlap bulletin boards, antique brass easels, and several other new visual communication products, in addition to its continuing product line. The 32-page four-color catalog includes a page of 28 felt color swatches. **Circle No. 269.**

Prelaminated panel performance and its cost-effectiveness is discussed in **Reichhold Chemicals'** new four-page full-color brochure, "Polyester Laminates." Reichhold's colored and woodgrain overlays outperform vinyls and foils, are available in a variety of colors and woodgrain finishes, and are cost-efficient, because no secondary gluing is required. **Circle No. 270.**

"Designer Ceiling Systems," one of two new brochures by **Chicago Metallic Corp.**, is a 15-page brochure summarizing ten ceiling systems available in both narrow-face grids and parallel beams and offered in a variety of painted coat colors, reflective finishes, aluminum, and



Chicago Metallic Corp.

laminated wood veneer. "Decorative Metal Systems" is an 11-page publication focusing on Classique Metal Panels and the Vista Parallel Beam Ceiling System, with information on light fixtures, air diffusers, and acoustical insulation. **Circle No. 297.**

**Marlite's** full line of door products for restaurant and retail store interiors is displayed in the company's new full-color 12-page brochure. An improved steel door frame is featured, that is easily adjustable to fit any wall thickness from 3 $\frac{3}{4}$ - to 7 $\frac{7}{8}$ -in. **Circle No. 272.**

## Assignments: Research begins at Plaza Restoration

**Lee Harris Pomeroy Associates**, New York City, was retained to restore and renovate The Plaza Hotel, a project estimated at \$20 million. The firm has begun archival and architectural research on the hotel, which opened in 1907.... **Castle Decor, Inc.**, Edison, N.J., has completed its six-month interior redesign of a 3,000-sq.-ft. building that will be the new offices for Louis Costanza & Associates, a local advertising, public relations, and marketing agency.... The PCM Investment Group has moved into 13,000-sq.-ft. of new office space, renovated by **Cathers/A.I.G.... Daniel P. Coffey & Associates, Ltd.**, Chicago, has been selected for the \$3 million renovation of the Carolina Theatre in Greensboro, N.C. The 61-year-old building is a national landmark movie theater.... **Sasaki Associates, Inc.**, Watertown, Mass., has completed facilities for investment management firm The Putnam Companies, Inc. The two-story, 50,000-sq.-ft. space includes offices, a cafeteria, conference areas, workstations, and training rooms cabled for a variety of data and communication systems.... **Interior Space Inc.**, St. Louis, has been contracted to oversee expansion of the AT&T Network Systems facilities at Gateway One on the Mall, for which the design firm had originally provided architecture and design services.... **Arrowstreet Inc.**, Cambridge, Mass., has completed a space planning project for the Oldsmobile division of General Motors Corp., Lansing, Mich. The facilities are designed to support the company's new business team management strategy, with areas compatible to the working styles of employees from a variety of GM departments.... **Alan Gaynor & Co.**, New York City, has been retained by two international companies to assist in relocating facilities. Brokerage firm Smith New Court, Carl Marks, Inc., will be relocating to two new locations, moving into 50,000-sq. ft. of space. The

architecture and design firm will also be helping BBC/Lionheart television to merge its California office with the New York headquarters, enlarging the current East Coast space by two-thirds to 6,000 sq. ft.... **Hague-Richards Associates, Ltd.**, Chicago, has been commissioned to design a new two-floor, 60,000-sq.-ft. headquarters for Whitman Corp. Plans include a grand staircase to connect the two floors, and state-of-the-art audio/visual facilities in the executive boardroom. The firm also recently completed a 20,000-sq.-ft. space for the Chicago branch of The Sanwa Bank, Ltd.... **The Curtis Cox Kennerly Interior Design Group**, Philadelphia, has been awarded the design contract for Crown Textile Co.'s new headquarters in Jenkintown, Penn. The new 19,000-sq.-ft. space will include operating display laboratories and executive offices. The firm will also plan the design for the new 17,400-sq.-ft. Philadelphia offices of The Sullivan Payne Co. The design will be based on a "cluster" concept, taken from a successful London office design that emphasizes intradepartmental executive communication.

## Awards: ASID honors academic progress

The **ASID Education Foundation** chose two co-winners for its Environmental Design Award, this year honoring an examination of employee participation in workplace design and planning, and a study which identifies housing inadequacies for low income older adults. Mary Shiffer, a graduate student of interior design at the University of Illinois, explored middle management's perception of employee participatory design techniques and "humanization of the workplace." A University of Missouri research team composed of Dr. Ruth Brent, Dr. Ronald Phillips, Dr. Edward Brent, and graduate student Millend Gupta conducted the other study honored.

The study compares professional designers' assessments of low income older adults' housing inadequacies with the parallel assessments of a tailor—designed artificial intelligence computer program... Paul Sherer, a senior at Harrington Institute of Interior Design, won top honors in the 1989 ASID Yale  
*Continued on p. 134*

## Gralla turns out for 5th Annual KI Fun Run/Walk



*Chuck Steinke and Tom Rowe, Facilities Design & Management (far left), pose with Richard J. Resch, president, Krueger International and Sara Marberry, executive editor,*

*CONTRACT after completing the KI-sponsored 5K Fun Run during NEOCON 21. Voluntary contributions, up to \$250, by participants to DIFFA were matched by KI.*

# CONTRACT Footnotes

Continued from p. 133

R. Burge Award with a \$500 cash prize for his design portfolio of an in-depth study of illumination, acoustics, and space planning. The Reserve Award and cash prize of \$250 was presented to Harold Skulte of Harrington Institute of Interior Design. In addition, four Certificates of Excellence have been presented to: Johanna Hertto of Harrington Institute of Interior Design; Jimmy Hourani of the New York Institute of Technology/Old Westbury; Greg Switzer of Louisiana State University; and Beth Thalhofer of Harrington Institute of Interior Design. The Yale R. Bruge Award recognizes the best portfolio prepared by a senior undergraduate student, and judges evaluated portfolios considering technical presentation, creativity, and practicality.

## FIDER thanks contributors of \$1,000 or more

The Foundation for Interior Design Education Research (FIDER) announces its 1988 FIDER Honor Roll of Contributors, who have given gifts of \$1,000 or more making it possible to expand the important work of accrediting interior design programs throughout the U.S. and Canada.

**Golden Triangle**, \$50,000 and over: BIFMA; *Interior Design* Hall of Fame Awards Dinner; Kimball International.

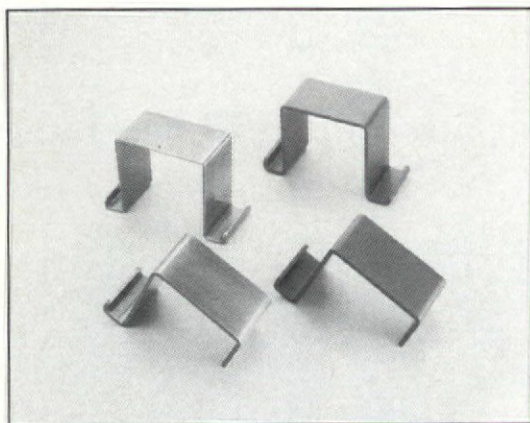
**Trustee Circle**, \$25-49,000: ASID, Hickory Business Furniture.

**Grand Patron**, \$10-24,999: Allied Corporation, Fiber Division; Designer's Saturday, Formica Corporation; Info-Disc; Manfred Steinfeld Family; United Development.

**Patron**, \$5-9,999: *Architectural Digest*; Brunschwig & Fils; Designers Signature; The Harbinger Co.; IDCNY; Read & Pate Foundation; F. Schumacher & Co.; Showplace Square, San Francisco; Steelcase; ASID Claifornia, Los Angeles chapter; ASID Carolinas chapter; International Society of Interior Designers.

**Benefactor**, \$2,500-4,999: Baker, Knapp & Tubbs; Doris Burton, FIDEC; Chicago Merchandise Mart; Dianne

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national; Roslyn Mallin, FASID; Milliken & Company; Roi C. Nevaril, FASID; Pacific Design Center; Stark Carpet Corporation; Betty McKee Treanor; Vecta Contract; Vicrtex; Bernard S. Vinick, FASID; Westgate Fabrics; Michael Wirtz; FIBD; The Wool Bureau; ASID California-North Chapter; ASID California-San Diego Chapter; ASID Florida North Chapter; ASID Georgia Chapter; ASID New York Upstate/Canada East Chapter; ASID Washington Metro Chapter; ASID Washington State Chapter; IBD Chicago Regional Chapter; IBD New York Chapter.

**Special Acknowledgements:** Haworth, Herman Miller, Steelcase, CONTRACT; *The Designer, Designers West*; *Interior Design, Interiors*.

## 'Ta da:' \$50,000 for DIFFA/Houston



The JAGS restaurant opening bash at the Decorative Center Houston, which raised \$50,000 for DIFFA/Houston, was a "Ta da" occasion for (l. to r.) Harry Holcomb and Betsie Weatherford, DIFFA; Michael McAdmams, DMC Design Centers; Lynn Billings, DIFFA; Kay Overton, Decorative Center Houston; Jackson Hicks, JAGS; and Michael Dale, DIFFA.

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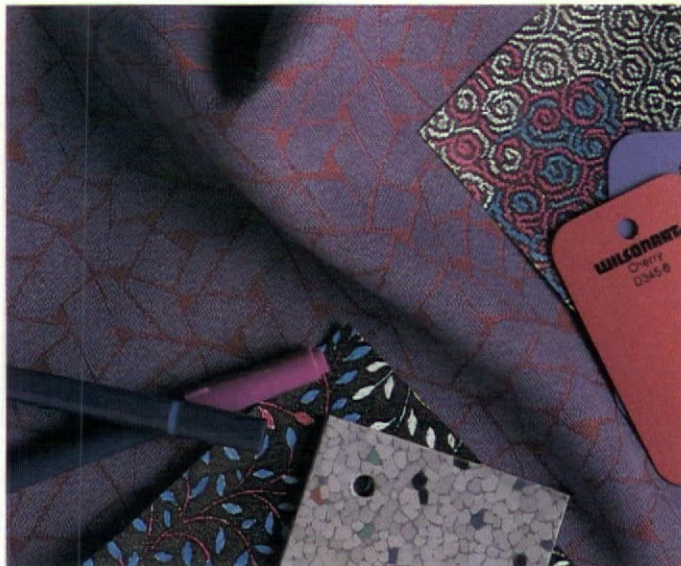
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*"Ennis," a custom-colored version of the Arc-Com fabric "Fans," covers this sofa (below, left), and coordinates with drapes and other colors used throughout the Northlands Inn project, Brooklyn Park, Minn. The Custom Concepts division can create entirely new fabrics or custom color to match any scheme (below, right).*



## Taking the fear out of custom fabrics

By Caroline Siemers

"Custom" is a term that often makes designers (and clients) wary—dollar signs start circling overhead as visions of long waits for product boggle the mind. But, according to Mary Holt Mullen, head of Arc-Com Fabrics Custom Concepts division, such fears can be unfounded.

Custom Concepts was developed by company principals Jeff Layne, president, and Peter Layne, executive vice president, just about a year ago, in response to increased designer demand for custom fabrics.

Capabilities range from putting a new color slant on an existing pattern to creating an entirely new fabric. It all depends on designer/client need. "We work very closely with the designer to give them exactly what they want," says Mullen. "That's one of the great things about this program. We don't put our two cents in—what the designer wants

the designer gets. If it works, it can be added to the Arc-Com line, but that's not a requirement. We can do very specific things, like incorporating a company logo."

Customs can also be surprisingly cost efficient. "In many cases, we can do up to 100 yards with no price difference," says Mullen. "They can also be done when an existing Arc-Com fabric is too expensive. For example, we can re-do a wool as a Trevira polyester, reducing the cost dramatically."

Another little known fact says Mullen is that "customs can be service oriented. Oftentimes fast delivery gets us the job."

That was the case with the Northlands Inn An Executive Conference Center, Brooklyn Park, Minn., pictured here. The project required 6,300 yards of custom fabric delivered quickly. The designers, Wudke Watson Associates, San Francisco, had selected "Fans," an existing Arc-Com pattern, to be colored in Ennis (a dark green shade), and

Terracotta (a rust). "We actually began working with the designers on the colors almost two years ago," Mullen explains. "But when the order was placed we had to turn it around fast. We began shipping in five to six weeks."

Mullen is sympathetic to designers faced with limited product to choose from. "In their minds they know exactly what they want. It must be very frustrating not to be able to get it." But now, with a little help from Arc-Com, boundaries are imposed only by the limits of the designer's mind. □

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