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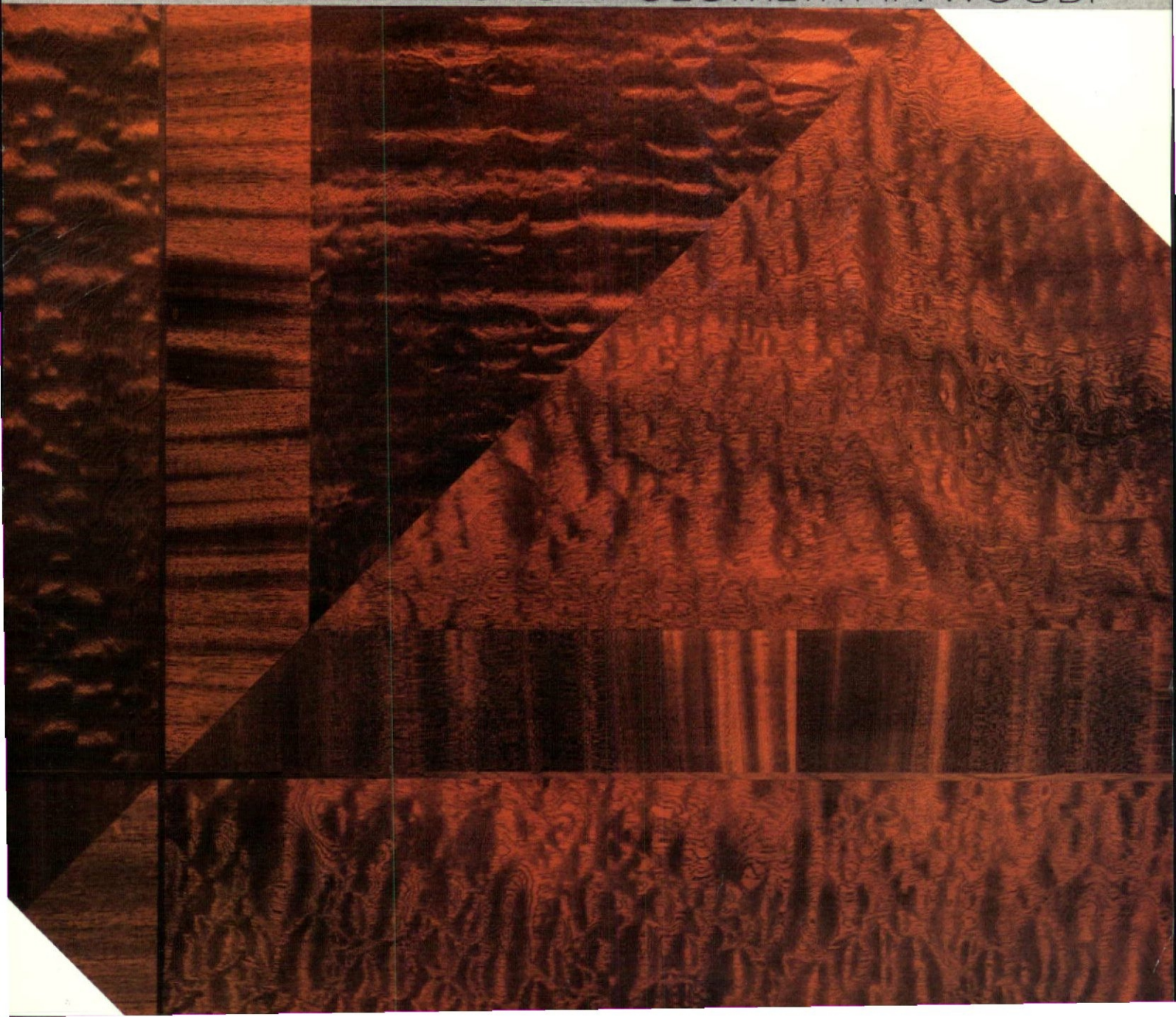
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Bill Whitehurst.



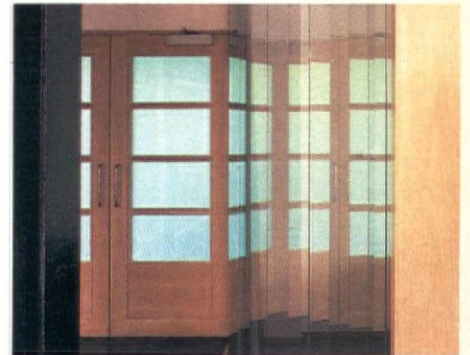
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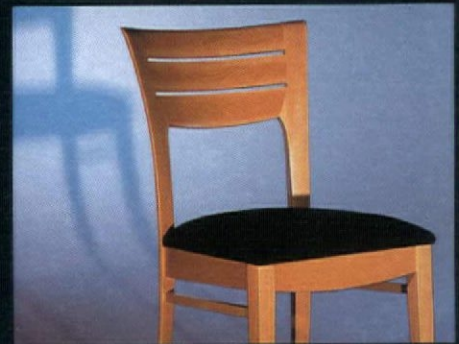
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schedule. But their new Morrison System had to be in on schedule. At the QuickShip, deliveries were switched. So the move-in date didn't have to be 4400 (ext. 286) to talk with a Knoll representative or a KnollSource dealer.

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**KnollOffice**



## NCIDQ to initiate new exam in April 1990

On the eve of the National Council for Interior Design Qualification's (NCIDQ) 15th birthday, that designer testing organization is introducing a completely updated exam in concert with the Educational Testing Service, Princeton, NJ.

Created in the public interest in 1974 to establish minimum standards for qualification of professional interior designers, NCIDQ is now completing its strategic planning for the year 2010. One of its admirable objectives is to meet important industry needs arising out of the legal recognition of interior designers through licensing. At the forefront is an effort to thoroughly acquaint the public with the vigorous standards interior designers must meet in order to be certified.

NCIDQ is launching its newly revised examination in April 1990. Harnessed for this challenging task will be the computer, which will store upwards of 700 examination questions. Individual questions for each test will be selected at random in three key areas: awareness, understanding, and competency.

The end result will be a test that is easier to produce, administer, and score. Candidates are expected to find it "easier to take," since shorter time periods will be allotted for each section; large vellum worksheets will be elimi-

nated (making materials more manageable); candidates may select their choice of practicum scenarios; and graphic presentation in the practicum may either be sketched or drafted. Candidate tracking also will be facilitated.

NCIDQ's record has been an outstanding one and its role in moving the design profession toward higher standards of professionalism is to be commended. We take this opportunity to wish NCIDQ a happy 15th birthday and to call for continued support of the organization and the professional standards it is implementing.

A handwritten signature in cursive script that reads "Len Corlin".

*Editor/Associate Publisher*





## Heimtextil plans Japan fair

**Frankfurt, West Germany**—Heimtextil, the international trade fair for textiles, held at Messe Frankfurt yearly, is planning Heimtextil Asia February 1-4, 1990. Advent of the fair was greeted with a show of support by the Japanese Ministry of International Trade and Industry (MITI). Both the Japanese Economic Trade Organization (JETRO) and the Nippon Interior Fabrics Association (NIF) also have promised their active cooperation.

"We were delighted when we heard from the renowned Messe Frankfurt that they plan to organize an overseas fair in Tokyo for the Asian/Pacific region," says Takeo Miyagawa, president of NIF. Eike Markau, chairman of the

board of management, Messe Frankfurt, points out that world trade and the trade-fair industry are increasingly looking towards Asia.

He says, "Of all major economic areas, the Far East has the highest growth rates: per capita income is rising by leaps and bounds and leading to a considerable increase in purchasing power."

Heimtextil Asia will be held parallel to Japan Tex, Japan's biggest fair for tex-



*East greets west, as Tadashi Okabe, president, Japan Tex 1990 (l.), and Takeo Miyagawa, president, Japan Interior Fabrics Association (r.), shake the hands of Eike Markau, chairman of the board of management, Messe Frankfurt GmbH.*

tiles, at the Tokyo International Trade Centre Harumi. Tokyo was selected to be the venue for Heimtextil Asia because that is where 85 percent of Asian purchasing power for textiles is concentrated.

For more information, write to: Messe Frankfurt Service GmbH (MFS), Ludwig-Erhard-Anlage 1, D-6000 Frankfurt 1, West Germany, or call Herta Krausmann at (069) 7575-6259, or Walter Gohl at (069) 7575-6195.



## Int. Design Award to Yasuo Kondo

**Eastcote Middlesex, England**—Ten thousand British pounds have been awarded to Yasuo Kondo, Yasuo Kondo Design, Tokyo, winner of the 1989 AGB Interior Design International Award (IDIA). Kondo's design of a kitchen systems showroom/offices in Higashiyamato City earned him the coveted prize.

An International IDIA jury praised the design of the showroom, for which Kondo won the Hiller Ergonom Office Interiors Award, one of the four IDIA "category" prizes announced in February. The jury described it as "...the most integrated and deeply considered of all entries in that category...a quite unique interior, showing highly original work and not relying on design cliches."

The 1989 awards drew 103 entries from 13 countries in four categories.

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Contract/October 1989



## Tokyo Fair is opportunity for U.S. producers to research market

**Tokyo, Japan**—The International Furniture Fair Tokyo (IFFT), taking place November 22-26, is being touted as a giant showcase for foreign products that can be sold in the Far East. "Japan is now one of the most promising markets in the world for furniture manufacturers," says Ichiro Kosuga, chairman, International Development Assoc. of the Furniture Industry of Japan, "and that is why we invite furniture specialists and exporters to come here to exhibit products."

"Anyone who is doing business in Japan—or plans to approach the market in the future—would be well advised to send representatives to

Tokyo to see for themselves how the market is developing and to study the trends," he continues.

Demand for foreign-made furniture is increasing rapidly in the once-insular nation. Last year, furniture imports to Japan increased 32 percent over the previous year.

New this year will be a "Contract Furnishings Pavilion," which will exhibit furniture and interior products for commercial spaces. For more information, contact International Information Center, IDAFIJ/06, 8655 East Via de Ventura, Box #4 Post Office, Scottsdale, AZ 85258, USA.





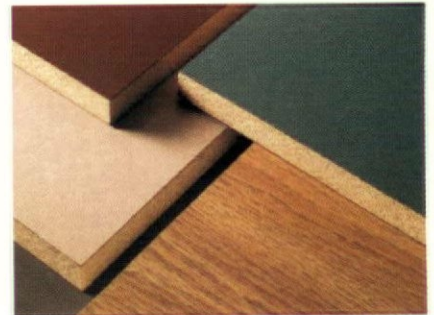


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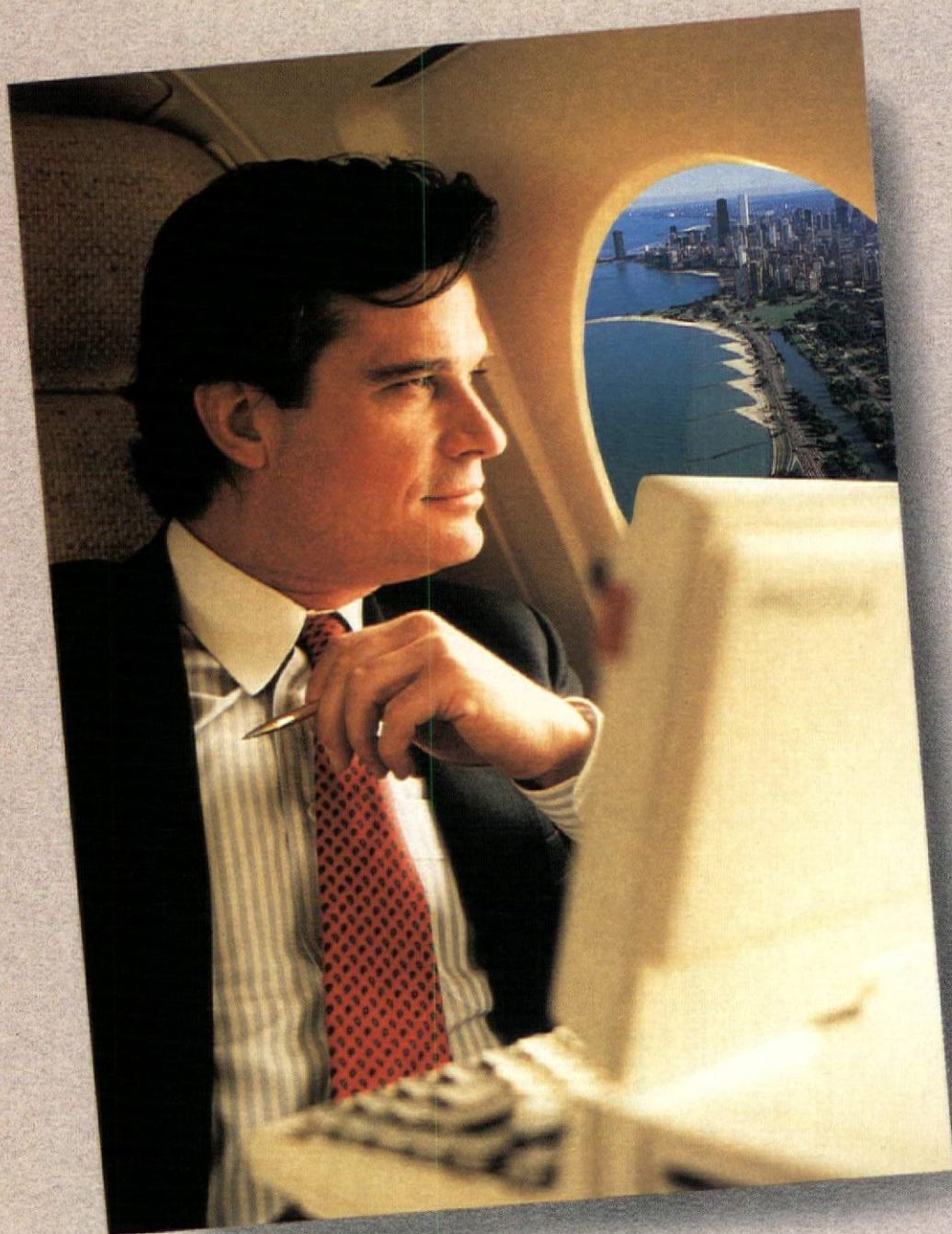


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## CONTRACT Coming Events

*Continued from p. 82*

**November 29-Dec. 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 8.** "Dealer Day" Atlanta Merchandise Mart; 404/220-2121.

**November 13-Jan. 8.** "Sophie du Pont: A Young Lady in America, 1823-1833," sponsored by the American Architectural Foundation. The Octagon, Washington, D.C.; 202/626-7300.

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

### 1990

**January 26-29.** National Floorcovering Market. Atlanta Merchandise Mart.

**February 8-9.** Preview '90 annual market. Design Center of the Americas, Dania, FL; 305/920-7997.

**February 17-18.** Floor Decor West. Pasadena Center, Pasadena, Calif.; 404/220-2330.

**March 21-23.** WestWeek 90. Pacific Design Center, Los Angeles; 213/657-0800.

**April 10-12.** Lightfair. New York Hilton & Towers, New York.

**June 12-15.** A/E/C Systems Computer and Management Show. Georgia World Congress Center, Atlanta; 800/451-1196.

**July 14-16.** International Carpet & Rug Market. Atlanta Merchandise Mart.

**August 11-13.** The Restaurant Hotel International Design Exposition & Conference. Los Angeles Convention Center, Los Angeles; 212/391-9111.

**November 10-13.** International Hotel/Motel & Restaurant Show. Jacob K. Javits Center, New York.

### Foreign

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

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

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

### 1990

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

**January 10-13.** Heimtextil. Frankfurt, West Germany.

**February 1-4.** Heimtextil Asia. Tokyo, Japan.

**February 6-8.** International Contract Flooring Exhibition. Olympia's National Hall, London; 021-705-4380.

**March 7-11** Cevisama '90. Valencia Trade Fair, Valencia, Spain; 96/386 11 00.

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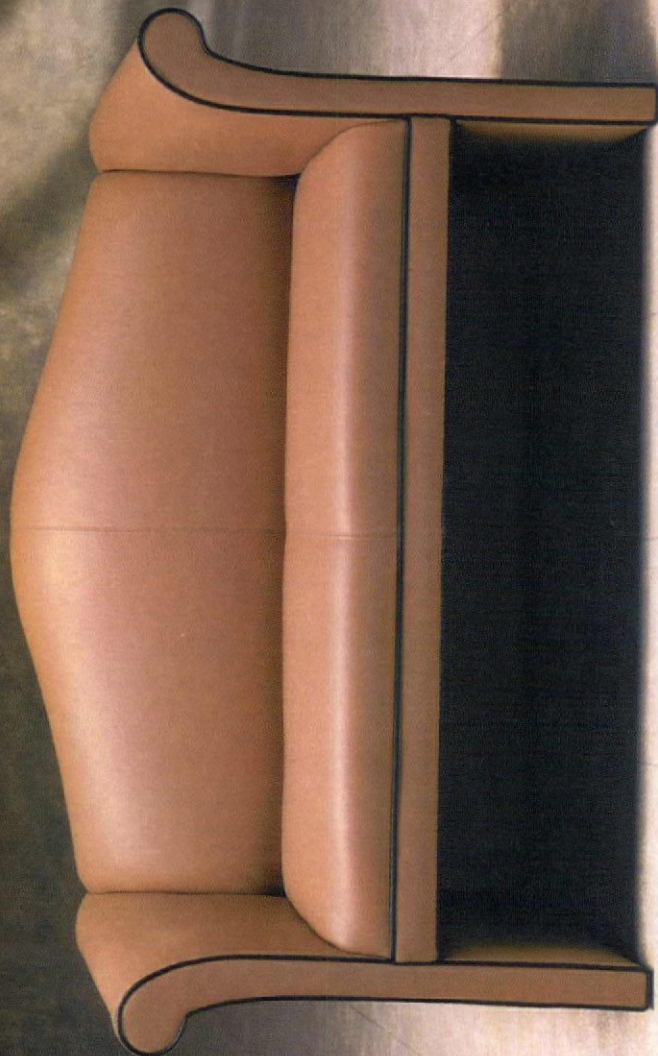




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## CONTRACT Coming Events

### 1989

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

**October 20-21.** AIA Practice  
Committee conference on  
"Keys to Expanding  
Architectural Services." AIA,  
San Diego; 202/626-7537.

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

**October 23-26.** Asbestos  
Abatement Project Design.  
University of Wisconsin,  
Madison, Wis.; 800/262-6243;  
in Wisconsin 800/362-3020.

**October 27.** AIA Interiors  
Committee open meeting in  
conjunction with Texas Society  
of Architects' 50th Anniversary;  
202/626-7589.

**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.  
Washington State Convention  
and Trade Center, Seattle,  
Wash.; 713/623-IFMA.

**October 12-Dec. 3.** The  
Architecture of Jean Nouvel,  
sponsored by the American  
Architectural Foundation, AIA  
headquarters, Washington,  
D.C.; 202/626-7300.

**November 1-2.** ColorWays  
'89. Contract Design Center  
and Galleria Design Center, San  
Francisco; 415/626-1433.

**November 1-5.** The Society of  
American Registered Architects  
33rd Annual Convention.

Embassy Suites Hotel/  
Biltmore, Phoenix;  
312/932-4622.

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

**November 8.** "Electronic  
Studio, New Technology,"  
sponsored by the Visual Artists  
Association. Pacific Design  
Center, Los Angeles;  
213/656-2978.

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

**November 9.** Philadelphia  
Design Assembly '89.  
Marketplace Design Center,  
Philadelphia; 215/561-5000.

**November 9-12.** International  
Kitchen & Bath Show.  
Merchandise Mart, Chicago;  
312/527-7854.

**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 13-16.** DCOTA  
American Craft Exhibition.  
Design Center of the Americas,  
Dania, FL; 305/920-7997.

**November 14.** "Edible  
Architecture" opening party,  
6-9 pm. Steelcase Design  
Partnership, New York;  
212/755-6300.

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

*Continued on p. 84*

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age for combined ceiling high and open plan systems. It was one of the first manufacturers to offer both systems with a variety of compatible features, such as interchangeability of work surfaces and storage units.

Today's high tech office requires not only an open plan system for maximum productivity and space saving, but also full height offices for privacy and common meeting areas.

Transwall combines these two basic wall requirements with its Sounddivider® open plan system and the full height Corporate series. The two systems offer complete interchangeability of hang on components, as well as compatibility in design and appearance.

Another Transwall full height system, the *Twinline* series, with two fine-line panel connections, can readily be adapted to a combination high wall and open plan arrangements. *Twinline* is truly modular. The high and low walls are completely interchangeable and can be architecturally specified to match building and ceiling modules. Finishes include fabric, baked enamel, vinyl and laminates. Glass panels and doors are also available in various combinations. Acoustical properties can be varied to meet specific requirements, and all hang on components are readily interchangeable.

## Humble beginnings

**P**rior to the incorporation of Transwall in 1963, H. Hayes Aikens had been co-owner of Pennsylvania Hardware Mfg. Co., a 1,600-square-foot metal fabricating job shop. It relocated in 1956 to Malvern, PA, to a 2,200-square-foot abandoned pipeline building on four acres and adjacent to

a discontinued town dump. Half the floor was dirt, and there was no heat or utilities, Aikens recalls.

In 1962, the two owners of Pennsylvania Hardware decided to split up. The corporate assets were divided, literally in half, including the building, the machinery, personnel, and customer accounts. Aikens then formed a new company, Pennwall Products, to make movable office partitions, a proprietary field with a growth oriented future. The Pennwall name was changed to Transwall in 1963.

Since 1956, the company has undergone nine building additions, with the latest in 1986. Total space is now approximately 65,000 square feet. The factory facilities include a full line of sheet metal fabricating equipment, an automated electrostatic paint line, and high-volume roll forming machinery.

In 1979, Transwall purchased the Movable Partition Division of the Hough Mfg. Corp. of Janesville, WI, which was going through a Chapter 11 reorganization. Three years before, in 1976, Hough had acquired Virginia Metal Products Co.'s equipment line at a bankruptcy sale. With the acquisition of this line, Transwall became one of the leading full-height partition manufacturers in terms of both quality and capacity.

Transwall purchased the Hough equipment to accomplish three objectives for its expansion plans:

1. To acquire the nucleus of a national dealer organization.
2. To upgrade its product lines to match or exceed its competitors in the field.
3. To acquire dies, tooling and roll forming machinery in order to increase efficiency and capacity.

## Exceeds goals

**B**y January 1983, all three objectives had been well met. Sales had more than doubled, and one direct result of the increased capacity



*Sounddivider open plan system and full-height Corporate series work together for integrated design.*

and upgraded product mix was the sale of more than \$2,000,000 in partitions in the Middle East for such projects as the Kuwait Stock Exchange and the University of Petroleum and Minerals in Dhahran, Saudi Arabia.

In late 1982, Transwall entered the rapidly growing office furniture systems market, which involves the use of open plan panels and work stations related to office automation and computer equipment. This addition was a natural and logical expansion for Transwall, which had been primarily a manufacturer of full-height office partitions.

"Precise delivery and installation, in addition to a top quality product, resulted in the notable success of this 78-workstation computerized customer service center, completed within 3 months of approval of the project," says the facilities designer for a major pharmaceutical manufacturer.

Transwall, a medium-size manufacturer, is small enough to move quickly and experienced enough to turn out quality products at reasonable costs.

Its products are marketed through furniture dealers, manufacturer's reps and architectural product contractors. In addition to its national marketing, Transwall exports extensively.

Transwall maintains a showroom at its Malvern headquarters. It offers a Quick Ship Program for its Sounddivider product line.

Due to continued rapid growth, Transwall plans a larger, more modern plant facility in its current location.



*Interchangeable components of Twinline II modular wall system from Transwall permit integration of low-wall open plan and full-height private offices.*

# Consider Your Options




**E**ckAdams' Option I series offers lots of options—seven styles in polished aluminum or dark neutral finish, with arms or armless, task chairs with three seat/back adjustment functions, and a wide variety of upholstery choices.

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# EckAdams

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### Quality Products

- We will provide the seating products our customers need.
- We will offer only seating products which meet the quality standards (ANSI/BIFMA\*) of our industry, so that our customers can sell them with confidence.
- We will supply the best value in office seating.

### Quality Programs

- We will offer the purchasing programs our customers need.
- We will offer merchandising ideas to enhance the profitability of our customers.
- We will emphasize to our Territory Sales Managers the importance of selling through rather than selling to our customers.

### Quality Service

- We will make it easy for our customers to do business with us.
- We will provide a level of service to our customers which will distinguish our company and its products in our industry.
- We will keep our promises!

### Quality Delivery

- We will deliver the orders entrusted to us on time.
- We will deliver complete and correct orders, and every product will meet our **Blue Ribbon Quality** standards.
- We will deliver products which our customers' customers will be proud to own and want to purchase again and again.

EckAdams' commitment is not just words — it is a way of life for every employee at EckAdams. Every EckAdams employee is devoted to customer service and satisfaction, because we believe that EckAdams' commitment to its customers is the type of commitment which our customers must and will want to make to their customers.

How does EckAdams demonstrate and keep this commitment? With **Blue Ribbon Quality**.

EckAdams' **Blue Ribbon Warranty**, which has been an industry pacesetter ever since it was announced in 1984, warrants all steel frames for a lifetime and our wood frame seating, all movable parts, and upholstery materials for 2 years.

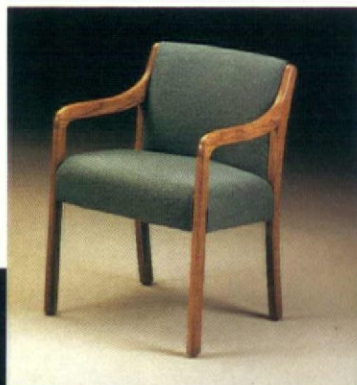
At EckAdams **Blue Ribbon Quality** stands for seating products which meet all applicable industry test standards. Only seating products which meet these exacting standards are included in EckAdams' product line, thus assuring purchasers of EckAdams' seating products that they are purchasing the finest products available today in the office seating industry. **We don't know how many companies can claim that every office chair they manufacture meets these test standards, but we can and we do — and we are proud of it!**

**Blue Ribbon Quality** necessitates superior standards in the way we test the raw materials we use to make our seating products, the tests to which all of our seating products are subjected before they are added to our product line, and the service and support we endeavor to provide all of our customers. Thus, **Blue Ribbon Quality** not only stands for superior products, it also stands for superior performance by our employees, whether they have a direct hand in manufacturing our products or in servicing our customers.

**Blue Ribbon Quality** also suggests market acceptance and recognition. EckAdams is known to be one of the premier manufacturers of Task seating in the office furniture industry and provides a wide variety of products to such discriminating purchasers as a large portion of the FORTUNE 100 companies, the Federal Government and many state governments.

If you are not familiar with the **Blue Ribbon Quality** which EckAdams can provide, and if you believe our commitment and goals match yours and those of your customers, we hope you will call or write to us for more information about our company and its products. **We are confident you will discover that EckAdams' office seating products represent some very uncommon values.**

\*American National Standards Institute/Business & Institutional Furniture Manufacturers Association



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## CONTRACTPeople



Melton



Brennan



Lesslie



Schwarz

**Jerry L. Melton** (shown) was recently appointed to the newly created position of director of human resources at Karastan, Bigelow. Melton will be responsible for personnel development, recruiting, training and benefits for the company.

Ward-Hale Design Associates, Inc., recently announced two promotions.

**Toni Brown**, previously executive assistant, has been named marketing assistant in the Washington, D.C., office and **Linda Kirby** was promoted to marketing assistant in the Tysons Corner office, where she had previously served as executive assistant.

**Julian Thompson, RA**, was recruited by DDI Architects, P.C., Philadelphia, as a projects architect. Also, Kent Lessly, AIA, has joined the company as a registered architect, and Stephen Borg, AIA, has been appointed a project manager.

Interface Flooring Systems, La Grange, Ga., recently named **Gregory F. Colando** as area vice president, midwest sales. Bill Dunn was appointed institutional sales manager.

**Mavis Abel Gibson**, ASID, has joined the Washington, D.C. office of Burt Hill Kosar Rittelmann Associates as director of interior design.

Award-winning designer **Gretta Boshara** has announced the opening of her own company, G.M. Boshara, Inc. The Phoenix-based company will manage commercial and residential interior design. Prior to opening her own company, she was a partner in the design firm Beams Boshara.

**Aaron B. Schwarz, AIA** (shown), has been appointed national senior vice president of Perkins & Will. He will continue as a partner in the firm's New York office. Schwarz is design principal for the prototype school facility the firm is currently designing for the New York City Board of Education.

**Tim Lesslie** (shown) of CCN International has been promoted to director of engineering and operations. Formerly with LAM Research, Lesslie joined CCN in 1988 as director of engineering.

**Robert Zoehfeld** has joined the company as design manager. He was formerly with Cole Office Environments.

**Joseph Brennan** (shown) has been named manager of the Haworth, Inc.'s new Detroit Division, headquartered at the company's showroom in Southfield, Mich. Haworth has named Detroit as the new home for its Michigan-Indiana-northwest Ohio sales market.

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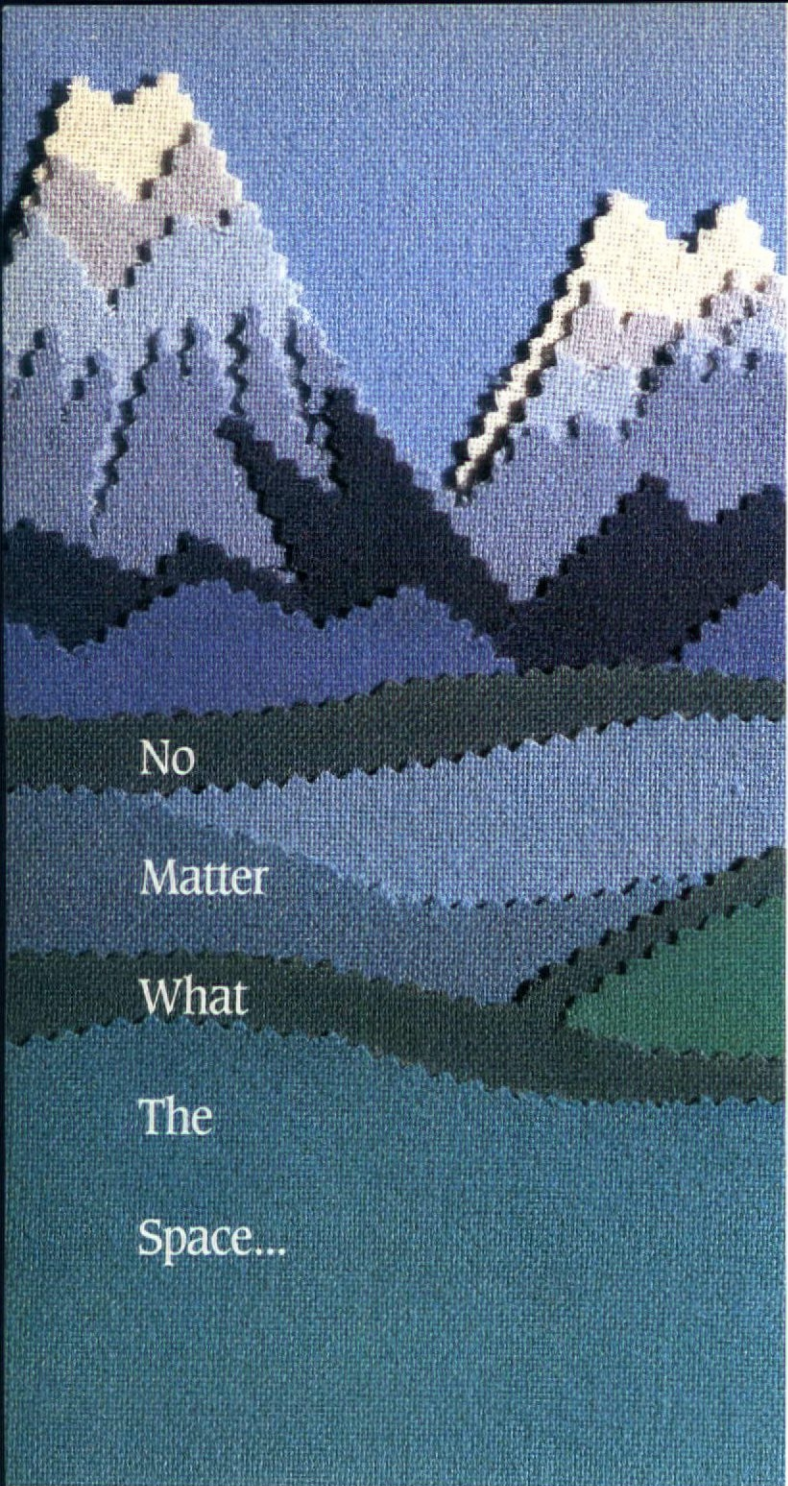
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## CONTRACTPeople



Vogelsang



Davis



Miller

**Chris Vogelsang** (shown) has been appointed national sales manager of Smith Metal Arts. Vogelsang, who joined the firm in 1984, was international sales manager for McDonald Products when the two firms merged.

**Debra Davis** (shown) has joined Entouch Business Interiors, Inc., Ontario, Calif., as a project manager. Entouch Business Interiors is a KnollSource Office Center, serving Orange, Los Angeles, and San Bernadino Counties.

Baker Furniture Company, Grand Rapids, Mich., recently announced the appointment of **Donald R. Miller** (shown) as vice president/contract sales. He will be responsible for sales and marketing activities of the contract division, which manufactures wood furniture for the office.

**Western Merchandise Mart** recently changed its name to **San Francisco Mart** (SFM). San Francisco Mart, a 1.3 million-sq.-ft. marketplace, will undergo extensive architectural renovations.

**James R. Walker, AIA**, has been promoted to design director for interiors of Morris Architects' Houston Office. Walker has been with the firm for eight years.

**Julian T. Caldwell** has formed an architectural draf-

ting firm under his own name. Offices, which are in Maitland, Fla., will specialize in "as-built" or record drawings.

**Alexia Lalli** has been named senior vice president for marketing and communications at the International Design Center, New York. For the past eight years, Lalli headed Lalli Associates, a public relations firm handling events planning and community relations.

**Suzanne Maekawa** has been promoted to interior designer at FORMA. Maekawa's current work at the firm includes the Westin Bayshore, Vancouver, B.C., and the Officers' Club and Open Mess at McChord Air Force Base, Tacoma, Wash.

Marketing Managers, Inc., recently announced that **Conni Schaftenaar** has joined its staff as senior account manager. Schaftenaar spent twelve years with Haworth, Inc., in corporate and marketing communications functions.

Widom, Wein and Cohen have named **Jorge Sciupac**, PhD director of architecture. Sciupac is experienced in large-scale mixed use and hotel projects, having designed the Ritz Carlton renovation, the Ramada Renaissance, and the LA Techcenter.

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## Sociologist advocates color for function

By Sara Marberry

Ever have trouble convincing clients or decision-makers of the importance of making the "right" color choices for the workplace? They say, "bring me documentation!" And you realize, after scouring libraries and calling all available sources that there isn't much scientific evidence that proves the effects of color on humans. Basically, today's color theories are just that—assumptions predicated on certain observable phenomenon.

There are several books on color and human response, many of which have been mentioned in this column. Some of the information is very standard, but it does help substantiate claims that color affects mood, and probably productivity.

A new book by sociologist Jan Yager, Ph.D., offers an interesting perspective on office design. Titled, "Making Your Office Work For You" (\$9.95, Doubleday, 1989), it outlines how to create workspaces that provide a sense of comfort, reduce stress, increase productivity, and make a personality statement. Written for office managers, the book is the result of over 200 interviews, reviewed questionnaires, and "undercover" work as an office temp by Yager. The author addresses issues and presents solutions on organization, design, furniture, equipment, and health hazards in the workplace environment. A specific segment on color defines some primary concerns.

### 3 basic groups

"... Color in the office should be more an issue of function than decoration," writes Yager. "The color of every part of the work environment will affect not

only productivity, but also a sense of well-being, mood, and even IQ..." She describes three basic groups of warm, cool, and neutral colors and defines emotions associated with each. "... red and orange [warm colors] are seen as exciting; yellow is a cheerful color. If someone is doing repetitious

physical office work, a color scheme of reds, yellows, and beige will inspire action and reduce monotony..."

"The cool colors include greens, blues, and violets. These tend to be relaxing... Greens are restful. Blues are calm, the ideal background colors for the walls of researchers, thinkers, and students. Violets are between warm and cool..." says the author.

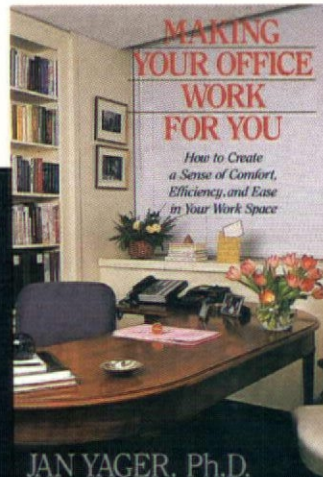
Yager cites some trends, briefly touches upon regional color differences, and discusses design priorities. "... The first color concern in an office are its walls. Light-colored walls create a spacious feeling, fostering a more comfortable and productive worker, whereas dark walls usually create a sense of being enclosed..."

### A total scheme

She also writes about the total color scheme of an office, encompassing the ceiling, floor, furniture, and windowcoverings. "... everything should go well together, whether the color scheme is monochromatic, and only one color is used, with variations of intensity of that color; or complementary, with pairs of color from opposite ends of the color wheel, such as orange and blue, yellow and violet, or red and green. Another option is an analogous color scheme, whereby groups of colors are used together..."

Yager sums up the section by giving 10 examples of possible combinations along with their mood values.

For information on where to purchase the book, contact Doubleday, a division of Bantam Doubleday Dell Publishing Group, Inc., 666 Fifth Ave., New York, N.Y. 10103. □



JAN YAGER, Ph.D.

**"...Color in the office should be more an issue of function rather than decoration...The color of every part of the work environment will affect not only productivity, but also a sense of well-being, mood, and even IQ..."—Jan Yager, Ph.D.**





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# CONTRACT Lighting

## What's happening in contract lighting? Six designers across the nation talk

By Laura Mayer

Lighting design just ain't what it used to be. The profession that began almost as an afterthought to many interior designers has blossomed in the past few decades into a much more technical field, with an ever-expanding range of products, a higher consciousness of energy efficiency, and more attention to artistic detail.

CONTRACT talked to six prominent lighting designers from New York to San

*This lighting design (right), created for a brokerage firm by Randy Whitehead, Light Source, San Francisco, demonstrates what the designer says is a "call for a more humanizing effect in lighting, almost a residential feel," even in conference rooms and public spaces.*

traditional lighting, recessed downlighting, and built-in lighting techniques.

"There is also a trend toward more direct/indirect lighting, not just parabolics in the spaces, but a mix of traditional parabolics with a number of other sources to get the direct/indirect effect. The technique has been well

"There have been many CRT lighting advancements which are very straightforward. We're getting away from the idea of dark environments for CRT areas—air traffic control towers, for example—in which the contrast ratios are really bad. People are beginning to realize it is acceptable to work within a reasonable contrast ratio that doesn't



Francisco, St. Louis to Ann Arbor, Mich., to find out what they've been up to and what they're being asked to do.

**Jim Benya, IALD, PE, senior principal, Luminae Souter Lighting Design, San Francisco:**

"Clients are more sophisticated about lighting today. Their expectations are better and they're beginning to understand more about the technicalities of the field. One of the most satisfying things I've been doing is promoting the use of good color-rendering fluorescent lighting which can still be energy-efficient. I've also been using more small parabolic fixtures, 1 x 1s, to replace incandescents and round-downs. I think we've been scolded to death and we're starting to go back to more classic,

received and it's not nearly as expensive as regular general illumination or ambient lighting.

**Steve Mesh, principal, Steve Mesh/Diana Juul Lighting, New York:**

"We are seeing lamps that produce more appropriate color for people and fabrics and a whole variety of new lamps that spawns a new range of fixture possibilities. "There are also better lamps that require reduced wattage.

"Clients understand lighting better. They understand that it's possible to produce low-wattage lighting if reflection is inherent in the office design.

"Public spaces are becoming more important as employers seek ways to keep workers in the building—they are including health clubs and cafeterias in the complex, which have introduced other techniques in lighting that don't have to look like office schemes.

harm vision as much and still keeps the glare off the screen."

**Lesley Wheel, principal, Wheel Gertzsoff Friedman Associates, Los Angeles:**

"People are looking for the same thing as before, but they're more knowledgeable now in what they demand. They are also looking for a higher design for less output, and as the tools of the trade are increasingly varied, we as designers are getting better and better at achieving our goals economically—mainly because we have to. Of course, there are so many new products it's almost impossible to keep them all straight. It's a vastness of richness.

"I'm beginning to see some exciting things happening with sodium vapors.  
*Continued on p. 32*

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## Lighting designers voice trends, directions

*Continued from p. 28*

The colors are improving and one of these days I think we'll be able to dim these lamps.

"We're using compact fluorescents more and more, particularly longer ones, downlights, HID, and a lot of low-voltage lighting. The interest in energy conservation is probably the same as it was several years ago, but I suspect we just have more new tools to work with than before."

**Randy Whitehead, principal, Light Source, San Francisco:**

There's a call for a more humanizing effect in lighting, a demand for an almost residential feel to commercial spaces. I try to visually bring the light to a more human level.

"With Title 24, we've been forced to be very creative in using different types of light sources. Offices have moved away from the traditional sea of fluorescents and I have been using metal halide and smaller HQI lights to produce indirect light in the space. I've also been layering lighting using accent, task, and ambient lighting and splitting up the functions. So the Title 24 ordeal, which we thought would be such a headache, really made for better design."

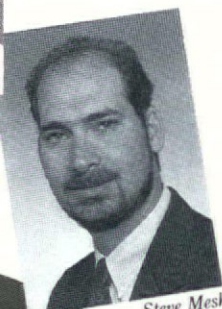
**Gary Steffy IALD, principal, Gary Steffy Lighting, Ann Arbor, Mich.:**

"There's been a lot of tendency toward human touch aspects. Everybody is sick and tired of glaring light and they're going for soft, comfortable, human-oriented environments. There are certain things you can do with lighting that make this a reality and that's where I've seen increased use of indirect, accenting, and wall lighting.

"Also, cost seems to no longer be an overriding standard; it is falling to number two or three on the list of



Jim Benya



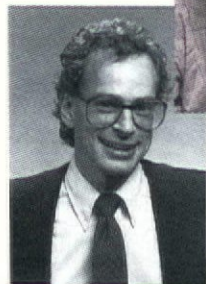
Steve Mesh



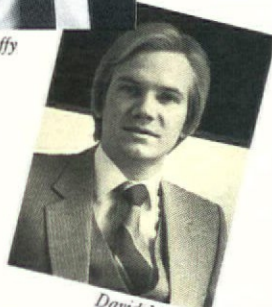
Lesley Wheel



Randy Whitehead



Gary Steffy



David Munson

priorities. People are more concerned with maintenance awareness—not so much with the initial cost of the lighting system, but with operating costs. They're asking whether the design can be maintained, what the costs of electricity will be, so we're using more compact fluorescents, electric ballasts, and lamps that are conservationist, yet still of high quality."

"People are willing to spend more money up front if they know they'll get a good system that will last 15-20 years."

**David Munson, director of lighting design, HOK, St. Louis:**

"What I hear most frequently from clients is 'keep it simple.' If there is anything trendy, people are getting smarter; clients today are more knowledgeable. If you spec something costly, you had better be able to explain it.

"There seems to be a feeling of a panacea in all these new sources and fixtures and concepts. What it all boils down to is finding what's going to work and what's going to last. There are always new trends, but the old stuff comes back in style. State-of-the-art or cutting edge does not mean foolproof—why else would we have all these products that have been around for 15 years?"

"We have to remember we are not designing the space, we are helping the designers and architects realize their dreams. Of course, without lighting, there wouldn't be anything."

# the wall.

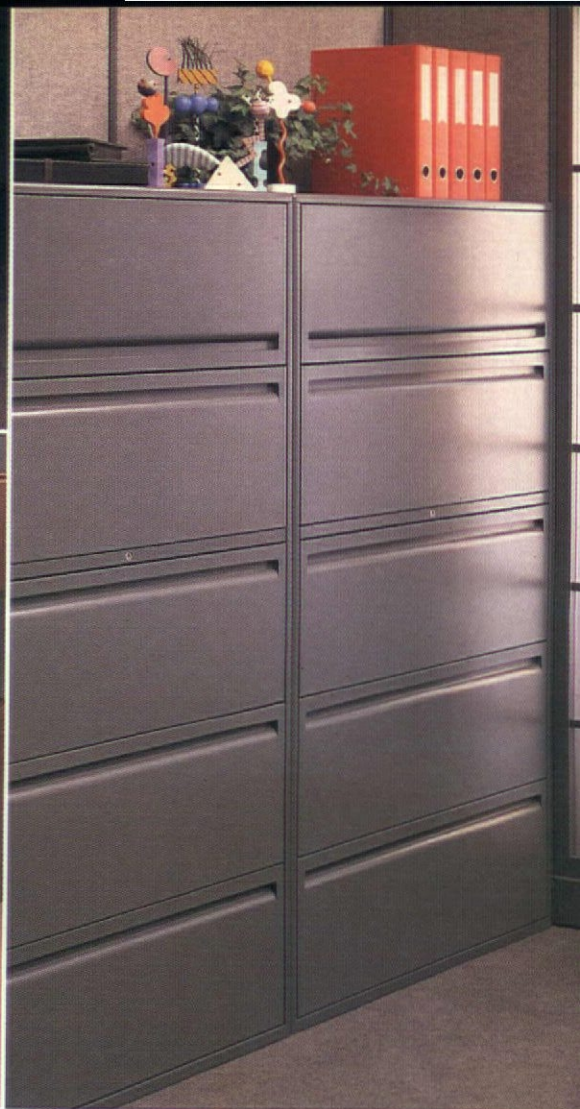
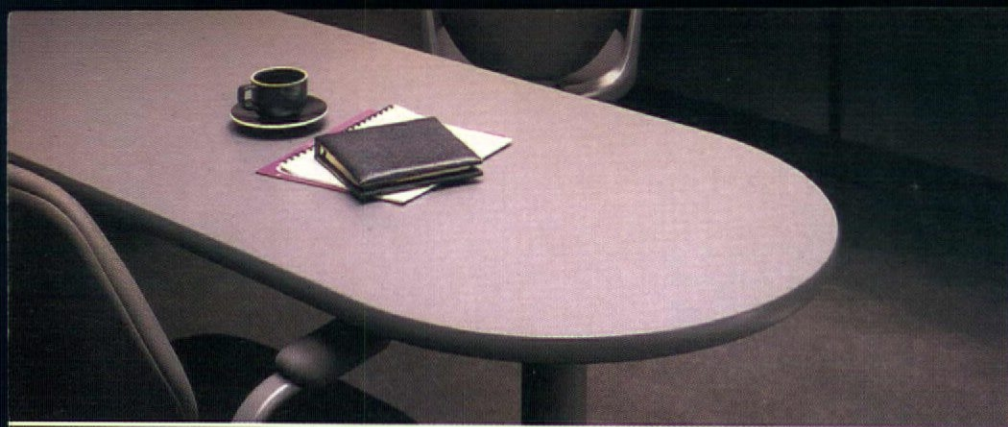
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# The CLASSICS from ACI Glass

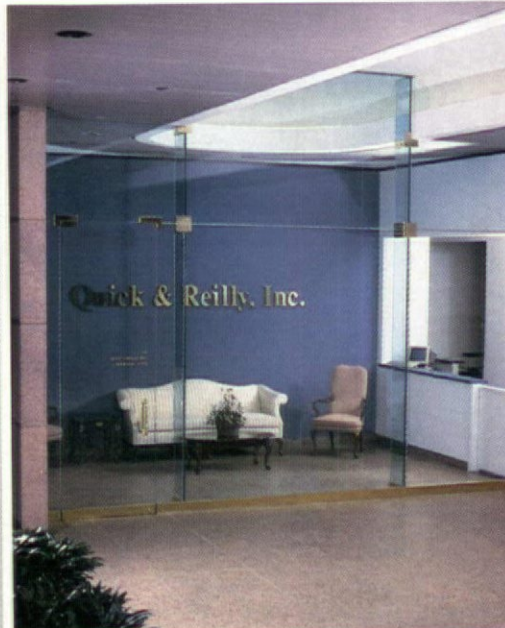
CLASSIC DOORS

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Circle 13 on reader service card



## Uniquely practical fabrics

By E.D. Smith

There's no need to sacrifice individuality or elegance when choosing hard working fabrics for large-scale installations. These fabrics are both durable and good looking.

The look of classic needlepoint has been translated into the deeply-textured



Greeff

"Baring Frise" fabric, with its small geometric pattern. "Beaumont Frise," features a bold-scale medallion and tree-of-life design on ruby, green, navy, or taupe grounds. The flame-retardant wool/cotton fabric from Lee Jofa is available in four colorways. **Circle No. 250.**

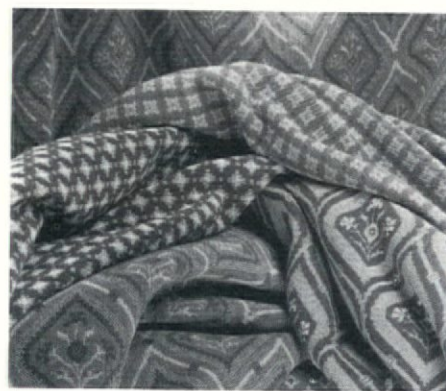
Greeff has introduced an extensive collection of printed fabrics, wovens, and wallcoverings coordinated for the hospitality market. "Fantasia Botanica,"



Springs Industries

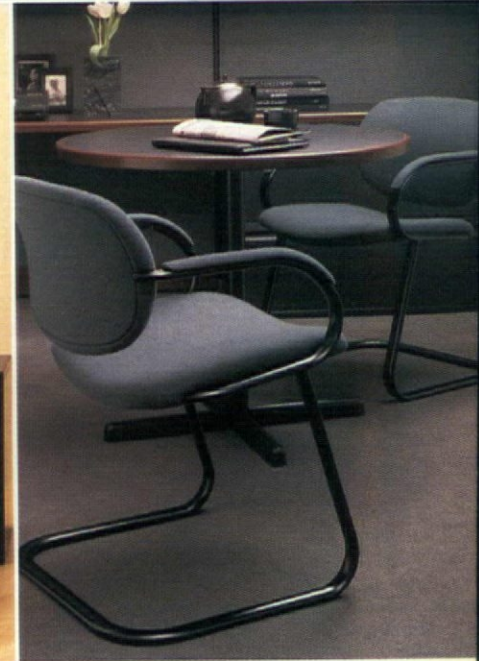
available as a wallcovering and fabric, is a fantasy floral. Coordinating with this design are two new wovens, "Webbwood," a basketweave design and "Medina," a matelasse design from France. **Circle No. 251.**

Springs Industries' Ultrasuede HP upholstery fabric is inherently stain-resistant and patterns on the metallic "Galaxy" and "Infinity" cannot be worn out or washed off. It does not need to be backed and won't shrink, crock, pill, fray, or fade. Developed for restaurants, when FR treated it is excellent for hotels. **Circle No. 252.**



Lee Jofa

A range of fiber contents and at least six colorways are available in DesignTex' latest upholstery fabrics, "Serpentine," "Bali," "Saville Row," "Canterberry," "Adagio," "Symmetry," "Trafalgar Square," and "Florentine." Included are jacquards, worsted wools with a luster finish, a silk, a tapestry, and an original M.C. Escher design. **Circle No. 253.**



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**From executive suite to auditorium, fabrics of Du Pont CORDURA® are unmatched for durability and styling flexibility.**



When it comes to contract upholstery fabrics and wall coverings, no other fibers come close to the unique combination of rugged durability and luxurious styling versatility of Du Pont CORDURA.

In laboratory testing, CORDURA exceeded the Wyzenbeek Double Rub Abrasion Test by such a wide margin that testing was stopped after a million rubs. In other testing, CORDURA demonstrated that it will not pill, thereby assuring its long-lasting good looks where alternatives



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## High-end looks made accessible



Tintawn Carpets

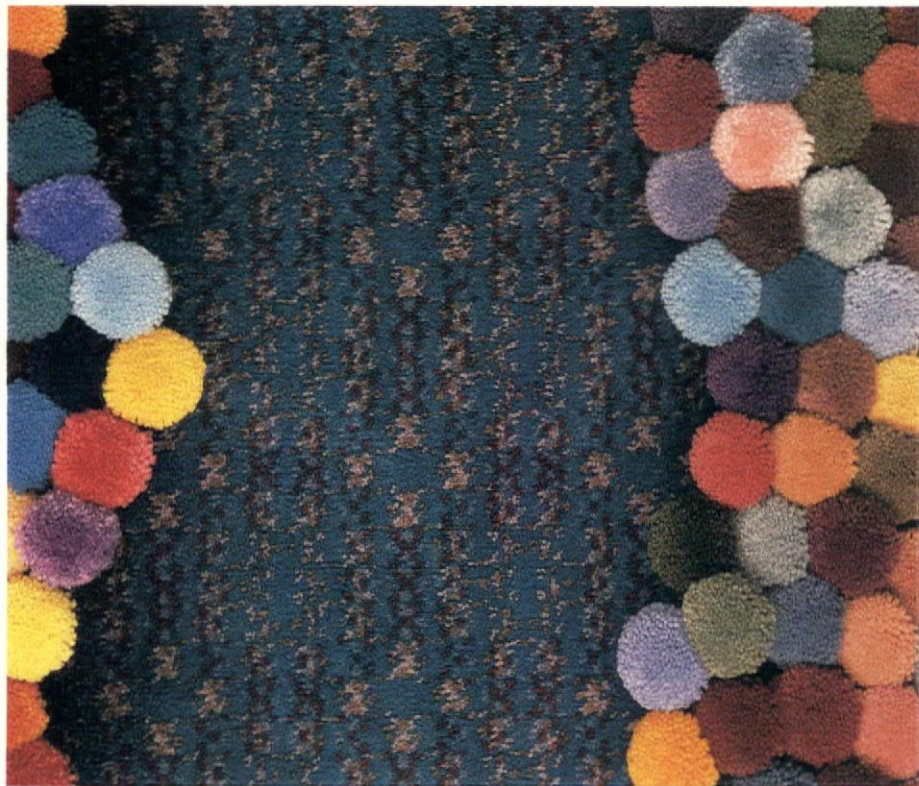
By E. D. Smith

The look in flooring for this and many seasons to come is handcrafted. New weaving techniques and treatments make specifying a unique wall-to-wall carpet or area rugs for hospitality installations, a practical, no-nonsense decision.

**Tintawn Carpets** offers the Irish Collection of 100 percent woven Wilton wool that is reminiscent of the sweaters for which the Irish are known. Seven patterns include Waterford Weave, Blarney Castle, Shannon Shear, Killarney, Donegal, Corrib, and Tralee. Ivory, Sand, and Custom are the three colorways offered. **Circle No. 284**

**Lees Commercial Carpet Co.** draws on a bank of 175 yarn-dyed colors to create virtually unlimited custom and design possibilities in their VersaTec commercial carpet program. Cut-pile, 1/10 gauge base yarns are Zeftron nylon by BASF. A computer-controlled graphics tufting process permits small minimum orders. **Circle No. 285**

**Edward Fields Inc.**'s South Seas Collection recalls the intricate textures of Polynesian basket weavings. Hand-tufted in a combination of high-cut and low-loop textures, these 100 percent wool patterns are available in any standard or unique shape, and can be dyed to match a designer's specific color palette. **Circle No. 283**



Lees Commercial Carpet Co.



Edward Fields



Richmond Carpet Mills

**Richmond Carpet Mills** has introduced Times Square, a dense loop pile tufted broadloom with a distinctive woven appearance. Constructed of 100 percent solution-dyed camalon nylon, ease-of-maintenance features include Scotchguard for stain resistance, anti-static protection, and anti-microbial treatment. Available in both 12 ft. and 15 ft. widths, and more than 10 basic colorations. **Circle No. 286**

# yet as stylish as Mme Butterfly?



look shabby or need costly maintenance.

Of equal importance, DuPont CORDURA offers a soft, satisfying hand and a rich, inviting look in a wide range of up-to-date colors, styles and textures, from jacquards and heathers to wool blends. So whatever the setting—from board room to public arena—there is a CORDURA fabric that looks and feels just right. And upholstery fabrics of CORDURA are coated with TEFLON® WBC for advanced soil and stain

repellency, easy cleanability and quick drying.

To help designers with in-depth product information, technical literature, comparative testing or any other design assistance, DuPont has established the CORDURA Design Resource Network.

Call us at 1-215-855-7765 or write CORDURA Design Resource Network, DuPont Company, 100 West Main Street, Lansdale, PA 19446.

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## Maharam's "Expressions In Wool" is a high

By Len Corlin  
Editor/Assoc. Publisher

To round out its extensive upholstery fabric lines, Maharam introduces its new "Expressions In Wool," an entire collection of high end fabrics in 44 colors. The line, specifically developed for executive office application, provides a decorative look designed to bring a feeling of warmth and comfort to those spending long hours at work.

"There is a burgeoning desire for fabrics that encourage a more personal expression in the design of commercial surroundings, says Kathleen A. Tunnell, director of design. "Quality in design and quality in materials are symbols of who we feel we are."

The line is offered in five jacquard patterns: four are imported, one is

inspired by the vibrant colored pattern created on a rain-splashed windshield by the moving lights of an evening highway. *Indulgence*, rounding out the collection, has a luxurious lustered surface, broken by pairs of jewel-like squares of color.

The line is produced in 100 percent worsted wool—a fiber known for its high luster, elegant hand, and excellent durability. "The finest yarns were chosen to highlight the multi-colored detailing of these types of jacquard woven constructions. Emphasis was placed on richly intricate surfaces to be explored up close, but which are subjugated by the overall pattern when viewed from any distance. They are subtly elegant—never overstated," adds Tunnell.

volume upholstery lines now in the collection. The latter serve general office applications and are often sold in bulk. **Circle No. 249.**

### New marketing directions

What most designers sense, but don't know, is that Maharam now commands \$70 million in annual sales volume, employs 300 people, has 30 showrooms across the country, and operates out of headquarter offices and warehouses totaling 120,000 sq. ft. in Hauppauge, New York. All this from a company that heretofore has maintained a low profile while developing a huge share of market through the development of a vast number of superb natural and synthetic fabrics and wallcoverings.

### Worldwide operation

"The company," elaborates Susan Goldstein, director of marketing, "is a worldwide importer and converter of fabrics. We buy them from all over the world—mostly Europe, Australia, and New Zealand, as well as the United States. As a converter and importer, we have materials designed and woven to our specifications."

Maharam is, in President & CEO Don Maharam's words, ". . . a premier textile supplier to the health care industry. We utilize Trevira polyester, fire-resistant fiber, providing a textile in 400 pattern/colorways, 72-in. wide that is ideal for hospital cubicle curtains. When it is railroaded, the curtain is seamless. It is well finished and beautifully designed in an array of patterns and colors that offer specifiers the ultimate in appearance, safety, durability, and ability to be boiled for antimicrobial purposes, without losing colorfastness, appearance, and utility."

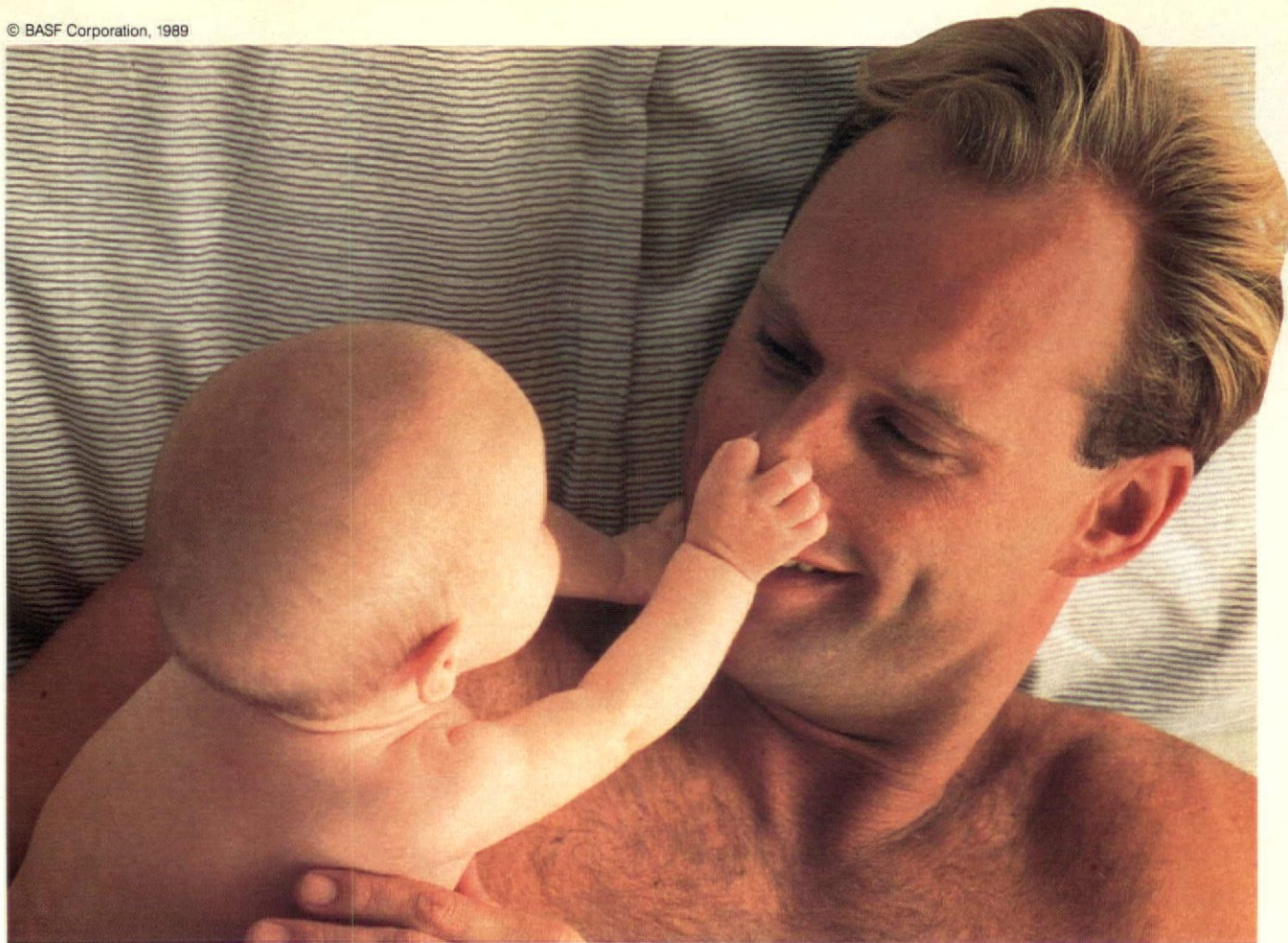
Aiming primarily at the architectural, interior design and facilities management markets, Maharam has a field sales force of 40 people representing the company's draperies, panel, health



produced domestically. *Celebration* is an updated version of a classic floral damask. *Sovereign* is inspired by motifs found in medieval heraldic insignia. *Prestige* subtly highlights its all-over textural pattern with intricate, multi-colored yarns combining to become very organic in feeling. The colorations are reminiscent of the subtle interplay of color in granite or marble, and work beautifully as coordinates to the larger scaled patterns in the collection. *Rhythm* was

Colorations were designed not only to coordinate, but also to complement one another. They range from classic teals, navies, and charcoals to the newest bronzes, rusts, and olives, and they are coordinated so that they may be used in side chairs and other office furnishings.

More decorative fabrics are currently under development to augment the high



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densities and comfort levels.

In addition, RestEasy Plus™ can be produced with BASF's patented melamine technology which improves the flame resistance of furniture and bedding without sacrificing comfort or durability.

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always, is on the forefront. Not only in scientific breakthroughs, but in customer and applications support.

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*Indulgence's lustrous surface and Sovereign's heraldry-inspired pattern (opp. page) show the range of creativity in both design and materials in Maharam's "Expressions in Wool" collection.*

*The subtle interplay of color is the hallmark of Maharam's newest fab-*

*ric line. Shown, below: Prestige, Rhythm, and Celebration patterns*

*President and CEO Donald Maharam (seated), flanked by Susan Goldstein, director of marketing, Kathleen A. Tunnell, director of design, and Michael Paul, director of product design.*

care, and upholstery fabrics. The Vertical Surfaces Division employs 20 salespeople, who market the company's wallcovering lines.



Many well-known furniture companies offer Maharam upholstery products. The company's Synergism Program incorporates the identification of Maharam as the fabric supplier. "This protects our name and reputation," explains Goldstein. "It eliminates customer confusion about who is responsible for the fabric's delivery and performance."

### Quick-ship line developed

Typical of the company's emphasis on reliability, is its development of "Rapid Transit," a quick-ship line consisting of

140 stock units (SKUs). "We guarantee at least 150 yards of any unit to be in stock and we ship within four days of receipt of order—two if air shipment is required," says Goldstein. "Most furniture makers require fast fabric delivery in conjunction with their own quick-ship programs.

"That's a strong commitment behind delivery. Not only that, but every one of our lines is guaranteed to be kept in stock for at least three years. Additionally, we provide an extremely attractive and functional sample book program, complete with replacement swatches."

The Vertical Surfaces: Wallcovering Division of Maharam offers almost 2,000 textile wallcovering options. Tek-wall is a 100 percent polyolefin wallcovering line that is Class A fire rated and available in 18 patterns in more than 450 colorways.

### Develops own design studio

Under the direction of Kathleen Tunnell, a fully staffed design studio works with over 300 fabric mills to develop new lines. A computer-assisted hand loom generates strike offs for both in-stock and custom line development.

Tunnell keeps close tabs on colors and patterns. "Regional markets," she says, "require different colorations, so that each total line must incorporate colors that appeal to various geographic areas of the country."

In 1987, Maharam introduced COM fabrics for panels in 66-in. widths. These fabrics are designed and engineered specifically for this purpose. The line, like most Maharam products, is heavily inventoried.

A converting department at the firm provides technical services, custom follow up, and quality control, as well as assisting development of new fabrics, yarns, and blendings.

"Our marketing efforts," concludes Maharam, "are in many directions. The new high-end upholstery lines represent an important addition for us. Essentially, despite a relatively flat contract marketplace in 1989, we look forward to a substantial growth year in 1990 and plan to introduce approximately 20 new collections, representing a broad spectrum of product offerings."



# DURKAN CREATES THE CRUSH-PROOF LOOP.

Durkan introduces Petit Point, a densely-looped carpet that provides designers fresh new design options.

As you know, loop carpet is tough. It does not crush or shade. It retains its uniformly crisp look in all situations. But, until now, loop carpet had aesthetic limitations.

Durkan has mastered the craft of applying warmer, beautifully contemporary designs on its loop carpet. Even seam lines have all but disappeared. So today's designers can now have the performance of loop carpet with no compromise in pattern and color choices. Over 1600 existing patterns to choose among. Available in 12-foot widths. Call or write for samples.



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# ONE-ON-ONE

## Peter Lawrence

*Continued from p. 46*

**Who exactly are your clients—are they mostly business schools, or do corporations request your input as frequently?**

The client is really the whole business community, specifically schools and their faculties. We are a resource for information and design education.

The foundation has two roles: One, to create this constituency and, two, to serve it. Sponsors are usually organizations or people that already believe design is important to business and are interested in documentation that supports that fact.

**How do you market the CDF?**

Initially, marketing of the foundation has been low-key and individual—I approach people I know might be interested. We have just started to promote to a much broader base.

This year we introduced “The Design Card.” Issued through a local bank, the card—which is actually a special Visa credit card—qualifies cardholders to receive quarterly newsletters about design-related issues and events, and listings of specialty product stores. A portion of the card profits goes to the foundation.

Our objective is to reach the broad base of people who are interested in design, but aren’t designers. A number of those people are active consumers or corporate decision-makers, and if we can help them become better design advocates, we’re going to contribute to increasing the quality of design in this country.

**When you are conducting a lecture for a group of business students or corporate executives, what is your main approach?**

One of the main points is that every component of an organization—the buildings, uniforms, stationery, packag-

## Foundation merges design with business

ing, all the objects that represent it—are important. There’s no perception that they collectively make up the identity of the organization, but because they really *are* the identity, that aspect ought to be effectively managed. The physical reality of the organization communicates to a whole group of different constituencies.

There is also the issue of serving the customers’ needs. We see this again and again in management literature and yet nothing is said about the process of

*“I think the whole balance of trade issue is attributable to a design deficit. Consumers have higher standards than before and they are paying for better designed products.”*

*—Peter Lawrence*



converting that understanding into a product or service. That’s a design process, and the way it translates into what the customer wants is a design process. All this attention is being paid to the importance of understanding the customer and nothing is done about translating that into an interface between that person and the company.

The other point is that the American market is far more sensitive and demanding of design than it was three years ago. This has to be addressed. I think the whole balance of trade issue is attributable to a design deficit. Consumers’ standards are higher. We have to take into account that this is a more design-intelligent marketplace that is paying for better-designed products.

**What has been the reaction to your programs and ideas from the design community and business students themselves?**

It has been very positive. Business

students are excited because no one has offered a design course before. We’ve had 40 students enroll for the class at Boston University, which is unusual for an elective. To have a course that really talks about where this product came from and gives pictures, models, and shapes of the buildings of an organization is something that students respond to very positively.

**What results have you seen as far as eradicating the “us vs. them” attitude you mentioned?**

It’s a little early to tell. The “us vs. them” mentality is definitely a very real issue and the blame can be laid more on the design community than on business. Design education is often guilty of fostering the idea that business is the adversary and enemy, when in fact the business community is the client that pays the bill. When design education is art based, it fosters the idea of designer as artist, which can lead to an adversarial attitude toward business. Right now, however, it would be more wishful thinking to say that it’s changed, because it hasn’t yet.

**Do you think design students should be trained in business?**

Absolutely. They have to be exposed to the business reality of the world they’re going to work in and understand the language and priorities of business. They have to understand the product manager or facilities manager who is going to be dealing with them as a client—where they are coming from and what their priorities are. That’s got to become part of the educational process. Technically these students are superbly qualified, yet they know nothing about the world they’re walking into.

It’s a precarious balance and this is what helps fuel the adversarial relationship between design and business. Hopefully, CDF can put an end to the misunderstandings and produce better quality in design for both parties. □

# My office chair

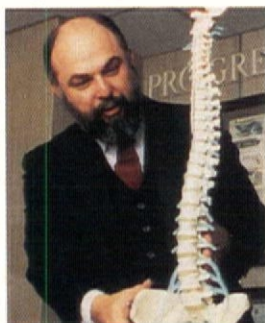
## I love it/I hate it!

You can **love** it or **hate** it, but the fact remains that the chair is the *most used, most personal* element of office furniture. It can have a profound effect on the efficiency, health and well-being of the office worker. The human body was designed for walking, yet the office worker spends most of the time sitting and frequently suffers from it.



Front seat tilt and seat height adjustments are the most important features for office workers.

**Recent studies by Dr. Marvin Dainoff**, a leading ergonomist, show that a properly designed chair, especially for multi-shift or multi-task, can *increase efficiency as much as 24%*. Back aches and related conditions are already the most common office complaints. Dainoff's research shows that **real ergonomic seating can help reduce absenteeism, union grievances and workmen's compensation claims.**



Marvin Dainoff, PhD, Professor of Psychology and Director, Center for Ergonomic Research, Miami University; consultant to NIOSH.

**Dainoff concludes that a properly designed ergonomic chair must have these 10 features:**

1. active ergonomic controls vs. passive non-controls
2. all adjustments non-strength dependent and easily made while seated
3. seat front tilt adjustment
4. seat height adjustment
5. back tilt adjustment
6. back height adjustment for lumbar support and full tilt for dorsal flexing
7. various static-posture settings or free flowing dynamic-motion
8. operational reliability and safety
9. contoured, padded seat and back
10. a range of models of various size and status

## Why buy half a chair?

Many chairs are built with passive non-controls, and the user must adapt to the way the chair moves. Others have no back height adjustment—perfect if you are just the size and shape selected as standard. Some have only one model designed for the manager, but tout a stripped down version, without front seat tilt, for an office worker chair. *It doesn't make much sense to put an office worker in a chair designed for a manager.* Buying for price isn't the answer, either. Why try to save \$100 or \$200 at the cost of employee efficiency and health? Over five years, it's an insignificant savings, and at a great personal sacrifice!

## Comfort & Reliability

Fixtures **discovery**® in office seating systems and **signa 2**® ergonomic office chairs have all 10 features. *discovery has advanced pneumatic cylinders and are 99+% reliable,*

while **signa 2** has a proven heavy-duty spring clutch mechanism. Both carry a full 2 year warranty for parts and labor and both pass the most rigorous ANSI/BIFMA standards. But the best part is that *both are exceptionally comfortable!*



signa 2

discovery

Both active & passive ergonomics in the same chair.

## Selection isn't easy

You can't make a selection of ergonomic seating based on looks alone, or on the manufacturer's claims. You need to base your decision on facts, so Fixtures has prepared two pamphlets, *Buyer's Guide for Seating* and *discovery in ergonomic office seating.*

**Write for your free copies today.**



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# ONE-ON-ONE Peter Lawrence

By Laura Mayer

As chairman and founder of the Boston-based Corporate Design Foundation (CDF), Peter Lawrence is an outspoken advocate for across-the-board understanding of design's advantages and consequences. In his pursuit of better quality of design, Lawrence has spoken at conferences from the United States to Australia, Japan, and Europe. He uses his experience as both designer and instructor to shrink the gap between the design and business communities, striving to eradicate the all-too-prominent "us vs. them" attitude. Through courses and lectures aimed at executives and business students, Lawrence effectively reaches his audiences—and beyond.

He was formerly director of the Design Management Institute and has taught as a visiting fellow at the University of Sydney in Australia, and the London Business School. Lawrence is currently

## With the Corporate Design Foundation, one man smoothes the road to quality design

on the advisory committee of the London Business School's Design Management Unit and is a lecturer at the Boston University School of Management.

**CONTRACT: You were an advocate for better quality in design and a stronger understanding between designers and the corporate world even before forming the foundation. Why the Corporate Design Foundation; what was happening in the market to indicate a need for something like this?**

Peter Lawrence: The broad purpose of the foundation is to improve the quality of design—design in all aspects: Buildings, products, communications. I feel very strongly that the most effective way to improve design is to convince the business community that using it is in their best interest. The best way to do that is to work with the business press and schools to make design a part of business literature, as well as the school curriculum, which is something nobody was doing.

Our foreign competitors have demonstrated that design is a major ingredient in business success, yet we have not taken their example very seriously. The business community is not anti-design, it's just that design hasn't been part of their vocabulary.

Why not pay attention to this as a business resource? We constantly hear how much an organization spends on its people. It's only logical that their workplace should also get significant attention and

investment because it has a major effect on job performance. Yet many times, it's not seen as a resource, but rather as "soft stuff."

What is important for the business community is to understand that design has a dual function: It's about esthetics, but it's also about performance.

**How did you launch the Corporate Design Foundation and how did you secure funding?**

I developed the Design Management Institute from a single conference into an institute conducting a number of conferences every year. The focus was on design managers at the corporate level and the objective was to find ways for those people to do better jobs. In doing that I became more interested in the issue of the corporate executive as a constituent—how can executives be helped to understand design as a business resource?

I took early retirement from the institute to set up a foundation aimed at this other constituency, to create better-informed clients. The foundation was set up as a non-profit entity and organizations and corporations that are doing well with design—Ford, IBM, AT&T, UNISYS—were approached to become sponsors. We also received support from the National Endowment for the Arts, with smaller donations from companies committed to design and some design firms.

*Continued on p. 48*

*"What is important for the U.S. business community to understand is that design has a dual function: It's about esthetics, but it's also about performance."*





## Something new under the gun

A chair mechanism fails in the sales department. When was the chair purchased? Is it still under warranty from the dealer?

Answers to these basic questions can save a corporation many dollars translated over hundreds of pieces of furniture in the space of one year. For that reason and others, Shaw/Walker offers its customers a bar coding system service called "Asset Management."

With the subsequent use of a scanner

*Fast inventory using a scanner gun means thousands of dollars in savings to clients utilizing a computerized asset management system offered by Shaw/Walker.*

gun and personal computers, inventory information is translated onto printed sheets that can be filed for future reference. Shaw/Walker claims that a company with 500 workstations can save more than \$100,000 against the cost of manual inventories over a 10 year period.

"The introduction of systems furniture brought complexity to workspace inventory control," says Karen Beiser, Shaw/Walker inventory management consultant. "Under old systems, teams of employees took inventory. They would list products, note the condition of

furniture, and then reconcile the data with matching cards, so that the information could be transferred to ledgers. A one or two percent error rate with that method translated into about one error for every four workstations, which added up quickly."

### Assets should be tracked

Since furniture and furnishings constitute capital assets that are depreciable, accurate records must be kept in order to create and document

computer for reporting or interfacing into a fixed asset accounting system.

Conforming to the Furniture Industry Bar Code Task Force standard developed in 1988, the system incorporates both numbers and letters, as well as bi-directional scanning.

Bar coding numbers are created from the initial furniture order, with the order number, line number, unit number, and sub-unit number creating a "string," which is then translated into a bar code



life cycles, for both tax depreciation schedules and to maintain accurate and timely inventory reports. Bar codes affixed to furniture can be read quickly and accurately, thus providing accurate information on a corporation's furniture and equipment assets.

The Shaw/Walker system establishes a unique asset number on every bar code label for every product. In addition, a customized "group" affixed on the same label during the manufacturing process provides an ability to track like items, such as total number of 60-in. by 30-in. panels, without losing the individual asset identification characteristics.

Through the use of the scanner, the software program consolidates the data, which can be transferred to a personal

with the English version at the bottom.

Bar codes are mounted on the side of a pedestal, in the top cable channel of a panel, and behind a task light in a system, among other locations. They can be mounted at the factory or they can be retrofitted. As for information that can be incorporated, such items are: location, value of the piece, expected life, and warranty data.

There are nine different attributes that can be added for tracking purposes, helping clients to customize what is incorporated into the bar code to meet their own needs.—L.C.



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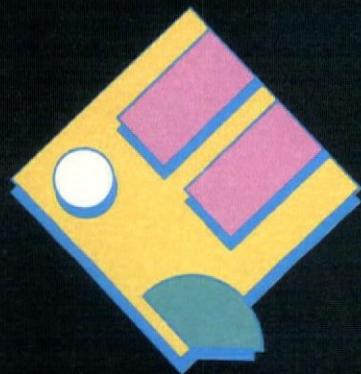
Polypropylene yarn is just one of more than \$4 billion of products that Amoco Chemical makes each year. And now, the PermaColor warranty is forever changing the landscape of interior design. Call to get complete details. 1-800-292-6626.



Amoco Chemical

# SHOW PREVIEW

## Health Care Symposium



*Sara Marberry (left), CONTRACT's executive editor, will serve as emcee for the Symposium.*

*Wayne Ruga (center), AIA, ASID, president, CEO, and founder of the Symposium, is expecting over 1,000 architects, educators, environmental psychologists, healthcare decision makers and practitioners, interior design professionals, students, and manufacturers to attend the conference in Orlando, Fla.*

*Keynoter Patricia Moore (right) will talk about her experiment when she impersonated an elderly woman to research prejudice associated with aging.*

## 2nd program covers special groups, Nov. 30

The only show exclusively devoted to healthcare interior design makes its second debut November 29-December 3 at Marriott's Orlando World Center, Orlando, Fla. Themed "Design Solutions for Special Population Groups," the Second Symposium on Health Care Interior Design will focus on design needs of facilities serving geriatric, pediatric, psychiatric, and 20 other consumer population groups.

Endorsed by ASID and the Florida Association of the AIA, the Symposium features more than 20 presentations by nationally recognized design and healthcare professionals. A .6-credit CEU course will also be offered, along with tours of exemplary local healthcare facilities. More than 60 exhibitors are expected to showcase their products at the Symposium. In addition, winners of the Second Health Care Interior Design Scholarship Award and Health Care Environment Award (co-sponsored by CONTRACT) will be announced at an opening night Awards Banquet.

Internationally-known gerontologist Patricia A. Moore will deliver the opening night keynote address on Wednesday, November 30. A leading authority on the requirements of the elderly, Moore is best known for a daring three-year experiment in which she travelled throughout the U.S. and Canada, disguised as an elderly woman, to research prejudice associated with aging. Her exceptional story, currently being produced by NBC, prompted her to form Moore & Associates, a Massachusetts research and design firm specializing in the development of products and services for the elderly and other special population groups.

The Awards Banquet follows Moore's presentation, along with a dessert reception sponsored by Gralla Publications, publisher of CONTRACT, Facilities Design & Management, and Health Care Systems magazines.

Thursday and Friday's schedule consists of 24 different presentations that are repeated twice to give attendees more

options. A four-part ASID/IBD CEU course will also be offered at 2 and 4 p.m. each day.

On Saturday morning, attendees can sign up for bus tours of local healthcare facilities. A trip to Disney's EPCOT Center is planned for the afternoon, with special attention towards Metropolitan Life's new "Wonders of Life" pavilion.

Cost of the Symposium is \$575 for professionals, \$450 for students. This includes the banquet, reception, meals, presentations, tours, CEU course, Symposium proceedings, and pass to EPCOT Center. Rooms at the Marriott are \$120/night, single or double. A companion program is also available for \$575.

For registration, contact the National Symposium on Health Care Interior Design, 4550 Alhambra Way, Martinez, CA 94553; 415/370-0345.

—Sara Marberry

### Partial Exhibitor List

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 DesignTex Fabrics  
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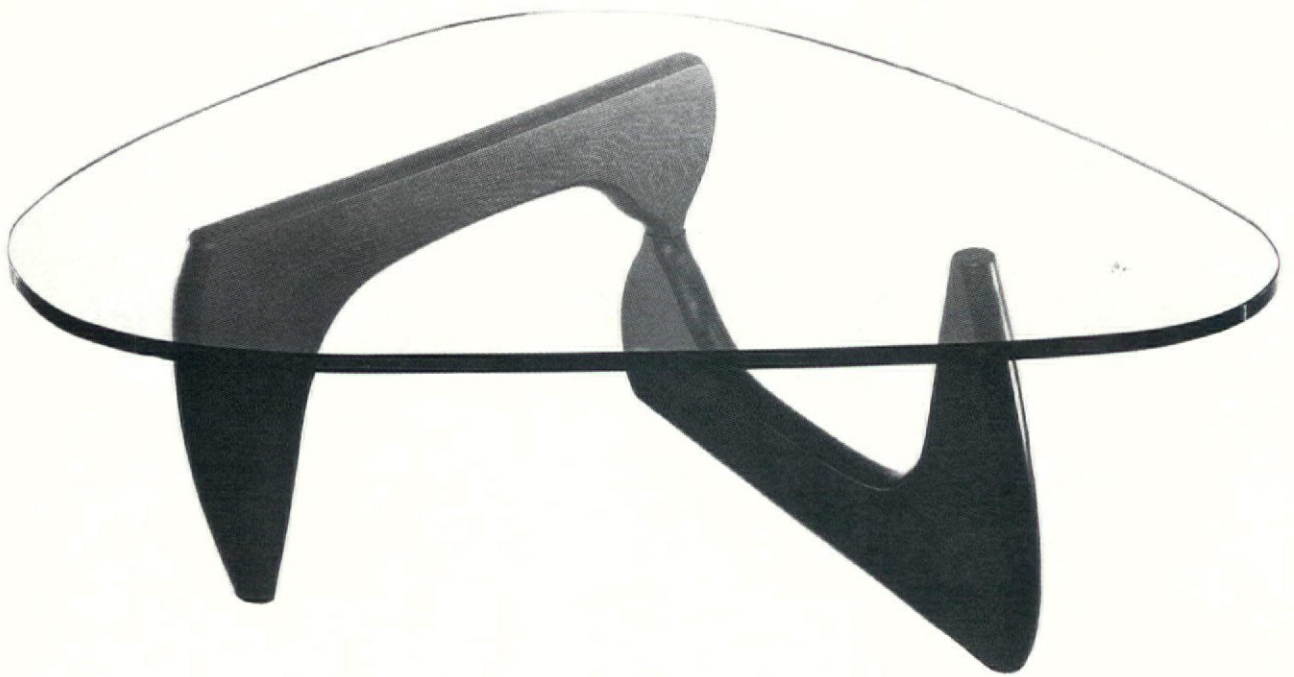
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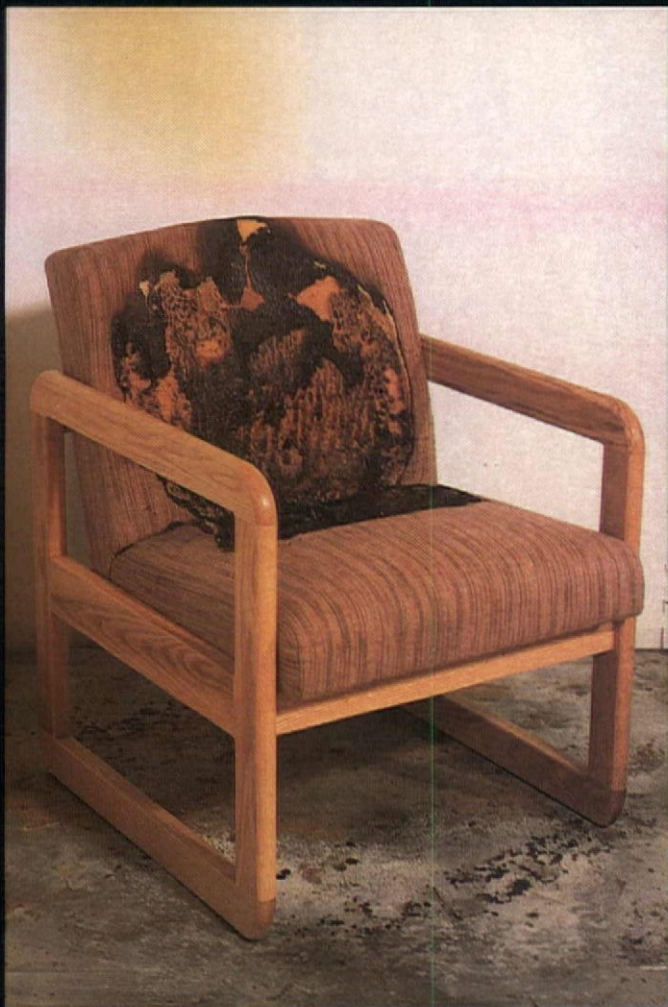
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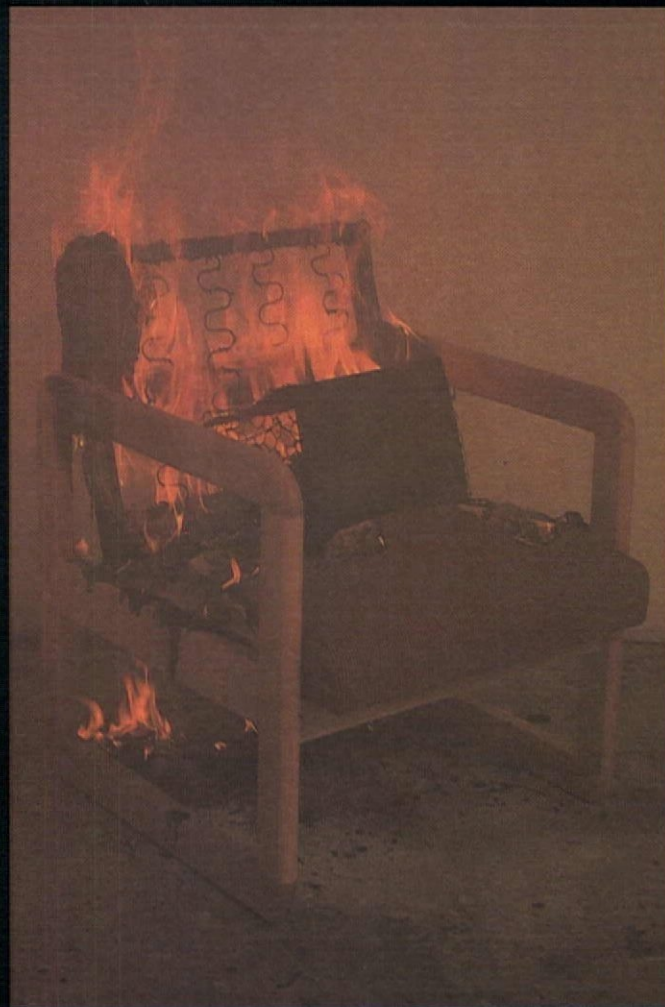
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**5:42** A chair with Option 133 self-extinguishes.



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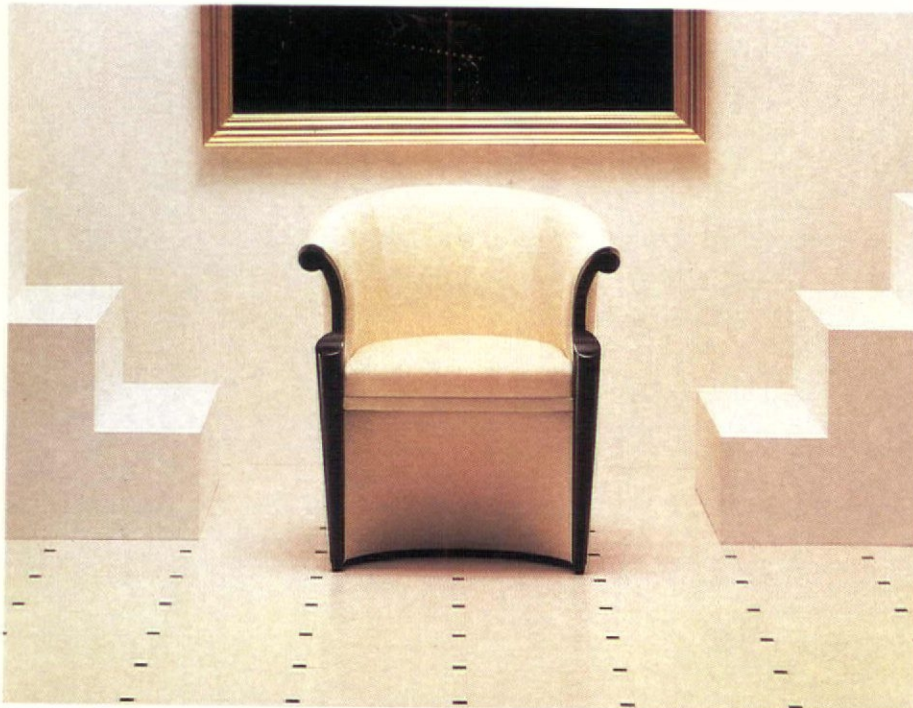


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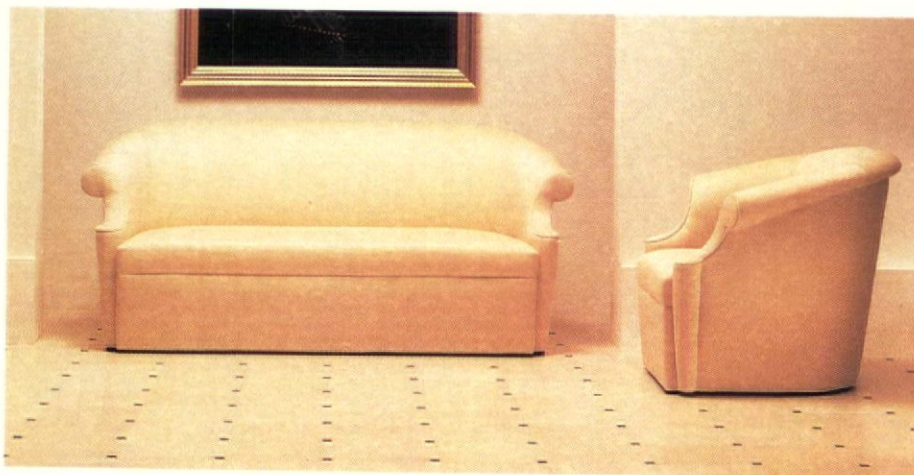
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## Variations on traditional themes



*By E. D. Smith*  
*Associate Editor*

A company like Hickory Business Furniture, Hickory, North Carolina, would be expected to reach into the archives to reproduce a thoroughbred collection from period antiques, worthy of the company's corporate clientele. However, encouraged by exceeded sales expectations for three fully upholstered lounge groups, HBF recently introduced three new styles by designer Wayne Braun that complement the company's "The New Tradition" logo, and are proportioned to accommodate more intimately scaled hospitality areas. Each series—the Philadelphian, Scrowle, and Philli collections—is categorized by its traditional, transitional, or contemporary styling, respectively, yet each transcends these boundaries with skillful interpretations of what period reproductions would be today, says HBF president, Christian G. Plasman.



The Philadelphian sofa, love seat, and chair, are based on a wing-back design of the mid 1700s, but more voluptuous, without the rigid straight lines. "What makes this series unique," says Braun, a partner in Planning Design Research (PDR), a Houston-based firm, "is the roll of the arm, which is left smooth, crisp, not overstuffed."

The Philli chair shares a similar reference. This dual-purpose lounge or guest  
*Continued on p. 64*

*A dual-purpose lounge chair, the Philli (top) is intended for use at a conference table or as a guest chair, and gives a contemporary twist to a traditional sensibility.*

*The traditional leg and arm post and ample proportions of the Philadelphian collection (bottom), recall the elegant lifestyle of the colonial era and period antiques.*

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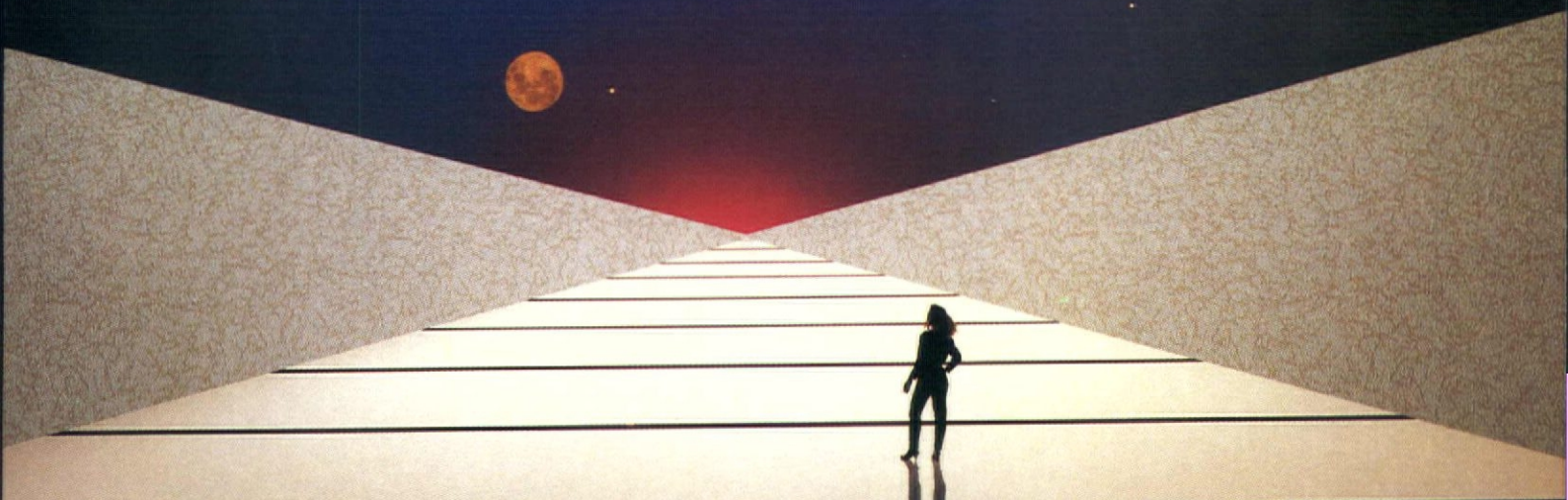
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seat, chair, and sofa, creating a fluidness of line that renders the transitional series suitable for more contemporary settings. The optional cherry wood-recessed base "adds to the sculptural quality and provides a separation or break between selected upholstery and patterned carpet flooring," Braun says. There is a functional element as well: In high traffic areas the wood base protects upholstery work from encroaching vacuum cleaners.

*Continued from p. 62*  
chair is intended for use in smaller waiting areas where space is a premium. It is available fully upholstered or with

exposed solid cherry leg and arm posts.

A rolled outer stole wraps the shell-shaped inner seat of the Scrowle love

Each piece in the series is available in 25 HBF textiles, as well as leather and COM, and a choice of 160 colorways. The exposed cherry wood features are offered in 15 HBF standard finishes. **Circle No. 316.** □

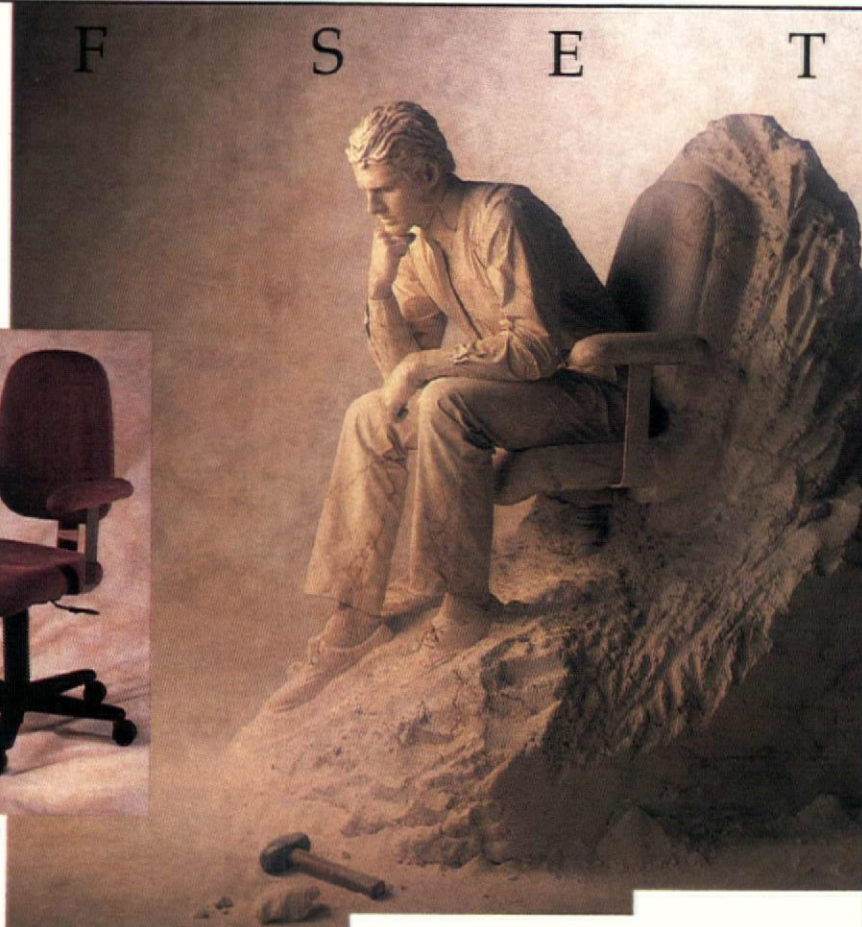
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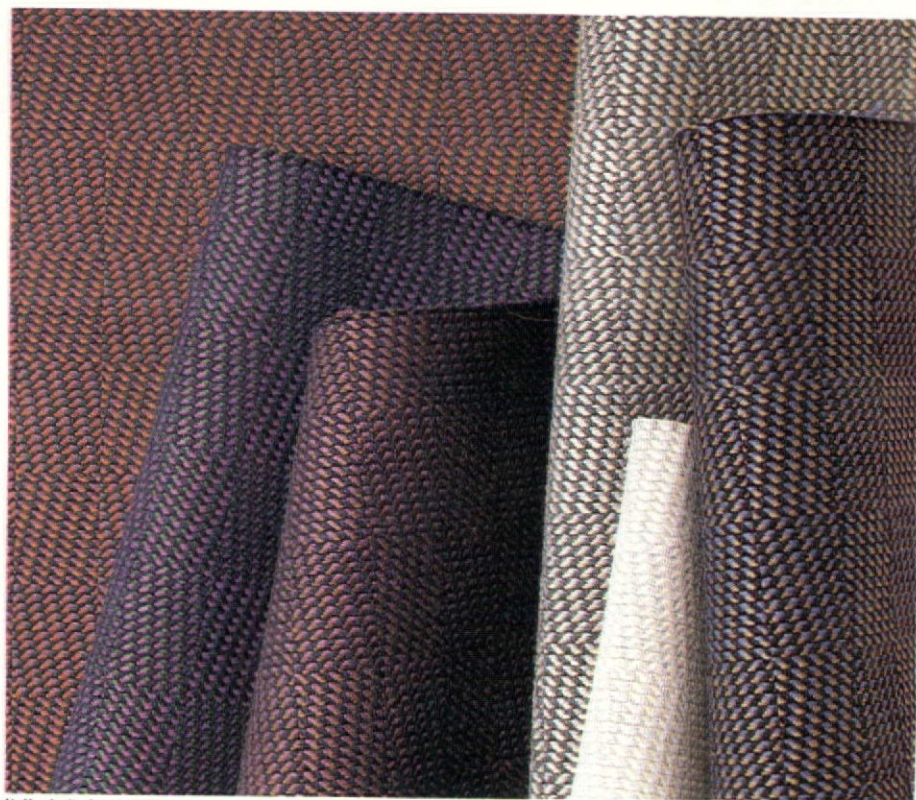
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**Frankly Speaking**

*Atelier International, Ltd.*—Frank Lloyd Wright designed the Midway, 3 Table in 1914, yet its unique design makes it suitable for any contemporary dining setting. The criss-cross base, constructed of steel rod in gloss red, white, blue, or gray enamel, supports a square or round clear plate glass top with polished edges. **Circle No. 287.**



Pollack & Assoc.

**Aces Are High**

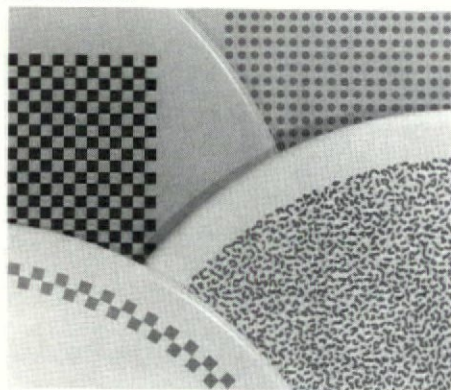
*Pollack & Associates*—A lively pattern and rich colors are joined in the Trump Card Jacquard weave of inherently flame retardant fibers. The durable SEF modacrylic fiber used in this design also offers soil release and stain resistance. Available in six colorways, the fabric is 54 in. wide. **Circle No. 291.**



Vecta

**By The Light. . . .**

*Vecta*—Part of the Beylerian Collection, designer Pascal Mourgue's Lune d'Argent table and chair have a sculptural quality combined with a lightness of design. Made of steel rod and sheet metal, the chair can be finished in mirror chrome, hammered pewter, or thermoset colors. Tables are offered in hammered pewter only. **Circle No. 292.**



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**Site Seen**

*Forms + Surfaces*—Fired porcelain has traditionally been one of the hardest man-made surfaces, combining design flexibility and high performance. Its durability makes it ideal for use in outdoor public seating areas. This porcelain table group is available in two circular sizes and seven field or border designs. Three base colors and seven pattern colors provide up to 18 color combinations. **Circle No. 288.**



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# PRODUCTS

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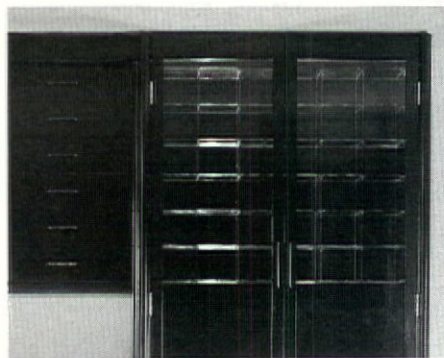
*Plexability Ltd.*—The Neo-Federal table borrows from and updates the refined linear quality characteristic of the Federal style. The tapered legs are tastefully ornamented with classic detailing. Contrasting colors of the stone-like table top are repeated in the legs and in the apron. Available in custom sizes and the full range of Avonite colors. **Circle No. 294.**

### South Pacific

*Boris Kröll Fabrics Inc.*—The Island Cloth line of printed fabrics was inspired by the works of Gauguin. Designed for both outdoor and indoor upholstery and drapery use, the Trevira FR cloth is mildew and rot resistant. Vat dyes used withstand chlorinated water and sun fading. The teflon finish ensures its water and stain repellent properties. **Circle No. 293.**



*Boris Kröll*



*Faile Thompson*



*Richard E. Thibaut*

### Clothes Enough

*Faile Thompson*—Black lacquer and optional interior lighting add drama and efficiency to three four ft.-wide exterior cases and predesigned interior packages from the Deep High System with Doors. Appropriate for large walk-in closet spaces or simply freestanding, the overall dimensions are 89 in. high, 143 in. wide, and 24½ in. deep. **Circle No. 290.**

### Wall-To-Wall

*Richard E. Thibaut, Inc.*—Leoda de Mar 2, a collection of screen-printed wallcoverings, borders, and fabrics, offers large-scale free-form florals, lively plaids and stripes, up-dated interpretations of moire and toiles, and innovative paisleys. The fabrics are teflon-treated for stain and soil resistance to meet the needs of restaurants, hotels, and clubs. **Circle No. 289.**



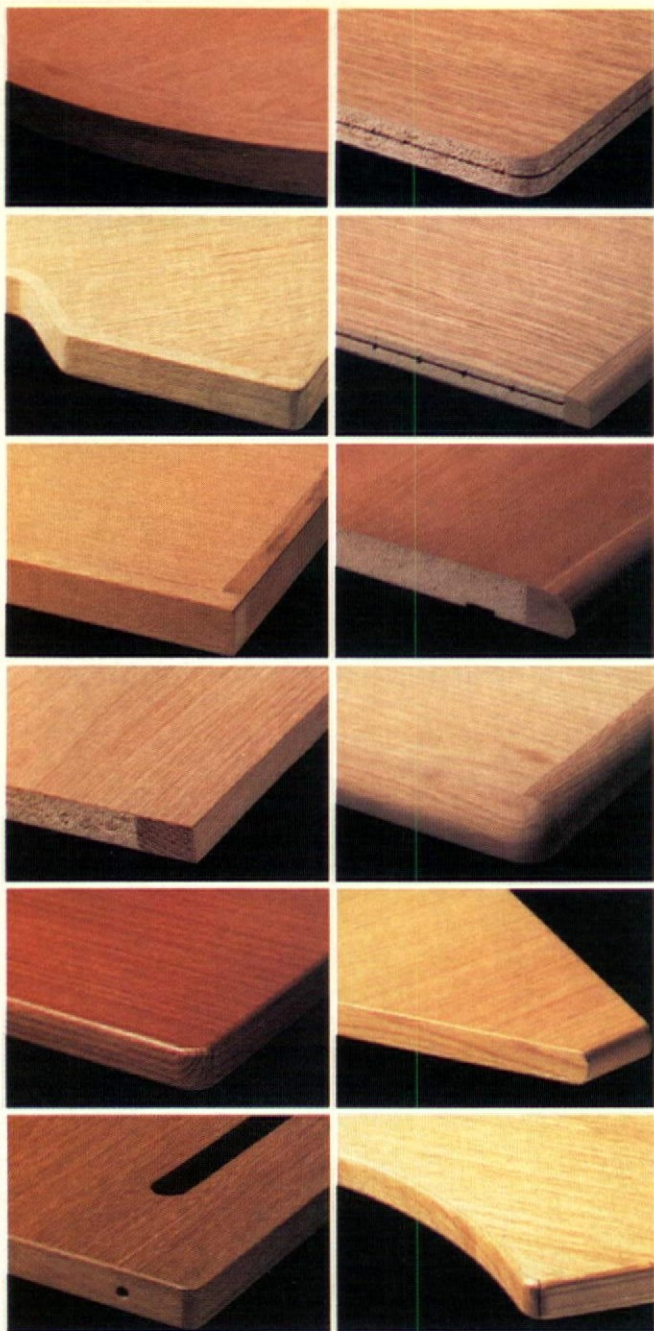
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## CONTRACTPeople



Moser



Crawford



Koester



Goldstein

**Jay Moser** (shown) has been appointed program manager for the Flexible Foam Market Council (FFMC), a division of the Society of the Plastics Industry (SPI). Moser worked for 35 years in the home furnishings industry, most recently as CEO of Comfort World Gallery, Charlotte, NC.

Pindler & Pindler Inc., a California-based distributor of wholesale decorative fabrics and wallcoverings, recently announced the appointment of **Bill Crawford** (shown) to executive vice president. Crawford will be responsible for operations management and the expansion and updating of internal controls systems at the company.

Winona Lighting Inc. recently announced the appointment of **Ted Biesanz Jr.** as director of marketing. The company has added a new standard products division, with Michael J. Conway as plant manager.

ISD Inc. recently promoted **Stephen R. Hargis** to the associate level. Hargis has been with ISD since 1984, both in the firm's Houston and New York offices.

Maxwell Products, Inc., Cerritos, Calif., has appointed **Ron Goldstein** (shown) to the corporate marketing team. Goldstein will represent Maxwell throughout the eastern U.S. in sales, customer service, and sales training. He was formerly national sales manager for Vamco Adjustable Beds.

**Diane Koester** (shown) has been appointed account executive with WalkerGroup/CNI. She will work with the department store division and will be responsible for planning, merchandising, and design. Koester has 10 years experience in the industry and was most recently with Norwood Oliver Design Associates, New York.

**Michal S. Mendelsohn** was hired by the Environmental Design Foundation of Northern California as executive director. Mendelsohn has been involved with non-profit corporations for more than 15 years, organizing university programs for National United Jewish Appeal, developing non-profit educational and consulting services, and creating tourist commercials for the government.

CSO Interiors of Indianapolis has named **Samuel L. Hurt** as director of interior architecture.

## Hotel design is hot

A good indication of the health of the hotel design industry is the health of the nation's airlines. When growing numbers of people are "up and away" to business and resort destinations, more demand exists for destination hotelries, mostly in the budget and luxury ends of the spectrum. Every indication is that travel is up, promising a positive increase in the rate of hotel design and development in the foreseeable future.

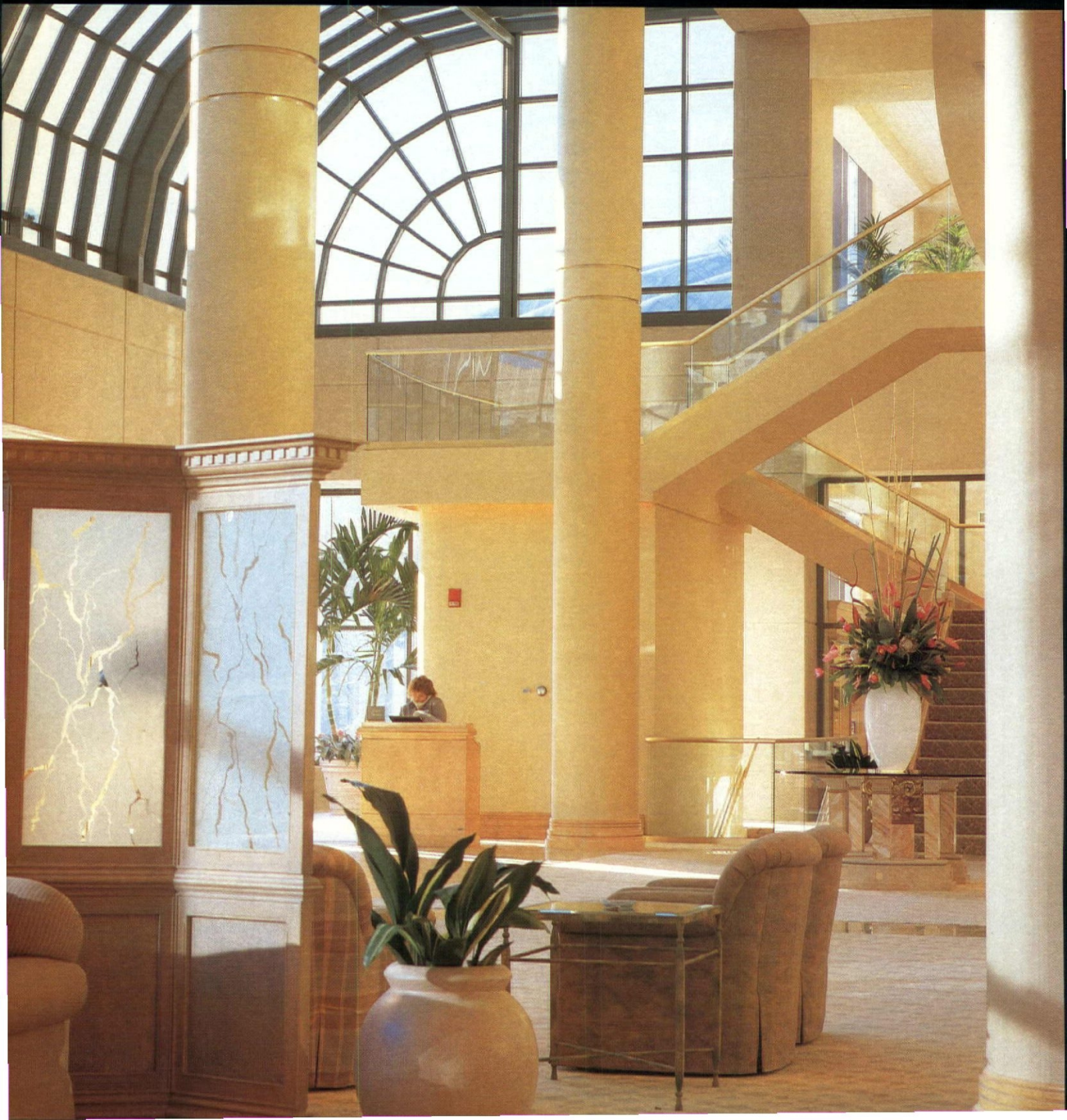
Three such important projects are reported on in this issue: Westin Indianapolis; Omni, Cancun; and Fairmont, San Jose; along with allied product categories for hospitality design applications. Those products range from bath and kitchen fixtures to window treatments; from casual furnishings to wallcoverings.

WHO'S WHO IN DESIGN/SOUTH, gives readers an updated look at contract design below the Mason/Dixon line with a cross-sectional listing of design firms and projects. **THE EDITORS**

*The main stairway in the Indianapolis Westin Hotel's glass atrium-enclosed lobby leads to the 17,000-sq.-ft. Grand Ballroom. The disparity between the hotel's simultaneous grandness and intimacy is magnified by columns in the main lobby.*

# MIDWESTERN CHIC

**F O R M A's** Indy hotel boasts urban view & contemporary look rich with tradition





*An extension of the glass atrium (opp. page), as seen in the Westin's lobby, cascades like a waterfall down three levels of the hotel's front, creating dramatic energy and giving the feel of a grand entrance.*

*The disparity between the hotel's simultaneous grandness and inti-*

*macy (below, top) is magnified by columns and a small seating area in the main lobby.*

*An airy, elegant atmosphere is carried into the Graffiti's restaurant (below, bottom), sunny, with furnishings that evoke a garden feel.*



The question posed was a challenging one, indeed: How does one design a grand contemporary hotel in the heart of a booming, yet somewhat conservative, Midwestern metropolis without alienating locals and still welcoming guests as diverse as religious conventioners, coast-to-coast business travelers, and football players?

This was the scenario when the design team from F O R M A, Seattle, led by senior interior designer Robert Clark, began its massive plans for the 400,000-

*Designing a massive hotel in the heart of Indianapolis, F O R M A blended traditional country style and urban sophistication to create a residential aura in a contemporary complex—a perspective that attracts a broad clientele.*



sq.-ft., \$70 million Indianapolis Westin Hotel in 1986. "We wanted to position it as the premier hotel in the city in terms of size, finish, and appearance," Clark says. "It had to give the city a sophistication that wasn't there, yet still appeal to local clientele. The hotel had to blend in with the community while still providing some punch and a new draw for the area."

Because it is situated in a prime location—right in the main square, adjacent to the Hoosier Dome, capital building, and convention center—the Westin is largely tied in with the convention business, a market that attracts guests from every level of personal taste and sophistication.

The 17-story hotel features 572 guest rooms/suites, including one floor of executive club-level rooms; 22 meeting rooms of more than 39,000-sq.-ft.; a 17,000-sq.-ft. ballroom (the largest in Indiana) with seating for 1,550 and

## Elements blend to merge hip & conservative

divisible into six, column-free rooms; a 7,000-sq.-ft. junior ballroom with seating for 625, divisible into three smaller rooms; an indoor swimming pool, whirlpool, and exercise room; a 230-seat all-occasion restaurant, Graffiti's; and an 80-seat pub, Filibusters.

The conceptual design for the Westin was initiated in mid-1986, halted for a period during architect turnover, and picked back up in the fall of 1987. Phased installation of furniture, fixtures, and equipment began in late 1988, and the hotel opened in January, 1989.

### Colors create residential aura

The hotel's grand entrance through a dramatic three-story atrium gives way to a warmer, more intimate feel in the smaller areas. A combination of traditional and contemporary furnishings, polished marble flooring, bleached wood moldings, glazed terra-cotta walls, richly detailed millwork, and elegantly patterned wool carpeting creates a welcoming, residential feel.

Rich colors in the lobby set the project's tone with apricot, hunter green, lavender, cinnamon, and caramel. This palette is followed throughout in carpet, tapestries, and fabrics, and topped with brass and bronze finishes, thus rendering the desired residential feel. "These rich colors give some age to the building," Clark says. "They are balanced with hardwood maple millwork and lightened with a pecan wash. Each room works off that palette, so in the transition it changes, but still has the flavor of a relationship."

The lighting design posed an interesting challenge of its own. Because ample daylight streams through the atrium and large picture windows in the morning, Clark and his team decided to keep windows free of shades or curtains. This also allows for a breathtaking view of the capital at night, which is amplified when lights from all over the square



bring it to life. This variance in natural lighting resulted in a variety of solutions. Clark hid light in ceiling coffers to get a soft-washed background effect. He also used perimeter lighting in a linear incandescent system. Even direct accent arc lighting is concealed to create an effect of background light. Three main lighting systems are used—background, accent, and indirect—with table lamps to create a warm, intimate glow.

Guest rooms are designed in the same soothing colors, and include casegoods and materials from local manufacturers, such as Kimball, in Jasper, Ind., to again tie in the community with the project. The residential atmosphere is reinforced with much attention paid to details.

Clark used many custom features in the public spaces, including screening and a display entry table in the lobby and corridor consoles. Much custom work was also done for guest rooms, where everything from lamps to lounge chairs was made special for the project.

The transitional look is matched with a contemporary feel in Graffiti's—a bistro-style restaurant that features custom butcherpaper tablecloths and crayons for customers, as a play on the name. In the bar, Filibusters, that look turns traditional, where Clark and team created a pub-like atmosphere in this atypical hotel lounge.

Despite delays, F O R M A came in slightly under budget. "We were locked into dollars that had been assigned two years before," Clark says, "so we still had to fit within those parameters. With work schedule delays and turnover in ownership, we didn't know how it would turn out. It was quite a feat and we were able to do something quite eclectic. Our aim was to marry the hotel to the community, and I think we did just that."—L.M.

*The elegance of the presidential suite (opp. page) is apparent in its open space, complemented with light colors and bright natural lighting. Personal touches such as flowers and various knick-knacks give the suite an intimate, residential feel.*

*Filibusters, the Westin's bar (below), is designed with rich oak ceilings and walls to create a pub atmosphere that invites the local business clientele to hang out.*



#### **Sources**

##### **Interior Design/Architecture—**

*F O R M A Interior Design, Planning, and Purchasing, Seattle, Wash. Robert Clark, senior interior designer; Sean Hatch, project coordinator; Steven Long, Mary Flynn-Gillies, project interior designers; Suzanne Maekawa, assistant interior designer; Bob Rieflin, HEOS purchasing manager; Linda Slusser, installation coordinator; John Jones, manager creative design; Pat Hansen, graphic designer.*

**Developer—***Convention Hotel Assoc.*

**Architect—***Lamson & Condon.*

**General contractor—***F.A. Wilhelm Construction, Inc.*

**Furnishings—***Kimball Hospitality Furniture, Harris Hub Co., Century*

*Furniture, Traditional Imports, Weiman, Designers Market, A. Rudin, Mission Custom Furniture, Beverly Interiors, William Switzer & Associates, Casa Stradavari, Selig, HBF, IPF, Covington, Chapman, Shelby Williams, Donghia, Murray's Iron Works, Appleton, Heritage Collections, Mission Custom Furniture, Sculpture Design Imports, Loewenstein, Bernhardt, Westcoat Industries, Falcon, David Edward.*

**Lighting—***Boyd Lighting, George Kovacs, E.C. Dickens, Di'Erras, Lightolier, Beth Weisman, Bauer, Fine Arts, Hallmark Lighting, Chapman, Paul Hanson, Rainbow Lamp Corp., Mirak, Winona Studio of Lighting.*

**Wallcoverings—***B.F. Goodrich, Donghia, Norton Blumenthal, Satinesque, Silk Dynasty, HGH, Vicretex, Timeless Design, Color Roll, Essex, Schumacher, Genon Portfolio Series, Bolta Wall, Kinney, Wolf Gordon.*

**Fabrics/Upholstery—***Camouflage, Gretchen Bellinger, Boussac, Duralee, Covington, B. Berger, Groundworks, Donghia Textiles, Randolph & Hein, Manuel Canovas, Osborne & Little, Jack Lenor Larsen, Brickel, Deschemaker, Intair, Berkeley Mills, Maharam, Glant, Ward Bennett, SunarHauserman, The Twigs, Lee Jofa, Old World Weavers, P. Kaufman, Liz Jordan Hill, Rancocas Fabrics, Boussac of France, Teddy & Arthur Edelman, Roger Arlington, Bayberry, Innovations, Clarence House, Kaleidoscope Fabrics, DesignTex, Nau-gahyde.*

**Carpeting—***Charleston, U.S. Axminster, Jack Lenor Larsen, Floor Graphix, Lotus Carpets.*

**Draperies—***B. Berger, Robert Allen Fabrics, Compleat Drapery Service, Skyline Mills, P. Kaufman, Gretchen Bellinger, Covington, Chris Stone Associates, Pindler & Pindler.*

**Casement—***Skyline.*

**Columns—***Niedermaier, HBF*

## Sue Wade takes up challenge to design Omni franchise in Cancun

Designing a hotel is not simple, especially in Mexico. Unsophisticated construction methods, furniture specification restrictions, and limited availability of resources and manpower can inhibit project completion and creativity.

Despite these drawbacks, Sue Wade & Associates, Dallas, was able to successfully design interiors for the Omni Cancun Resort, which opened last December. Located on Mexico's Gulf side in the town's "hotel zone," the resort includes a 400-room hotel with two

*Drawing from Mayan architecture and using Mexican sources as required by law, designers overcame obstacles—including a last-minute hurricane—to create a luxury hotel.*

restaurants (one not finished) and a retail concourse; plus 32 separate villas. Sue Wade & Associates was responsible for the hotel's public spaces, guestrooms, and main restaurant shown on these pages; while Gerald Jacobs, associate AIA, Jacobs Design, San Francisco, did the retail areas.

"We got involved in the project very late, in February 1988, when construction was well underway," explains Sue Wade, principal. "Unbelievable as it may sound, I can't even tell you the name of the building architect. We worked with a construction company that had the drawings and changes were made on-site."

In keeping with the Yucatan Peninsula's tradition, Wade decided upon a Mayan theme for the hotel. "So many of the hotels in Cancun are designed to look Polynesian or Moorish—which doesn't make any sense to me," she insists. "The real roots of the region are the



Photography by Ira Montgomery

*Tropitone furniture, purchased for the beach restaurant (opp. page, top), is the only non-Mexican source used by the designers. A bar designed by Wade is not shown. The grass structures are called palapas.*

*A private guest suite on the top floor (opp. page, bottom) features a peaked ceiling, marble and stone jacuzzi, and peach color scheme.*

*An antique wood corbel juts out above a stone column in the hotel's main restaurant (this page), which serves Mexican fare.*





The Mayan architecture influence is seen in this view of the hotel lobby (opp. page). Gray and taupe marble, plus a fountain made of Canterra stone, cool down hot temperatures south of the border.

The Galeria Concorde (this page), designed by Gerald N. Jacobs, Assoc. AIA, consists of 13 small retail shops. The Mall, shown here, features a Simplex reflective ceiling and travertine marble flooring. The curved counter, made by Forms + Surfaces, opens into a jewelry and arts & crafts shop.

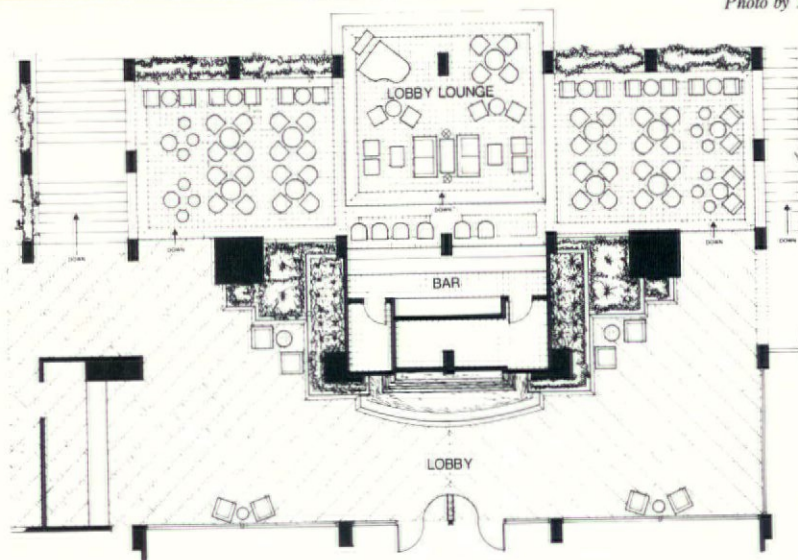


Photo by Tom Benoit

Mayan Indians." The design team did a lot of research on Mayan architecture and incorporated many of the stepped walls, sloping ceilings, and pyramidal shapes into the hotel's interior.

Mexican law at the time prohibited the use of imported furnishings or materials, as long as sources were available domestically. Wade used indigenous materials—wood, stone, marble, tile—and specified custom furnishings that were fabricated by Mexican companies. Purchasing was done by an architect retained by the hotel's Mexican owners, but according to Wade, many items did not turn out as specified, due to unavailability of raw goods and materials.

No carpeting is used—except for one large meeting room—in the entire facility. All guest rooms and public spaces have marble floors, because it is actually cheaper than carpet, "the equivalent of about \$1.65 per sq. ft.," Wade says.



And finally, as if to add to the challenge, Hurricane Gilbert hit Cancun last October, just before the hotel's opening. "It really didn't do much damage to the Omni," Wade reports, "because hardly any of the glass was installed. It just blew right through the building."—S.M.

#### Sources

**Interior design**—Sue Wade & Associates, Dallas, Tex.; Sue Wade, principal.  
**Purchasing**—Francisco Florres.  
**Owners/developers**—Alfredo Carero and Abelardo Vara (franchise of Omni International Hotels).

## Intradesign and HOK enliven San Jose with the Fairmont Hotel

*The design firm took its lead from the sun-drenched environment and created a modern resort with an Old World ambience; contemporary, but with a classic sense of what is grand.*

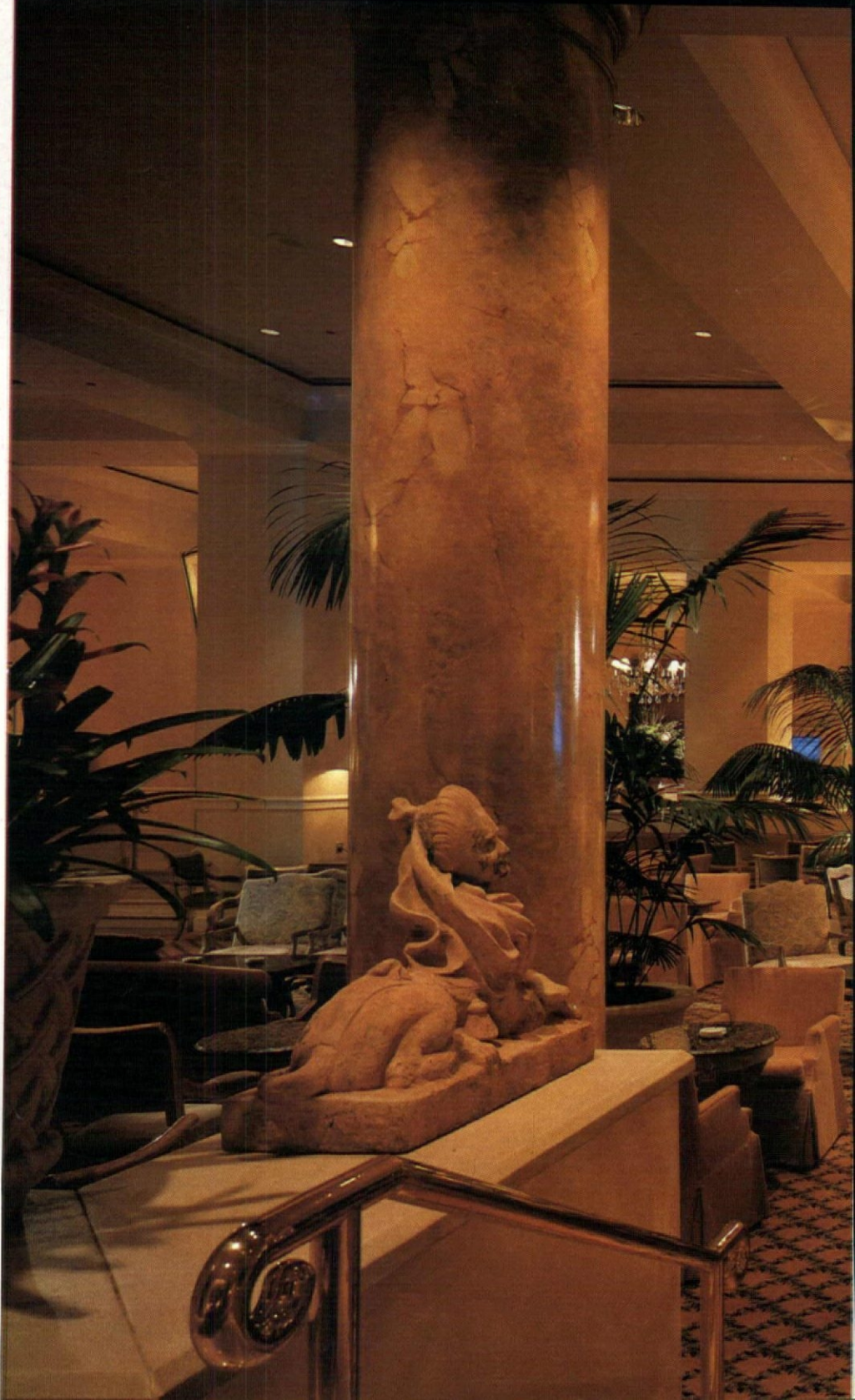
Welcoming visitors into a luxurious pied-a-terre is the hallmark of the Fairmont Hotel group. Intradesign, Los Angeles, successfully continued this tradition in the 583-room San Jose Fairmont Hotel. Rather than simply recasting a collection of tried-and-true traditional furnishings, assembled with claustrophobic "elegance," the firm took its lead from the area's sun-drenched environment and created a modern resort with an Old World ambience; "Contemporary, but with a classic sense of what is grand," comments Richard Callen, principal managing director, Intradesign.

### Good bones

"This building has good bones," says Nan Quarles, project manager/coordinator, Intradesign. Comprising 38,820 sq. ft. of meeting space, four restaurants, and a strong cross plan, accessibility and ease of movement through the hotel fostered a "total blending of the furnishings with the decidedly Palladian architecture and marble columns," she explains.

The Fairmont's grand-scale residential living room theme is carried out in numerous public and personal areas: generously scaled furniture pieces (including some reproduction casegoods), plush sofas and throw pillows; consoles with art and artifacts; pairs of gilt-highlighted wrought-iron lamps; unusual color mixes on upholstery; and hand-woven inset rugs. Recessed lighting

Mitroy/McAleer and HOK





*A crystal chandelier is the centerpiece of the lobby/lounge. Recessed downlighting evens out light wash provided by ornate traditional fixtures. Seating arrangements with plush chairs and sofas allow for intimacy within the comfortable confines of elegant marble columns.*



## Furniture groupings encourage ease of movement through hotel



complements and evens out the light wash provided by crystal chandeliers or spots focused on artifacts.

To update the traditional red values used in other Fairmont renovations, Intradesign chose a fresh palette of subtle beige tones for the San Jose hotel. Keyed with marble columns, the soft coloration provides a neutral background for strongly colored commissioned art and accessories.

### 'A city of change'

San Jose is currently a city of change, moving away from its low-key "two-story town" reputation towards that of a lively, social city.

Architect William E. Valentine, principal, Hellmuth, Obata, & Kassabaum (HOK) San Francisco, designed an orga-



Mitroy/McAlear and HOK; Jane Lida and HOK

*A contemporary palette of subtle beige tones was chosen for this new hotel. Neoclassical accessories provide strong accents (opp. page, top). Quality furnishings support a "grandscale residential living" theme (opp. page, bottom).*

*Movement through the hotel is encouraged by the strong cross plan, marked by marble or plaster columns. Plantings are interspersed along heavily trafficked walkways, or frame seating groups (below).*



nized system of 20-story towers to house the guest rooms. Higher than the surrounding city architecture, the towers are set back off a two-story main entrance, making them less obtrusive. A ring of lobby shops and restaurants open onto both the street and hotel, drawing visitors into the interior. "Our aim was to help this city come alive," enthuses Valentine.

The entire second-floor podium supports guestrooms along the perimeter that open out to small, secluded cabanas surrounding a landscaped deck and swimming pool. The design duplicates the private-into-public space pattern established on the main floor, heightening the Fairmont's resort climate.—E.D.S.

#### **Sources**

**Furnishings**—Brustlin Workshop, Traditional Imports, Dawn Imports, Designer Imports, Republic Furniture, C & C Imports, Charles Pollock, Ambienti USA, Inc., T.A. Green, L & B Products, Eurasian, Paiino Collection, Lily White Linens, DEC Associates, Goodwin International.

**Fabrics**—Boris Kroll, Mark Turzi Products, Thorpe, Ward Bennett, Donghia, Clarence House, Maharam, Ametex, Cowtan & Tout, Stroheim & Romann, Kravet.

**Lighting**—George Gutierrez, Thomas Morgan Lighting, Baker Knapp & Tubbs, The Charles Company, Ela Custom Division.

**Flooring**—Sewelson's Carpets, Couristan, Floorgraphix, Inc., Imeg.

**Interior Designers**—Intradesign, Los Angeles; Richard Callen, principal and director; Nan Quarles, project manager.

**Architects**—Hellmuth, Obata & Kassabaum, Inc., San Francisco; Gyo Obata, FAIA, designer; William E. Valentine, FAIA, designer; Mark Otsea, AIA, project manager; Steve Worthington, AIA, designer.

**Mechanical Engineer**—Charles & Braun, San Francisco.

**Structural Engineer**—Martin, Middlebrook & Nishkian, San Francisco.

**General Contractor**—Williams & Burrows, Inc.

# HOSPITALITY FURNISHINGS

Hospitality furnishings enter new frontier in contract shapes and sizes



Steelcase



Shelby Williams



Hitchcock Chair Co.



KI

Steelcase's new Elysee Lounge Seating is a versatile line offered in an array of colors and a selection of fabrics. The series can be adapted to a wide variety of settings, from large lobbies to executive suites. **Circle No. 247.**

The Bentwood Bistro Armchair from **Shelby Williams** adds a spark to casual dining areas with its slightly

offbeat, almost African-influenced design. The arms and back feature a woven vinyl design in eight colors. **Circle No. 219.**

Solid ash chairs featuring one-piece steam-bent bows, pressurized tenon joints, and a hand-rubbed finish are now available from **Hitchcock Chair Co.** Naughahyde covered seat cushions are optional. **Circle No. 202.**

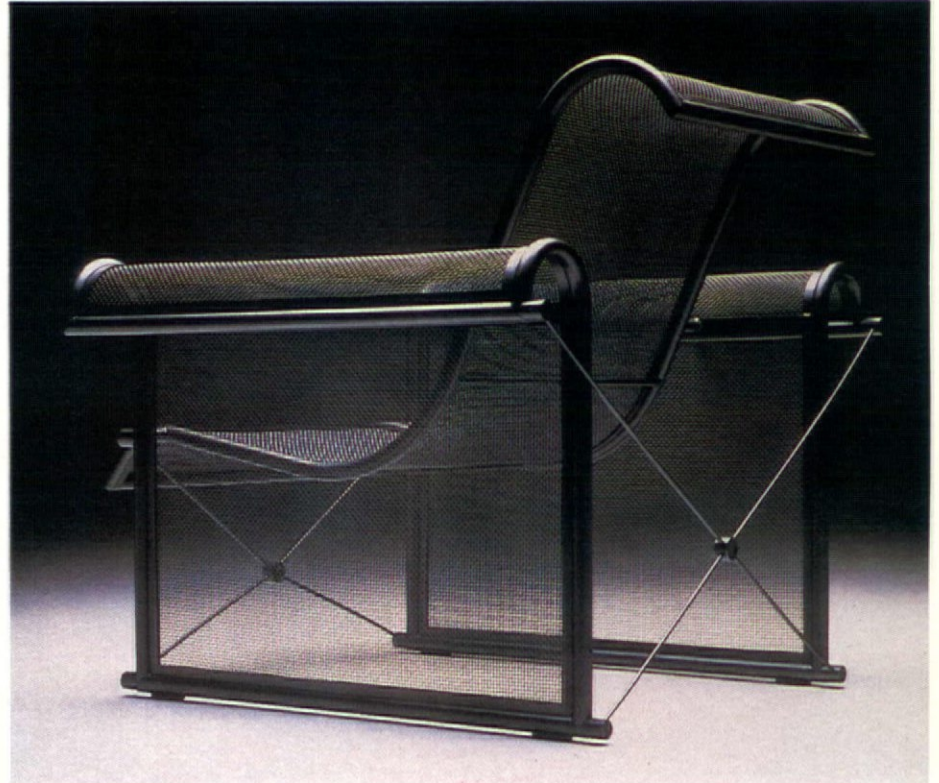
The Logix System line of fiberglass seating from **KI**—planters, receptacles, and table units—is designed for lounge areas. New to the collection is a one-piece molded fiberglass display case. **Circle No. 201.**



*Davis*



*Cumberland*



*JG Furniture*



*Stow & Davis*

Now offered by **Davis**, Robert Bernard Associates' track modular seating designs utilize preassembled component parts which include one-, two-, three-, and four-seat units, arms, and tables. **Circle No. 210.**

The UNO chair from **Cumberland** comes with a full or short back, and can

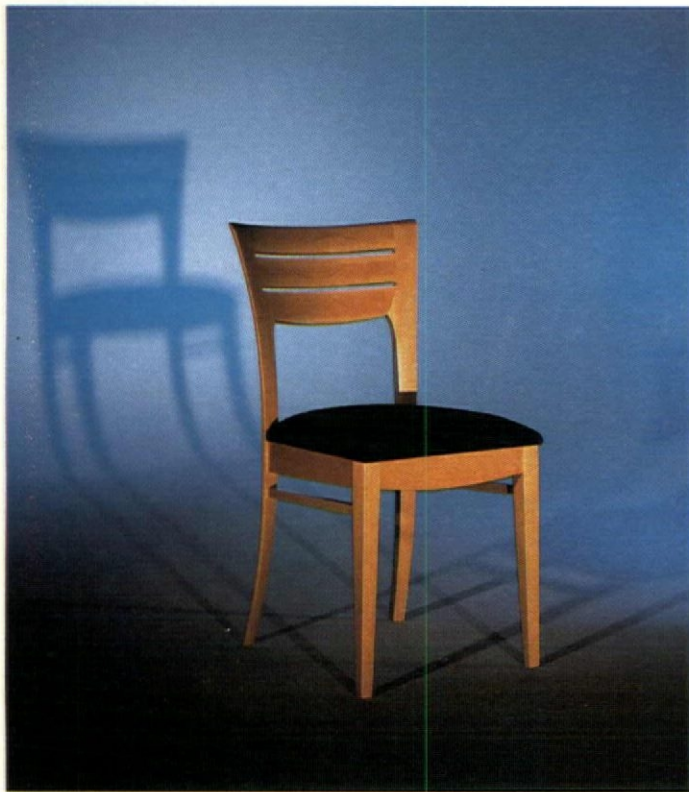
be ordered on casters or gliders in a variety of fabrics and leathers. **Circle No. 211.**

Winner of France's national furniture competition for President Francois Mitterand's Elysees Palace, the Sportes Mesh Chair from **JG Furniture** was designed by Ronald Cecil Sportes. It combines tubular steel frames and

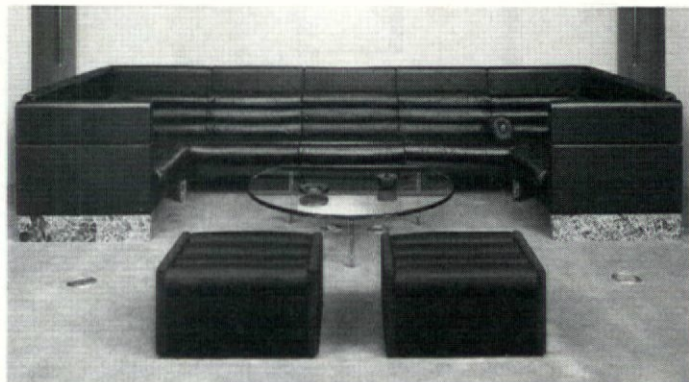
square steel mesh into a surprising arrangement of curved planes. **Circle No. 216.**

The Acanthus Collection from **Stow & Davis** includes a wood occasional chair and a selection of wood tables, adaptable to executive office or institutional settings. The collection is available in cherry or walnut. **Circle No. 246.**

# HOSPITALITY FURNISHINGS



Loewenstein



SunarHauserman



Stark Carpet Corp.

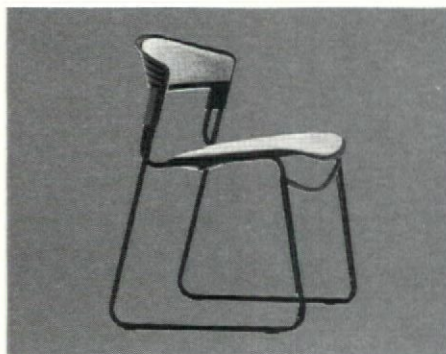
Loewenstein's #700 Profili chair is available in 26 standard finishes and also comes in an arm chair style. **Circle No. 206.**

Architect Robert Kleinschmidt of Chicago designed the lounge seating and tables in this modular line for SunarHauserman. Kleinschmidt Tables and Chairs can be outfitted from several fabric and leather coverings, and bases are available in wood, stone, and self-

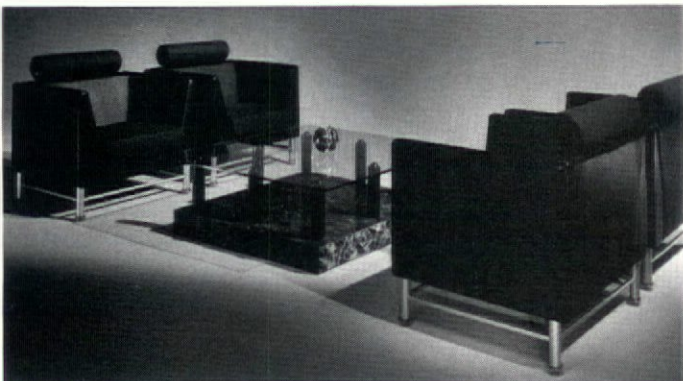
skinning urethane. Tables come in two styles with thick glass tops and metal bases. **Circle No. 209.**

"Filigran et Fleurs" from Stark Carpet Corp. is made of 100 percent worsted wool and is 39 inches wide, with a 48-inch repeat and a nine-inch border. The carpet's rust, brown, and green earth tones are presented on a bone background. **Circle No. 207.**

The Assisa, a lightweight chair from Vecta, is available upholstered or non-upholstered, with or without arms. The non-upholstered version is stackable and options include a black or polished frame with seat and back available in six colors. **Circle No. 208.**



Vecta



*Knoll International*



*Artopex*



*Fixtures Furniture*

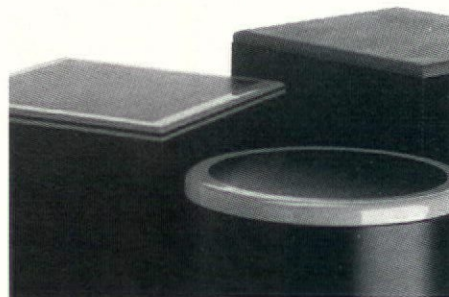
The Eastside Lounge Collection from **Knoll International**, designed by Sottsass Associati, is part of the KnollStudio Division product line. The collection includes a lounge chair, settee, sofa, and the Central Park Table. Each upholstered piece can be covered with three different textiles or leathers. Chairs are constructed of molded polyurethane foam with a tubular steel exposed frame. **Circle No. 200.**

The Suspension Collection from **Artopex** represents a series of elegant chairs, armchairs, and modular tables. Available in a palette of 80 colors and fabrics, the collection pieces can be set up in a variety of configurations. **Circle No. 217.**

albi, a new, armless arm color seating system from **Fixtures Furniture** features armrests that continue from the backrest, allowing for easier stacking

and demanding smaller space. Chairs are available in 12 bright thermoplastic shell colors with frames in chrome, or 19 epoxy colors. **Circle No. 227.**

**Johnson Industries'** Colorflex, Color-cast occasional tables are available in cylinder, cube, or radius corner cube shapes, in four diameters and five heights. The tables feature Johnson's standard and custom veneers. **Circle No. 223.**



*Johnson Industries*

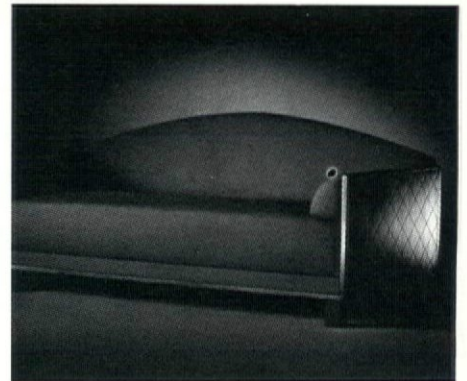
# HOSPITALITY FURNISHINGS



*Jack Lenor Larsen*



*Panel Concepts*



*Charlotte*



*Baker Executive Office*

The Lyre Series from **Jack Lenor Larson** is designed by Lorenzo Negrello and Paolo Scagnellato. Available in armchair (shown), sidechair, and end table versions, Lyre is constructed of solid beech finished in black or white lacquer. The table has a 27-inch round top. **Circle No. 230.**

Omnific Multiple Seating from **Panel Concepts** utilizes a central support rail for three-, four-, and five-place units in a variety of all-seat or seat-and-table combinations. Offered in a choice of 17- or 19-inch-wide seats, the chairs come in a variety of standard colors and feature articulating arms. **Circle No. 228.**

Designed by Glenn Gee, the Elissa Seating Series from **Charlotte** is a comprehensive lounge and reception line offered in both sofas and modular seating units. A round or square back may be combined with four arm side panel options, fully upholstered, in diamond-scored, grid-scored, or smooth wood. Base options include either four legs or a plinth base. **Circle No. 226.**

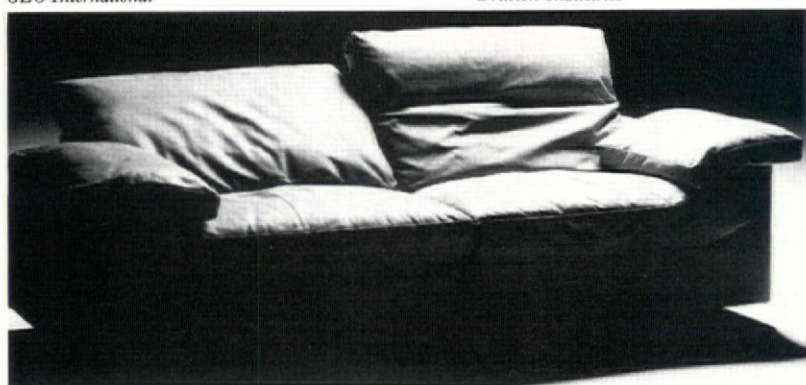




*GEO International*



*Brueton Industries*



*Kron usa*

The Pfister Lounge Chair from **Baker Executive Office** and its matching two-cushion sofa are designed by Charles Pfister in a richly upholstered plush design. **Circle No. 224.**

The high, curved back and radial scroll top of **GEO International's** Lyra are reminiscent of the highback chairs found at the turn of the century. **Circle No. 214.**

Designed by Stanley Jay Friedman for **Brueton Industries**, the Moon Chair is part of a family of adaptable, upholstered pull-up seating in a round design inspired by the work of Frank Lloyd Wright and Japanese architecture. It comes in a wide selection of chip-resistant colors and a stainless steel frame. **Circle No. 213.**

Designed by Alberto Lievore of Barcelona, Spain, the Premier collection from **Kron u.s.a** features stitching detail and back cushions that adjust to various levels and includes a loveseat, three sofa widths, modules with and without arms, a chaise lounge, and an ottoman. **Circle No. 218.**

# DRESSED-UP CASUAL

Outdoor leisure furniture & accessories are sophisticated, maintenance-free



Molla Collections Inc.



Summit Furniture, Inc.



Allibert Furniture



Thorton White

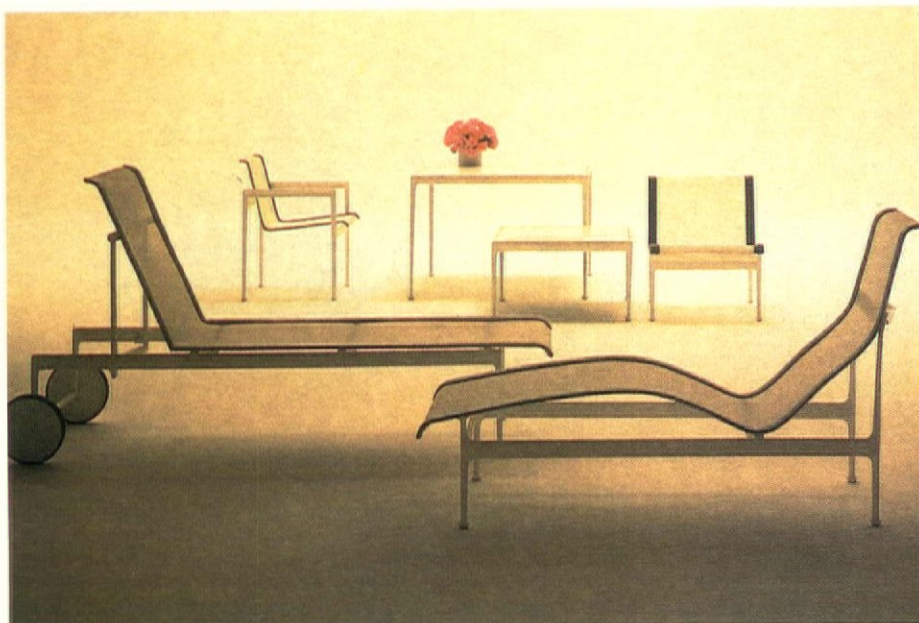
**Molla Collections Inc.**—The Baronet chair updates a typical Country French design. The chair frame is hand-crafted from solid round aluminum extrusions, and the seating surface features the company's aluminum flex-band construction, making it virtually indestructible. The fused-on powder-coated finish is available in 12 colors. **Circle No. 275.**

**Summit Furniture, Inc.**—Made of solid teak, the 84-in. long Sources adjustable chaise can be left unfinished to age and mellow out-of-doors. The adjustable panel disappears into the piece when flat and is offered with an optional natural cotton duck cushion. **Circle No. 280.**

**Allibert Furniture**—Dangari stacking armchairs and 32-in. round pedestal tilt-top tables are made of durable, maintenance-free molded resin. A complete assortment of stylish exterior cushion fabrics is available. **Circle No. 282.**

**Thorton White**—Hand-carved designs on the solid mahogany front aprons and cabriole legs are featured on this French Victorian chair and dining table. This romantic grouping is offered in mauve, pewter, teal, tobacco and, antique white. **Circle No. 277.**

**Allibert Furniture**—Dangari stacking armchairs and 32-in. round pedestal tilt-top tables are made of durable, maintenance-free molded resin. A complete assortment of stylish exterior cushion fabrics is available. **Circle No. 282.**



*Knoll International*



*Tropitone Furniture Co.*



*Loewenstein*



*Stamp Contract & Leisure Seating, Inc.*

**Knoll International**—The Leisure Collection table, lounge chair with arms, and chaise lounge are by Richard Schultz for KnollStudio. Frames are made from cast and extruded aluminum with a weather-resistant finish. Near-weightless upholstery is sling woven mesh. The table is porcelain enameled steel. **Circle No. 279.**

**Tropitone Furniture Co.**—East meets West in The Veneman Collection Ceylon Tub Chair. A popular bamboo look is rendered in sturdy sand-cast aluminum. The half-circle barrel back functions as the top of the chair and the arm rests. Numerous seat fabrics available, including COM. **Circle No. 274.**

**Loewenstein**—The #545 Marissa stacking chair frame is tubular steel

with an epoxy coating in black, white, or gray, and pop-in polypropylene plastic seat. **Circle No. 278.**

**Stamp-Contract & Leisure Seating, Inc.**—A supple back on the Boston armchair offers comfort. The Sardane table has folding legs and extension leaves. Each is made of high resistant plastic. **Circle No. 276.**

# STATE-OF-THE-ART-FIXTURES

## Added conveniences for the kitchen & bath



*Cherry Hill Studio*



*Kallista*



*American Standard*

**Cherry Hill Studio**—A black shell motif with silvery, light-reflective edging meets the demand for drama in the bath in the "Crystal Lights" wallcovering collection. Pre-pasted for easy installation, this scrubbable vinyl wallcovering is perfect for restaurants, hotels, and shops. **Circle No. 269**

**Kallista**—Modular faucetry parts in

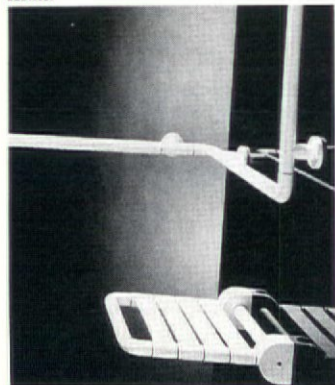
traditional or classical design forms allow for a number of shape and finish options on the Echo faucet series. There is a five-year guarantee on all products. **Circle No. 263**

**American Standard**—A pressure-balanced safety feature on the Ultra-Mix bath/shower is well-suited to hospitality bath installations. A sudden reduction in cold pressure immediately

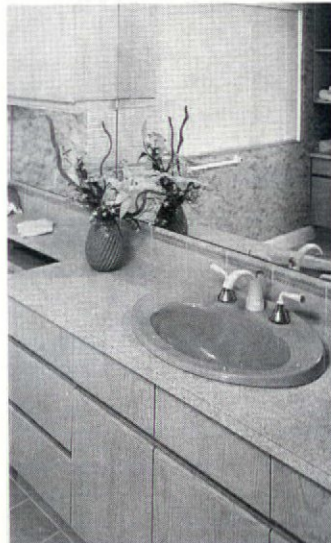
reduces the hot pressure to the same extent, preventing scalding. Available in several finishes including chrome. **Circle No. 268**



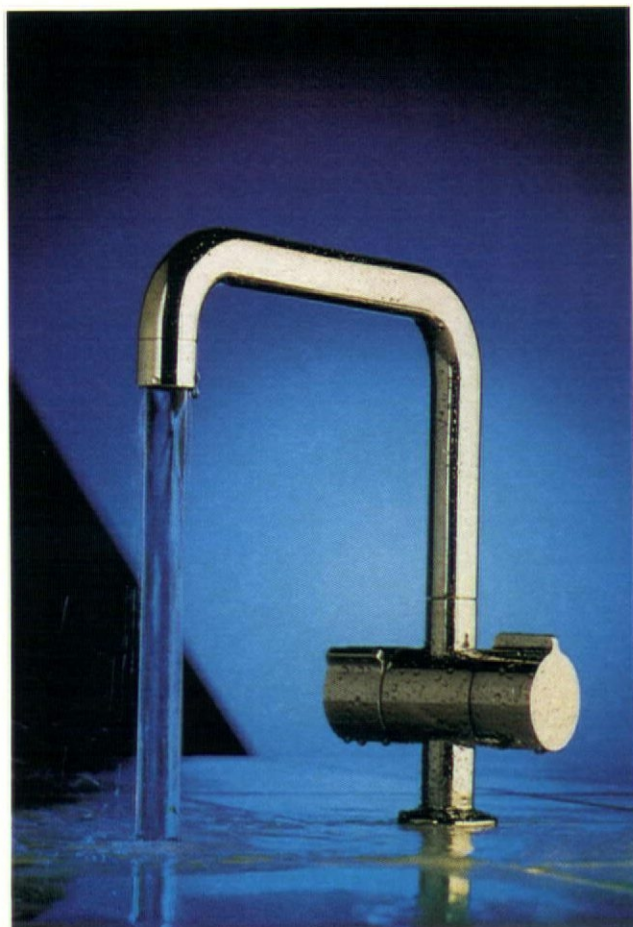
*Kohler*



*Normbau*



*Kitchen Craft*



*Watercolors*

**Kohler**—The self-rimming Madrigal bar sink features a round, 18-gauge stainless steel basin, removable stainless ice bucket and trio of stainless or brushed gold garnish cups set into a cast composite base. Cutting boards of hardwood or faux granite cover the basin and ice bucket. The sink is fitted with a Coralais multi-swivel bar sink faucet. **Circle No. 272**

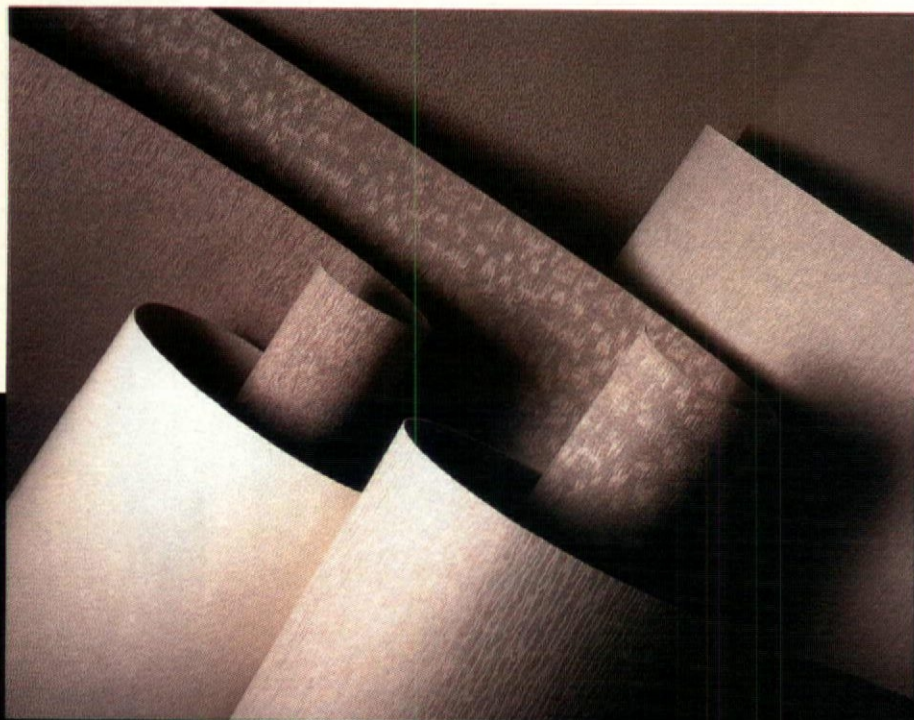
**Normbau, Inc.**—Made of tubular nylon, the "Support Program" fold-up shower seat has steel inserts for reinforcement and strength. The textured grab-bar, available in both wall and wall-floor mounted units has an easy-grip, non-slip surface. Both are available in 12 coordinated colors. **Circle No. 266**

**Kitchen Craft**—An oak veneer "soft-formed" door style on a channel-pull carcass characterizes the contemporary

Futura bath cabinetry. No face-mounted hardware is required. **Circle No. 267**

**Watercolors, Inc.**—Elegant and thoroughly contemporary, the Sprint Series single hole mount cast and formed brass faucet is available in polished chrome, and epoxy colors of white, red, and yellow. It is appropriate for all types of commercial and institutional installations. **Circle No. 265**

# WALLCOVERING Directory



DesignTex, *Andora Walls*. Circle No. 233



Ametex, *Coloring Book*. Circle No. 273.



Boussac of France, *Pasha/Ophelia/Ricardo/Saki borders*. Circle No. 240



Larsen Textiles, *Sylvan/Gracilis/Scintilla/Narcissus*. Circle No. 242



Knoll Int'l, *Arles/Beaumont/Luberon/Monserrat*. Circle No. 243

The latest word in wallcoverings is color—whether bold, bright splashes or subtle, intricate patterns. CONTRACT's annual directory reveals this and more, with a survey of who's doing what and how fast they're delivering it. Wallcovering manufacturers offer the gamut—

from leather, fabric, foil, mylar, panel, wood, vinyl, paper, or scrubbed—it's all here on the following pages . . . CONTRACT's 1989 Wallcovering Directory.



Brunschwig & Fils, *Cottage Orne*. Circle No. 239



International Fabrics, *Wheat*. Circle No. 238



Brickel, *Calla*. Circle No. 237



Leather Link, *Lustrous Multi-Tone*. Circle No. 235



Louise Bowen, *Cluny*. Circle No. 248

# WALLCOVERING Directory

FIRM	PRODUCTS										BACKING			FIRE-RETARD	Normal Delivery	Quick Delivery	
	Fabrics	Foil	Leather	Mylar	Panel	Paper	Vinyl	Wood	Scrubb	Pre-cut	Screen	Paper	Roll Widths				Roll Weights
<b>Advanced Technology, Inc.</b> 311 Regional Rd., South Greensboro, NC 27409 (919)-668-0488 (800)-632-1320 Fax: 919-668-0713			•					•				•	39-48"	8-18 lbs.	•	3-5 days	
<b>American Leather Mfg. Co.</b> 2195 Elizabeth Ave. Rahway, NJ 07065 (201)-382-1700 (800)-888-3274 Fax: 201-382-7967			•											3-9 ozs.	•	4 wks.	
<b>Ametex Contract Fabrics</b> 261 Fifth Ave. New York, NY 10016 (212)-696-0535 Fax: 212-779-0241	•											•	27½-54"	11 oz.	•	stock	
<b>Arc-Com Fabrics, Inc.</b> 33 Ramland S. Orangeburg, NY 10962 (914)-365-1100 (800)-223-5466 Fax: 914-365-1285	•											•	51-54"	varies	•	5-10 days	3-5 days
<b>Architex Intl.</b> 625 W. Jackson Blvd. Chicago, IL 60606 (312)-454-1333 (800)-621-0827 Fax: 312-454-1443	•		•			•	•	•	•	•	•	•	27-66"	½-1½ lb.	•	in stock	in stock
<b>ArmStar</b> 307 Industrial Park Blvd. Lenoir City, IN 37771 (615)-986-4040 Fax: 615-986-7884													12 x 12/24 x 24"	4.7 lbs.	•	4-6 weeks	4 days
<b>Armstrong World Industries, Inc.</b> P.O. Box 3001 Lancaster, PA 17604 (717)-397-0611 (800)-233-3823	•												24, 30" x 9, 10'		•	1-3 weeks	1 week
<b>Bangkok Inds., Inc.</b> 4562 Worth St. Philadelphia, PA 19124 (215)-537-5800					•								2-4'		•	2-3 days	1 day
<b>Gretchen Bellinger, Inc.</b> 20-30 Thomson Ave. IDCNY-Center II-Ste. 706 Long Island City, NY 11101 (212)-688-2850 Fax: 718-729-2828	•		•									•	varies		•		2 days
<b>Louis W. Bowen</b> 200 Garden City Plaza Garden City, NY 11530 (516)-741-9440			•					•	•			•	27"			1 week	
<b>Brejtus Business Environments, Inc.</b> 1329 E. University Dr. Tempe, AZ 85281 (602)-968-1112 Fax: 602-968-1173	•				•								48"		•	4-5 weeks	2 weeks
<b>Bricke Assoc., Inc.</b> 515 Madison Ave. New York, NY 10022 (212)-688-2233 Fax: 212-308-6642	•		•										52"-54"	varies	•	3-5 days	3-5 days
<b>Brunschwig &amp; Fils, Inc.</b> 979 Third Ave. New York, NY 10022 (212)-683-3117 Fax: 212-683-3119	•	•						•	•				17-30"				
<b>Carnegie Fabrics</b> 110 N. Centre Ave. Rockville Centre, NY 11570 (516)-678-6770 Fax: 516-478-6848	•											•	52-63"		•	6 weeks	



FIRM	PRODUCTS										BACKING			FIRE-RETARD	Normal Delivery	Quick Delivery	
	Fabrics	Foil	Leather	Mylar	Panel	Paper	Vinyl	Wood	Scrub	Protect	Screen	Paper	Roll Widths				Roll Weights
<b>Coloroll Inc.</b> 1305 Newbridge Rd. North Bellmore, NY 11710 (516)-826-2330 (800)-435-9255 Fax: 516-781-6138						•	•		•	•	•	•	20 + -54"	9.5-30 oz.	•	immediate	
<b>Combeau Industries</b> 1400 Welsh Rd. North Wales, PA 19454 (215)-628-2000 Fax: 215-628-8314	•								•				54"	24-27	•	1 day	1 day
<b>Coral of Chicago</b> 2001 S. Calumet Chicago, IL 60616 (312) 225-5800 (800) 621-5250 Fax: 312-225-5853	•														•	1 day	1 day
<b>Custom Resource, Inc.</b> 928 Broadway New York, NY 10010 (212)-477-5009 (800)-782-7269			•										hides	standard	•	1-5 days	1-5 days
<b>David &amp; Dash</b> 2563 N. Miami Dr. Miami, FL 33137 (305)-573-8000 (800)-327-7506	•		•	•		•	•	•	•		•	•	Varies	varies	•	5 days	
<b>DecoGard Products Inc.</b> Rte. 405 Muncy, PA 17756 (717)-546-2255 (800)-233-8458 Fax: 717-546-5169							•						48-120"	various	•	2-3 weeks	1 week
<b>Designtex Fabrics, Inc.</b> 56-08 37th Ave. Woodside, NY 11377 (718)-335-9000 Fax: 718-335-1553	•											•	55"	15-52 per yd.	•	next day-1 week	1 day
<b>Diversified Sales, Inc.</b> 4505 Wyland Dr., Ste. 300 P.O. Box 364 Elkhart, IN 46516 (219)-293-5688 (800)-348-7596 Fax: 219-293-5558	•						•				•		27", 54"	I, II, III	•	48 hrs.	
<b>Donghia Furniture/Textiles</b> 485 Broadway New York, NY 10013 (212)-925-2777 Fax: 212-925-4819	•					•							27"		•	varies	
<b>Du Pont Corian</b> B-11202 Wilmington, DE 19898 (302)-774-3797 (800)-527-2601													30"		•		
<b>DuPont Co., Cordora</b> P.O. Box 705, Chestnut Run Pl Fibers Laurel Run Wilmington, DE 19880-0705 (302)-999-3234	•																
<b>Durawall, Inc.</b> 10 Market St. Kenilworth, NJ 07033 (201)-245-4646 (800)-521-9606 Fax: 201-245-2162		•		•			•	•	•	•	•	•	36-54"	13-44 ozs.		2-3 wks.	5-7 days

# WALLCOVERING Directory

FIRM	PRODUCTS							BACKING			FIRE-RETARD	Normal Delivery	Quick Delivery		
	Fabrics	Foil	Leather	Mylar	Panel	Paper	Vinyl	Wood	Scrubb	Pre-cut				Scrim	Paper
<b>Eagle Plywood &amp; Door Manuf., Inc.</b> Artistry in Veneers 450 Oak Tree Ave. S. Plainfield, NJ 07080 (201)-769-7650 (800)-524-2657 Fax: 201-668-4317					•			•				varies		• varies	varies
<b>Eggers Industries</b> 1819 E. River St. Two Rivers, WI 54241 (414)-793-1351					•			•				all/custom	all/custom		
<b>Environmental Graphics Inc.</b> 15295 Minnetonka Blvd. Minnetonka, MN 55345 (612)-938-1300 (800)-328-3869 Fax: 612-938-4808												8 x 13'			5 days 1 day
<b>Eurotex, Inc.</b> 165 W. Ontario St. Philadelphia, PA 19140 (215)-739-8844 (800)-523-0731												6'6"	30 oz/sq yd	• stock	2 days
<b>Fabra-Wall, Ltd.</b> P.O. Box 5117, Sta. E Edmonton, AB Canada T5P 4C5 (403)-987-4444 Fax: 403-987-2282	•											8'6"		• 3 weeks	
<b>Fabric Wallmont Systems, Inc.</b> 11942 Sherman Rd. N. Hollywood, CA 91605 (818) 765-3456															
<b>Flexi-Wall Systems</b> P.O. Box 88 Liberty, SC 29657 (803)-855-0500 Fax: 803-848-9318	•											48"	22oz/sq. yd.	• 7 days	1 day
<b>Flexible Materials, Inc.</b> 11209 Election Dr. Louisville, KY 40299 (502)-267-7717 Fax: 502-266-5318								•		•	custom			• 4 weeks	5 days
<b>Forms + Surfaces</b> 1170 Coast Village Rd. Santa Barbara, CA 93108 (805)-969-7721 (800)-451-0410 Fax: 805-565-1578					•			•	•			varies	varies	•	
<b>General Felt Inds., Inc.</b> Park 80 Plaza West One Saddle Brook, NJ 07662 (201)-843-0900 (800)-631-0881 Fax: 201-843-4158												54"	varies		5 days 48 hrs.
<b>Gilford Inc.</b> 234 Spring St. Jeffersonville, IN 47130 (812)-288-7900 (800)-852-5454 Fax: 812-288-0872	•		•							•	•	various	various	• 1-2 weeks	2-3 days
<b>The Glidden Co.</b> 925 Euclid Ave. Cleveland, OH 44115 (216)-344-8216 Fax: 216-344-8900	•	•			•	•	•	•			•	27-54"	I, II, III		3-4 days 24-48 hrs.
<b>Greef</b> 200 Garden City Plaza Garden City, NY 11530 (516)-741-9440	•					•	•				•	27"		• 4 days	1 day
<b>Guilford of Maine</b> Park 80 West II Saddle Brook, NJ 07662 (201)-845-3600 Fax: 201-845-9045	•								•		•	27-54"	10-24 oz.	•	

FIRM	PRODUCTS										BACKING			FIRE-RETARD	Normal Delivery	Quick Delivery
	Fabrics	Foil	Leather	Mylar	Panel	Paper	Vinyl	Wood	Scrubb	Pre-cut	Scrim	Paper	Roll Widths			
<b>S. Harris &amp; Co., Inc.</b> 9303 E. 46th St. Tulsa, OK 74145 (918)-622-7700 (800)-999-5600 Fax: 918-664-8919	•											• 45-54"			• 2 weeks	
<b>Homestead Industries</b> Sullivan St. Claremont, NH 03743 (603)-543-1631 Fax: 603-543-3528	•											• 54-66"	17-20 oz.		• 6-8 weeks	24 hrs.
<b>Importex</b> 1201 Story Ave. Louisville, KY 40206 (502)-583-8382 (800)-626-5357 Fax: 502-583-4405	•											• 27-96"			• 1 day	24 hrs.
<b>Insul-Art Acoustics Corp.</b> 107 Allen Blvd. Farmingdale, NY 11735 (516)-694-0002 (800)-526-0908 Fax: 516-694-0133	•						•					60"	+ -2 lbs/sq ft		• 4-8 weeks	2 weeks
<b>International Fabrics</b> 1011 Porter St. High Point, NC 27260 (919)-841-4868 (800)-334-7399 Fax: 919-841-5202	•		•				•					52-54"	varies		• 48 hrs.	48 hrs.
<b>JG Furniture Systems, Inc.</b> 121 Park Ave. Quakertown, PA 18951 (215)-536-7343 Fax: 215-536-7365	•		•									54-70"	14 + -18.9 oz.		• 1 week	1 week
<b>Kinney Contract Wallcoverings</b> 23645 Mercantile Rd. Cleveland, OH 44122 (216)-765-8700 (800)-441-2244 Fax: 216-765-8608	•	•		•	•	•	•	•		•	•	27-54"	12-34 oz.		• 2 weeks	overnight
<b>KnollTextiles</b> Div. Knoll Intl. 105 Wooster St. New York, NY 10012 (212)-334-1500 (800)-223-1354 Fax: 212-334-9705	•		•									• 54-58"	10-23 oz.		• 1 week	48 hours
<b>Koroseal Wallcoverings</b> 520 S. Main St. Akron, OH 44311 (216)-374-2599 Fax: 216-374-3948	•											27-54"	Type I, II			
<b>Kravet Fabrics</b> 225 Central Ave. So. Bethpage, NY 11714 (516)-293-2000 (800)-645-9068 Fax: 516-293-2158	•	•		•		•	•	•							• 2 weeks	1-2 weeks
<b>Boris Knoll Fabrics</b> 66 Gray St. Paterson, NJ 07501 (201)-684-4545 Fax: 201-684-0690	•											54-66"			• to 4 weeks	1 day
<b>Laminating Services, Inc.</b> P.O. Box 32159 Louisville, KY 40232 (502)-458-2614 Fax: 502-458-2639						•	•			•		54"	I, II, III		• 1-3 weeks	
<b>Jack Lenor Larson</b> 41 E. 11th St. New York, NY 10003 (212)-674-3993 Fax: 212-674-1403	•		•									• 36-118"	3-41 oz.		• 2 weeks	

# WALLCOVERING Directory

FIRM	PRODUCTS										BACKING			FIRE-RETARD	Normal Delivery	Quick Delivery
	Fabrics	Foil	Leather	Mylar	Panel	Paper	Vinyl	Wood	Scrub	Pre-cut	Screen	Paper	Roll Widths			
<b>Leather-Link, Inc.</b> 502 Blake Ave. High Point, NC 27260 (919)-841-5166 (800)-624-8673 Fax: 919-841-5366													50 sq. ft.		• 1 week	
<b>Lee Jofa Inc.</b> 800 Central Blvd. Carlstadt, NJ 07072 (201)-438-8444	•					•	•					•	27-54"	varies		up to 6 weeks
<b>Lonseal, Inc.</b> 928 E. 238th St. Carson, CA 90745 (213)-830-7111 (800)-832-7111							•					•	36-54"	30 oz.	•	1 week
<b>Lunstead, Inc.</b> 8655 S. 208th St. Kent, WA 98031 (206)-872-8835 Fax: 206-395-3764													24-48"	1 lb/sq. ft.	•	7 days 7 days
<b>J.M. Lynne Co., Inc.</b> 59 Gilpin Ave. Hauppauge, NY 11787 (516)-582-4300 (800)-645-5044 Fax: 516-582-4112	•			•			•	•	•		•	•	27-54"	10.5 oz.		2-3 weeks 2 weeks
<b>MDC Wallcoverings</b> 1200 Arthur Ave. Elk Grove Village, IL 60007 (312)-437-4000 (800)-621-4006 Fax: 312-437-4017	•	•	•	•	•	•	•	•	•	•	•	•	21-108"	6-36 ozs.	•	2 weeks 24 hrs.
<b>Maharam Fabrics</b> P.O. Box 6900 45 Rasons Ct. Hauppauge, NY 11788 (516)-582-3434 (800)-645-3943 Fax: 516-582-1026	•											•	25-72"	10-22 oz./yd	•	4 days 7-10 days
<b>Middletown Leather Co.</b> 964 Postal Rd. Allentown, PA 18103 (215)-264-9181			•												•	3-4 weeks
<b>National Products, Inc.</b> P.O. Box 4368 912 Baxter Ave. Louisville, KY 40204 (502)-583-3038 (800)-228-5276 Fax: 502-584-1022													12-24"		•	2-4 weeks
<b>Naturescapes, Inc.</b> P.O. Box 306 Newport, RI 02840 (401)-846-7150 Fax: 401-846-2539											•		10-14'		•	1 Week
<b>OJVM Wallcoverings</b> P.O. Drawer 0 4B Marlboro Industrial Pk. Marlboro, NJ 07746 (201)-780-3202 (800)-432-6586 Fax: 201-780-3811	•											•	59"	various	•	7-10 days 4-7 days
<b>The October Co.</b> 51 Ferry St. Easthampton, MA 01027 (413)-527-9380 (800)-628-9346 Fax: 413-527-0091													48"	6 oz./sq. ft.	•	2-3 weeks 3-5 days
<b>Outwater Plastic Industries, Inc.</b> 4 Passaic St. Wood-Ridge, NJ 07075 (201)-261-1550 (800)-631-8375 Fax: 201-916-1640				•				•								

FIRM	PRODUCTS										BACKING			FIRE-RETARD	Normal Delivery	Quick Delivery
	Fabric	Foil	Leather	Mylar	Panel	Paper	Vinyl	Wood	Scrubb	Pre-cut	Screen	Paper	Roll Widths			
<b>Pantasote Inc.</b> Bldg. 3 - Port Kearny South Kearny, NJ 07032 (201)-344-1371 Fax: 201-344-4744							•	•	•	•		20½-54"	12-20 oz.	•	4 weeks	24 hrs.
<b>Pawling Corp.</b> Standard Prods. Div. 157 Charles Colman Blvd. Pawling, NY 12564-1188 (914)-855-1005 (800)-431-3456 Fax: 914-855-3150							•		•			48 x 76 & 120"		•		
<b>Reneer Films Corp.</b> Rte. 895 W. Old Hickory Rd. Auburn, PA 17922-0429 (717)-366-4010 (800)-233-3172							•					50-60"	.004-.024	•	1 week	
<b>SJW Design</b> 1424 10th Ave. Seattle, WA 98122 (206)-323-8020 Fax: 206-322-1400	•		•			•						36-59"		•	6-10 weeks	2 weeks
<b>SR Wood</b> 1801 Progress Way Clarksville, IN 47130 (812)-288-9201 (800)-323-9663 Fax: 812-288-5225							•	•	•			varies	varies		2-3 weeks	
<b>Scandecor, Inc.</b> 430 Pike Rd. Southampton, PA 18966 (215)-355-2410 (800)-523-8994 Fax: 215-364-8737												12-86"		•	3-5 days	48 hrs.
<b>Seabrook Wallcoverings, Inc.</b> P.O. Box 22597 1325 Farmville Rd. Memphis, TN 38122 (901)-458-3301 (800)-238-9152 Fax: 901-320-3674	•	•	•	•	•	•	•	•	•			21-56"		•		
<b>Select Distributors, Inc.</b> P.O. Box 656 Pine Brook, NJ 07058 (201)-808-6784 (800)-635-7011 Fax: 201-808-1740								•				4'	8'	•	6-8 weeks	
<b>Sellers &amp; Josephson</b> 335 Chestnut St. Norwood, NJ 07648 (201)-767-6977 Fax: 201-767-9369				•			•		•	•		28-57"	12-22 ozs.		4-6 wks.	1 day
<b>Sincol of America, Inc.</b> 15308 E. Valley Blvd. City of Industry, CA 91744 (818)-333-8433							•			•	•	36-54"		•	1 day	1 day
<b>Sound Ab-Sorb, Inc.</b> 603 Broad Ave. Ridgefield, NJ 07657 (201)-945-1213 (800)-872-6088 Fax: 201-945-1209					•							custom		•	6 weeks	3 weeks
<b>Springs Industries</b> Ultrasuede Div. 104 W. 40th St. New York, NY 10018 (212)-556-6422 Fax: 212-556-6520	•											45-59"	8-11 oz.	•	1 week	2 days
<b>Stratford Hall, Inc.</b> 459 S. Calhoun St. Fort Worth, TX 76104 (817)-332-1465 Fax: 817-870-2174	•		•									48-54"	various	•	5 days	24 hrs.

# WALLCOVERING Directory

FIRM	PRODUCTS							BACKING				Roll Weights	FIRE-RETARD	Normal Delivery	Quick Delivery	
	Fabrics	Foil	Leather	Mylar	Paper	Vinyl	Wood	Scrubb	Pre-cut	Scrims	Paper					Roll Widths
<b>StretchWall Fabrics Co.</b> 42-03 35th St. Long Island City, NY 10014 (718)-729-2020	•				•			•	•	•	•	to 114"	all	•	2 weeks	
<b>Stroheim &amp; Romann, Inc.</b> 31-11 Thomson Ave. Long Island City, NY 11101 (718)-706-7000 Fax: 718-361-0159					•							27"		•		
<b>Studio 4</b> 1751 N. Central Park Ave. Chicago, IL 60647 (312)-278-4000 (800)-621-7538 Fax: 800-621-7538		•		•	•	•	•	•	•	•		27	12 g.	•	2-4 weeks	1-2 weeks
<b>Suede-Tex</b> 245 Newton Rd. Plainview, NY 11803 (516)-249-7466 Fax: 516-249-9585																
<b>Summitville Tiles, Inc.</b> P.O. Box 73 Summitville, OH 43962 (216)-223-1511									•			4" x 4"		•	4 weeks	
<b>TWIL - Textile Wallcoverings Intl. Ltd.</b> 5100 Highlands Pkwy. Smyrna, GA 30082 (404)-435-9720					•		•			•		27-66"	6.6-16.3 oz.	•	next day	1 day
<b>Tandem Contract, Inc.</b> 402 Timber Lane Marlboro, NJ 07746 (201)-780-4202 (800)-962-0062 Fax: 201-780-3811	•				•	•	•					varies	varies	•	10 days	24 hrs.
<b>Tescoha USA</b> P.O. Drawer 0 4B Marlboro Industrial Pk. Marlboro, NJ 07746 (201)-780-3202 Fax: 201-780-3811	•											36-59"	various	•	7-10 days	4-7 days
<b>Textile Technology, Inc.</b> P.O. Drawer 0 4B Marlboro Industrial Pk. Marlboro, NJ 07746 (201)-780-3202 Fax: 201-780-3811	•				•	•						36-59"	various	•	7-10 days	4 days
<b>Richard E. Thibaut, Inc.</b> 706 S. 21st St. Irvington, NJ 07111 (201)-399-7888 Fax: 201-399-7622					•	•	•			•					in stock	overnight
<b>3G Mermet Corp.</b> 3963 Virginia Ave. Cincinnati, OH 45227 (513)-561-1181 (800)-847-7243 Fax: 513-561-1850												39"	5 oz. per yd	•	immediate	immediate
<b>Thybonny Wallcoverings</b> 3720 N. Kedzie Chicago, IL 60618 (312)-463-3005 (800)-888-2110	•		•		•	•	•	•	•	•		54"-110"		•	2-4 weeks	5 days
<b>Tout Paris</b> Div. Lown Enterprises 111 E. 80th St. New York, NY 10021 (212)-288-9730 Fax: 212-439-9112	•						•			•	•	27", 54", 60"	Types I, II	•	1-4 weeks	2 days
<b>U. S. Tasso, Inc.</b> 1239 E. Newport Center Dr. Ste. 118 Deerfield Beach, FL 33442 (305)-429-3883 (800)-888-2776 Fax: 305-429-8208							•					39"	3.8-5.4 oz.	•	1 day	1 day

FIRM	PRODUCTS										BACKING			FIRE-RETARD	Normal Delivery	Quick Delivery	
	Fabric	Foil	Leather	Mylar	Panel	Paper	Vinyl	Wood	Scrubb	Pre-cut	Scrims	Paper	Roll Widths				Roll Weights
<b>U.S. Vinyl &amp; Carpet Mfg. Corp.</b> P.O. Box 92209 Houston, TX 77206 (713)-697-7741 (800)-633-6425 Fax: 713-694-0380							•		•	•	•	•	27-54"	12-24 oz.	•	3-4 weeks	10 days
<b>Unika Vaev USA</b> 33 Kings Hwy. Orangeburg, NY 10962 (914)-365-2500 Fax: 914-365-0233	•												54-66"	10 oz.	•		3-5 days
<b>Van Luit &amp; Co.</b> 200 Garden City Plaza Garden City, NY 11530 (516)-741-9440	•	•		•		•	•					•	27"		•	10 days	1 day
<b>Vescom (USA), Inc.</b> 220 S. Orange Ave. Livingston, NJ 07039 (201)-535-8162 Fax: 201-535-9163						•	•				•	•	27-52"	10.3-24 oz.		1 week	
<b>Walker &amp; Zanger, Inc.</b> 179 Summerfield St. Scarsdale, NY 10583 (914)-472-5666 Fax: 914-472-8416	•				•			•	•			•	2-4'	varies	•	2 weeks	72 hrs.
<b>Wall-Pride Inc.</b> 7050 Valjean Ave. Van Nuys, CA 91406 (818)-997-2700 (800)-444-7050	•	•		•		•	•	•	•		•	•	20½-54"	all	•	7-10 days	same day
<b>Warner of London</b> 200 Garden City Plaza Garden City, NY 11530 (516)-741-9440						•							20.5"		•	4 days	1 day
<b>David R. Webb Co., Inc.</b> P.O. Box 8 206 S. Holland St. Edinburgh, TN 46124 (812)-526-2601								•								immediate	
<b>Wentworth</b> 200 Garden City Plaza Garden City, NY 11530 (516)-741-9440	•					•	•					•	27"		•		1 day
<b>West Point Pepperell</b> (Interweave) 400 W. 10th St. West Point, GA 31833 (404)-645-4945 (800)-554-7424 Fax: 404-645-4228	•												54"	7 oz./yd.	•	3 days	24 hrs.
<b>Westinghouse Micarta</b> Hampton, SC 29924 (803)-943-2311 (800)-845-4791													30-60"			1 day	
<b>Winfield Design Assocs., Inc.</b> 2690 Harrison St. San Francisco, CA 94110 (415)-647-6787 (800)-227-4060 Fax: 415-282-9192		•		•		•	•	•	•		•	•	21-54"	11-28 oz.		1 day-4 weeks	
<b>Winona Industries, Inc.</b> 602 E. Front St. Winona, MN 55987 (507)-454-1860 Fax: 507-454-4689				•	•		•	•					12-48"		•	2 weeks	1 week
<b>Wolf-Gordon Inc.</b> 33-00 47th Ave. Long Island City, NY 11101-2430 (718)-361-6611 (800)-347-0550 Fax: 718-361-1090	•	•		•		•	•	•	•		•	•	20-60"	8-36 oz.	•	10 days	1 week
<b>Working Walls</b> 2703 St. Clair Ave. Cleveland, OH 44114 (216)-579-9161 Fax: 216-579-9163	•												to 4' x 10'			3 weeks	

# WHO'S WHO IN THE SOUTH

## CADD use and marketing mark change below Mason/Dixon line

*CONTRACT's 14th annual regional Who's Who in interior design poll focuses on the Southern states (east and west), offering a cross sectional look at what's happening in design.*

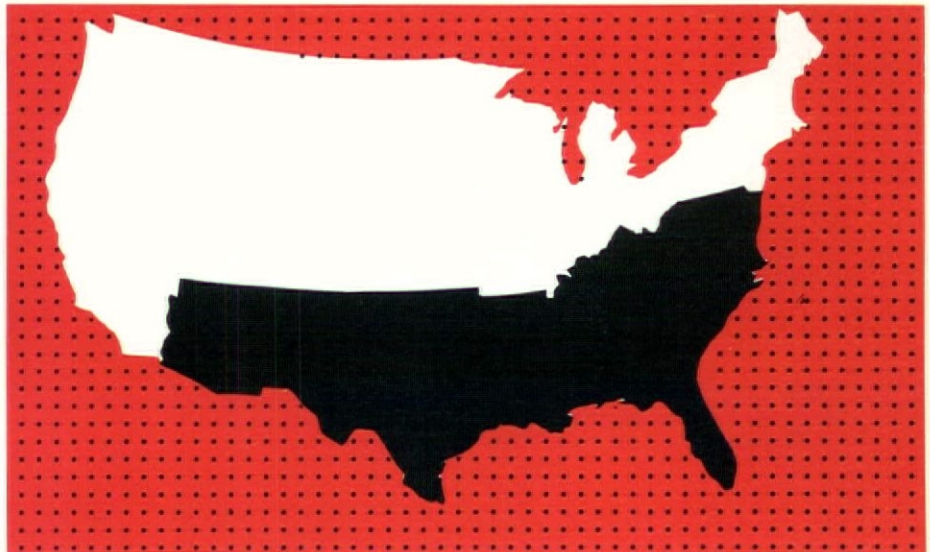
*By Caroline Siemers  
Managing Editor*

Scarlett said it would happen. New construction, renovation, and expansion below the Mason/Dixon line prove that the South is indeed rising, if not with Confederate soldiers, then with a plethora of interior design and architecture projects. CONTRACT's 14th annual Who's Who poll focuses on the Southern states this year, offering a cross-sectional look at what's happening in design.

### New construction high

Of the 193 respondents (culled from CONTRACT's circulation list), 54 percent are interior design firms, 37 percent architecture firms, and nine percent furniture dealers. Among them, an average of 991,442 sq. ft. of space is designed/planned annually. (Architecture firms command a higher average of 1,151,352 sq. ft.)

New construction accounts for most of this volume, with office space the most



common. The second most active area is healthcare, although projects tended to be hospital pavilions or outpatient centers, rather than full-scale hospitals. Despite industry reports that hospitality is a hot growth area, few projects are underway in the South, according to respondents. Those that are, are mostly inns rather than hotels or resort complexes.

Fifty-five percent of those responding report the use of CADD systems for space planning and design. Of these, 42 percent report their clients expect work to be done on computer. CONTRACT's statistics indicate that Florida, Georgia, and Virginia lead in both CADD use and client expectation.

Asked if their firms have a marketing person on staff who is not a designer (who's exclusive responsibility is marketing), 52 percent responded "no." Interestingly, all but a few of these firms report an average of 500,000 sq. ft. of

work or less per year. Of the 48 percent responding "yes," a much higher percentage report square footage of one million or more, some up to 10 million. Most of these, however, also report interior design staffs of 20 or more designers, while those with very low square footage numbers are working with smaller staffs.

The following listings are *not* rankings of firms by square footage or sales volume. They are intended simply as a cross-section of firms doing significant business in the South. Only those firms on CONTRACT's circulation list were polled, and only those submitting completely filled out questionnaires were used, at the editor's discretion. □



## What consultants do you use on projects?

	<i>Interior Design Firms</i>		<i>Architectural Firms</i>	
	Occasionally	Frequently	Occasionally	Frequently
Lighting .....	68.6%	31.4%	63.3%	36.7%
Art .....	52.8%	47.2%	74.5%	25.5%
Food Service .....	77.3%	22.7%	76.2%	23.8%
Telecommunications ...	70.3%	29.7%	71.4%	28.6%
File Management .....	87.0%	13.0%	89.7%	10.3%
Acoustical .....	85.9%	14.1%	77.6%	22.4%
Electrical .....	33.0%	67.0%	10.0%	90.0%
Mechanical .....	29.8%	70.2%	12.5%	87.5%
Structural .....	48.0%	52.0%	20.0%	80.8%

## What was your 1988 contract dollar volume for design services only?

*(Excluding furniture/furnishing sales)*

Under \$50,000 .....	8.6%
\$50,000 — \$99,000 .....	12.3%
\$100,000 — \$499,000 .....	36.2%
\$500,000 — \$999,000 .....	12.9%
\$1 million — \$5 million .....	27.0%
Over \$5 million .....	3.0%
<i>(Based on 163 replies)</i>	
Median .....	\$421,559

## What other types of services do you provide your clients?

	Architectural Firms	Interior Design Firms	Furniture Firms
<i>Number of Replies</i>	57	66	9
Graphic Design	80.7%	87.8%	44.4%
Facility Management	56.1%	57.6%	77.8%
Relocation/real estate management	12.3%	15.2%	55.6%

## Do you sell furniture/furnishings?

*(Total 1988 furniture/furnishing sales)*

	Yes	(Volume)	No
Architectural Firms .....	19.4%	(\$93,987,000)	80.6%
Interior Design Firms .....	45.5%	(\$20,771,000)	54.5%
Office Furniture Dealers .....	100%	(\$130,882,000)	
TOTAL: \$245,640,000			

# WHO'S WHO Directory/South

FIRM	Category	Total Employees	Designers	PRINCIPALS & DESIGNER/SPECIFIERS	BREAKDOWN % OF 1989 PROJECTS										ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.			
					OFFICE	HOTEL	BANKS	STORES	RESTS.	HEALTH	EDUC.	GOVT.	RESID.	RELIG.	OTHER	mil +	500G +	100G +		< 100G		
<b>AR Designs Mobile, AL</b>	I	3	3	T. Allen Reimer, Designer/Owner; David R. Mugg, Architect	15	10	20		40	10					5							• Hemingway's Cafe, 7,000; Exec. Ctr. Office Towers, 104,000; Commerce Bldg., 99,500; Mobil Hist. Devel. Comm., 4,500; House of Chin Restaurants, 4,200
<b>American Furniture &amp; Fixture Co. Richmond, VA</b>	I	16	10	Albert E. Mansueti, V.P.; Robert D. Magann, Exec. V.P.	10		90															• Jefferson National Bank, 25,000; Sandy Spring Natl. Bank, 15,000; One Valley Bank, 25,000; F&M Bank, 12,000; Fredericktown Bank/Trust, 18,000
<b>Architects South Birmingham, AL</b>	A	15	12	Keith A. Petitjohn, Pres.; Frank T. Colby, Jr., V.P.	70		20		5	5												Coopers & Lybrand, 20,000; Vulcan Materials, 120,000; Blue Cross/Blue Shield, 60,000; Acusport Corp., 20,000; AmSouth Mortgage Corp., 60,000
<b>B&amp;P Interiors Jackson, MS</b>	A	32	2	Charles Barlow, Pres./ Architect; David Jenkins, Architect	65		5		15	10	15											• Univ. of MS Medical Ctr., 20,000; Hinds Cty. Human Res., 80,000; DeVille Cinema, 10,000; MS Veterans Hospital, 15,000
<b>Beach Assocs., Architects Kingsport, TN</b>	A	9	9	Robert T. Beach, Sr. Architect; Milton P. Robelot, Arch. Designer	15			5	5	15	35	5	20									• Scott Cty. VA School Bd., 17,000; Dr. Bruce Adkins, 3,000; Rogersville Hsg. Auth., 50,000; Kingsport City Schools, 9,000; Mt. View Townhouses, 32,000
<b>Beard Warwick Cornell Assocs. Washington, DC</b>	I	11	9	Kenneth S. Warwick, Principal; S. Christina Cornell, Assoc., Principal	88			2	2		3	4	1									• Price Waterhouse, 27,000; Natl. Alliance of Bus., 35,000; Scripps Howard News Svc., 11,000; Reid & Priest, 40,000; Arent, Fox, et al, 16,000
<b>Becker/Morgan Architects Salisbury, MD</b>	A	14	2	John Van Fossen, V.P., Head Interiors; Margaret Foster Jorn, Int. Designer	10		10					20	40									• Second National Bank, 30,000; DE Dept. of Transport., 40,000; Dr. A. Azar, MD, 3,000; County Court Hosue, 30,000; Princess Anne Civic Ctr., 10,000
<b>Bennette-Hattan Design Assocs. Washington, DC</b>	I	4	4	Susan Bennett-Hattan, Principal; Ellen Barth, Associate	65			5		10		20										• J. Webb, Inc., 4,000; Forbes Tech. Center, 4,000; United Way of America, 120,000; Construction Co., 4,000
<b>Burnstudio Architects Raleigh, NC</b>	A	6	0	Norma De Camp Burns, Pres./ Principal; Cynthia Langlykke, Assoc.																		• Club 861, 6,900; First Federal Savings, 1,600; WUNC-FM Radio Station, 12,000; IBM Empl. Fitness Ctr., 24,000; Durham Fire Station, 8,600
<b>Burroughs Roos Grierson Washington, DC</b>	I	25	20	Marilyn S. Burroughs, Owner; A. Kenneth Roos, Owner	90		5	3	2													• Bur. of Natl. Affairs, 250,000; Philip Morris, 15,000; Abrams & Assocs., 155,000; Bond Beebe Barton et al, 20,000; Bonner & O'Connell, 8,500
<b>CMSS Architects Virginia Beach, VA</b>	A	35	3	Bettina Dickson, Head Interior Designer; Mark Gavrish, Interior Designer	50	20	15		10			5										• First American Bank, 25,000; Faraday, 75,000; Crestar Bank, 125,000; Patrick Henry Corp. Ctr., 60,000; The Computer Co., 70,000
<b>Carolina Contract Design Winston, NC</b>	I	3	2	Janet L. Ernst, Principal Designer; Sherri Moser, Designer		92			8													• Ramada Inn North, 70,000; Comfort Inn, 35,000; Southern Bed & Breakfast, 16,000; Lob Steer Restaurant, 4,900

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					OFFICE	HOTEL	BANKS	STORES	RESTS.	HEALTH	EDUC.	GOVT.	RESID.	RELIG.	OTHER	mill +	500G +	100G +	
Columbia Business Furniture Alexandria, VA	D	41	9	Susan Gilligan, Des. Dept. Mgr.; Guy D. Postern, Pres.	30	10							60				•	Banks, 100,000; R&D, 50,000; Attorneys, 150,000; Government, 400,000	
Commerical Designs Charlotte, NC	I	4	4	Kitty W. Stutts, Pres.; Ruth Cline, Designer	50					50							•	Miller Clinic, Inc.; Bank of Mecklenburg; Carolina Neur. Clinic; Rock Hill City Hall	
DAASAS Design Baltimore, MD	A	2	2	Demos Anastasiades, Principal Designer; Sue Ann Stonesifer, Asst. Designer	20				50				30				•	Baron's Restaurant, 10,000; Eclipse Club, 10,000; Essex Residential, 4,000; Big Bear Inn, 3,000; Pizza Roma, 1,500	
Marcia Davis & Assocs. Atlanta, GA	I	6	5	Marica Davis, Pres.; Sarah Kamp, Sr. Designer	35	55	5						5					NY Marriott Fin. Ctr., 60,000; Norfolk Marriott, VA, 150,000; Norfolk Conf. Ctr., 90,000; Post Properties, Inc., 40,000; Barnett Bank, 35,000	
Designers East Lexington, KY	I	6	4	Carol Scinta, Partner; Gail Moses, Partner	5			80	10					5				A Taste of Kentucky, 1,800; Orvis/The Sporting Trad., 3,000; Chevy Chase Plaza., Duck River, 1,200; Great Pretenders	
Design Exchange Vienna, VA	I	4	3	Carolyn M. Schebish, Pres.; Maureen F. Weber, Int. Designer	20				10	20			40	10			•	Dr. Stephen Stern, 2,400; Dr. Milton Star, 1,800; Randolph Williams, Model, 3,500; Tivoli Restaurant, 6,000; Israel Aircraft Offices, 925	
Design Professional Dothan, AL	A	11	3	Burrell A. Dudley, Chief Design Coord.; John Hankin, Program Dir.	32	5			5			8		50		•	City Hall of Emelle, 5,500; Pickle Factory, 100,000; St. John Baptist Church, 54,500; Hope Chapel, 45,000		
The Design Studio Reston, VA	I	6	5	Dalia Brown, Head of Des./V.P.; Judith Foest, Pres.	85								15				•	Coca Cola, 50,000; Centel, 35,000; Natl. Food Processors Assn., 20,000; UOSA/Upper Dayvan S. Auth., 50,000; Rees Broom Diaz PC, 15,000	
Designs Intl. Palm Beach, FL	I	16	4	Mark W. Olesen, Owner; Scott McDaniel, Designer	35		4	26	10				25				•	Embassy, Palm Beach, 4,600; William Whitehead Estate, 12,000; Dubois Chemical, 7,435; Kennedy Estate, 10,648; J. Martin Galleries, 5,400	
Drawing Board Atlanta Jonesboro, GA	A	4	1	Phillip Andrew Jessup, Pres.; Sandra D. Buritz, Assoc.	10		4	5	5		4		75				•	T.H. Kabob's, 762; Hanners & Assoc., 3,400; Osborner Properties, Inc., 24,000; Lane Academy Day Care Ctr, 4,800; Misc., 12,000	
Duckett Marchant Atlanta, GA	I	9	9	Karen I. Duckett, Pres.; Edward Estes, Design Director	10					35	5	50					•	Fulton Cnty. Justice Cmp., 685,000; East Point Law Enf. Ctr., 68,000; HCA W. Paces Ferry Hosp., 50,000; Georgia Air Natl. Guard, 241,000; Koger Ctr. Office Park, 50,000	
Dukes Design Group Orlando, FL	I	3	2	Lisa Wall Dukes, Owner; Sharon Crowley, Interior Designer	20					70			10				•	HCA Hospital, 59,000; Orlando Gen. Hosp., 4,600	
Environmental Planning Design Assocs. Ft. Lauderdale, FL	I	7	4	Lanie Frazer Golding, V.P./Design; Melissa Anderson, Project Dir.	5		90			5								John Knox Village, 55,000; Misc. Banks, 48,000; Freund & Fisher, 7,000	
Fabian Designs Winter Park, FL	I	1	1	Robert L.M. Fabian, Pres.		100			80	10							•	Premier Deli, 3,500; La Suite Hotel, 6,000; Econolodge Hotel, 4,500; A. Murray Dance Studio; 2,400; Restore World, 5,000	

# WHO'S WHO

## Directory/South

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					OFFICE	HOTEL	BANKS	STORES	RESTS.	HEALTH	EDUC.	GOVT.	RESID.	RELIG.	OTHER	mill +	500G +	100G +		< 100G	
David Jay Feinberg Miami, FL	A	6	2	David Jay Feinberg, Architect	10	10	5	25	35	5				10					•	Edison Marketplace, 33,000; Sizzler Steak Restaurant, 6,000; Hampton Inn, 20,000; Washbowl Laundry, 8,000; Edison Gardens Apts., 55,000	
Sheryl Fox Assocs. Jackson, MS	I	3	3	Sheryl Fox, Owner/Designer; Lorrie Driver, Designer	40		30				10	10	20							•	US Army Corps/Engineers, 25,000; Briarwood 1/Mutual Benef., 90,000; American Funeral Assur., 40,000
Freeman & Livingston Design Birmingham, AL	I	8	7	Kathy Freeman, Pres./Designer; LaHayne Livingston, Designer	65		10				10		10	5						•	Brookwood Int. Medicine; Alabasco Corp. Offcs., 35,000; Tarus, 16,000; Colonial Properties, 3,000
F. Robert Fritz Interior Design St. Petersburg, FL	I	1	1	F. Robert Fritz	300		30				20			10	10						Karl Flammer Ford, Inc., 15,000; Pinellas Children Ctr., 7,500; James B. Tobias, MD, 9,000
W.R. Frizzell Architects Ft. Myers, FL	A	45	3	Ray Jensen, Pres.; Kay O'Pry, V.P.	30		20	10	10		20									•	Lee County School Board, 75,000; Hillsborough County; United Telephone, 15,000; NCNB Main Office, 5,000
General Hotel/Restaurant Supply Corp. Miami, FL	I	110	3	Walter Simon, V.P.; Jeffrey Simon, V.P.		40			50	10										•	Quality Inn, 2,200; Gelateria Italiana, 1,600; Batch Air, 2,675; Govt. Ins. Co., Nassau, 35,000; Royce Hotel, 11,750
George, Miles & Buhr Salisbury, MD	A	34	0	Finith E. Jernigan, II, Partner; John L. Graham, III, Partner	5	25	5	40	5	5		10		5						•	Edwards 5&10, 40,000; Wicomico County Airport, 30,000; St. Pauls Episc. Church, 20,000
Beth Green & Assocs. Jackson, MS	I	4	4	Beth Green, Owner/Principal Designer; Kathryn King, Assoc. Designer	60				5	30				5							Jackson Intl. Airport, 100,000; HC Bailey Corp. HQ, 65,000; Andrew Jackson Life Group, 35,000; Ross & Yerger Ins., 14,000; Colonial Country Club, 30,000
The Heiserman Group, Chartered Silver Spring, MD	A	8	3	Michael Heiserman, Pres.; L. Jerome Meyer, Project Architect	15			30	10			20	10		15						The Cosmetic Ctr., 17,000; Sassafra, 21,000; Fauntles Drug stores, 50,000; Stewart Office Bldg., 15,000; Bldg. 12, Arlington Svc., 12,000
H. Allen Holmes Jupiter, FL	I	8	5	H. Allen Holmes, Principal/Interior Des.; Juanita Gopie, Assoc. Interior Designer	19			1		10				70						•	Loggerhead Plaza, 4,000; Esplanade, Cambridge, MA, 6,000; Private Residence, Nassau, 8,000; Ken Thomas Ins., Jupiter, 2,500; Private Residence, Jupiter, 6,500
Hospitality Contract Services Cordova, TN	D	16	4	Edna Pleasants, Dir. of Design; Carolyn Sisc, Int. Designer/Acct. Exec.		95			5											•	Ramada Inn, W. Memphis, 10,500; Holiday Inn, Hershey, PA, 100,000; Ramada Inn, MS, 9,000; Comfort Inn, E. Lansing, 5,000; Omni Hotel, Memphis, 40,000
Interior Assocs. Knoxville, TN	I	5	5	Harold Duckett, Principal; Beth Worthington, Associate	20		30			15	25		10							•	Hartco Corp. Office, 3,500; Trotter's Restaurant, 5,000; Medic Regl. Blood Ctr., 7,500; Univ. of Tennessee; TN School for the Deaf, 140,000
Interior Details Winston-Salem, NC	I	2	2	Emmy Knott Williams, Pres.; Kendell Youngs Wentzel, V.P.	50		20	10			20										Hege Memorial Library, 60,000; Byron Corp. Ctr., 10,000; Bull/Honeywell, 5,000; Guilford College, 27,000

FIRM	Category	Total Employees	Designers	PRINCIPALS & DESIGNER/SPECIFIERS	BREAKDOWN % OF 1989 PROJECTS											ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.				
					OFFICE	HOTEL	BANKS	STORES	RESTS.	HEALTH	EDUC.	GOVT.	RESID.	RELIG.	OTHER	mill +	500G +	100G +	< 100G					
Thomas A. Johnson Tampa, FL	I	1		Thomas Johnson, Owner	70		20										10					•	Residences, 5,000; Real Estate Office, 1,000; Space planning, 6,000; Landscape, 6,000	
Harris Johnson & Assocs. Coral Gables, FL	I	8	8	Lori Harris Johnson, Pres.; David Wearne Johnson, Architect	45		30			25												•	St. Francis Hospital, 20,000; Samimy, Oberstein et al, 5,000; 1st Nationwide Bank, NY 65,000; FNB-Des Peres, MO, 5,000; Oceanic Steamship Co., 8,000	
M. Jones Assocs. Atlanta, GA	I	5	0	Margo Jones, Pres.; Pamela E. Yarger, Project Designer	98		2															•	Paragon Group, 560,000; Shannon Properties, 120,000; Northwestern Mutual Life, 12,000; Equitable Real Estate, 80,000; Georgia World Cong. Ctr., 4,500	
KDA Marietta, GA	I	40	4	Connie Nix Lyle, Interior Design Dir.; Jan Smith, Sr. Designer	20	5	65		5								5					•		
W.L. Koch Assocs. Ormond Beach, FL	I	3	3	Walter L. Koch, Pres.; Greta L. Koch, V.P.						30	20										50		•	Embry Riddle Univ., 24,000; Fixtur-World, Inc., 40,000; Rowe Intl., 35,000; Briley Wild Assoc., 15,000
Joan Critz Limbrick Interiors Fredericksburg, VA	I	7	3	Joan C. Limbrick, Interior Designer	15				10	60							15							Mary Washington Hosp., 8,000; Medicorp Svcs., Inc., 1,500; Mary Washington College, 1,500; Cardiology Assocs., 2,500; Board of Realtors, 2,500
Lyman & Davidson Atlanta, GA	A	3	0	Rowland Davidson, Pres.; Steven G. Lyman, V.P.	70			10									10		10					NGA Ky HQ., 13,500; T2 Medical, 8,200; GA Home Therapeutics, 12,100; Hallmark Electronics, 10,600; Instrument Repair Svcs., 14,400
McCarty Holsaple Knoxville, TN	A	30	4	Bruce McCarty, Chrmn. of the Board; Douglas McCarty, Pres.	30	5			5	10	50											•	Bekaert Steel Cord Co., 50,000; Univ. TN Hosp. Off. Bldg., 50,000; Hodges Doughty/Carson Law, 19,000; Univ. TN Football Trng., 30,000; Sidney Gilreath & Assoc., 8,000	
Modulus Miami, FL	A	4	4	Julio J. Baladron, Pres.; Abel I. Esteva, Secy./Treas.	50			20	20								10						•	Victor's Cafe, 12,000; Hospice Care Main Offices, 15,000; De Ara Travel, 1,500; Miami Disc, 3,000; Tunkey Residence, 5,000
NB: Kloss Interiors Atlanta, GA	I	71	7	Ted Kloss, Pres.; Niles Bolton, C.E.O.	30	20	25										15		10			•	Hyatt Orlando, 12,000; Barnett Bank HQ, 68,000; Post Properties HQ, 35,000; Hamilton Dorsay Alston Co., 18,000; Moraine Country Club, 20,000	
OGGI by Frederick Miller Interiors Baltimore, MD	I	4	2	Frederick M. Miller, Dir. of Design; Alan Calnek, Designer				50									50							Stansbury Stereo, 16,000; ATC, 5,500; Residences, 11,500
Ohn Wyatt Interiors Cape Coral, FL	I	3	3	Nancy Anderson, Pres.; Marge Gorsuch, Design Assoc.	20	5	15	10	10								40					•	Restaurant, 5,000; Funeral home, 10,000; Motel lobby, 900; Law office, 1,275; Dress shop, 1,400	
Oldham & Seltz Washington, DC	A	61	29	Ted Oldham, Partner; Iver Viehe-Naess, Principal	80	10			5								5					•	Mesirov, Gelman, Jaffe, 100,000; Seyfarth, Shaw, et al, 50,000; Willey, Rein & Fielding, 86,000; Natl. Council on Aging, 35,000; US News & World Report, 36,000	
PH&J Architects Montgomery, AL	A	35	1	Charles Humphries, Sr. Principal; Beth Eubank Ford, Interior Designer	10		10					50	30									•	Auburn Univ. Library; Basic Civil Engrn. Complex; Russell Cnty. High School	

# WHO'S WHO Directory/South

FIRM

Category  
Total  
Employees  
Designers  
PRINCIPALS &  
DESIGNER/  
SPECIFIERS

## BREAKDOWN % OF 1989 PROJECTS

## ANNUAL DOLLAR VOLUME

OFFICE HOTEL BANKS STORES RESTS. HEALTH EDUC. GOVT. RESID. RELIG. OTHER  
mill + 500G + 100G + <100G

CURRENT PROJECTS  
NUMBER OF SQ. FT.

### 100,000-499,999 Sq. Ft.

Bert Primo Assocs. Vienna, VA	I	8	8	Bert Primo, Pres.; Karen Moser, Associate	80	10	5											5	•	Sato Travel, Inc., 75,000; Ameribanc, 40,000; Ebasco, 21,000; MD-IPA, 30,000
Professional Design Svcs. Asheville, NC	I	2	2	Loretta Prokop, Owner/Principal Designer	15	4				53	20							8	•	Presbyterian Coll., 12,000; Presbyterian Coll. Dining, 6,300; Highland Hosp., 21,500; Square D-Fitness Ctr., 3,000
Rancorn Wildman Krause Brezinski Tabb, VA	A	28	1	Carole G. Wydur, Associate	40						50							10	•	Phoebus Library, Hampton, 6,000; Russell Library, Chesapeake, 15,000; Newport College Library, 39,000; Employees Credit Union, 4,400; Hampton Rds. Plastic Surg., 8,000
Owen Smith & Willis Architects Raleigh, NC	A	6	3	Owen F. Smith, Partner; James Willis, Jr., Partner	20						60							10	•	NC State Univ., 50,000; Hayes Barton Church, 20,000; Carteret Cty. Bd. of Ed., 100,000
Robert F. Smith & Assocs. Atlanta, GA	I	10	10	Robert F. Smith, Pres.; Edward A. Cave, V.P.	85				15										•	AT&T, 87,600; Trust Co. Bank, 8,000; Measurex Systems, Inc., 31,500; The Donovan Cos., 7,530; Wintergreen Resort, 38,250
Spaceplan/ Architecture Interiors & Planning Asheville, NC	A	15	3	G. Carroll Hughes, Principal; Rosaleen D. Feeser, Interior Designer	15				15	60								10	•	Memorial Mission Hosp., 300,000; Pack Pl. Educ. Center, 92,000; Mountain Area Hospice, 10,500; Sand Hill Elem. School, 80,000; PWA Bldg., 22,000
Wishman & Searl Design Group Plantation, FL	I	20	15	Gwen Wishman, Div. Pres.; Robert Searl, Div. Pres.	100															Royal Bank of Canada, 70,000; S.G. Warburg, 30,000; Murphy Durien, 10,000; Holland & Knight, 78,000
Toby Zack Assocs. Fort Lauderdale, FL	I	14	5	Toby Zack, Pres.; Louis Shuster, V.P.	10			10										70	•	Crocker & Co. Restaurant, 10,000; Welsh Residence, 12,000
Edward Snowden d'Avi Architects Ocala, FL	A	6	3	Edward S. d'Avi, Pres./Architect; Kay Kelly, Interior Designer	10					6		70	4	7	3					

### 500,000-999,999 Sq. Ft.

American Business Interiors Melbourne, FL	D	40	9	Kan C. Chang, V.P. Interior Design Div.; Janine Cleveland, Sr. Int. Design	40		10			30	5	15							•	Premier Cruise Lines, 70,000; NASA, 330,000; Lawnwood Reg. Mem. Hosp., 200,000; Harris Corp., 20,000; Corplex Development, 100,000
Associated Interior Design Columbia, SC	I	52	7	D. Geary Winstead, V.P./Dir. Design; Hariett Dubose, Asst. Dir. Design	80		13		1	1		5							•	Blue Cross/Blue Shield, 105,000; Seibels Bruce Ins. Co., 30,000; S.C. Dev. Board, 16,000; U.S. Air Force, Shaw Air, 32,000; U.S. Air Force, Nashville, 30,000
Irv Beck Interiors Miami, FL	I	3	3	Irv Beck, Owner	50													50		
Bullock-Tice Assocs. Pensacola, FL	A	33	10	John P. Tice, V.P., Marjorie Feltus, Dir./Proj. Mgr.	15		10			10	15	30	10	10					•	Alabama Electric HQ, 40,000; Pensacola Jr. College, 80,000; Webb- Brown et al, 115,000; Environmental Protection, 55,000; Air Force Reserve HQ, 100,000

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					OFFICE	HOTEL	BANKS	STORES	RESTS.	HEALTH	EDUC.	GOVT.	RESID.	RELIG.	OTHER	mill +	500G +	100G +	< 100G		
Carlsten Assocs., P.C. Atlanta, GA	I	35	7	C. Wayne Olander, V.P.; Shelley D. Smith Architect, V.P.	90			2	2	4				2				•			Am. Intl. Group, 125,000; Digital Equipment Corp., 60,000; Fulton Fed. Sav./Loan, 87,000; Nisse-Iwai Am. Corp., 6,000; Laing Properties, 150,000
Charlton Interiors Savannah, GA	I	5	2	Angelia B. Russell, Pres./Interior Des.; B. Chandler Rhodes, Interior Designer	10	2			10	40	18				20				•		Am. Family Broadcasting, 50,000; Willingway, 12,000; Parent/Child Devl. Svcs., 15,000; Appling General Hospital, 15,000; Ogeechee Area Mental Ctr., 20,000
CHK Interior Design & Space Planning Silver Spring, MD	A	151	15	Jack S. Kerxton, Principal, Int. Design; Jack C. Cohen, Chrmn. of the Board	40										20	40		•			Wash. Suburban Sanitary, 300,000; Centerpark II, 120,000; 1300 Spring St. Off. Bldg, 95,000; Adas Israel Congregation, 100,000; Wash. Hebrew Congregation, 10,000
Contract Interior Services Annapolis, MD	D	26	7	Sherri Nester, Dir. Interiors; Sherre Bosch, Pres.	45		20	5		25			5						•		Anne Arundel County, 120,000; Arundel Genl. Hospital, 50,000; Prince George County, 100,000; MD/VA Milk Prod. Assoc., 30,000
Contract Purchasing & Design Boca Raton, FL	I	19	3	Steve Lewis, Pres.; Susan Breitbart, Design Dir.		90			10											•	Hampton Inn, VA, 44,600; Falcon Inn, GA, 50,600; Holiday Inn, SC, 47,200; Days Inn, FL, 60,200; Best Western, FL, 62,000
Cooper Carry Studio Atlanta, GA	I	24	24	Frank Farrington, Pres.; Robert Meyhaus, V.P.	80	5		10	5										•		IBM/Natl. Dist. Div., 76,000; The Home Depot, 360,000; Barnett Banks, Inc., 750,000; RJR Nabisco, 210,000; Natl. Service Industries, 140,000
Corporate Design Huntsville, AL	D	12	4	Julie Jackson, Designer; Emily Clark, Designer	45					10			40	5						•	Raytheon, 45,000; Hitachi Seiki, 65,000; General Electric, 30,000; Acustar/Chrysler, 100,000; South Trust Bank, 20,000
Corporate Interiors Knoxville, TN	A	20	9	Sandra T. Fitzgerald, Pres.; Shawn Budd, V.P. Design	25		22	3	5	45										•	Roddy Coca Cola Bottling, 25,000; Hertel Cutting Tech., 24,500; Thompson Cancer Survival, 85,000; Ft. Sanders Reg. Medical, 100,000; Cherokee Valley Bank, 75,000
Design Assocs. Greensboro, NC	I	3	2	Nancy W. Lasater, Project Mgr.; Ellen J. Coffey, Sr. Designer	60		10			10					20					•	Sara Lee-Hosiery Group, 250,000; Greensboro News & Record, 30,000; 620 Corp., 100,000; Silver Screen Mgmt. Co., 10,000; Financial Gorup, 12,000
Design Team Assocs. St. Petersburg, FL	I	7	4	Carol Green, Pres.; Patti Halstead, Sr. Designer	15		10			70					5					•	Mt. Sinai Cancer Ctr., 16,200; Temple Univ. Cancer Ctr., 12,133; Parkway Regl. Med. Ctr., 205,000; C&S Bank, 13,703; Palmetto Genl. Hosp., 45,000
Designers East Lexington, KY	I	7	7	Carol R. Scinta, Partner; R. Gail Moses, Partner	10		5	30	25				5	25						•	9 Pont Mesa Restaurant, 18,000; AllSports, 4,000; Great Pretenders, 500; Orvis, 6,000
Nancy Foreman Design Timonium, MD	I	25	25	Nancy Foreman, Pres.; Marcy Handshaw, V.P./Richmond	60			5		15	10		4	6					•		Whiteford Taylor Preston, 30,000; Jones Lang Wootten, 225,000; Trammell Crow Co., 71,000; Nolan Plumhoff Williams, 29,000; Gensaar Stone Products, 30,000
Friday Design Group Washington, DC	I	20	17	Sandra Ragan, Pres.; Jeanne Nutt, V.P./Dir. Int. Design	50		10	10	10	2	2	15		1						•	

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					OFFICE	HOTEL	BANKS	STORES	RESTS.	HEALTH	EDUC.	GOVT.	RESID.	RELIG.	OTHER	mill +	500G +	100G +	< 100G		
<b>Geoghagan Design Group</b> Memphis, TN	I	4	3	Brenda S. Geoghagan, Owner	45	50				2	1				2				•	Crescent sound/Light Co., 5,000; Pete Fountain Prods., 5,000; Wyatt Co., 16,000; Coconut Grove Hotel, FL, 60,000; Residence Inn, WI, 100,000	
<b>Hayden Design Assocs.</b> Winston-Salem, NC	I	6	5	Donna Hayden, Owner/Pres.; Linda Thorup, V.P.	50		40		2.5	5					2.5					•	Southern Natl. Bank Hq., 115,000; Holiday Inn Four Season; First Home Federal; South. Natl. Bank Branch, 40,000
<b>Hitchcock-Architects</b> Baltimore, MD	A	5	2	Allen Hitchcock, Pres.; Vivek Ramasamy, Designer	35				10	15		10	30							•	Questar Mgmt. Corp. Hq., 15,000; SRA Hqs. Facility, 10,000; Weyerhaeuser Paper Prods., 25,000; Mid-Atlantic Mgmt., 7,000; Arundel County Govt., 18,000
<b>Inter Tech</b> Alexandria, VA	I	8	0	Thomas R. Otey II, Pres./CEO; Frank Deichmeister, Sr. Architect	75			23				2							•	Hadid Devel. Corp., Wash., 116,000; The Rouse Co., 55,000; May Centers, 31,000; E.D.C. Assoc., 185,000; 8500 Assoc., 72,000	
<b>Interior Design Assocs.</b> Nashville, TN	I	9	9	Bonnie Manson, Pres.; Dianne Tankersley, V.P.	10	12	8	12	0.5	24	0.5		5		28				•	Forum Group-Knightsbrige, 220,000; GHM-Village of 7 Hills, 300,000; Opryland Music Group, 22,000; Houston NW Womens' Atrium, 75,000; Franklin Am. Life Ins., 30,000	
<b>Manley Interior Planning</b> Myrtle Beach, SC	I	3	3	E.G. Manley, Facility Planner/Owner	40		40					20								•	Peoples Fed. S/L Assn., 35,000; Santee Cooper Admin. Comp, 43,000; Peoples Fed. Admin. Ctr., 45,000; Pepsi Cola Bottling, 8,000; Regency Jewelers, 4,000
<b>Mastercraft Business Int.</b> Alexandria, VA	D	250	25	Robert Moore, Dir./Contract Div.; Joan Lenahan, Dir./Interior Design	80	5		1	1	1		10	1	1						•	Embassy of Italy; Potomac Electric Power; George Wash. Univ. Hosp.; Catholic Univ. of Am.; WUSA-TV/ CBS Affiliate
<b>Odell Assocs.</b> Charlotte, NC	A	210	14	Sherry M. Kennedy, Principal; Catherine A. Skala, Associate	35	5	10			35	5	5			5				•	State Corp. Comm. Hq., 286,000; 1st Fed. Savings/Loan, 66,000; Michelin N.A. Hq., 192,840; VA Housing Dev. Auth., 140,000; Fed. Resv. Bank Richmond, 266,000	
<b>Probst Mason Architects</b> Baltimore, MD	A	22	1	Bruce A. Manger, Architect; Dwight M. Douglass, Project Mgr.	5		10	2		2	46	10	2	8	15				•	Balt. County Credit Union, 1,000; County Bank & Trust Co., 12,000; Carroll County College, 90,500; Havre de Grace Bank, 3,500; Taneytown Bank & Trust, 28,000	
<b>Resort Properties Design</b> Oakton, VA	I	5	4	Jan Huss, Pres./Dir. of Design; Wanda L. Hughey, Interior Illustrator		40			40						20				•	Pier 7 Restaurant, DC, 130,000; Brighton Stes. Hotel, MD, 50,000; Hilton Inn, MD, 15,000	
<b>Roberton-Yott Design Assocs.</b> Ft. Lauderdale, FL	I	6	3	Nancy Roberton-Yott, Dir. Design Svcs.; Maureen Longfellow, Dir. Facilities Mgmt	60		10				10		20						•	Mony Financial Svcs., 23,000; Technical Mktg. Inc., 6,000; Economalis Limited, 7,500; Oxford Investments, 5,500; Atrium Center, 50,000	
<b>Signal Design Group</b> Chattanooga, TN	I	4	3	Ann Weeks, Pres.; Pam Johnston, V.P.	30		50	5	5	5		5							•	Am. Natl. Bank, 100,000; Sovran Bank, 50,000; WRCB-TV 3, 30,000;	



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					OFFICE	HOTEL	BANKS	STORES	RESTS.	HEALTH	EDUC.	GOVT.	RESID.	RELIG.	OTHER	mill +	500G +	100G +	<100G					
Sisler-Williams Assocs. Jay, FL	I	5	3	Judith Sisler, Pres.; Rita Williams, V.P.	10	20			10	10								50				•		Ponte Vedra Inn & Club, 43,184; Cypress Vill. Retirement, 224,000; Collier Classic Homes, 10,000; Magnolia Pointe Sales, 17,545
Starling Fattahi Assocs. Coral Gables, FL	I	9	4	Dawn A. Starling, Pres.; Fereshte Fattahi, Tres./Secy.	10	75			10									5						Pier House Inn, 136,000; Pier 66 Resort, 500,000; Comfort Inn Miami, 100,000; Monty's Bayshore Complex, 60,000; Susan Gilbert & Co., 4,000
Sterett Interiors Owensboro, KY	I	4	1	Nancy Sterett, Designer	30		10				50							10					•	Mercy Hospital, 50,000; Owensboro Hospital, 450,000
Swarm & Assocs. Architects Bethesda, MD	A	10	5	M. Jane Petroc, Facilities Planning Dir.; Heidi Izadi, Interior Design Dir.	25	15	5	35	5	5	5	10											•	Blockbuster Video, 50,000; Kemp Mill Record Stores, 65,000; smith Pachter Offices, 12,000; N. Pollard Shopping Ctr., 20,000; Leesburg Medical Bldg., 20,000
Techline Atlanta Kennesaw, GA	D	5	3	Kerry S. Farr, Pres.; Patricia L. Farr, Secy.	30	1	1	1		30	2	5	30										•	Scottish Rite Childresn, 100,000; Kennestone Hosp. Intern., 15,000; N. Gwinnett Medical Arts, 30,000; Mosley, Sweat, Thompson, 13,000; Interstate, Johnson Lane, 10,000
Walter Robbs Callahan & Pierce Architects Winston-Salem, NC	A	29	1	C. Laurence Robbs, Principal-V.P.; Rence Callahan, Principal-V.P.	90			10															•	R.W. Barringer Dist. Co., 60,000; NC St. Coll. of Textiles, 298,000; NC Dept./Publ. Instruc., 330,000; SLEM Partnership, 7,500
Wedding + Assocs., Architects Saint Petersburg, FL	A	30	1	Jo Forrest McCabe, Int. Designer/Space	85		5	2.5	2.5	5													•	Barger Builders/Develop., 300,000; Merchants Assn. of FL, 5,000; Barger Builders/Develop., 60,000
Wisnewski Blair & Assoc. Alexandria, VA	A	60	15	Joseph J. Wisnewski, Pres.; Jerre D. Bradshaw, V.P.	80	2	3	2	3			5											•	Magnus Group, 10,000; Colonial Ctr. Assocs., 250,000; Ctr. for Innovative Tech., 30,000; Potomac Investment Assocs, 200,000; Internal Revenue Svc., 150,000
Wolfberg, Alvarez & Assocs. Miami, FL	A	125	8	Shelley Wolfberg, Dir. Interior Design; David Wolfberg, Principal	25		10		10	25	10	10											•	Veterans Administration, 1,000,000; Cordis Corp., 150,000; Broward County Schol. Bd., 180,000; Genl Svcs. Administration, 300,000; Specialty Care, Inc., 200,000

## Over 1,000,000 Sq. Ft.

AEPA Architects Engineers Washington, DC	A	60	5	Alfred H. Liu, Pres.; Peter Kraemer, Dir. Interior Design	30				15	20		30												Far East Center, 1,000,000; Pension Benefit Guaranty, 50,000; PG County Bldg., 80,000
Architects Dayton & Thompson Richmond, VA	A	18	3	Delmar L. Dayton, Principal; Fred M. Thompson, Principal	60		10	5	5	10	10													Philip Morris, USA Mfg., 250,000; VA Commonwealth Univ. Lib., 79,000; Contel of VA, 34,000; Louisa Medical Bldg., 6,900; Progressive Insurance, 22,000
Architectural Interiors Washington, DC	I	60	48	J.L. Meadows, II, Principal; Dominic Venuto, Principal	75							25											•	Freddie Mac HQ, 405,000; Kay Kewellers, Inc. HQ, 160,000; Legent Corp. HQ, 100,000

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					OFFICE	HOTEL	BANKS	STORES	RESTS.	HEALTH	EDUC.	GOVT.	RESID.	RELIG.	OTHER	mill +	500G +	100G +	100G					
Donald C. Aremth, Ltd., Baltimore, MD	I	5	2	Donald Aremth, Pres.; Jeffrey Kearney, Designer	30		30													40				Land Design Research, 1,000; Fair Lanes Inc., 100,000; U.S. Dept. of Education, 50,000; 1st America Bank, 5,000; 1st National Bank, 5,000
Associated Space Design Atlanta, GA	I	61	43	Richard E. Stonis, Pres./CEO; Thomas A. Williams, Exec. V.P.	90		3					1	5			1		•						AT&T Regl. HQ., Atlanta, 750,000; Anchor Glass Hdqtrs., Tampa, 100,000; Chase Manhattan Bank, Tampa, 133,500; Gen. Svs. Admin. Atlanta, 200,000; IBM, Washington, DC, 300,000
Barrett & Assocs. Arch. Atlanta, GA	A	30	16	Mike Schneider, Principal, V.P.; Julie Wright, Dir. of Design	85			4	6							5		•						Prentice-Hall, 64,000; Metropolitan Life, 12,000; Hazelhurst & Assocs., 25,000; Genuine Parts Natl. HQ., 60,000; Physicians Tower, TN 120,000
Scott Bray Design Assocs. Altamonte Springs, FL	I	4	4	H. Scott Bray, Pres.; Londa Brady, Design Dir.	90									2					•					DeWolf, Ward, O'Donnell, 13,537; Litchford, Christopher et al, 10,588; Rest. Admin. Svcs.; Wendy's Majik Mkt. Corp. Offices, 32,000; US Assurance Co., 28,500
Capitol Business Interiors Charleston, WV	D	26	5	James R. Tilson, Pres.; Brenda Tilson, V.P. Design Director	30	4	3	2	10	15	5	30										•		Cellular One, 15,000; Arthur B. Hodges Sr. Ctr., 12,000; AT&T, 92,000; Midwest CATV, 9,000; Mary Babb Randolph Cancer, 47,000
Clark Tribble Harris & Li, Architects Charlotte, NC	A	245	20	Mike Tribble, Principal; Dave Wagner, Principal	80	5	10	5										•						Circuit City Corp. HQ, 288,000; Spartan Foods Corp. HQ, 200,000; Volvo/GM Comms. Ctr., 23,000; AT&T Gateway Ctr., 110,000; Volvo/GM Tech. Ctr., 136,000
Columbia Design Interiors Columbia, MD	I	19	19	Barbara Dellinger, Pres.; Scott Grice, Principal	80					10	4	4	2						•					Balt. Gas & Electric Co., 35,000; Community Realty Co., 180,000; Columbia Freestate Health, 200,000; Baltimore Sun, 250,000; Emory Hill & Assoc., 150,000
Commercial Image Nashville, TN	I	4	3	Ron Smith, CEO; Nancy Leach, Pres.	50	1	1	43	1	1						3			•					Bendix-Jidosha Kiki, 12,000; Becton Dickenson, 12,000; Am. Residential Chateau, 45,000
Commercial Office Furn. Tallahassee, FL	D	18	4	Mary Keenan Churchill, Dir.; Leslie Anderson, Designer															•					State of Florida, 400,000; Taorian, 100,000; General Dynamics, 100,000; Barnett Bank, 50,000
Creative Expressions Lorton, VA	I	3	3	Laura A. Frick, Owners; Lisa Vicher, Asst. Designer									100						•					Prince William Cty. Govt., 250,000; Loudoun Cty. Govt., 125,000; Naval Warfare MD Fed. Govt., 150,000; Vimt Hill Sta. Fed. Govt., 25,000
Davis, Black & Assocs. Birmingham, AL	A	19	5	John E. Davis, Jr., Pres.; Robert M. Black, V.P., CEO	25				10	10	10	40	5					•						S. Cent. Bell Cafeteria, 20,500; S. Cent. Bell Conf. Ctr., 16,000; S. Cent. Bell Lobby, 16,000; Spain Rehab. Hospital, 30,000; Fairfield Public Library, 3,000
DES Design Extended Svcs. Memphis, TN	D	8	3	Sandy Jones, Sls./Designer; Tom M. Mosiej, Designer	75		10	15											•					AT&T, 5,000; V Alexander, 10,000; Frito-Lay, 1,000; Ed. Patterson, 2,000

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Design Concepts & Assocs. Tampa, FL	I	5	3	Roger C. Hall, Principal; Robert F. Bethea, Principal	92				5										•		One Metro Center, 240,000; Pine Ridge II, 75,000; West Shore Center, 225,000; Lincoln Center, 200,000; Paragon Center, 210,000
Design Continuum Atlanta, GA	I	36	28	Hugh L. Latta, President; Douglas L. Burbank, Principal	5	90	5												•		Hotel Inter-Continental; Embassy Suites Hotel; Disney Beach
Desks & Furnishings Laurel, MD	D	150	5	William J. Dornetto, Jr., V.P./Gen. Mgr.; John Anderson, Interior Designer	85			10													Rampart General, 40,000; P.S.E. & G., 25,000; University of MD, 15,000; J.P. Borkerage, 20,000; Interstate General, 17,500
Deupi & Assocs. Washington, DC	I	60	18	Carlos Deupi, Principal-in-Charge Admin.; Teresita Deupi, Principal-in-Charge/Designer	95	5															Comm. Workers of America, 101,000; Heron, Burchette, 100,000; Charles E. Smith, 810,000; WUSA Broadcast Facility, 89,000; Dow, Lohnes, 80,000
Earl Swensson Assocs. Nashville, TN	A	82	13	Earl S. Swensson, Chm. of the Bd.; Richard L. Miller, Pres.	25	30		5	5	30	5								•		Carron & Black, 400,000; Hilton Suites, Brentwood, 175,000; Hilton Suites, Auburn Hls, 193,000; Channel 5 TV, Nashville, 30,000; CBS Records, 10,000
Eaton Design Group McLean, VA	I	50	11	Gary Internicola, Sr. V.P.; Damien Chaves, Dir. Technical Svcs.	98		2												•		Mitre Corp., Wash. Ctr., 800,000; Drug Enforcement Admin., 400,000; Epstein, Becker & Green, 40,000; Inst. for Def. Analyses, 110,000; Greater Atlantic Savings, 6,000
Edmunds & Hyde Baltimore, MD	A	25	4	John R. Turner, Exec. V.P.; Carol Doering, Dir. Interiors	20		10			50		20							•		
Ellerbe Becket Washington, DC	A	986	72	Mark F. Duckett, V.P.; Carl F. Kemp, V.P.	15	5													•		3M Federal Govt. Affairs, 20,000; Bayview Research Bldg., 60,000; Midland Prof. Off. Bldg., 60,000
Euthenics St. Petersburg, FL	I	12	12	Gene Collins, Pres.; Barbara Riley Collins, Project Mgr.	25		5	5	5	60									•		GTE Directories, 100,000; USC Univ. Hosp., L.A., CA, 275,000; Doctors Hosp. of Modesto, 300,000; Doctors Hosp. of Lakewood, 200,000; Trinity Med. Ctr., Dallas, 200,000
Godwin & Assocs. Atlanta, GA	I	20	16	Barbara Bencic-Clark, Principal; Ken Stephenson, Principal	65		25			10									•		IBM Atlanta, 100,000; Fed. Home Loan Bank, 90,000; Comm. Bank/Douglasville, 35,000; Hewlett-Packard, Houston, 60,000; McCann-Erickson, Atlanta, 25,000
Greenwell Goetz Architects, P.C. Washington, DC	I	68	50	James W. Greenwell, Principal; Lewis J. Goetz, Principal	100														•		Ringling Bros., 55,000; Dominion Bank, 115,000; Edison Electric Inst., 114,500; Home Owners Warranty Corp, 33,000; Pettit & Martin, 30,000
Gresham, Smith & Partners Nashville, TN	A	230	30	Stephen E. Kulinski, Dir. Int. Arch.; Batey Gresham, Founding Partner	45		5	5		43		2							•		Service Merchandise, 300,000; Overnite Transportation, 140,000; Continental Insurance, 23,000; Ernst & Whinney, 40,000; Deloitte Haskins & Sells, 10,000
Harris Hutchings, Fritz & Assocs. Marietta, GA	A	13	5	Betty R. Arnold, Partner/Dir. Interiors; L. Reginald Harris, Jr., Partner	91		2		5	2											AT&T, 250,000; LaSalle Ptnrs. Asset, 80,000; O'Neill Devels., Inc., 150,000; Kern & Co., 150,000

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Heery Interiors Atlanta, GA	A	472	28	Robert A. Morrison, Pres.; Sharon K. Mount, Dir. Facilities Mgmt.	78	20	1		1													MCI Regional Hdqtrs., 250,000; Glaxo Career Dev./Trng., 60,000; Am. Cancer Soc. Corp., 165,000; Scottish Rite Childrens, 100,000; Digital Equipment Corp., 500,000
KBJ Architects Jacksonville, FL	A	80	12	Douglas G. Ferguson, Dir. Int. Des.; Andrew Stafford, Proj. Des.	30	5	30				5	5		5	20							Orlando Intl. Airway, 2,700,000; Jacksonville Intl. Airport, 450,000; Jacksonville Elec. Auth., 175,000; Barnett Banks; Tandem Financial Corp., 40,000
KRA Atlanta, GA	I	5	5	Steven L. Kippels, Pres.; Deborah Derby, Assoc.	50			20	30													Conn. Academy, Atlanta, 15,000; Hyatt Hotel Cerrromar, 10,000; Prudential Capitol, 6,000; Remler Catts Koski, 10,000; Jerry's Rest., Pensacola, 10,000
Kleier & Bendorf Louisville, KY	A	7	3	Gary J. Kleier, Pres.; C. Thomas Bendorf, V.P.	10					90												Kentuckiana Reg. Agency, 15,000; Women's Health Services, 12,000
McQuiddy Office Designers Nashville, TN	D	234	10	Ray Nathurst, Pres.; Ken Murdock, Dir. Tech. Svcs.	50					35		5										First American Bank, 136,000; Northern Telecom; E. TN Baptist Hospital, 153,770; Sovran Bank, 21,000
Mitchell Assocs. Wilmington, DE	I	66	61	Louis B. Rosenberg, Pres.; James F. Barndt, V.P.	45	1	15			30	9											Himont, U.S.A., 150,000; St. Christopher's Hosp., 300,000; ICI Americas, 160,000; DuPont ISD, 130,000; City of Philadelphia, 115,000
Morris * Architects Houston, TX	I	92	17	Gary L. Attergott, Principal; Jerri H. Rush, Principal	25	10	5	15	5	25	15											Vinson & Elkins, 156,000; Market Sq. Public Spaces, 64,200; Charlotte. Publ. Library, 155,000; Texas Heart Institute, 45,000; Moody Gardens, 80,000
Nichols/Page Design Assocs. Ft. Lauderdale, FL	A	8	8	Jeffrey C. Nichols, Pres.; Stephen M. Page, V.P.	70	10	10		10													Manufacturers Hanover, 40,000; Care Plus, 20,000; Citibank, Latino Office, 12,000; Continental Insurance, 20,000; Multinvest, 50,000
OmniArchitecture Charlotte, NC	A	19	6	Donald S. Porter, Partner/Int. Design; Joseph T. Meyer, Sr. Designer	75		10		10	5												McGladry & Pullen, 13,000; Steven Bell & Co., 7,000; Law Enforcement Ctr., 130,000; Wachovia Operations Ctr., 110,000; 1st Union National Bank, 20,000
One Design Center Greensboro, GA	I	12	9	Linda R. Higgins, Pres./Designer; Cynthia F. Folds, Exec. V.P./Designer	10	60		5	23	2												John Q. Hammons Trade Ctr, 40,000; Sheraton Marina, Dunkirk, 65,224; Greensboro City Club, 18,000; Fieldcrest Cannon Corp., 30,000; Wendover Medical Ctr., 50,000
Osgood & Assocs. Atlanta, GA	I	35	35	Gwen Osgood, Pres.; John F. Jerman, V.P.	75						5	20										Fulton Cnty. Judicial Ctr., 850,000; Neely & Player, 40,000; News & Sun Sentinel, 130,000; Hewlett-Packard, 117,000; Georgia-Pacific Corp., 150,000
PDA Florida Lauderdale by the Sea, FL	A	16	12	Larry Godtel, Pres.; Tania Russo, V.P.	80	10				10												

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Peck, Peck & Assocs. Int. Des. Group PPA Woodbridge, VA	I	43	14	Rawls Beard Morgan, Pres.; Gerald P. Peck, Secy./Treas.	5	15							80					•				Master Plan Dept. of Vets, 888,000; Gen. Accounting Office, 185,000; Tradoc US Army Civ. Trng., 8,500; Dept. of Energy, 48,500
Peter J. Pioli Interiors St. Petersburg, FL	I	6	3	Peter J. Pioli, Pres.; Marjorie I. Greene, Assoc. Designer	30				20					48	2					•		Allied Intl. Holdings, 25,000; Laidlaw Waste Systems, 20,000; Basta's Ristorante, 1,500
Ruys & Co. Atlanta, GA	I	20	20	Pete Ruys, Pres.; Ram Game, V.P.	80		5											5		10	•	HBO & Co., Atlanta, 240,000; FSLIC/FADA, Atlanta, 88,000; IBM Charlotte Branch Off., 22,000
Saxelbye, Powell, Roberts & Ponder Jacksonville, FL	A	45	7	Sandra Bradley, V.P.; Jeffrey Rolland, V.P.	35		30														•	Claude Pepper Bldg., 200,000; Larsen Bldg., Dept. Ins., 220,000
L.E. Seitz Assocs. Coral Gables, FL	I	25	18	Dorothy H. Holmes, Sr. Design Assoc.; Albert J. Veres, Sr. Project Mgr.	10	70			10											10	•	Sands Hotel & Casino, AC, 198,000; Country Court Hotels, 600,000; St. Ermins Hotel, London, 90,000
Settles Assocs. Arlington, VA	I	45	45	Carolyn S. Settles, Pres.; Cheryl Broas, Project Dir.	40		10			10											•	Advanced TV Test Ctr., 10,000; Bur. Alcohol, Tobacco, 194,000; Ask Mr. Foster Travel Svc., 45,000; Citicorp/Citibank Br. Bank, 15,000
Smallwood Reynolds, Stewart Interiors Atlanta, GA	I	140	30	Phillip L. Smallwood, Principal; Howard H. Stewart, Principal	73	15	10														•	Belk Stores Svcs., Inc., 585,000; Jefferson-Pilot HQ, 375,000; Interstate/Johnson Lane, 70,000; Bowater Group HQ, 70,000
Spector, Knapp & Baughman Washington, DC	I	12	12	Connie Knapp, Principal; Beth Baughman, Principal	98				2												•	Brown & Wood, 7,000; Long & Foster Commercial, 12,000; Leydig, Voit & Mayer, 7,000; Jackie Chalkley Gallery, 3,000; Natl. Assoc. of Counties, 23,000
Spillis Candela & Partners Interiors Coral Gables, FL	A	219	37	Dean K. Newberry, Partner; Robert L. Blakeslee, V.P.	72		10		5	5	3	5									•	Barnett Banks Inc. HQ, 236,000; Barnett Banks Corp. HQ, 42,000; Deloitte Haskins & Sells, 58,462; AAA Corp. HQ, 410,834; Stearns Weaver et al, 67,500
W. Fred Teale & Assocs. Chamblee, GA	D	6	2	W. Fred Teale, Jr., Exec. Mgr.; Mary Harn, Exec. Admin.	10	50			8	5	7				20							Calvary Baptist Temple, 270,000; Day's Inn Peachtree City, 20,000; Charter Management, 55,000
Thompson, Ventulett, Stainback & Assocs. Atlanta, GA	A	180	30	Raymond F. Stainback, Jr., Prin.; Thomas W. Ventulett, Principal	39	10		35	5	1										10	•	AT&T at the Inforum, 25,509; PA Conv. Ctr., 1,200,000; Amicalola Falls Lodge, 58,300; IBM at Lakeside, 65,000; Carolina Pl. Reg. Mall, 135,000
VDA Assocs. Orlando, FL	A	175	19	Calvin Peck, Managing Principal; Robert W. Kelley, Dir. Int. Architecture	65		5			10	10	10									•	HTE, 14,000; Orlando Genl. Hospital, 30,000; Dean, Mead, Egerton et al, 20,000; The Newport Group, 8,000; Dean Witter Reynolds, 25,000
Ward-Hale Design Assocs. Washington, DC	I	40	40	Donna Ward-Hale, Pres.; John McGrane, V.P.	80		15			5											•	Am. Assoc. Retired Person, 493,000; Hechingers, 225,000; Natl. Assoc. Letter Carr., 90,000; Student Loan Mktg. Assn., 200,000; MCI Mid-Atlantic Div., 163,000
The Weihe Partnership Washington, DC	A	97	17	Joel Rudick, Dir. Space Planning; Alan Cooper, Asst. Dir.	61	20	2		2				2	3								FDIC HQ, 342,000; FDIC Residential Hotel, 280,000; Analytic Science Corp, 210,000

# LOOKING INTO WINDOW TREATMENTS

Concerns about safety, light, and temperature addressed



*Brunschwig & Fils*



*Scalamandré*



*Hunter Douglas*



*Velux-America*

**Brunschwig & Fils**—Well-suited to a traditional setting and shown here with antique French furniture and English accessories, Niña striped taffeta draperies offer a simple, decidedly French window treatment, especially when adorned with a selection from the company's French Trim Collection. Draperies are available in 50 color combinations. **Circle No. 261.**

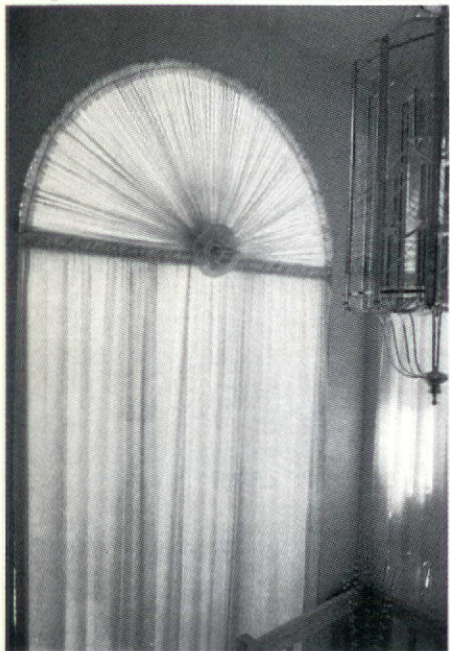
**Hunter Douglas Inc.**—Duette Expressions windowshade is a textural polyester net with the look of linen. Semi-transparent, it provides more privacy than a conventional sheer curtain. The Duotone color maintains a uniform white on the outside, with a choice of 12 pastel colors for the visible side. Specialty sizes are available, in both a standard pull or motorized shade. **Circle No. 256.**

**Scalamandré**—Developed from fabric which had been designed as drapery specifically for the hospitality market, the "Fantabulous" cotton/rayon/spun polyester cloth passes California bulletin #117. **Circle No. 260.**

**Velux-America Inc.**—The new Size #64 skylight has a frame dimension of 21½ in. by 46½ in. A wood sash frame and sash with mortise and tenon joints provide strength and durability, while prefabricated, engineered flashings



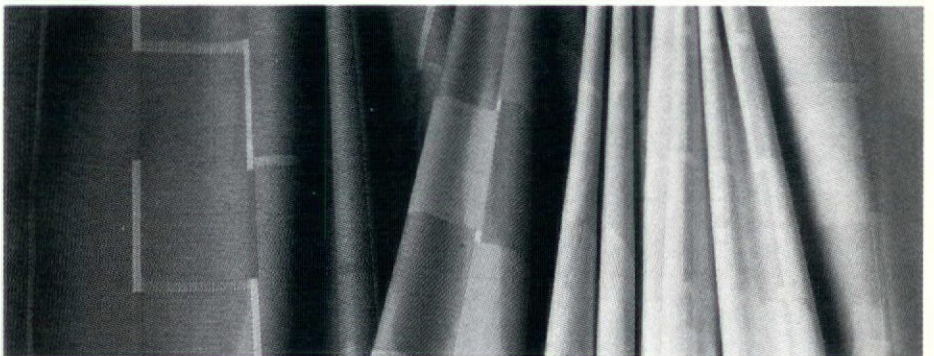
*Carnegie*



*Broward*



*MechoShade*



*DesignTex*

enhance weathertightness and speed of installation. Ventilating features can be operated with manual or electric controls. **Circle No. 258.**

**Carnegie**—The Surf and Ritmo contemporary fabrics are part of the new printed sheer collection from Creation Baumann. Both patterns are on 100 percent flame retardant polyester woven 118 in. wide. Available in seven colorways. **Circle No. 257.**

**Broward Window Products, Inc.**—A dramatic arched window shirred rosette is complemented by floor length shirred panels. The fabric is 100 percent polyester, and is also available in COM, in any shirred fabric, and can be ordered to fit any size window. **Circle No. 255.**

**MechoShade Systems, Inc.**—DualShades with Miro Film is a two-layered insulating shade that combines the efficiency of mylar with a see-

through ThermoVeil shade cloth. Made of woven vinyl fabrics, the shade cloth is stocked in over 30 colors. Systems are operated manually, chain driven, or motorized. **Circle No. 259.**

**DesignTex Fabrics Inc.**—“Doric” and “Greco” are 100 percent cotton drapery fabrics that add elegance to contemporary interiors. The “Doric” is offered in seven colorways, “Greco” in six colorways, and each is 59 in. wide. **Circle No. 262.**

**Light at the end of the Rainbow:** Three new sconces are available from **Rainbow Lamp Corporation**. Offered in twenty standard finishes, all three accommodate incandescent or fluorescent bulbs. **Circle No. 296.**

**Royal hospitality:** Four versions of the bow-back Windsor wood chair were added to **Boling Co.**'s line of hospitality seating. The top of the chair is one piece of steambent wood that curves to form arms. All versions are of ash wood. **Circle No. 297.**

**A personal statement:** Parameters Plus from **Panel Concepts** takes on a personal accessory system including sorters, letter trays, organizers, accessory shelves, and task lighting. Pieces can be mounted on walls in addition to panel systems. **Circle No. 298.**

**The circular file:** Modern design waste baskets and umbrella stands are available from **United Marketing**. Offered in black, walnut, mirror brass, or mirror chrome finishes, units are 10

in. in diameter, 15 in. high. A black vinyl base ring protects floors and rugs. **Circle No. 299.**

**Building blocks:** Glass block turns a corner with the introduction of six in. corner blocks from **Glashaus**, American distributor for **WECK** glass block. Offered in three transparencies (clear, distorted, and opaque) corners are used with **WECK**'s "Clarity 90" blocks. **Circle No. 300.**

**Give it a pull:** A new series of plastic pulls and knobs from **Siro Designs** captures the appearance of stone. The pulls mix and match with decorative balls in granite, chrome, brass, or nickel finish. Five available colors coordinate with Cor-

ian and Avonite. Pulls are available from **Outwater Plastic Industries**. **Circle No. 301.**

**Full metal collar: Flute** introduces a new line of metal collared vases. The use of fluted paper creates unusually textured finishes in over 70 colors, including stone finishes and tissue collages. Metal collars are available in satin chrome or brass. Eleven shapes are offered in sizes up to 42 in. high. **Circle No. 302.**

**Accent bar adds color and design touches:** The **ARIA** collection of ceramic porcelain accent bars, from **IMPO Glaztile** is available in two styles—Shells and Architrave architectural designs. The shells are available in five soft tones, while the architrave styles offer a selection of five richer and deeper tones. Made for use in kitchens, baths, pool areas, or wet bars, it works well with most wall tiles, both smooth or textured. **Circle No. 306.**

**Energy efficient lamp has long life:** Available in 13, 18 and 26 watts and ranging from 5 to 8 in. in length, the **Double BIAx** fluorescent lamp from **GE Lighting** has a 10,000 hour life, 10 times that of typical incandescent lamps. The lamps are ideal for recessed, task and down lighting applications, or to fit into recessed 1-ft.-1-ft. fixtures. **Circle No. 307.**

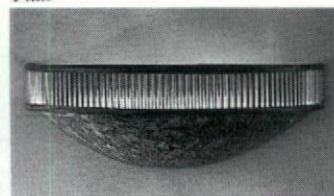
**More options for textural variations:** Two new carpet styles have come from newly developed tufting technology at **Lees Commercial Carpet Company**. **Color Optics** and **Color Antics** are loop-pile carpets distinguished by a new degree of precision in color placement coupled with controlled textural variations. **Circle No. 304.**



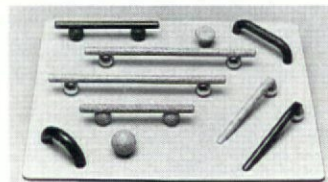
Boling Co.



Flute



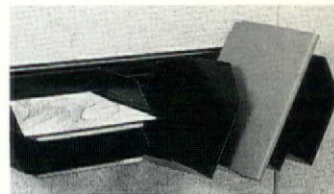
Rainbow Lamp Corp.



Outwater Plastic Industries



United Marketing



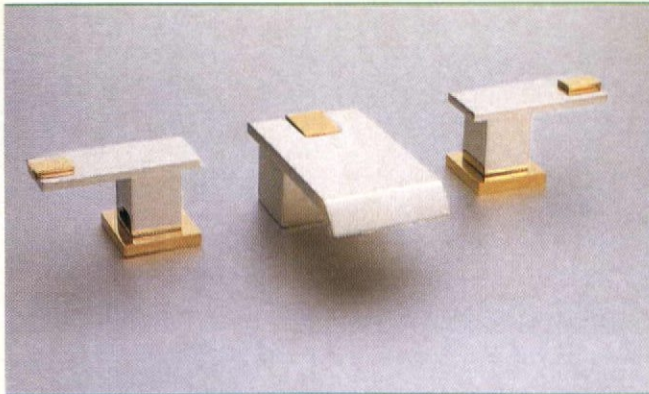
Panel Concepts



Glashaus Inc.

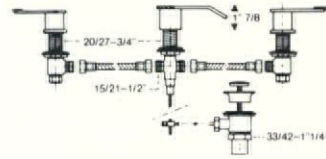


HARRINGTON COLLECTION



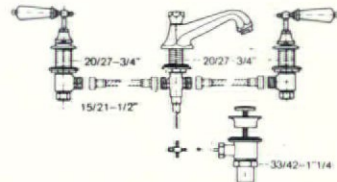
NIAGARA  
40-100D

Shown with deco handles in silver nickel and gold. Spout available with a choice of three handles.



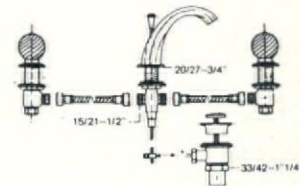
MAYFAIR  
33-100

Shown with porcelain handles. New polished brass finish has a five year warranty.



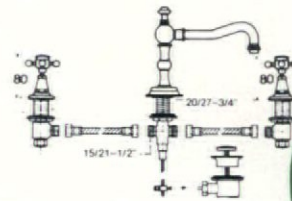
SULTAN  
25-100

Shown in gold with silver nickel highlighting.



VICTORIAN  
20-100

Shown with chrome finish. Swing Spout moves freely over width of basin.



Over 180 faucets on display in our NY showroom and hundreds of sets in stock.

All styles available with:

- Companion deck tub sets
- Handshowers
- Body sprays
- Three way diverters
- Deluge showerheads
- Thermostat controls

Optional features:

- Kitchen and Bar sets
- Single hole models
- Varied finishes
- Coordinating accessory line

For catalogue:

Send \$10.00 to our New York Showroom, Attention: Department C10



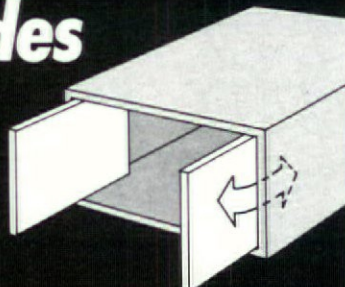
The largest bath and decorative hardware showroom in the world.

**Announcements: Boyd Levinson's new home**

**DISAPPEARING FACT:  
New 5780/5781  
Retrac-Dor® Slides**

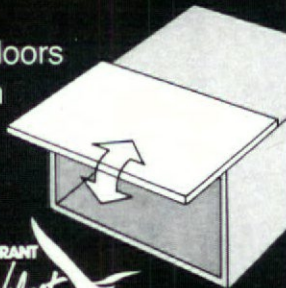
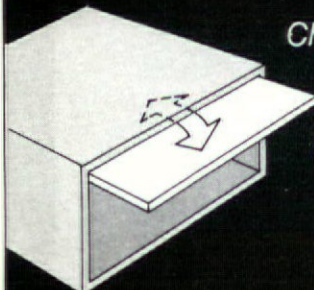
*Applications:*

- Wall mounted bookcases
- TV cabinets □ Electronic entertainment centers
- Armoires □ Kitchen cabinets



- Features:*
- Precision ball bearing Velvet Touch® slides
  - 35 MM cup self-closing European hinge □ 32 MM hole spacing
  - Large follower bracket for "no droop" operation

- Choices:*
- 5780 for doors up to 3/4" thick with attached hinge
  - 5781 for doors above 3/4" thick without hinge



**GRANT**

GRANT HARDWARE COMPANY

High Street, West Nyack, NY 10994-0600 / 1175 S. Jellick Ave., City of Industry, CA 91748

**The manufacturer with the most to offer.**

**Boyd Levinson & Company** has chosen The Decorative Center of Houston for its new Houston showroom. Principals Ken Boyd and Peggy Levinson are expanding the company into the Houston market to feature furniture for both residential and commercial applications by Manheim Galleries, Avery Boardman LTD, Cal Mode, and Designer Imports Intl... **Contract Interiors** is relocating its Ann Arbor office to 4597 Platt Road, Ann Arbor, MI 48108; (313) 973-9223; fax: (33) 973-9241. The new showroom is 6,000-sq.ft. and includes warehouse facilities...

**Herman Miller, Inc.** is opening a new showroom and sales office in Forsythe Plaza at Union Station, St. Louis. The 3,000-sq.-ft. space will be a working showroom where managers, salespeople and support staff will actually use the furniture on display.

**Architecture in the sand**



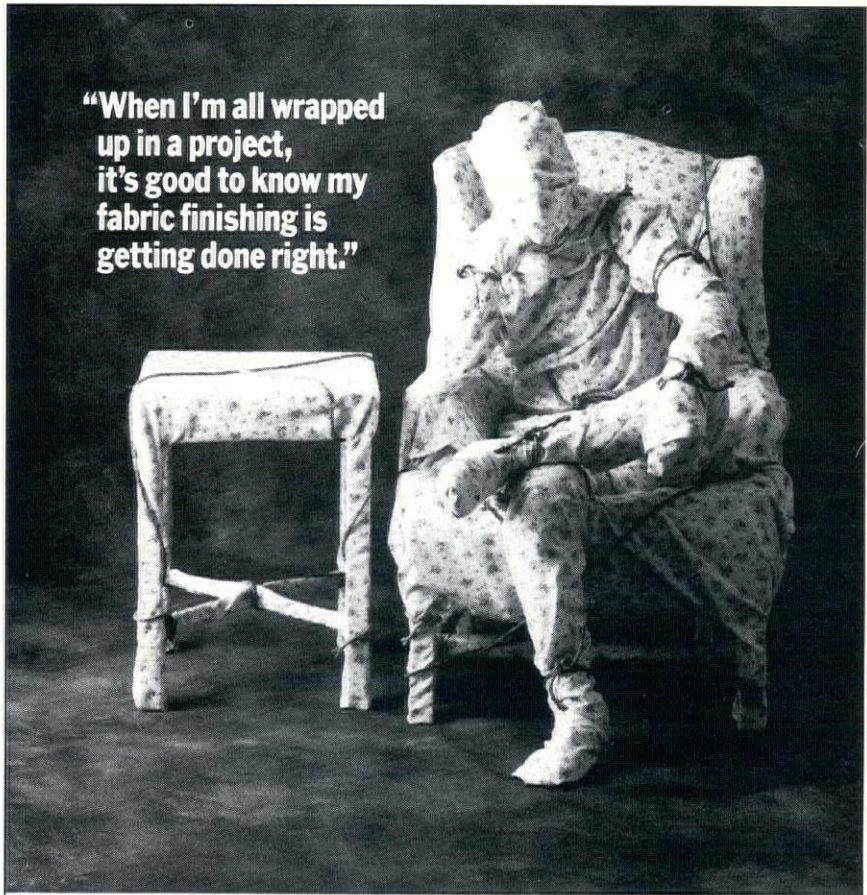
*Sandesign 89* helped raise \$5,000 for the Design Industries Foundation for AIDS earlier this summer in Seattle. Eight teams of local architects competed in cooperation with Design Center Northwest and many local sponsors. The Artex Designs/Studio Steel team won a top honor for its sand castle. The team included (from left) Kim Riggs, Sara Tam, Steven Hensel, and Erin Van Moorhem.

**DiLeonardo International, Inc.**, Warwick, R.I., has been selected to provide ongoing interior design services to modify the TropWorld Casino and Entertainment Resort, in Atlantic City, N.J.

## Awards: DuPont announces winners of Antron Design Awards

Du Pont Flooring Systems recently announced the winners of the 1989 Antron Design Awards. The awards honor original interiors which feature carpet that is made of Du Pont's "Antron" nylon. The grand prize went to Anthony Garrett of Interior Architects Inc., San Francisco, for his design of a corporate reception area displayed at CONPAC '89. Charles Mount and Jennifer Wellmann of Charles Morris Mount Inc. won in the hospitality category for their modern design of a McDonald's restaurant in Manhattan. The special award for outstanding historic product adaptation was given to Richard Bumstead, university planner at the University of Chicago, for his work on Frank Lloyd Wright's Frederick C. Robie House. The panel of judges included Adam Tihany, Adam D. Tihany International; Steve Winter, CRSS Inc.; Carol Groh, GN Associates; Tim Walker, PHH Environments; and Lamberto Moris, Simon Martin-Vegue Winkelstein Moris. The seventh annual competition was open to all professional interior designers and architects in the U.S. for commercial environments completed since June 1986... Michael Heider, AIA, has been named winner of the **Brueton Industries "Pick A Winner/Be A Winner" Contest**. Heider selected the Mandarin conference and dining table which won first prize at the ROSCOE awards in the furniture/contemporary category.

**"When I'm all wrapped up in a project, it's good to know my fabric finishing is getting done right."**



Kiesling-Hess wants fabric finishing to be the least of your worries. That's why we offer more kinds of finishes than anyone else. Including a complete range of stain and water repellers, flame retardants, acrylic, backings, moth and mildew retardants, and other special treatments.

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**Great fabrics deserve great finishes**



## CONTRACT Catalogs & Brochures

**Baldinger Architectural Lighting, Inc.** introduces a 35-page color brochure to introduce its Primo collection. All lighting fixtures shown are complete with measurements and wattage, custom versions are available.  
**Circle No. 309.**

A 36-page full-color brochure from **Triconfort** displays the company's latest in casual furniture. The booklet includes photographs of all the company's chairs, tables, chaise lounges, and accessories available in the U.S. Included are the Resin 2000 and Resin 3000 collections, each made

in molded resin styles; and the Kent and Cote D'Azur Collections. **Circle No. 310.**

**The Wool Bureau, Inc.**'s pamphlet covers suggestions for using wool fiber when recreating the interior of a house built before the synthetic era. Included are six full-color pictures of recreated wool rugs. **Circle No. 311.**

A full-color 12-page catalog features the Polaris line of bath fixtures and faucets from **Dornbracht**. All fixtures are available in chrome, white, red or Durabronz™. Polaris accessories are also shown.  
**Circle No. 312.**

Rosemount's Office System's new brochure gives information about its **Dynamix** workstations, compared with conventional workstation systems and pictured in full-color.  
**Circle No. 313.**



*Dornbracht*

Two varieties of portable displays are featured in the literature from **Skyline Displays**. Full-color photographs illustrate the Reflex display and the Mirage display: Reflex has a variety of display shelves while the Mirage is a curvilinear display suited for photomurals or tabletop displays. **Circle No. 314.**

Design ideas are highlighted in a brochure from **Adanlock Office Environments** featuring Styline floor-to-ceiling walls, Maxx panels, and Maxx componentry.  
**Circle No. 315.**

# IT'S TIME TO GET OUT OF THE DARK.



Open your eyes and see just how many subjects are covered in the new edition of the Consumer Information Catalog. It's free just for the asking and so are nearly half of the 200 federal publications described inside. Booklets on subjects like financial and career planning; eating right, exercising, and staying healthy; housing and child care; federal benefit programs. Just about everything you would need to know. Write today. We'll send you the latest edition of the Consumer Information Catalog, which is updated and published quarterly. It'll be a great help, you'll see. Just write:



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Pueblo, Colorado 81009**

A public service of this publication and the  
Consumer Information Center of the  
U.S. General Services Administration

# PHENOM!

There are unwelcome visitors lurking in your carpet.

Office carpeting can harbor a healthy growth of mold and mildew. And that can cause an unhealthy atmosphere.

Breathe easier with SYLGARD® Anti-microbial Treatment from Dow Corning. It bonds to carpet fibers to ward off



**SYLGARD**  
Keeps it fresh.

bacteria and mold and the problems they may cause. As a result, you can make a healthier carpet part of your benefits package.

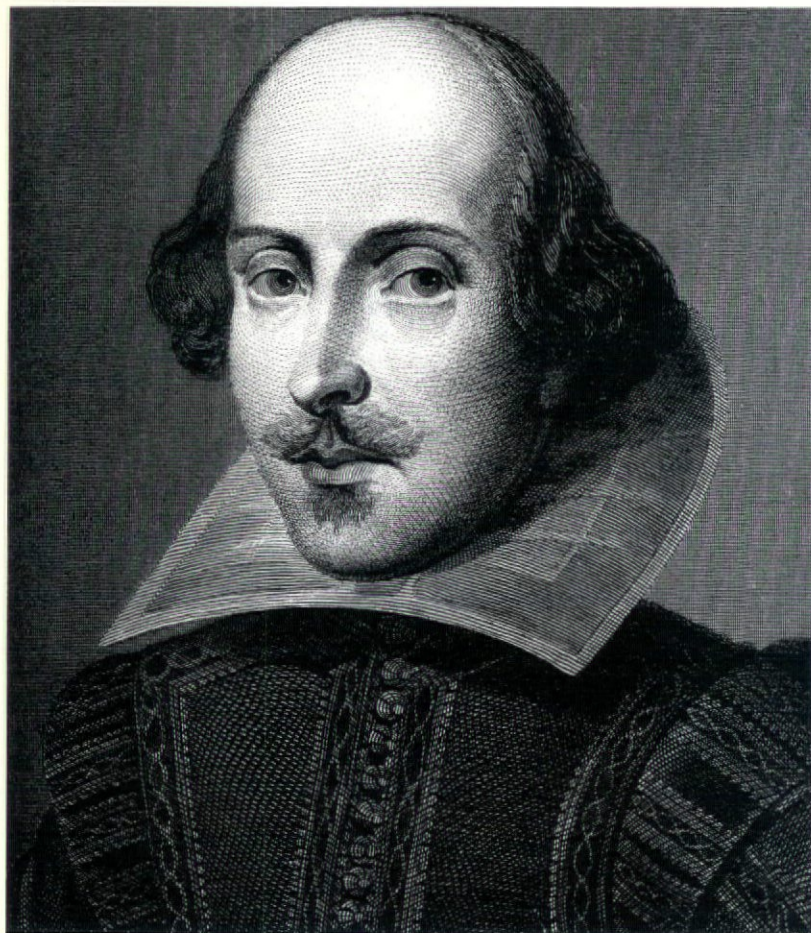
So specify SYLGARD Antimicrobial Treatment today.

Call 1-800-ODR-LESS, Ext. 8222.

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Circle 55 on reader service card



## The greatest apartment salesman of our time

To most of us, William Shakespeare is the quintessential playwright.

But when the Ballard Realty Company of Montgomery, Alabama, needed tenants for a new apartment complex, Mr. Shakespeare proved to be a top-notch salesman as well. With every signed lease, Ballard Realty offered a free membership to the Alabama Shakespeare Festival. Soon, over 80% of the company's units were leased before construction was even completed.

Nationwide, small and medium-sized businesses, like Ballard Realty, are discovering what blue-chippers have known for years: that the arts can help create a positive public image, increase a company's visibility and improve sales.

For information on how your company can benefit through a partnership with the arts, contact the Business Committee for the Arts, Inc., 1775 Broadway, Suite 510, New York, New York 10019, or call (212) 664-0600.

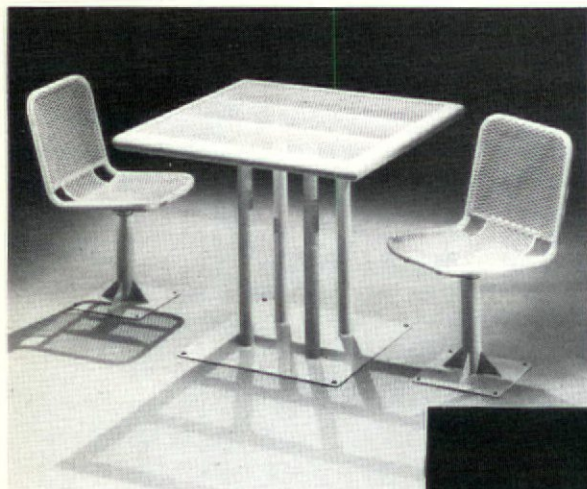
It may just be the factor that decides whether this year's sales goals are to be or not to be.



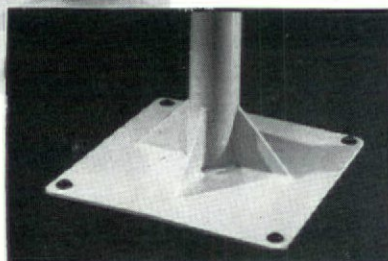
This advertisement prepared as a public service by Ogilvy & Mather.

Made especially for our

# TOUGH CUSTOMERS.



Chairs and table bolt into the floor for safety and security.

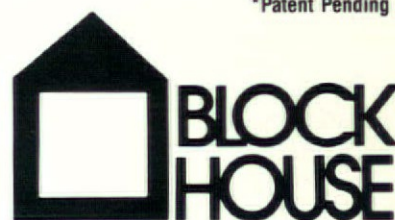


Blockhouse introduces a revolutionary new seating system for maximum security facilities. Built to survive the roughest environments, expanded steel mesh and fully-welded tubular frames guarantee strength, durability and provide no hiding places for contraband. Blockhouse's\* unique tamper-resistant construction and maintenance-free finish provides the ultimate in maximum security furnishings.

Call us toll-free at (800) 346-1126. We can provide factory direct pricing along with layout, delivery and installation.

Note to Sales Reps: Selected territories are available. Call for details.

\*Patent Pending



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SINCE 1901

**BACKCOATINGS:** Spray, knife or roller applications with acrylic latex, SBR rubber, speciality polymers. Conductive backings and wallcovering backings.

**STAIN AND SOIL REPELLENTS:** Scotchgard®, Teflon®, solvent and aqueous applications.

**FLAME RETARDANTS:** Backcoatings, impregnations, and laminations with certificates of compliance.

**LAMINATIONS:** Fabric to paper, foam, foil, woven, nonwoven, knitted, clear films, wallpaper, speciality laminations, five web combinations.

**WATERPROOFING:** Durable solvent and aqueous applications.

**FABRIC STABILIZATIONS:** Backcoatings and impregnations with slitting and trimming for vertical blinds, furniture inserts, casement.

**SPECIALTY CHEMICAL APPLICATIONS:** Softening, stiffening, deodorizing, anti-microbial, anti-croaking, anti-static applications.

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**FABRIC WAREHOUSING PACKAGING AND SHIPPING.**

**COMMISSION FABRIC FINISHING AND LAMINATING**

**SYNTHETICS**  
FINISHING

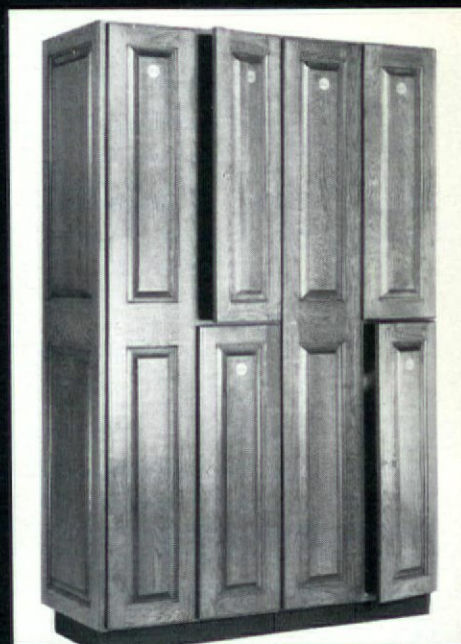
515 23rd Street, SW  
Hickory, NC 28802  
(704) 328-5522

**synfin**  
INDUSTRIES

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(215) 628-2000

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Circle 57 on reader service card



*Personal Storage Units™*  
by **Fiberesin®**

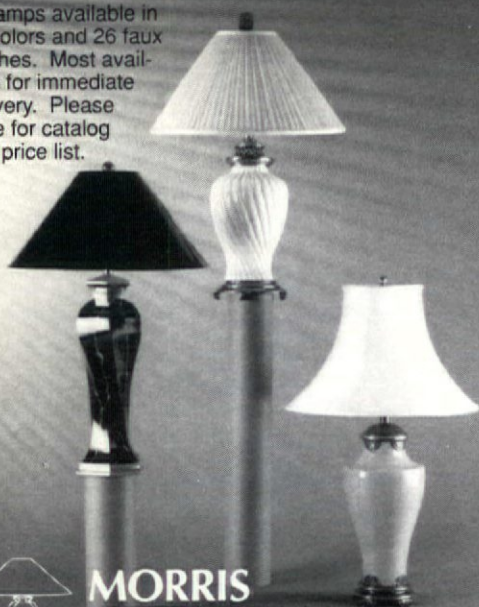
Attractively executed styling brings the functional beauty and quiet of fine cabinetry to today's change rooms. Request catalog. Write Fiberesin Industries, Inc., P.O. Box 88, Oconomowoc, WI 53066, phone 414/567-4427 or fax 414/567-4814.

Circle 58 on reader service card

Contract/October 1989



All lamps available in 36 colors and 26 faux finishes. Most available for immediate delivery. Please write for catalog and price list.



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FOR RESIDENTIAL.  
CONTRACT & HOSPITALITY  
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Distinctly elegant, hand-crafted products inlaid with materials such as limestone, shell, marble and shale. Custom manufacturing capabilities create a wide range of possibilities for designers and specifiers.



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**RATES:** A standard classified ad costs \$75 per column inch. Estimate a column inch as 45 characters per line, 8 lines per inch, including headline and address. Please specify whether it is a signed ad or a blind box number. Add \$5.00 to the cost if a box number is used. Payment with order is required for insertion of classified. Send ad and check to: CONTRACT, Classified Ad Dept., 1515 Broadway, 34th Floor, New York, NY 10036. **DEADLINE:** 1st of the preceding month. **REGULATIONS:** Classified ads may be used for help or situations wanted; salespeople, reps, or lines wanted; business for sale; and any used or odd-lot products or closeouts for sale on a one-time basis. Classified ads may not be used for extensive product descriptions; customer solicitation; or for the offer of merchandise or services continuously available to our readers, which is the function of display advertising. Publication reserves the right to reject, delete, or re-word copy that is contrary to regulations.

Contract/October 1989

## REPRESENTATIVES WANTED

### SALES REPRESENTATIVES WANTED FRAMED WALL DECOR

Affordably priced limited editions. Sell to: hotels, hospitals, office furniture/product dealers, dept. stores. Supported by color catalogue. Prime territories open. Ask for Ron 213-930-2410, 800-472-7445.

Hesco Industries is recruiting manufacturers representatives for the contract furniture market of Phoenix, Denver, and Seattle/Portland. We are looking for an individual interested in a line that will be a foundation for a rep career and who wants a long term profitable relationship.

We manufacture a broad price and design point range of quality wood office furniture and seating complemented by a strong aggressive custom capability. Our marketing is innovative in the industry and addresses all marketing segments.

We offer the right salesperson the opportunity to compete, grow, and enjoy the resulting rewards.

Please contact: Richard C. Lyons, VP Sales & Marketing, 1-800-457-6457.

### AGGRESSIVE SALES REPS

Manufacturer of Quality Case Goods and Upholstered Lounge Seating/Chairs for Dormitories. Solid woods, veneers and laminates. Factory support. Send resume with background and lines handled to: Sales Manager, P.O. Box 248, Montoursville, PA 17754. 717/368-2424.

### CONTRACT MFR'S REPS WANTED

Well-known, well established, quality manufacturer of wood furniture for the institutional market seeks multi-line reps to call on libraries, health care facilities, architects, designers, universities, colleges and commercial establishments. Territories available:

1. Washington/Oregon
2. N. California/Nevada
3. Oklahoma/Arkansas/Louisiana
4. Michigan/Indiana
5. Kentucky/Tennessee
6. Upstate New York

Please send letter and resume listing all of your current product lines to:

Box 272  
CONTRACT  
1515 Broadway  
New York, NY 10036

### HOSPITALITY SALES REPS WANTED

Established national lighting manufacturer seeks representatives for Atlanta, GA; Pittsburgh, PA; and Washington, D.C. territories. Contact Alger Lighting Co., 4111 San Fernando Blvd., Glendale, CA 91204; 818/241-6955.

Established & expanding wall art co. seeks aggressive Independent Reps to call on the hospitality/retail markets. Prime territories open. Call or reply with resume to: ALL MEDIA ART, 303 Eisenhower Lane South, Lombard, IL 60148. Attn: Bill Cole, 312-627-0660.

# CLASSIFIED ADVERTISING

## REPRESENTATIVES WANTED

### INDEPENDENT REPS NEEDED

**BLOCKHOUSE COMPANY, INC.**, A well-known institutional furniture manufacturer with a reputation for aggressive market leadership, is seeking sales professionals who thrive on succe\$\$! We are currently restructuring several sales territories which could mean great commi\$\$ion potential with new and established clients. If you are currently calling on Hospitals, Colleges, Mental Health Facilities and/or Prisons, call us at 1-800-346-1126 and ask for Ed Dubs or Larry D'Apice.

### SALES REPRESENTATIVES

Large established manufacturer of high quality case goods seeks aggressive, highly motivated sales reps to handle new venture in medical cabinet field. A major opportunity for reps selling projects in the healthcare market. Territories available east of the Mississippi. Contact: Brad Barron, National Sales Manager, Imperia Cabinet Corp., 605 Myles Standish Blvd., Taunton, MA 02780. 508-880-0800.

### MANUFACTURER'S REPS

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