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Cover Photo: Detail from cafeteria of Thomson Financial Services, Boston. Painting: "The Night After the Meteor Shower," by Lisa Houck. Photograph by Peter Vanderwarker.

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Production and Circulation Offices: Miller Freeman Inc., 600 Harrison St., San
Francisco, CA 94107; **Production:** (415) 905-2417 Fax: (415) 905-2236;
Circulation: (609) 497-9490 Fax: (609) 252-1166

Reprint Sales: Vicki Brewster (516) 365-2646 Fax: (516) 625-5859

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CONTRACT DESIGN ISSN 1053-5632 is published monthly by Miller Freeman, Inc., a member of
the United Newspapers Group, 600 Harrison St., San Francisco, CA 94107; (415) 905-2200.
Editorial offices at 1515 Broadway, New York, NY 10036; (212) 869-1300; Fax: (212) 302-2905.
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P.O. Box 1056, Skokie, IL 60076-8056. Second Class postage paid at San Francisco, CA, and
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Technology Not Spoken Here

There is no escaping it as long as we dwell in man-made communities—and we frequently cannot avoid it elsewhere. Technology has always defined the limits of what architects and interior designers could achieve, whether the goal was an Egyptian pyramid, Roman palace, Gothic cathedral or Victorian railroad terminal. Nothing should seem more logical today than a partnership between modern technology and modern architecture. Yet such may not be the case—and a growing estrangement between technology and architecture could have profound consequences for the design community. The possibility was recently discussed in "Technology in Architecture," held at the 1994 convention of the American Institute of Architects by the DuPont Company, sponsor of the Benedictus Awards for innovative use of laminating glass.

Distinguished architects James Freed, FAIA, of Pei Cobb Freed & Partners, Thomas Beeby, FAIA, of Hammond Beeby & Babka, and Cesar Pelli, FAIA, of Cesar Pelli and Associates, pointed out that whereas early 20th-century architects were closely involved in the development of building technology, today's practitioners prefer to use off-the-shelf technology in direct response to economic, technological and legal pressures. In effect, building technology is developing in too many directions to master. "Architects have little control over the technical environment they live in," noted Beeby. "The major concerns that architects should have are for the built environment." He predicted that the impact of information technology on the environment will be staggering—and challenged architects to be more responsible about technology's after-effects.

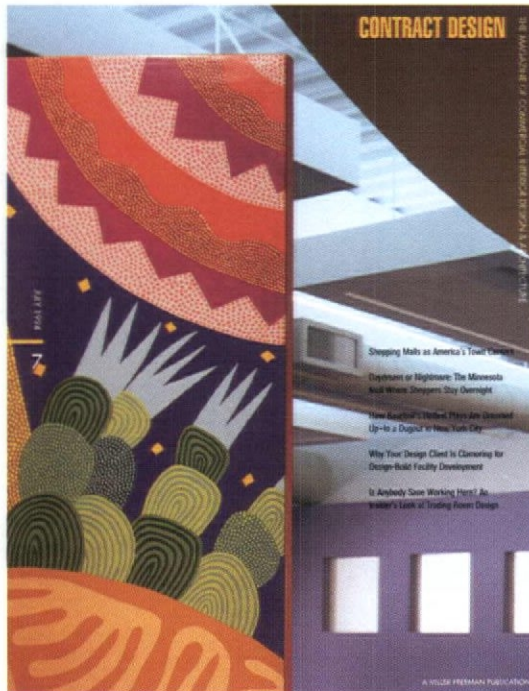
While not ignoring the social problems brought about by technology, Pelli argued that architects had no special expertise for solving them. "Why are architects better prepared than others to project what's going to happen to the structure of our cities, or how people work?" he asked. "They are not."

On the other hand, Freed maintained that technology should always be subordinated to societal needs, and that "making spaces and buildings that are useful" has never hinged on a particular technology. Ironically, he also warned architects to actively protect themselves from the uncertainties of technology. "Write performance specifications," he urged. "Say what a building product should *do* and leave it to the people who sell it to us to do it."

Can architects help close the loop between technological concepts and field-tested reality, and thereby improve their mastery? Although building industry fragmentation has cast each member of the building team in an adversarial role, Pelli saw signs of hope. "In the last five years or so," he noted, "there has been a change of attitude within large construction firms and construction managers. Today, they come and talk with us, and are quite anxious to work on our side of the table. There's a lot of exaggeration about partnering, but some of the sharper firms see that establishing long-term relationships with architects is to their great benefit."

Yet clouds loom on the horizon for the typical practitioner who finds his or her firm hard-pressed to provide or investigate relevant technological details of materials or construction for the client's design. Maybe time is short or money lacking, but the outcome is that too many designers are functioning like design consultants to other members of the building team who are better paid or more qualified to lead it. Taken to the extreme, architects and interior designers could eventually become so dependent on others for technical support that design may turn into a marginal aspect of facility development.

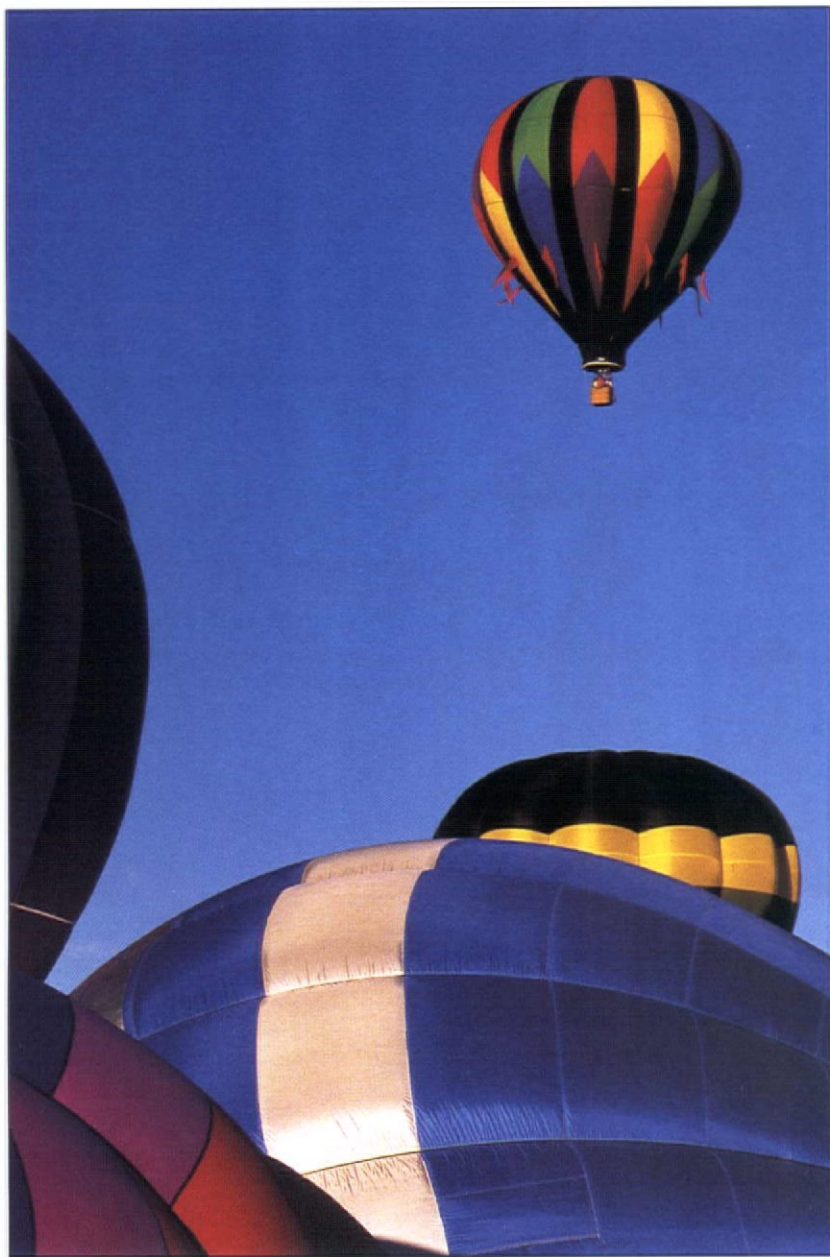
Architecture and interior design are physical entities, after all. How useful is any idea developed independently of the means to make it work? Think about this the next time your doctor, lawyer or accountant bills you. ☺



Roger Yee

Roger Yee
Editor-in-Chief

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Last Call for Entries: NSHD

San Francisco - If you don't enter, you can't win. *Contract Design*, as a sponsor of the National Symposium on Healthcare Design Annual Healthcare Environment Awards, welcomes entries from the design community for this honored awards program.

Architecture and interior design firms with health care design projects built and in use by June 1, 1994, are eligible to compete in the NSHD's Annual Healthcare Environment Awards. The deadline for submittal is noon August 1, 1994. Judging will be conducted in August, and the Awards presentation will be held November 18, 1994 in New York during the Seventh Symposium.

Further information is available from Debra J. Levin, National Symposium on Healthcare Design, 4550 Alhambra Way, Martinez, CA 94553-4406, telephone (510) 370-0345.

AIA Going On-Line—Free

Los Angeles - The American Institute of Architects has introduced a new benefit to its 55,000 members, all of whom can now enjoy free access to *AIAOnline* software, the only electronic communications network developed specially to meet the information needs of architects and the building industry. As announced at the AIA 1994 National Convention and AIA Expo 94 in Los Angeles, AIA members may receive *AIAOnline* free in Macintosh, DOS and Windows versions. Users will pay only 15¢ per minute for line time for local calls, without having to pay monthly fees or long distance charges.

"This user-friendly, cost-effective network can help our members keep abreast of the ever-increasing pace of information needed to compete effectively," said AIA president William L. Chapin II, FAIA. "Offering the greatest value at the least expense, this unique member benefit is designed to save time and money, foster professional competence and make the daily practice of architecture much easier for our members." Added Terrence M. McDermott, AIA executive vice president and CEO, "*AIAOnline* provides instant access to relevant news, business leads, professional networking, publications and on-line conferences."

AIAOnline is equipped with large searchable data bases for employment referral services; the automated AIA Library and Archives catalogue; indexing and abstracting services



The three first place winners in the annual Best of WestWeek showroom design competition at the Pacific Design Center this past March were Randolph & Hein (top), designed by Orlando Diaz-Azcuy, for Best New, Expanded or Renovated Showroom; HBF (above, middle), designed by Michael Vanderbyl, for Best Temporary Space; and Janus et Cie (above), designed by Janice Feldman and Joel Bernstein for Best Window Display. Photography by Tom Bonner.

of architectural and construction periodicals; directories of individuals, firms and consultants; technical data such as ASTM standards, MASTERSPEC® evaluations and Index of Construction Standards; the AIA Bookstore and other information sources.

"PCs equipped with modems will allow AIA members to communicate with other AIA members and product manufacturers as well as local and state AIA components and AIA national staff," according to Steven Elkin, AIA group vice president for business development. Needed equipment for *AIAOnline* includes a MacPlus, IBM or IBM-compatible computer, mouse, hard disk drive, EGA or VGA monitor, Hayes-compatible modem and the software. Ongoing development of the service is being conducted by AIA in collaboration with Telebuild L.C., an affiliate of Houston, Texas-based Telescan Inc.

Best of Westweek

Los Angeles - Shaking up the A & D community this past March at WestWeek were some continuing aftershocks from the January 17 earthquake. Inside the Pacific Design Center, however, design was on firm ground, as the annual Best of WestWeek competition plainly revealed. The jury, consisting of Jennifer Thiele Busch, managing editor of *Contract Design*; ASID national president BJ Peterson, FASID; ASID national president-elect Gary Wheeler, FASID, IBID; ASID Los Angeles chapter president James Blakeley III, ASID; and ASID Los Angeles chapter president-elect Sandra Felando, ASID, surveyed more than 25 showrooms at the PDC to recognize ingenuity and design excellence. First and second place prizes were awarded in three categories: Best New, Expanded or Renovated Showroom, Best Temporary Space and Best Window Display.

First place in the Best New, Expanded or Renovated Showroom category went to residential showroom Randolph & Hein, designed by Orlando Diaz-Azcuy of San Francisco. A second place prize was awarded to the Gasparucci Italo section of California Pacific, designed by Telemaco, a designer with Gasparucci Italo from Pesaro, Italy.

In the Best Temporary Space category, HBF took a first place prize for its temporary showroom designed by Michael Vanderbyl of San Francisco. Second place went to the Steelcase Wood showroom, designed by the Facilities Design Team of Steelcase Inc. in Grand Rapids, Mich.

The first place prize in the Best Window Display category was won by Janus et Cie, for

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TRENDS

windows designed by owner Janice Feldman and Los Angeles-based interior designer Joel Bernstein. Second place went to Jazz Furniture & Lighting's exhibit of Gladding McBean pottery, designed by Los Angeles-based designers Jim Kwan of Mondor/Kwan and Dhana Solish of Dhana Solish Designs.

GE Lighting Promotes Energy Education

Cleveland, Ohio - GE Lighting has developed an education program for distributors to use with customers to explain the changes in lighting mandated by new Federal energy legislation. The multimedia program features a videotape, guide sheet, brochure, direct mailer and laminated reference card for counter display. The Federal legislation was developed to conserve the nation's energy resources, focusing on new efficiency standards for lighting and package efficiency labeling standards.

Labeling requirements were published this spring and will take effect in April, 1995. According to the U.S. Department of Energy, the legislation will reduce the nation's electricity bill by \$250 billion over the next 15 years. By the year 2010, total energy consumption will be cut by 6%, which equals a savings of about 3 1/2 million barrels of oil a day. A major benefit will be the acceleration of new product development to meet the standards of new replacement lamps.

For information and assistance in bringing client lighting up to Federal standards, designers may contact their local GE lighting distributor or call 1/800-GE LAMPS for a free copy of GE's Federal Energy Legislation Guide.

Commissions and Awards

The Honolulu firm of **Wimberly Allison Tong & Goo** has been commissioned to design the Plaza Hotel Kempinski Jakarta, a combina-

tion hotel/condominium tower on 3.5 acres in the central business district of Jakarta, Indonesia.

Loebl Schlossman and Hackl, Chicago, is developing a master plan for a major mixed-use project in Changchun, China.

Oakland Community College selected **BEI Associates, Inc.**, Detroit, to provide architectural and engineering services for the renovation and expansion of Building F at the Auburn Hills Campus, Auburn Hills, Mich.

The Sherman Design Group, Inc. has completed a 55,000-sq. ft. remodel of the Mulliken Medical Centers Corporate Offices in Long Beach, Calif.

The Alexandria, Va., office of **HNTB Corporation**, based in Kansas City, Mo., has been selected for a major consolidation and relocation project for the U.S. Department of Defense.

Ewing Cherry Brott, Philadelphia, has designed the new headquarters for the American Red Cross Blood Services, Penn-Jersey Region, Philadelphia.

The Hillier Group, Architects, will be the U.S. architect/designer on the \$700 million Sydney Harbor Casino Project, Sydney, Australia.

The new Recreation and Events Center at California Polytechnic University, San Luis Obispo, designed by **ELS/Eibasani & Logan Architects**, won an honor award from the American Institute of Architects, California Council.

The American Institute of Architects awarded **Princeton Architectural Press**, New York, two International Book Awards at the AIA Annual Convention in Los Angeles in May: *Walter Pichler: Drawings Sculpture Buildings* for architecture and related arts, and *The Next American Metropolis: Ecology, Community and the American Dream*, by Peter Calthorpe, for architecture and urbanism.

Hatch Design Group of Costa Mesa, Calif., has been awarded the contract to design the first in a

TRENDS

chain of music-themed supper clubs called Country Star.

The New York firm of **Hardy, Holtzman, Pfeiffer** has been retained by Joseph Baum and Michael Whiteman to revamp Windows on the World Restaurant in the World Trade Center, New York.

Engstrom Design Group, Corte Madera, Calif., has won a bronze Interior Design Excellence award from the California North Chapter of the American Society of Interior Designers.

Audubon House, New York, was honored with the 1994 Gotham Interior Design Award by the Institute of Business Designers.

Odell Associates, Charlotte, N.C., has entered into a contract with the Temple University Hospital of Philadelphia and the Shriners Hospitals for Crippled Children to design and engineer a new pediatric hospital in Philadelphia.

The International Contemporary Furniture Fair, New York, announced the second annual ICFE Editors Awards for outstanding innovative design in the following categories: Body of Work, **Herman Miller for the Home**; New Designer, **Gaston Marticorena**; Craftsmanship, **Altura Studios**; Furniture, **Triangolo Srl**; Lighting, **Abode for the Cactus Collection**; Floor Coverings, **The Waldo Collection**; Wallcoverings, **Innovations in Wallcoverings for the Encausto Series**; Textiles, **Jack Lenor Larsen** for the **Rhythm and Line Collection**; Decorative Accessories, **Vitra Design Museum** for the **Miniature Series**; Multiple Production, **Palazzetti Inc.**; Student Design, **Parsons School of Design**.

People in the News

The May issue should have credited the interior design of the three new Fish's Eddy stores in Manhattan to owners **Julie Gaines** and **David Lenovitz**. Kenneth H. Walker, FAIA of Retail Options Inc., continues to be a retail consultant to Fish's Eddy.

Christopher Ingrassia has been named an associate of the architectural firm **Lucien Lagrange and Associates** in Chicago.

The Joel Polsky/Fixtures Furniture/IBD Foundation Endowment Committee has announced two recipients of its 1994 Grant: **Bonnie Cauthorn**, IBD for work on the IBD Contract Forms and Documents Manual, and **Cheryl P. Duvall**, FIBD for a study of the value of interior design.

Pompeii, Miami, has announced new appointments to the executive staff including **Perry Martin** as president; **Jim Fraser**, vice president of retail sales; **Allen Jester**, vice president of contract and international sales; and **J.L. Emery**, vice president of production.

The Carpet and Rug Institute, Dalton, Ga., has engaged interior designer **Kitty Bartholemew** to promote the advantages of carpet and rugs.

Jain Malkin, president of La Jolla, Calif.-based Jain Malkin Inc., will lead a workshop for designers at Harvard University Graduate School of Design July 27-29, 1994 in Cambridge, Mass.

Kevin R. McDonald, AIA has been appointed a vice president with HNTB Corporation, Alexandria, Va.

George Wilmot, vice president of advanced research at The Knoll Group, has accepted an invitation to serve on the board of directors of the Woodworkers Alliance for Rainforest Protection, East Hampton, Mass.

Robin Volz Lehman was named director of sales and marketing of McGuire Furniture, San Francisco.

Classic Weavers Ltd., Dalton, Ga., announces the appointment of **Michelle Wildenhaus** as regional sales director.

The Omaha, Neb., office of Henningson, Durham & Richardson welcomes **Robert A. Novak**, AIA as project manager for science and industry, and **Angelo Privitera** as vice president, director of information and technologies.

LADD Furniture Inc., High Point, N.C., chairman and CEO **Richard R. Allen** announced that **Michael P. Haley** has been named president and CEO of the American of



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Rothe-Johnson Associates, Edison, N.J., announces: **Dennis A. Posen**, AIA and **William L. Thole**, AIA are named partners, and **Jack A. King King, Jr.**, AIA and **Charles W. Conderman**, P.E. are associate partners.

Butler Rogers Baskett, New York, announces that **Greg Miller**, AIA has been appointed as management studio head, and **Keith Rosen**, AIA has joined the firm as design studio head.

Taylor & Associates Architects, Newport Beach, Calif., has promoted **Brad Smith**, senior interior designer, to associate.

Maharam's **Mary Murphy**, director of design, has been promoted to the position of vice president of the Hauppauge, N.Y.-based company.

In a major expansion of product design and development, Mac Bridger, president of Collins & Aikman Floorcoverings, Dalton, Ga., announces that **Nathan R. Harrison** has joined as director of product design and development.

Laura Compton will serve as manager of style and design, and **Paul Hayes** is advanced to manager of product development operations.

Dar/Ran Furniture Industries, High Point, N.C., has appointed the following individuals: **Christopher Byrd** as director of marketing collaterals; **Sherri Higgins**, co-director of marketing collaterals, and **Douglas Prickett**, director of product design and development.

The Architectural Woodwork Institute, Centerville, Va., has named **Judith B. Durham** executive vice president.

Gail S. Gompers, CID has been named as head of the interior design department of DJG, an architecture firm in Williamsburg, Va.

Susan Packard has been promoted to principal of the architecture firm of Dean Tucker Shaw, Boston.

Suzan Kaufman has joined ADD as a partner to serve as vice president of sales and marketing of the Los Angeles manufacturer of health care seating.

Western Office Interiors, Commerce, Calif., has appointed **Sandra M. Wilson** as vice president and general manager.

Stephen E. Kulinski has been promoted to partner of Gresham, Smith and Partners, a Nashville, Tenn.-based architecture firm.

Business Briefings

EckAdams Company, a St. Louis-based division of EAC Corp., is signing a lease for 13,000 sq. ft. of office and manufacturing space in Ewing Township, N.J.

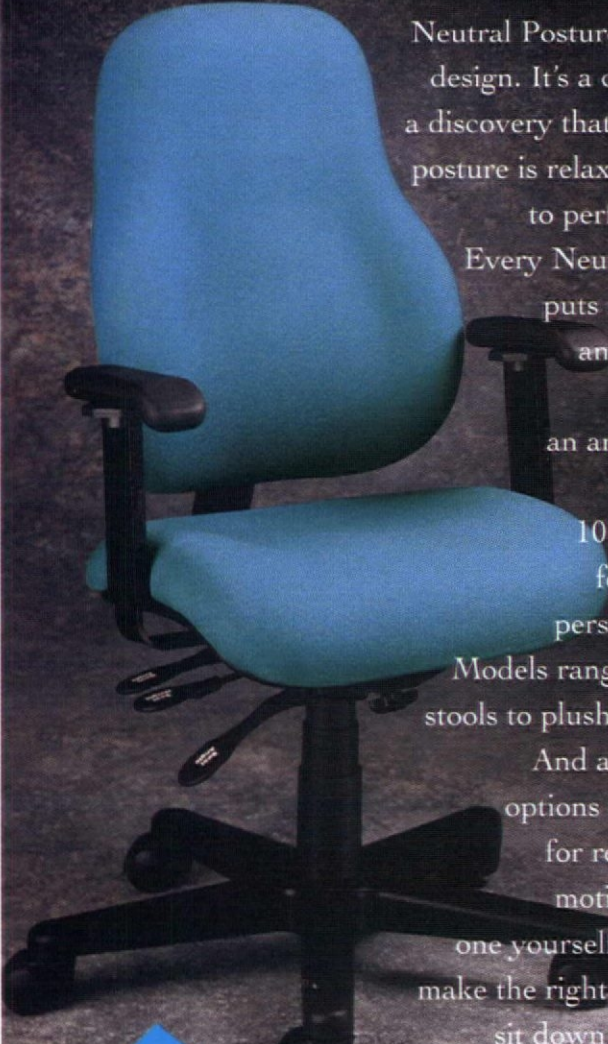
Wieland Furniture Co., Grabhill, Ind., and **Milcare Inc.**, a Herman Miller company in Zeeland, Mich., announced that Milcare will offer Wieland's "renewable" lounge seating to health-care facilities through its network of authorized dealers and customer centers.

Detroit-based **Smith Hinchman & Grylls Associates, Inc.** is celebrating 20 years of service in Washington, DC.

MMI, St. Louis, has new partners **Steve Lowy**, **Patricia Korman** and **Ron Olshwanger** who plan to remodel and expand the showroom in West County.

A master planning/asset management certificate program is available from Houston's **International Facility Management Association** in self-study format as an "at-home" course. To learn more or place an order, call (713) 623-4362 or (800) 359-4362.

This design is so startling, you may need to sit down!



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WBE

TRENDS

Dauphin, Fairfield, N.J., has received the ISO-90012 Quality System certificate, the most comprehensive of the 9000-series protocols.

GenCorp Wallcoverings Design Center, will donate its art collection, valued as more than \$1.1 million, to the Miami University School of Fine Arts, Oxford, Ohio.

BASF Corporation, based in Parsippany, N.J., recently dedicated a multi-million dollar Carpet Center in Dalton, Ga., designed by FWA Associates, Charlotte, N.C.

Coming Events

August 7-11: IESNA 1994 Annual Conference on Lighting, Doral Resort & Country Club, Miami; contact Valerie Landers (212) 248-5000, ext. 117.

August 15-19: GE Lighting Institute: Fundamentals of Commercial and Industrial Lighting, Nela Park, Cleveland, OH; (800) 255-1200.

August 16-18: Yarn Fair International/CAD Expo '94, Sheraton New York Hotel & Tower, New York; (212) 683-7520.

August 24-27: The Society for Marketing Professional Services National Marketing Conference, keynote speaker Tom Peters, Fairmont Hotel, Chicago; call Nicole Rodgers (800) 292-7677.

August 24-28: The 1994 American Society of Interior Designers National Conference, San Antonio Convention Hall, San Antonio, TX; contact Jayne Katz (202) 546-3480 or write ASID, 608 Massachusetts Avenue, NE, Washington, DC 20002-6006.

August 25-28: International Woodworking Machinery and Furniture Supply Fair USA, Georgia World Congress Center, Atlanta; (404) 246-0608.

September 12-16: GE Lighting Institute: Fundamentals of Commercial and Industrial Lighting, Nela Park, Cleveland; (800) 255-1200.

September 26: Institute of Business Designers, 26th Annual Product

Design Competition Awards, New York Hilton, New York; contact Dawn Marie Galtieri (312) 467-1950.

September 27-29: InterPlan, The New Designer's Saturday, Jacob K. Javits Convention Center, New York; (212) 626-2224, -2537 or (516) 725-2745.

September 27-October 2: CERSAIE 1994, Bologna Fairgrounds, Bologna, Italy; contact Italian Tile Center, Italian Trade Commission (212) 980-1500.

September 28-October 2: Western Floor Covering Association's 34th Annual All Industry Convention, Success by Association, Sheraton Harbour Island Resort, San Diego, CA; (800) 624-6880.

September 30-October 3: Artexpo Las Vegas, Sands Convention Center, Las Vegas; (800) 331-5706 or (218) 723-9130.

October 5-6: Design New York, Decoration and Design Building, New York; (212) 759-8814.

October 11-13: International Trimmings Expo, Sheraton New York Hotel & Towers, New York; (212) 683-7520.

October 20-25: Orgatec '94, International Office Trade Fair, Cologne, Germany; contact German Chamber of Commerce (212) 974-8835, -36, -37.

October 28-30: 47th Annual Decorating Products Show, McCormick Place, Chicago; contact NDPA Show Management (800) 737-0107.

November 14-18: GE Lighting Institute: Fundamentals of Commercial and Industrial Lighting, Nela Park, Cleveland, OH; (800) 255-1200.

November 17-20: Seventh Symposium on Healthcare Design, "The Healthcare Design Curriculum for the Next Century," New York Marriott Hotel, New York; (510) 370-0345.

February 26-28, 1995: Restoration 95, Hynes Convention Center, Boston; (617) 933-9699.



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MARKETPLACE

KnollTextiles adds to its award-winning Jhane Barnes Collection with a new contract upholstery fabric, Wavelength. The fabric is offered in five neutral colorways with varying sizes of a diamond pattern. Wavelength was created with space dyed yarns which "move" across the fabric's surface, creating a dramatic optical effect.

Circle No. 213



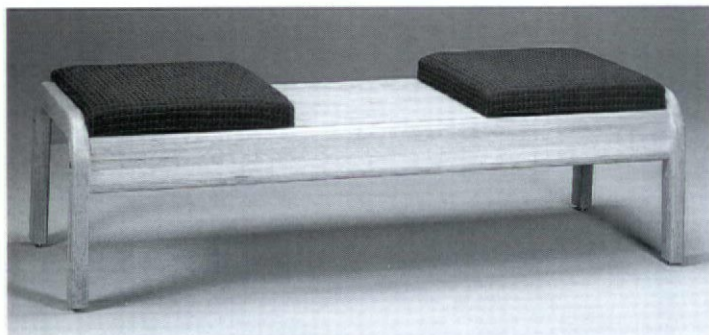
IT'S FIREWORKS

Ribbons, a new fabric introduced by Donghia Textiles, shines as part of the three-fabric Rajah Collection. Inspired by the mystery of the Orient, the Rajah Collection adds a whole new dimension to the most sensual of fibers—silk. Ribbons, a solid substitute with movement, features stripped down graphics that recall an open-ended basket-weave and is available in seven colorways.

Circle No. 214

DuraMed Design by Blockhouse is pleased to introduce Trident Series Bench Seating. The series of one-, two- or three-seat, wood construction benches is available in seven finishes. The seat cushions are made of high-density foam and are offered in a wide variety of fabrics.

Circle No. 219



Columbus Coated Fabrics, a division of Borden Inc. provides wallcovering options for every commercial environment. Renovations, the newest addition to their Guard® line of commercial contract vinyl wallcoverings is named for its primary target—the burgeoning market in existing commercial rehab, retrofit or renovation work.

Circle No. 221



La-Z-Boy Contract Furniture Group introduces the largest product introduction in its history with a new seating line that includes The Elegant Series. This bold architectural look is a striking addition to the La-Z-Boy line and is available in full or half-back styles, with open or closed arms. The Elegant Series complements a multitude of casegood designs, while its sinuous wire springs and Flex-o-lator maximize comfort.

Circle No. 220

Metalum is now offering an ADA-conforming Deco sconce in a multitude of colors. Diffusers can cast hues against the wall that differ from the outside color. Metalum offers virtually any plated or painted surface and lamping is either by maximum 100W halogen or high performance miniature incandescent.

Circle No. 222



Garco/SLP offers the IHP Indirect High Performance Task Light, a state-of-the-art luminaire. This innovative fixture provides task-level illumination without direct or reflected glare, resulting in higher task contrast and high visual performance.

Circle No. 228

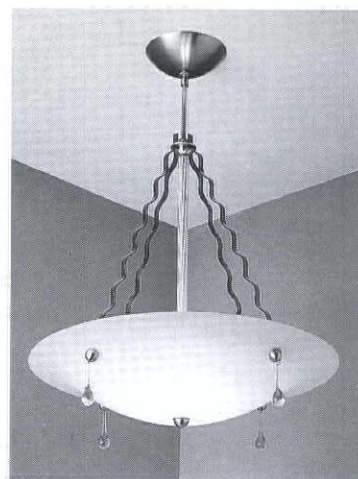
Hickory Business Furniture introduces 10 furniture groups from Los Angeles-based designer Barbara Barry. The Santa Barbara is one of the seven chairs in the collection named for favorite Southern California towns which evoke a feeling of style, enduring architecture and tradition. Barry's designs reflect her credo "Simplicity is the ultimate luxury."

Circle No. 225



Boyd Lighting celebrates the unveiling of the Streamers Pendant. Subtly-etched, white European glass provides a smooth even surface for optimum light distribution and minimal glare or lamp imaging. Multiple height options and warm, soft incandescent lamping are standard.

Circle No. 223



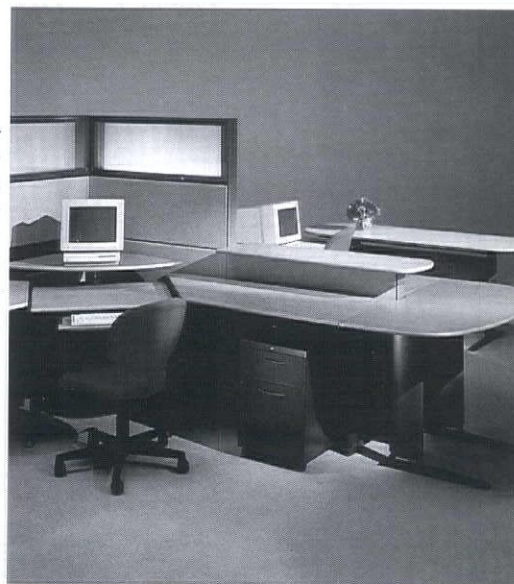
Southern California-based furniture manufacturer Arcadia now offers Arden, a subtle, curvaceous line of upholstered seating. Designer James Kelly incorporates the soft arch in the chair's top back and the front edge of the seat cushion, creating a shadow effect.

Circle No. 226

COMPANY PICNIC

Transit, from Teknion Office Systems, is three systems in one. It combines a flexible, integrated panel system, a wall-mounted system and a freestanding system. Individually, all three offer special benefits, and together, they provide new opportunities for planning and organizing workspaces.

Circle No. 224



MARKETPLACE

ICFF Marketplace

Once again, the International Contemporary Furniture Fair descended upon New York and the Jacob Javits Convention Center this past May, bringing with it some of the most interesting, fresh and exciting contemporary furniture designs of the day. A wonderful range of styles and materials was represented there, from classics such as Herman Miller's revival of its molded plywood Eames designs for the home, to the new classics, like Abraxas with its aluminum furniture designs, one of which was recently placed in the permanent collection of decorative arts in the Cooper-Hewitt National Museum of Design. In its sixth year, the ICFF also continued to grow and reflect the changes taking place in the American furniture market. The quest for practicality, comfort and affordability does not have to hamper originality and unique self-expression, as the talented exhibitors at the ICFF so elegantly revealed.

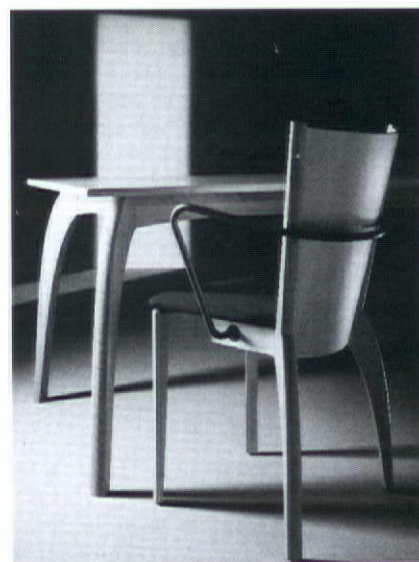
The elegant *Secrétaire* from Brazilian designer Claudia Moreira Salles of Claudia Moreira Salles Design is constructed of stained freijo and zebrano wood with brass wheels and handles. Doors open to reveal a fold-down leather writing surface, extra drawers and storage slots.

Circle No. 202



David Burry from Design Emphasis designed The Bruno Chair. Two-seat and three-seat sofa models, as well as a club chair version, are available. Construction consists of a birch and ply frame with rubber webbed suspension.

Circle No. 201



The Design Link International Collection offers specifiers and buyers fresh,

exciting chair designs from Europe at prices that fit the budgets of the '90s. The Gazelle chair was created by Ruud Ekstrand of Sweden.

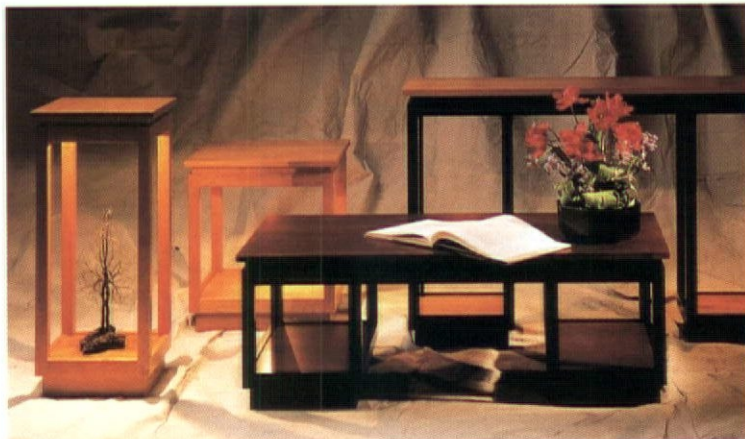
Circle No. 204

WORLD CUP OF DESIGN

The Artisan Table Series from Huston & Company is an occasional table group with strong, simple lines in fine hardwoods,

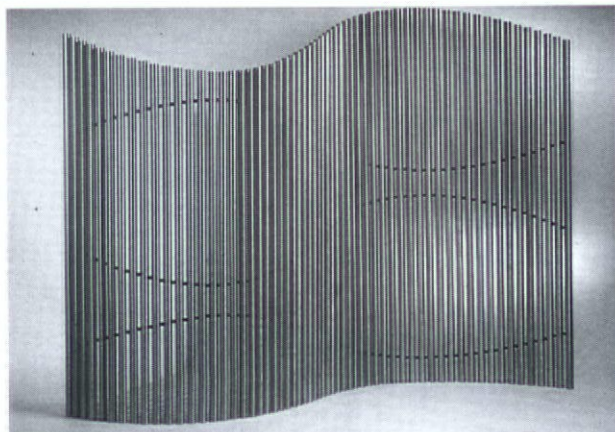
including cherry, mahogany and bird's eye maple. The openness of the design allows the tables to be used for displaying arts objects and sculpture. An optional halogen lighting system is available for display or ambient lighting.

Circle No. 203



The Poseidon Screen, designed by Glendon Good for Abraxas, is constructed of aluminum, nylon and rubber. This sculptural room divider became an instant classic in January 1994, when the Cooper-Hewitt Museum of Design acquired it for the permanent collection of decorative arts.

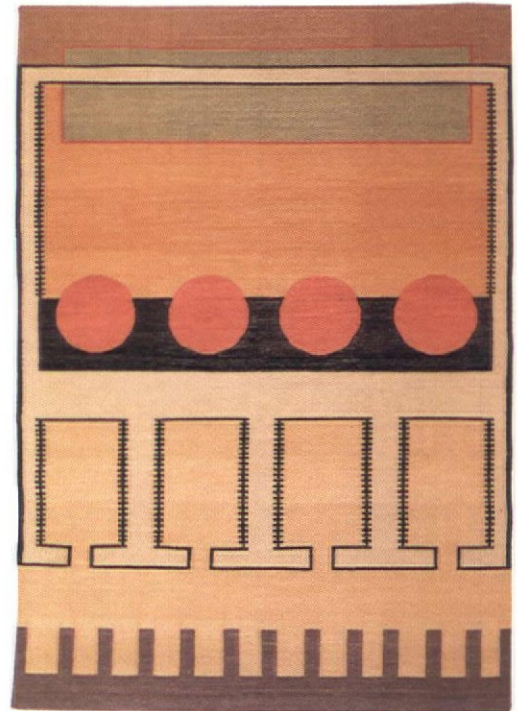
Circle No. 205





← Ligne Roset, a leading European manufacturer of contemporary furnishings, presents Pascal Morgue 94, a collection of the first mass-produced pieces created by the noted French designer. The collection, including tables, seating, lighting and shelves, features precise, minimalist designs that are timeless. This chair is constructed of a one-piece back and seat of molded resin with legs in metallic or dark grey lacquered metal.

Circle No. 206



↑ The Sikri Collection of fine flatweaves from David Shaw Nicholls features shapes based on current motifs that are not derivatives of traditional floorcovering motifs. The colors are earth-toned and intended to provide soft comfort as either floorcovering or a wall hanging. Hiran is one of 24 patterns in the collection of handwoven designs.

Circle No. 210

→ La. Showcase of New Orleans provides a forum for the custom-designed furniture pieces of 13 local artists. Allison Stewart, a nationally recognized participating artist, has created the Lascaux Lamps as a continuation of her investigation into the symbols and imagery of other cultures. The lampshade becomes a cave wall painting in the round, while the base suggests an ancient artifact.



Circle No. 209

INTERNATIONAL FURNITURE FLAIR

The Hide & Seek Cabinet is available from Altura Studios, winner of the ICF's 1994 Editors Award for best craftsmanship. The cabinet's playful design solves the problem of space and intrusiveness for video/entertainment centers, featuring a graceful bow front with doors that slide sideways. Eight compartments flanking the video center provide either storage or display space, and the sides sweep back to a shallow 15 inches.

→ Circle No. 208



↑ Designer/craftsman Larry Godfried of Terrazzo by Lorenzo uses the ancient art form of marble mosaic to create original contemporary furniture designs. Mixing terrazzo with a variety of other materials, he creates textural, chromatic and sculptural counterpoints to the polished smoothness of his design motifs in marble mosaic. The Deco Console (shown) combines polished marble aggregates with a red oak base.

Circle No. 207

Outdoor Furniture

Being outdoors in good weather is a pleasure few of us can resist, but outdoor furniture is frequently obliged to endure this state of being in bad weather as well. Consequently, outdoor furniture must be rugged, passing all the tests of structural integrity that indoor furniture must survive—plus demonstrating the ability to withstand water and weathering, ultraviolet light, dirt and other abrasives. How comfortable is it? At least as comfortable as a meal at an outdoor café or a nap by the swimming pool requires.

MCGUIRE

The Solid Teak Collection is hand turned to resemble giant bamboo. Its endurance comes from Yectona Grandis, a durable, solid-grained teak, waterproof glue, zinc plated bolts and brass hinges.

Circle No. 234



KNOLLSTUDIO

KnollStudio expands its Vignelli Collection with PaperClip. PaperClip owes its name to the bent metal configuration of its legs, which gives the table a lean profile. The base can be specified in polished chrome or in four indoor paint colors: light, medium or dark metallic grey and malachite.

Circle No. 236



TROPITONE

The Provence Collection, designed by John Cladwell, marries Old World styling with modern materials. All Provence frames are built from solid aluminum extrusions for a long, rust-free life. Full circumference welds enhance durability. The dining chairs and bar stools feature a cast aluminum seat, while a plush, precisely tailored cushion affords a more formal look.

Circle No. 235



LFI/LANDSCAPE FORMS

Landscape Forms introduces the Gretchen Picnic Table. Because of its table supports, the Gretchen Picnic Table conforms to ADA guidelines for wheelchair accessibility. Gretchen is available in a choice of PolySite™ recycled plastic, jarrah, red oak or redwood table tops and seats.

Circle No. 237



BARLOW TYRIE

Perfectly proportioned to a smaller scale, Barlow Tyrie offers children's garden furniture crafted from plantation-grown teakwood. The series includes an armchair, seat and dining table.

Circle No. 238



KI

Promenade Modular Seating by KI provides an innovative indoor/outdoor seating solution for transportation, mall and school markets. Beam-mounted seats are available with or without upholstery while fiberglass kiosks, tables, planters and receptacles round out the offering.

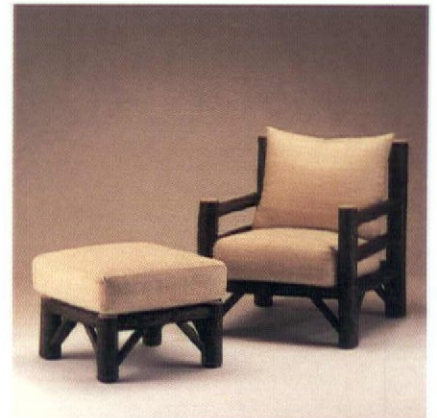
Circle No. 239



LA LUNE COLLECTION

The club chair and ottoman, designed by Mario Costantini, is available in natural sandbar willow or 22 premium finishes. Upholstered seating is made of 100% indoor/outdoor acrylic canvas.

Circle No. 240



LOEWENSTEIN

Marissa is a sturdy indoor/outdoor stacker available in a multitude of colors for 10-day shipment. Its PVC coated steel frame ensures durability.

Circle No. 241



VECTA

Skate is a series of indoor-outdoor furniture constructed of tubular metal, wood and plastic set on roller skate wheels. The grouping consists of dining tables and chairs and a lounge chair, table and chaise. Chairs have a synthetic rattan or nylon mesh seat and back. Tables have glass ceramic tops.

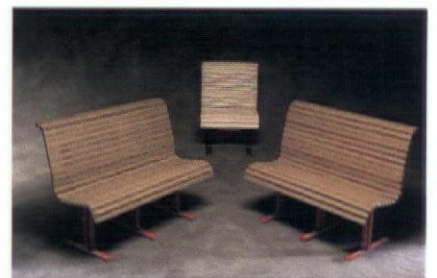
Circle No. 242



FALCON PRODUCTS

The award-winning Rebench by Falcon Products is made entirely from recycled materials. The slats are constructed from recycled soda bottles and milk cartons while the base is made from cast iron engine blocks. The Rebench can be permanently secured, making it perfect for all outdoor environments.

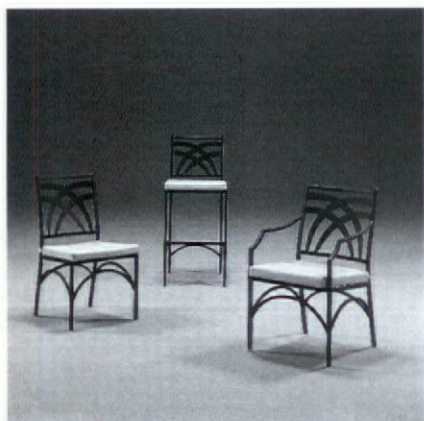
Circle No. 243



SHELBY WILLIAMS

The arm chair, bar stool and side chair from the All Season Collection seating group are constructed of aluminum and are available in a variety of Tufcote finish selections. Removable velcro attached cushions permit indoor or outdoor use. Side chairs and bar stools are available in stacking or non-stacking versions.

Circle No. 244



MOLLA-DIVISION OF LINEAL GROUP

Molla's Star and Dolphin all-cast aluminum chair is a classic design that has endured since 1932. Molla, after 64 years, still handcrafts timeless, cast aluminum designs, popular with restaurants and hotels everywhere.

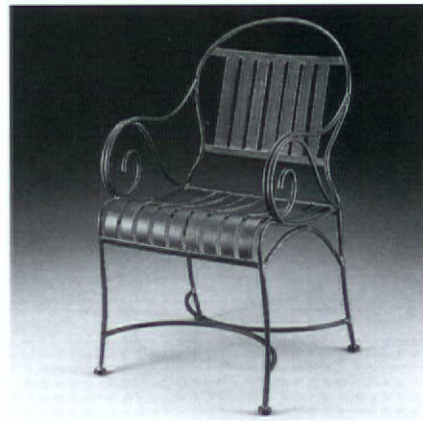
Circle No. 245



POMPEII

Pompeii Bistro Collection provides classic seating for any setting, indoors or out. The Bistro Collection is reminiscent of the casual French design that is so prominent at European sidewalk cafes. Pompeii offers an extensive selection of finishes including rusted iron, pickled pine and travertine.

Circle No. 246



LLOYD FLANDERS

The Vintage series features Old World styling with the look of wrought iron. All-weather wicker joins with styled aluminum in Lloyd/Flanders' most extensive line to date which includes: a desk, bar, barstools, secretary and side chair.

Circle No. 247



WEATHEREND ESTATE FURNITURE

The Southern Harbor Double Chaise Lounge is constructed from jarrah wood, using mortise and tenon joinery. It is custom-built and hand-finished to withstand years of use and exposure.

Circle No. 248



WINDSOR DESIGNS

Windsor offers Oasi, a five-position chair in solid cast aluminum from the newly introduced Fast collection from Italy. Available in white, dark grey or green, this beautifully crafted collection features a variety of chairs, dining sets and accessories.

Circle No. 249



GILBERT INTERNATIONAL

The Sabine Collection includes side chairs, lounge chairs, chaises and tables for indoor and outdoor use. The outdoor version has frames made of steel which are powder coated for permanent weather protection. Chair arms and table tops are made of weatherproof wood. Sabine is available with fixed or removable pads.

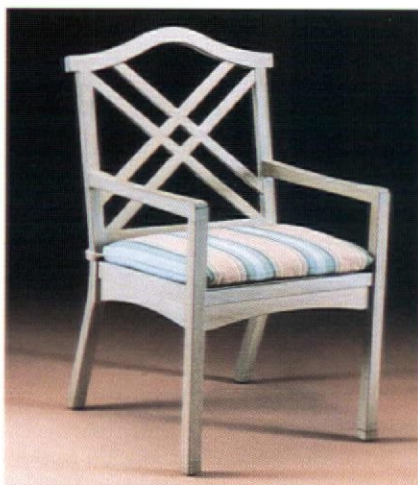
Circle No. 250



GIATI DESIGNS

The Hepplechip Dining Chair is part of a collection of solid, plantation-grown, indoor/outdoor teak furniture designed by Mark Singer for Giati Designs. The Hepplechip chair features cushions made from Giati 100% acrylic fabric, guaranteed for five years against fading. Outdoor jacquard fabrics are also available.

Circle No. 251



BROWN JORDAN

Brown Jordan offers the Orion Collection of poolside furnishings to complement a variety of exterior landscapes. Orion is one of Brown Jordan's many design solutions to complete both interior and exterior installations.

Circle No. 252



WOODARD

Woodard's Aegean Collection is crafted with cast and extruded aluminum. Perfect for resorts and hotels, outdoor dining and balcony applications, the product line is weather-resistant and comes with a five-year structural warranty. Attached or loose cushions are offered.

Circle No. 253



TROPIC CRAFT ALUMINUM FURNITURE

The Premier II Collection is manufactured from only the finest raw materials available. This collection features fluted aluminum tubing, 2-in.-wide virgin vinyl strapping and powder coated frame finish. The Premier II collection includes chairs, chaise lounges, bar stools, dining and cocktail tables and accessories and is available in over 1000 color combinations.

Circle No. 254



TERRA FURNITURE

Terra Furniture introduces a 40 x 82, oval dining table to its already popular Renaissance line. The table, shown with six Renaissance armchairs, has a fiberglass top that is completely weather resistant, will not stain and can easily be cleaned with soap and water yet resembles real stone.

Circle No. 256



No Panels!

Kimball finds unexpected freedom to change office environments—in its new, panel-free Strategy casegoods

By Roger Yee



It's no secret in the furniture industry: The office furniture system can no longer disguise its age in the 1990s. Elaborately equipped for a battle waged and won two decades ago—wielding tools and skills that often seem too cumbersome, outmoded and expensive to engage in today's unprecedented challenges—the dominant, panel-based system born of the 1970s is now a product in late maturity. Having invested billions of dollars in acquiring inventories of various systems and training personnel to use and re-use them, businesses, institutions and design firms know their strengths and weaknesses all too well. To recapture the freedom to act swiftly and decisively that the panel-based system once embodied, Kimball Office Furniture Co.



Kimball's Strategy is a flexible casegoods collection (top) that works like a panel-free furniture system with understated furniture detailing (above).

has taken the unusual step of creating Strategy, a collection of casegoods designed to supplement the panel-based furniture system without needing the panel for vertical support.

"Bringing casegoods and systems together is what our customers have been telling us to do," explains John Dittmer, group product manager, Kimball office furniture, casegoods and systems. "When we looked at our systems products, Cetra and Footprint, in the spring of 1993, we realized there was an opportunity to address systems-like applications that did not use panels to support work surfaces, pedestals or overhead cabinets."

At the heart of Kimball's solution are sturdy yet simple, knock-

down type fasteners with which Strategy attaches its casegoods to each other. The hardware allows a customer to construct a wide range of individual work stations and multiple working environments from a relatively small number of basic casegoods set on modules of 36 in. and 48 in.—not unlike a child playing with building blocks. But the concept has been easier to visualize than execute.

Limiting the product line to what are currently 22 major parts and assemblies has not been easy. Dittmer and his interdisciplinary product development team have had to resist accommodating highly specialized needs and atypical conditions since they began questioning architects, interior designers and facility managers about their needs in the spring of 1993.

Is Strategy a casegoods collection or a system? Kimball says the response from the field has overwhelmingly favored casegoods. "Customers and designers told us in no uncertain terms that the world didn't need another system," recalls Jay Henriot, manager, design services for Kimball. "They asked us instead to respond to the shortcomings of the panel-based system with easy-to-use, freestanding furniture that needed no panels."

Kimball's kit of parts does seem daringly simple: base modules, storage, work surfaces, overheads, electrical modules and accessories all made of medium-density fiberboard and steel joinery. Base modules, storage and overheads are familiar to us as casegoods, which are shipped KD for snap/twist-lock assembly when they don't involve storage (large storage chassis are shipped partially KD), and gang together using simple plates and screws.

Orthogonal, angled and curved work surfaces of polymer-based film bonded to MDF are supported atop casegoods or fitted for freestanding and mobile use. Electrical modules can be installed in the field and wired to electrical and data ports at baseboard and work surface heights, while accessories include paper management and other basic needs.

Perhaps Strategy's most radical departure from panel-based construction is the cabinet support or stanchion that rises from the floor to support the overhead cabinet. Two of these precisely tooled steel channels per overhead cabinet are all that's needed to do the work of standard furniture system vertical panels, and they provide room for vertical cable management, data service ports and electrical convenience outlets, plus support for work surfaces as well. If there is no call for a privacy and utility panel called a "tile" between the overhead cabinet and the work surface, the gap can remain open.

That's essentially all there is to Strategy. No cast of hundreds or thousands of stock keeping units. Oh yes—crossover components are on their way so that users of Cetra and Footprint can interchange components with Strategy and integrate its features into their installed systems. "Interchangeability is a logical next step," admits Kenneth Kern, product manager, systems and casegoods for Kimball. "However, we are still committed to keeping Strategy as lean as possible."

Like shoppers in an express check-out line, customers will surely be watching carefully, counting closely—and cheering Kimball on. ☺

Circle No. 232

EXHIBITORS AS OF JUNE 1994
(ABBREVIATED LISTINGS)

Construction Mkts
 GI Industries, Inc.
 Home Office Group
 Seating Corporation
 ma
 A/NY Chapter
 SID/NY Chapter
 metex/R. Allen Fabrics
 Antico Design Flooring
 Architectural Lighting
 ARCHIBUS, Inc.
 Architectural Record
 ch. Supplements
 emide Inc.
 las Carpet Mills, Inc.
 venue
 SF Corporation
 ue Ridge Mills
 dybilt Seating
 e Boling Company
 N International
 N, Inc
 bot Wrenn
 olina Business Furniture
 arvoz Dauphin
 emetal Corporation
 amer, Inc.
 eative Dimensions
 llins & Aikman Floors
 ntract Design
 mberland Furniture
 stom Editions Upholstery
 B Sales Inc.
 vies Office Refurbishing
 vis Furniture Ind.
 sign America
 signer Sign Systems
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 rkan Carpet
 an Visual
 -GEE Int'l
 onomic Ease
 o Systems Inc.
 S. Contract
 ilities Design/Mgmt.
 x-Y-Plan Industries
 mica Corporation
 ler Contract Access.
 nish A Future
 Office Furniture, Ltd.
 neral Services Admin.
 neral Wallcoverings
 neral Woods/Veneers
 Ford Wallcoverings
 sberger Office Seat'g
 ahl Industries
 ammer Inc.
 G Inc.
 rden Contract
 rpers
 Harter Group
 worth, Inc.
 man Miller Inc.
 h Point Furniture
 man Fabrics
 ve Furniture Corp.
 son Bay Environments
 /Nienkamper
 Magazine
 te
 /NY Chapter
 Institutional Products
 Interface Flooring Syst.
 Interior Design
 IDLNY
 Interiors
 Interiors & Sources
 IFMA/NY Chapter
 Invision Carpet Systems
 ISP
 JG Furniture Systems
 J.M. Lynne Co. Inc.
 Jackson of Danville
 Jofco Inc.
 Johnson Industries
 Johnsonite
 K. O. H. Design, Inc.
 Koroseal Wallcoverings
 Krug Furniture Inc.
 Kwik-File, Inc.
 Loewenstein Furniture
 Luxo Corporation
 Maharam Fabric Corp.
 Masland Carpets, Inc.
 Meridian, Inc.
 Metropolis
 Miller Desk, Inc.
 Momentum Textiles
 National Office Furn.
 NEO Design, Inc.
 Neutral Posture
 OFS
 The October Co., Inc.
 Off. Spec.-Storwal & Curtis
 Packard Industries, Inc.
 Parallax
 Patcraft Carpet
 Pionite Laminates
 Plus Office Systems
 Profornix, Inc.
 Sainberg & Co. Inc.
 Scott Sign Systems, Inc.
 Shaw Industries, Inc.
 Sligh Furniture Co.
 Smith Metal Arts
 Smith & Watson
 Source Int'l Corp.
 Spinneybeck
 Springer-Penguin, Inc.
 Standard Business Furn.
 Stellar Concepts
 Surface Protection Coatings
 System 2/90, Inc.
 Tate Access Floors
 Tayco Panelink Limited
 Moser Cabinetmakers
 Tiffany Office Furniture
 Today's Facility Mgr
 Toli International
 United Chair
 United Marketing, Inc.
 Versteel
 Waldner's Environments
 Weatherend Furniture
 Westweave Carpet Mills
 Wilkhahn, Inc.
 Wilsonart
 Wolf-Gordon Inc.
 Wood Design
 Wunda Weve Carpets
 Wylie Systems
 Yates Furniture Systems
 Zelco Industries, Inc.

INTERPLAN

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Don't let the clean, simplistic design of KI's Alpha fool you (right). There are 110 volts and data communication lines housed in the same beam directly underneath the surface of this durable table. Modular face plates (below) allow users to easily plug and unplug various printers, modems and telephone cables.

Student Proof?

KI's new Alpha table looks to the emerging needs of today's students by being user-friendly, computer literate—and tough as nails

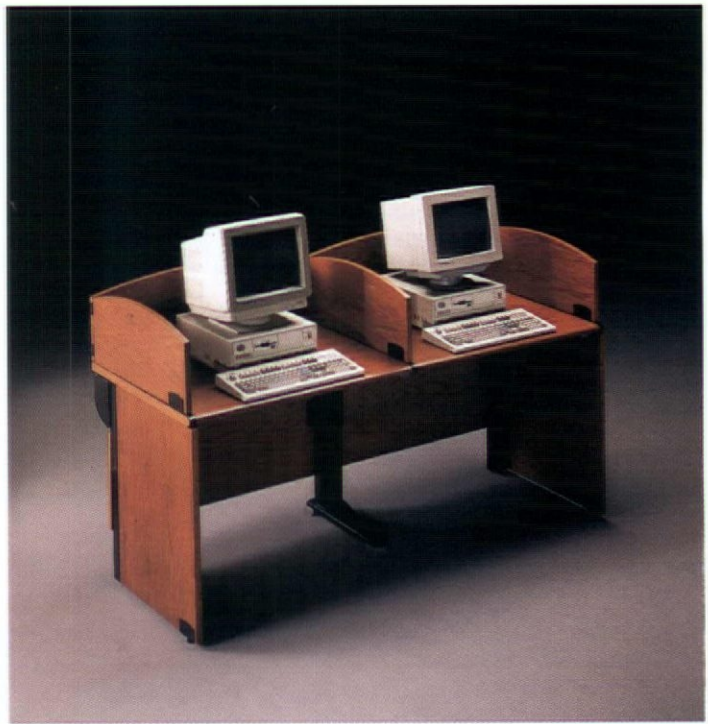
By Holly L. Richmond

“I never realized how hard students are on their educational surroundings,” exclaims Tom Barchacky, educational market manager at Krueger International (KI). Having conducted an in-depth survey of educational institutions, KI discovered a pressing need for a new breed of educational tables. Professionals working in libraries, university computer laboratories, junior high-school classrooms and other educational environments clearly expressed their desire for a user-friendly, computer adaptable and highly durable work surface.

Armed with its market research findings, the KI design team got to work on what has become known as the Alpha table. Terry Bosch, KI's vice president of marketing, says, “The intent of this new product is to offer a system that makes learning as easy as possible and also takes into account the rigors of the classroom. The Alpha will be as student-proof as possible.”

KI also determined other key requirements based on the survey. For example, Alpha had to be a learning facilitator, making privacy as important a criteria in the design strategy as ample working space. Flexibility to adapt to a variety of educational environments was another objective, as was ease of maintenance and the ability to stand-up to the everyday wear and tear that students impose on their surroundings.

Two Alpha prototypes were designed and shown to university personnel in Boston and Chicago before the design team



decided on the final product. “Alpha is a table geared toward the future in the learning environment,” explains Bosch. “It incorporates power, communication and endless other learning possibilities for all ages.”

The benefits to users are extensive, beginning with the three types of power, data and voice connections possible for the computers and other electronic equipment that students and professionals are increasingly bringing to work. Alpha can channel wiring through the base of its leg, the end of its longitudinal beam and a power pole. The advantages of having three different means of access are convenience and flexibility, so that whatever existing form of power distribution is being employed in the facility can include Alpha without making custom changes.

Another unique design element of the Alpha is its non-handed, removable legs. Since the legs are not specifically oriented for the left, right or middle of the table, they can change position when it is moved or work areas are added or taken away. This design also gives a cleaner appearance to Alpha than if two legs were used to support every surface. In addition, when an entire row of tables is installed, the

final task of leveling them is simplified because the non-handed legs have built-in glides that can be adjusted with an Allen-head wrench, alleviating the task of lifting and adjusting each table individually.

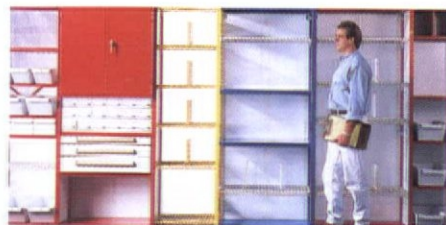
Of course, no piece of furniture could ever be 100% student-proof, but the entire Alpha table is assembled with tamper-resistant fasteners. No grommets, doors or covers can be removed without a tool, and all caps and covers are mechanically fastened. Each privacy screen and divider is anchored to a steel beam, making it extremely rigid, and the plinth at the base of each leg is scuff resistant.

Even before Alpha officially came on the market in mid-June, KI had already received several pre-orders from colleges and universities based on the Alpha prototype displayed at the National Association of Educational Buyers show in Dallas. “University facility managers came up to me at the show and said, ‘I need this table now!’” reports Barchacky. No problem for KI. It appears that Alpha, available in three depths and nine widths with four distinct surface finishes, three edge options and numerous privacy screens, end panels and dividers, intends to stay on the fast track for the long haul—no matter what students carry with them besides their computers. ☺

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Tea for 27

On the site of the Boston Tea Party sits Thomson Financial Services, whose 27 meandering floors add up to a quiet revolution—aided and abetted by ADD Inc.

By Amy Milshtein

Boston, a town where the Lowells speak only to the Cabots and the Cabots speak only to God, has been thrown for a loop. No, the Red Sox haven't clinched a World Series or a Republican been voted mayor. Instead, Thomson Financial Services has built a sprawling corporate headquarters on 27 floors of seven different buildings in the city's historic Fort Point Channel district. But most unusual for buttoned up, Brahmin Boston is the office's strong, egalitarian design created by ADD Inc.

True, the Fort Point Channel district of waterfront warehouses sits away from the powerful office towers of downtown. And true, Thomson Financial Services, a progressive software/publishing company, proudly boasts a history of youthful entrepreneurialism. But the offices, with their bold forms, vivid hues and meandering circulations stand so far out that *The Boston Globe* proclaims ADD Inc.'s work, "The only really interesting office interior in the Boston area within memory."

Many factors came together, allowing Add Inc. to accomplish this feat. Firstly, one must consider Thomson Financial Services. A 14-year-old firm, Thomson is a leading provider of quality financial information, research, analysis and software product to the worldwide investment and corporate communities. The 2,700 worldwide employees serve 45,000 client firms. Thomson's employees put out such things as: AutEx, a bulletin board of electronic order indication and trading data, *The Bond Buyer*, a leading daily newspaper and database and First Call Corporate Release, a

two-way communications system between corporations and Wall Street.

If this weren't diverse enough, Thomson's disparate corporate culture adds to the mix. "One business unit works in three-piece suits while another operates in jeans," says Bob Rooney, Thomson's Boston facility manager. "We needed an environment that fits everyone."

The neighborhood lends itself to diversity. Fort Point Channel, a one-time shipping mecca and Revolutionary tea party host, contains millions of square feet of empty warehouse space. During the 1980s real estate boom, the area housed back office operations of downtown Boston's big financial players. For the most part these corporations tried to shoehorn a Brooks Brothers

It's a sculpture, it's a staircase...it's both. Floating with the greatest of ease in Thomson Financial Services' main lobby (opposite), the staircase serves as a starting point for a walk through the company's multi-level, multiple-building, 225,000-sq. ft. facility. The cafeteria, located in Thomson's only new structure (below), benefits from revolving artwork provided by the Fort Point Arts Community, a local group.

The 1991 screen painting by Lisa Houck is called *The Night After the Meteor Shower*.





THOMSON
FINANCIAL SERVICES

image into the funky, exposed brick and beam buildings. "There were a lot of hunter green window panes and dropped acoustical ceilings," says John Uzee, project architect/designer for Add Inc.

Thomson itself occupied such a space until it decided to consolidate several regional offices into a bold new corporate headquarters. It explored many options from the glittering downtown high rises to sprawling suburban campuses, but eventually came back to Fort Point. "Thomson liked the equality and atmosphere that the warehouses afforded," remembers ADD Inc. project designer Steven Basque. "Of course the space posed more than a few challenges."

For starters, how does one organize an 850-person group with some 30 highly individual business units on 27 non-contiguous floors in seven buildings? Furthermore, how does one create a cohesive corporate identity as an umbrella for the group? Obviously ADD Inc. was not facing just another business-as-usual challenge.

Part of the answer comes with a strong lobby that greets visitors and sets the tone for interior spaces to come. Basically a roof spanning a two-story space between existing buildings, the lobby features a sculptural staircase that leads to a balcony, which holds two small conference rooms and the lunch room. From this second floor perch one can walk through the entire company.

A meandering highway...with kitchens?

And what a scenic and surprising walk it is. "The circulation works more like a winding New England highway than a rigid Autobahn," says Uzee. "There's nothing formal or grid-like about it."

However, bread crumbs are not necessary to navigate Thomson. ADD Inc. developed a design menu of architectural components that landmark the space. Dressed in a variety of accent colors, the first component, called the pavilion, houses copy, fax, kitchen and recycling. "Each business unit has a custom colored pavilion and there's always one in sight," says Basque. "So by following the colors, employees and guests will head in the right direction."

Coat and equipment storage rooms are another item on the menu. Set within maple-clad towers, these internal structures fight clutter and orient the space. Open plan cubicles flow around these structures, an arrangement that offers invaluable flexibility to a company like Thomson. "New business units pop up almost every day," says Rooney, "either formed from various people within the firm or outside." ADD Inc.'s wayfinding system works so well because it allows business units to grow or shrink around the structures instead of fencing them in.

The private offices also appear to be internal structures placed within the warehouses. To combat the "upended shoebox" effect that





Take dust, for instance. With so much brick and black blasted wood beams, dust was a daily part of life. More than just a nuisance, dust is a real problem for the many computers in the company. Lighting proved challenging for the same reason. In their previous facilities, employees worked under pendants that looked good but caused glare on the computer screens. ADD Inc. decided to keep the pendants as secondary accents that light the circulation. For work spaces, it chose fluorescent troughs and painted the ceiling white to act as a reflector. The white paint also seals the ceiling, cutting down on dust.

At first, employees fought painting the ceiling. "They didn't want to lose any of the warehouses' character," tells Basque. In acknowledgment, the designers left support beams unpainted so the skeleton of the building remains obvious. This anecdote is just one example of the passion employees exhibited about their space, as Thomson's large design committee of employees ranging from administrators to senior managers worked with ADD Inc.

One thing the committee valued was each business unit's fierce individuality. The solution went beyond custom colors for the service pavilion. "The technical data group, which works with traders, is set up like a trading room with a linoleum lined pit to bounce sound and keep its noise levels up," tells Rooney. "The software group, on the

Structures within the structure abound throughout Thomson's Boston-based headquarters. ADD Inc. thoughtfully housed different services in different forms to plant landmarks within the huge space. A lofty, maple-clad tower (opposite, top) houses coats and other incidentals.

Follow the yellow brick road, or in this case the purple carpet road. To further enhance circulation ADD Inc. laid rich carpet on the floor and highlighted it with pendants. The crossroads (or cross carpets) shown here lead to conference spaces (opposite, bottom).

Another structure within a structure at Thomson is called a pavilion (above). Each business unit has one in its own custom color. Housing copy, fax, kitchen and recycling functions, a pavilion is always in sight, guiding employees to the right group.

To avoid that upended shoebox feeling that a small room with a high ceiling would create, the designers sloped the ceilings, thereby turning a row of offices (right) into a row of townhouses. Skylights cut into the roof further the analogy.

small offices with high ceilings would create, the designers angled their ceilings. As a result, the sloped, skylit roofs humanize the spaces inside the offices and expand sightlines from the core to the edge of the floor plan.

The finely crafted structures-within-a-structure resemble jewels set within the rough-hewn fabric of the warehouses.

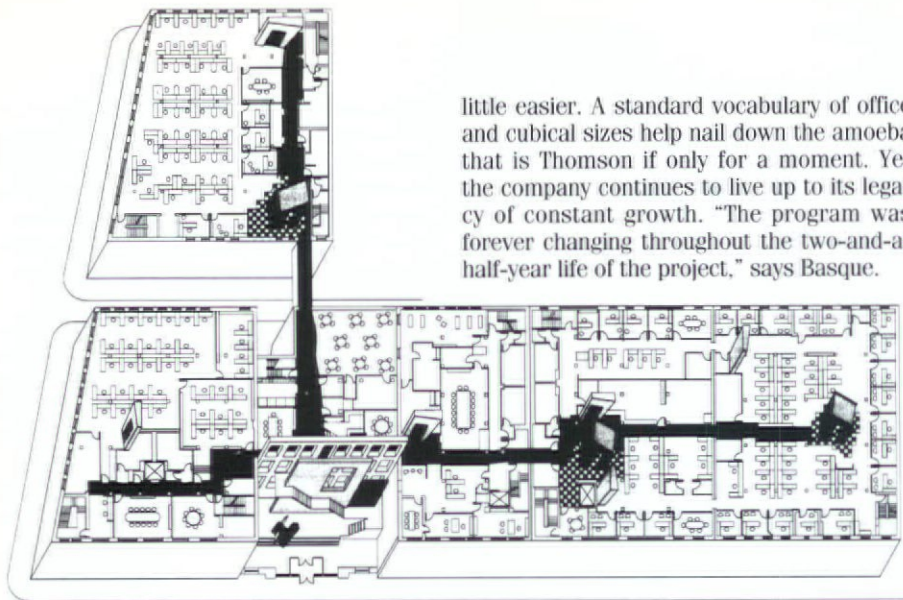
Can boisterous trading room and sequestered think tank coexist?

"Because they are so crisp and well made they're a good fit for every business unit," says Uzee. Multifunctional as they are, the structures never cover the historic shell that so endeared itself to the people at Thomson. That shell, however, had to handled on its own terms.

other hand, needs quiet so it has high panels and unobtrusive circulation." As one might guess, these two groups aren't located next to each other.

Despite their obvious individuality, each unit must follow a set of corporate guidelines that makes the facility managers job a





little easier. A standard vocabulary of office and cubical sizes help nail down the amoeba that is Thomson if only for a moment. Yet the company continues to live up to its legacy of constant growth. "The program was forever changing throughout the two-and-a-half-year life of the project," says Basque.

become of the historic location but one truth remains. Thomson, with its fantastic, flexible, interior will keep the pace of expansion lively by mapping new paths that run anything but parallel. ☺

Project Summary: Thomson Financial Services

Location: Boston, MA. **Total floor area:** 225,000 sq. ft. **No. of floors:** 27 floor plates in seven buildings. **Average floor size:** 8,000 sq. ft. **Total staff size:** 800. **Wallcoverings:** Maharam. **Paint:** Duron, Polomyx. **Laminate:** Nevamar, Wilsonart. **Drywall:** U.S. Gypsum. **VCT flooring:** Tarkett. **Stone flooring:** Burlington Natston. **Carpet:** Bentley, Shaw. **Carpet tile:** Milliken. **Carpet fiber manufacturer:** DuPont. **Lighting:** Neoray, Halophane, Lightolier, Prescolite, Lite-control. **Accent glass:** Saint Gobain. **Window/door frames:** Altura. **Work station:** Knoll. **Work station seating:** Girsberger. **Lounge seating:** Fixtures Furniture. **Lobby seating:** Metro. **Upholstery:** DesignTex, Knoll. **Conference tables:** Davis. **Files:** Knoll. **Arch woodworking:** Monarch Industries. **Signage:** Design Communications Ltd. **Client:** Thomson Financial Services. **Interior design:** ADD Inc. **Architects:** General contractor: Turner Construction Company, Special Projects Division. **Signage/graphics:** Jon Roll & Associates. **Furniture dealer:** Office Environments of New England. **Photographer:** Peter Vanderwarker.

The company's corporate culture is diverse, with one business unit working in three-piece suits while another operates in jeans. ADD Inc.'s jewel-like internal structures (below, left and right) are funky enough for the Gap crowd and well made enough for the suits, suggesting one size can fit all.

At first, Thomson employees fought covering the warehouses' historic ceilings with the white paint needed to properly reflect light. In response, the designers left beams and columns bare (opposite) to enhance the building's skeleton, while the white surfaces distribute ambient light.

It isn't over yet. By the end of this year, Thomson will add another 50,000 sq. ft. Luckily, as it is surrounded by some 3 million sq. ft. of empty warehouse space, the company has seemingly unlimited options.

Or does it? Since Thomson arrived, a new Federal Courthouse started construction in the area and Fidelity Investments just signed on for 150,000 sq. ft. Predictably, all kinds of restaurants and other services have sprung up, while rumors abound that Fort Point Channel will become Boston's next financial district. Time will tell what will







Rocky Mountain High

Stein Eriksen Lodge commands the mountaintops of Deer Valley, Utah, with an interior design from half a world away, designed by Simon Martin-Vegue Winkelstein Moris

By Jennifer Thiele Busch



Simon Martin-Vegue Winkelstein Moris converted a children's grill at Stein Eriksen Lodge into the intimate Forest Room (opposite). To create an elaborate interior on a limited budget, SMWM used rich, colorful fabrics in a variety of enticing ways, including slipcovers over existing furniture, lavish table dressings and elegant window treatments. A custom-painted wall scattered with silver and gold stars (above) intensifies the ambiance.

The year is 1952. The place is Oslo, Norway, where a young Norwegian named Stein Eriksen skis his way to victory and a treasured gold medal in the Olympic Men's Giant Slalom in front of an adoring home crowd. Stein Eriksen has remained something of a Norwegian national hero ever since his days as an international ski champion—an athlete so honored by his native country that he was recently chosen to carry both the Olympic flame and the Norwegian flag at the opening ceremonies when the winter games returned to Norway in 1994. These days, however, Stein Eriksen hangs his ski hat nearly halfway around the

world—in Deer Valley, Utah, where he is also something of a local hero. There, the 12-year-old ski lodge that bears his name was recently refurbished by Simon Martin-Vegue Winkelstein Moris (SMWM) to reflect the authentic warmth and graciousness of Scandinavian hospitality that has twice welcomed the entire world to Norway.

The history of Stein Eriksen Lodge begins in 1982 with a simple, honorable handshake. When Eriksen shared his dream of building a Norwegian-style lodge at mid-mountain in this upscale skiing resort two miles from bustling and historic Park City with Edgar Stern, owner of Royal Street Corporation, the developer of Deer Valley, the two friends agreed to create the facility together. Because Deer Valley considers the likes of Aspen, Vail and Beaver Creek its competition—attracting the most affluent if not the most skilled of skiers in the nation and as far away as Europe and Japan—luxury would be the expected design standard.

However, prices that currently range from \$265 per night for a deluxe bedroom to as much as \$2,000 per night for a multiple-bedroom grand suite (which may boast such amenities as a custom European kitchen, living/dining room, fireplace, whirlpool bath, individual dressing room and wrap-around balcony), put Stein Eriksen Lodge at the top of the accommodations list even for Deer Valley. An in-house sportswear shop, the Bjorn Stova Boutique, operated by Stein Eriksen's wife, is renowned in the area for its high quality merchandise. The Lodge also includes two top-notch restaurants that are open to the general public, and a full-service conference center. Buelah Mowrey, assistant to the Lodge's general manager, indicates that Stein Eriksen's dream-come-true was intended to be "by far the superior lodge in the area."

Within Deer Valley, primarily a second-home resort development of 2,100 planned units and few permanent residents, the Lodge represents an unusual concept in condominium-style ownership. Each of the Lodge's 122 units is individually owned, with the owners constituting the facility's board of directors. "Once a unit is placed in the rental pool," explains Mowrey, "it must conform to some kind of design consistency that measures up to the high standards of the Lodge."

In 1991, the Lodge's board of directors hired Simon Martin-Vegue Winkelstein Moris to update the original interiors with an authentically Norwegian environment that would pay homage to the reputation of its namesake and his contributions to the community. "Mr. Eriksen is like the unofficial ambassador of Deer Valley," says SMWM principal Phyllis Martin-Vegue. Eriksen acts as director of skiing for the Deer Valley resort, and frequently hobknobs with visitors of note.

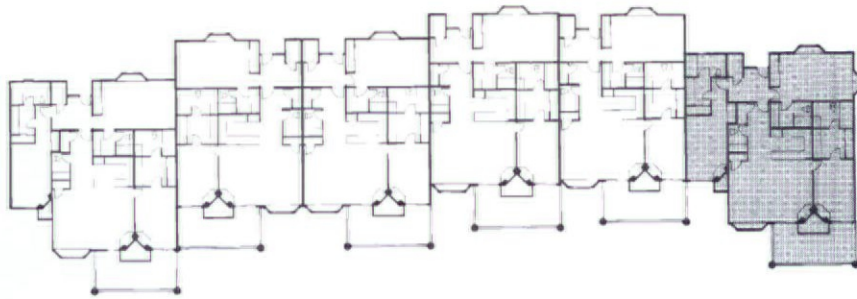
Bob Wells, vice president of real estate administration for Royal Street Corp., sings Eriksen's praises as well. "At 62, he's probably the best public relations guy in the industry," notes Wells. "His presence and willingness to meet and mingle with people is really what makes the Deer Valley Resort work." Naturally, Eriksen maintains a great personal interest in the Lodge. And as the area's resident connoisseur on authentic Norwegian design, he would play an important consulting role for the SMWM design team.

A redesign—in less than 10 years? "The existing rooms in the Lodge were fairly generic," explains Martin-Vegue. "The client wanted them to be much more specific, embellishing the original Norwegian themes and enhancing their beauty and comfort." Nevertheless, in deference to the Lodge's legendary reputation for luxury, SMWM was obliged to maintain a careful balance between what already existed and what was being created anew. "One of the more interesting aspects of the project was that the Lodge was already perceived as the best—it had that caché," explains Martin-Vegue. "We had to work within the parameters of what was there, improving on it without giving up anything."

Besides refurbishing the guest suites, SMWM was also charged with upgrading the 110-seat main dining room and converting a children's grill into an intimate, upscale restaurant with a decidedly Scandinavian ambiance. Since the relatively low budget project dictated that furniture in both guest rooms and public areas was to be reused, the designers concentrated on embellishing such details such as upholstery, window coverings, wallcoverings, floorcoverings, lighting and decorative objects to transform the interiors.

Eriksen took his duties seriously, making a trip to Norway to collect books and information. Martin-Vegue and the SMWM design team supplemented his findings with extensive research on what constitutes Norwegian design in terms of fabrics, colors, styles, motifs and even folkloric costumes for the Lodge's staff. Skilled Norwegian-American craftspeople from the upper Midwest region's heavily Scandinavian-American population were then enlisted to accentuate the authenticity of the design with charming works of art and accessory pieces. Also key to balancing the space, however, was the requirement that the Scandinavian design themes enhance the atmosphere rather than detract from either





Guest suites were updated to reflect a more authentic expression of Scandinavian design. Doorways and armoires, for example, were treated with simple, traditional Norwegian stencil borders (opposite, bottom). Also of primary importance was enhancing the comfort and coziness of the rooms, as a refurbished suite living room (opposite, middle) and bedroom (opposite, top) reveal.

The main dining room, or Glitretind Restaurant, at Stein Eriksen Lodge already enjoyed a fine reputation before being refurbished. The designers added details inspired by traditional Scandinavian techniques, such as handpainted plates (below) and a custom carpet pattern derived from a floral motif found in Scandinavian churches. Lavish fabric window treatments (above, right) further the impression of an intimate enclosure from the cold.

its formal elegance or coziness. "We wanted the interiors to be based on Norwegian design concepts without being slavish," notes Martin-Vegue.

Most soft goods throughout the facility have been executed in intense jewel-tones and the typically saturated Scandinavian colors of yellow ochre, cobalt blue and mellow green. Guest suites emphasize the expression of Scandinavian handicrafts with such details as traditional Norwegian stencil borders that outline doorways and decorate the armoire in each room. The main dining room has been upgraded with a custom carpet that captures the essence and simplicity of Scandinavian design, using a pattern derived from geometric shapes combined with a floral motif found in traditional Scandinavian churches. Walls are graced with handcrafted wooden plates displayed along wooden panels and complemented by elegant fabric inlays inspired by traditional Scandinavian embroidery.



Though Park City has been cautious about allowing much retail or restaurant development in Deer Valley for fear of creating more competition for the establishments in its own historic downtown, the main dining room, or Glitretind Restaurant at Stein Eriksen Lodge is considered among the finest and most desirable in the area. The transformation of the children's grill into the successful Forest Room has likewise provided visitors to Park City/Deer Valley with an exceptional dining experience. The 48-seat restaurant with a game grill theme features an exhibition kitchen that required complete reconfiguration of the space. A custom-painted, deep blue wall with silver and gold stars, lavishly dressed tables and slipcovered original seating helped SMWM to create a remarkably rich and intimate ambiance on a limited budget.

According to Fodor's travel guide assessment of Deer Valley Resort, "It is a ski area for those who want to believe they can ski with the grace of Stein Eriksen." Admittedly, it is not a place for those seeking expert terrain. Nor was it ever intended to be, boasting some the best slope grooming in the industry and a series of luxuries for the affluent recreational skier who wants to be pampered rather than pummeled. Perhaps more accurately, Deer Valley is a ski resort for those who want to ski with Stein Eriksen—or just relax like him at the Lodge. ☺



Project Summary: Stein Eriksen Lodge

Location: Deer Valley, UT. **No of floors:** Two levels in lodge portion. **Total floor area:** 30,000 sq. ft. of public space, 42 units at 1,800 sq. ft./unit. **Wallcoverings:** Wall Fashion. **Carpet/carpet tile:** Prince St. Technologies (public areas), Lee's Carpet (guestrooms). **Carpet fiber:** Monsanto. **Lighting:** Pamela Pollack (wall sconce). **Window treatments:** fabricated by Amberco Inc. **Guest room lighting:** Hallmark. **Upholstery:** DesignTex (guestrooms), Jack Lenor Larsen (restaurant). **Client:** Stein Eriksen Lodge. **Interior designer:** Simon Martin-Vegue Winkelstein Moris. **Furniture dealer:** Rosemont. **Photographer:** Charles McGrath.

Bases Loaded

With offices fully occupied, Major League Baseball Properties, New York, found a tenant vacating below—and belted out a winning design by Butler Rogers Baskett

By Roger Yee

Batter up! The sights and sounds of baseball are close at hand in the New York headquarters of Major League Baseball Properties, sole licensor for the trademarks and logos of the 28 Major League Baseball Clubs. At the landing of the staircase linking the new 28th floor to the existing 29th (opposite), a giant baseball bat marks home plate on the baseball diamond that covers the entire floor.

The adjoining elevator lobby (below) carries on with bleachers from Ebbet's Field, the home of the former Brooklyn Dodgers, a ticket window for messengers and a giant postcard from an old-fashioned ballpark.

You can almost smell the whiff of hamburgers, hot dogs and pretzels, and hear shouts of "Kill the ump!" when you step out of the elevator into the new offices of Major League Baseball Properties. In fact, a billboard-sized postcard bearing greetings from an old-fashioned ballpark, a ticket window and even bleacher seats seem real enough to make you want to check that program folded up in your back pocket. Except that you're on the 28th floor of 350 Park Avenue in midtown Manhattan, surrounded by a new facility that has been sparely yet lovingly designed by Butler Rogers Baskett as a tribute to the sport—and a better way to work in the 1990s.

Major League Baseball Properties doesn't look like big business when seen this way. But as the sole licensor to companies seeking to use the trademarks and logos of the 28 Major League Baseball Clubs, functioning within Major League Baseball's Office of the Commissioner, MLB Properties is an obvious beneficiary of America's passion for The Game—one that clearly means as much now as in 1903, when the Boston Red Sox beat the Pittsburgh Pirates 5 games to 3 to take the first World Series. Promoters of soccer in

the United States should reflect that 90% of pre-teens and 80% of adults say they enjoy baseball, 60% of adults watch at least one baseball game a week, almost 50% of baseball fans are between the ages of 18 and 34, and there are a lot of women in the audience, including 40% of attendees at ballpark games and 45% of TV viewers of games.

Interest in the national pastime has stimulated an astounding appetite for baseball-related merchandise in recent years. Working with more than 400 licensed manufacturers producing over 3,000 products, MLB Properties has actively helped to raise annual sales of MLB licensed merchandise by a minimum of 20% a year since 1987, so that retail receipts that reached no more than \$125 million in 1983 climbed to some \$2.4 billion in 1992. Baseball fans vote with their wallets by buying more licensed merchandise than their counterparts in any other major league team sport.

Much of this would probably not have happened had MLB Properties not become a savvy, aggressive marketer in the mid-1980s. The organization currently monitors licensees to see that they maintain the highest standards of quality possible in the design and manufacture of licensed baseball products, and works with them to respond to changing consumer trends with innovative new products and collections. It also provides ongoing support at various points in distribution and communications channels with merchandising strategies, in-store display materials, promotions, sell-in support, player appearances, product placement in TV programs, movies and videos, publicity and advertising.

Such a flurry of activity—not to mention promoting The Game with corporate sponsors, seeking new products in less traditional categories, and publishing such printed media as *Rookie League Magazine*, All-Star Game and World Series programs and hard-cover books—has caused MLB Properties to grow from a staff of 35 as recently as 1991 to 65 today. One consequence is that the steps leading to the opening of the 28th floor reflected the familiar cycles of expansion and overcrowding so characteristic of young, growing concerns. However, the design concept for the new space has gone one step further than most start-up facilities by being as attractive as it is economical and utilitarian.





Aesthetics was never the main issue, of course. By the time MLBPA had chosen Butler Rogers Baskett from a number of contending architects to design its new offices, the organization had moved from Major League Baseball's Office of the Commissioner on the 17th floor of 350 Park Avenue to its own space on the 29th floor—and filled it to capacity. Then opportunity struck in the form of a tenant vacating the 28th floor. Like a runner stealing base, MLBPA swiftly secured the space and began searching for an architect.

How do you get an architect's attention from deep center field?

James G. Rogers, III, partner in charge for Butler Rogers Baskett, recalls how Richard E. White, then president of MLBPA, immediately sought assurance that his organization's 7,500-sq. ft. project would receive proper attention. "White made no effort to hide his concern," Rogers reports. "'This is a small job,' he told me. 'How involved will you be?' I replied, 'As much as you are!'"

Three basic concerns surfaced early in the Thursday morning meetings of MLBPA's officers and the project team from Butler Rogers Baskett: splitting up personnel between two

floors, encouraging more open communications in the office, and expressing the unique identity of Major League Baseball in a visible way. Surprisingly, none of these issues proved difficult to resolve, thanks to a firm commitment by MLBPA's senior officers to team spirit. Once MLBPA determined which groups would function best on the new floor, including design services, accounting, legal, publishing, retail marketing and administration, subsequent changes to the stacking plan were minimal. White's willingness to pass up

the new facilities was not lost on the staff. "The decision by senior officers to stay upstairs was carefully considered," Rogers observes. "Everyone appreciated the lack of special favors for the brass."

A conscious effort was also made by MLBPA to examine new models of office design in hopes of fostering better communications among the staff. "We really wanted to find a new way of working," explains Anne L. Paskoff, office manager of MLBPA, who had day-by-day responsibility for the project. "Our existing space consisted of

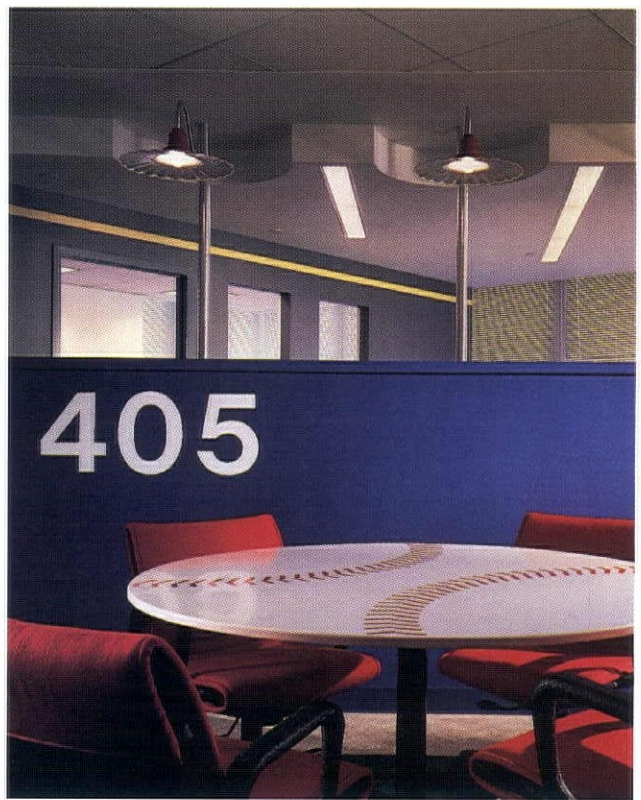
private offices lining the periphery and secretarial desks filling the interior. People were not as easily visible or accessible to each other in this arrangement."

What Butler Rogers Baskett proposed was a hybrid configuration in which private offices sized 10 ft. x 15 ft. or 15 ft. x 15 ft. would line the north wall and occupy the adjoining interior space along with certain office services, while open plan work stations sized 8 ft. x 10 ft. or 10 ft. x 12 ft. would line the south and east walls and occupy the adjoining interior

space, leaving the west wall blank as the off-center core wall. The number of private offices would greatly decline, so that only those managers whose work absolutely required visual or acoustical isolation would receive them. Framed windows or French doors would be set into their walls to maintain a feeling of openness.

On the whole, everyone was pleased with the new design concepts. Even the relatively dense placement of open plan work stations would not interrupt the flow of space because partitions would be set at a height of 5 ft. or





A spirit of team play intentionally permeates the new offices of Major League Baseball Properties as it welcomes a mixture of open plan and private offices. Butler Rogers Baskett has designed private offices to be private and transparent using French doors (opposite) in the interior space and scoreboard-type fenestration (above, left) in the north wall window offices, past which a mid-height partition arcs, defining a symbolic outfield barrier. Unfortunately, a popular conference area (above, right) within the partitioned enclosure, describing a baseball motif on its conference table top with plastic laminate inlay, has been recently reconfigured to accommodate three more work stations.

less—and their implied sense of teamwork seemed natural for MLB. The cost of making minor adjustments to individual work stations was minimized by constructing them of standard files, drawers and other off-the-shelf office furniture components set into dry wall or millwork enclosures.

Ironically, using overt references to baseball in the interior design may have been the most difficult hurdle to overcome. Butler Rogers Baskett strongly resisted the idea at first. "We made an effort to tie our design to the corporate goals of Major League Baseball," Rogers admits, "but we made no comparable effort to tie it to the game itself. We didn't want to create a one-liner."

Encouraged by MLB to bring the playful energy of the sport to class A office space, the architects rose grandly to the occasion. The giant baseball diamond on the floor is probably more easily felt than seen as it traces its way along the floor, skewing work stations and circulation paths in its wake, but it makes its presence known. Less understated are the stadium light fixtures, open plan partitions painted to look like outfield barriers, and the north wall of private offices, painted and fenestrated to resemble a scoreboard. Of course, the giant baseball bat at the foot of the staircase linking the two MLB floors, which also happens to be

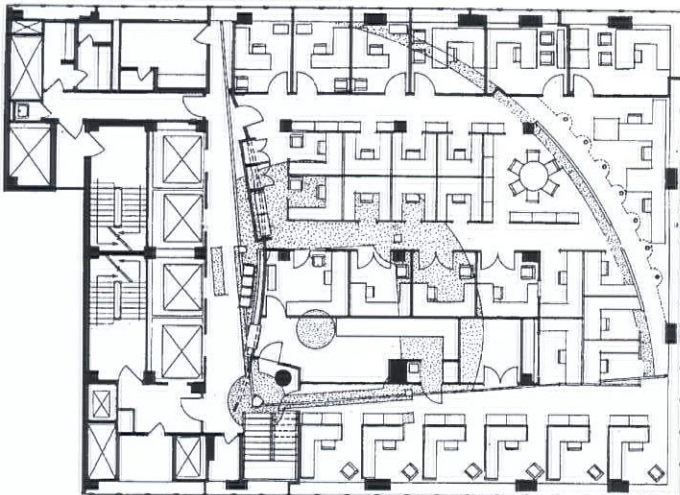
home plate, is not meant to be subtle at all.

Like so many other accelerated moments in New York life, MLB took just six months—from May to November of 1991—to design and construct. While it has reached its projected occupancy sooner than anyone could have imagined, it continues to draw favorable comments from the vendors who typically come to visit, as well as from the "home team" itself. The only puzzle is the low noise level. "We've all learned to be a little quieter," Paskoff confides. "Our voices may carry a bit, but this is not a noisy office."

Just wait 'til they sing *The Star Spangled Banner*. ☺

Project Summary: Major League Baseball Properties

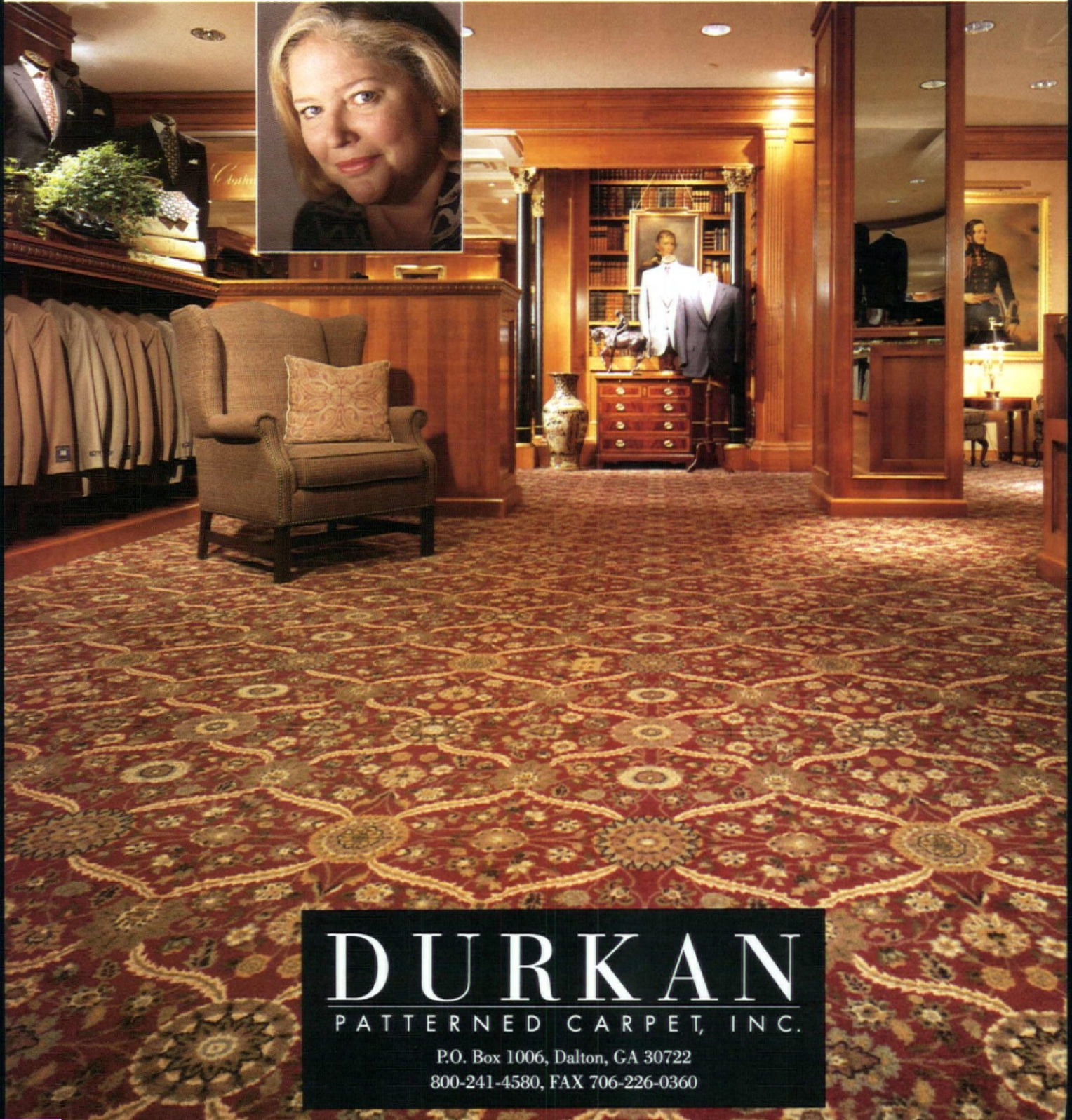
Location: New York, NY. **Total floor area:** 7,500 sq. ft. **No. of floors:** One. **Total staff size:** 32. **Paint:** Benjamin Moore. **Laminate:** Formica. **Dry wall:** U.S. Gypsum. **Vinyl tile flooring:** Allstate Vinyl. **Carpet/carpet tile:** Bentley. **Carpet fiber:** DuPont. **Ceiling:** Armstrong. **Lighting:** Lightolier. **Doors:** Acme. **Door hardware:** Schlage. **Window treatment:** Levolor. **Work stations:** Select Woodworking. **Work station seating:** Herman Miller. **Other seating:** Tuohy, Jasper. **Files:** Meridian. **Architectural wood-working and cabinetmaking:** Select Woodworking. **Signage:** Evergreen Studios. **Client:** Major League Baseball Properties. **Architect:** Butler Rogers Baskett; James G. Rogers, III, partner in charge; Andon George, project manager; Joan Blumenfeld, senior designer; Daisy Marks, interior designer. **Structural engineer:** Lovett & Rozman. **Mechanical and electrical engineer:** Syska & Hennessy. **General contractor:** Humphreys & Harding. **Lighting designer:** Cline Bettridge Bernstein. **Furniture dealer:** Business Furniture Inc. **Photographer:** Robert Miller.



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Scenes from Our Malls

From the rats to the Gaps, the mall is the quintessential American experience. Is our society really melding into one big shopping center?

By Amy Milshtein

What do you want to do?"
"I dunno, what do you want to do?"
"I dunno, let's go hang out at the mall."

—Overheard conversation between two teenage girls in Peekskill, N.Y., spring 1994.

From insolent teens acting bored to sweat-suited grandparents raising their heart rates, today's suburban mall has become more than a place to spend money. With a combination of entertainment and non-retail amenities added to the classic mix of stores, the shopping center has evolved into a place to be as well as a place to shop. Do today's malls embody the soul of suburbia or are they, as Joan Didion once wrote, "...toy garden cities in which no one lives but everyone consumes."

No matter the answer, one truth remains: malls are ubiquitous. According to the National Research Bureau, the nation claimed a total of 39,633 shopping centers in 1993, a 1.7% increase from 1992. The total leasable retail area of our shopping centers was 4.77 billion sq. ft. in 1993, an increase of 2% from 1992.

To the developers' delight, the numbers prove that "if you build it, they will come." The International Council of Shopping Centers (ICSC) estimates that in a typical month, 181.2 million adults shop in shopping centers. This represents 94% of the population over 18. However, the importance of the under-18 mall-goer should not be underestimated. In fact, teenagers visit the mall more frequently than any other age group, more than four times a month, as reported by the 1994 National Benchmark Survey.

With malls so popular, the inevitable has befallen the traditional downtown. According to Bernard Frieden and Lynne Sagalyn in *Downtown, Inc.: How America Rebuilds Cities* (1989), the decline was experienced as early as 1948 to 1954. In the midst of a nationwide economic boom, downtown's share of retailing fell by 25% in 13 of the largest metropolitan areas. At the same time the profit margins of downtown department stores sank lower than even Depression-era levels. Other studies concur, including a Rutgers University

report that documents the triumph of the suburbs in the regional retail wars.

You can't trace the development of America's suburbs without recording the history of the mall. In an essay, "The New Downtowns," in the May 1993 issue of *The Atlantic Monthly*, Witold Rybczynski, professor of architecture at McGill University, traces the origin of the shopping center to the early 1900s in the suburbs that circled American cities. Suburbs tended to be chiefly residential at the time, and still depended on the urban downtown for shopping. The first suburban commercial centers had three identifiable features: they comprised a number of stores built and leased by a single developer; they were situated at an important intersection; and they provided plenty of free, off-street parking.

The year 1950 marked the opening of Northgate in Seattle, the first shopping center anchored by a full-line branch of a downtown department store. Victor Gruen's Southdale Center in Edina, Minn., the first fully enclosed, two-level mall, followed six years later. By 1964, there were 7,600 shopping centers in the U.S. By 1972, the number had doubled to 13,174. The 1980s saw unparalleled growth with more than 16,000 centers built during the

Bette Midler and Woody Allan fall in and out of love in *Scenes from a Mall* (below). Photo courtesy of ©Touchstone Pictures. All rights reserved.



There's no place like the mall. Perimeter Mall near Atlanta invites shoppers to make themselves at home in their living room-like lounges (right). Photo by Steve Pospisil.



decade that witnessed the rise of the super-regional center (malls larger than 800,000 sq. ft.).

Though the S&L crisis put further mall starts on hold, the mall phenomena had already been firmly rooted in suburbia's collective consciousness. "The malls are our cultural mirror," says Dr. Peter Muller, chair of geography at the University of Miami. "Despite anti-suburban, anti-mall bias from the media and scholars, the cities have turned inside out. The malls are now the center of life."

Harvey Bernstein, president of New York-based Bernstein Design, agrees. "Churches were the large, great buildings of the past," he comments. "Now malls claim the most square footage. They are suburbia's only option."

Sometimes malls spring up out of nowhere to beckon suburbanites. "I still have this image in my head of looking out at a bean field in the middle of nowhere and being told by a developer that it's going to be a shopping center," recalls Douglas Meyer, senior vice president at retail design firm SDI/HTI. "Today, Costa Mesa's South Coast Plaza is one of the biggest and most successful in southern California."

The ICSC defines a mall as "an enclosed entity with climate-controlled walkways between two strips of stores," and goes on to describe a regional or super-regional mall as one providing general merchandise and services while devoting 50-70% of its floor area to anchors. Why does the public embrace this blatant shrine to material consumption? "It's convenient and weather-protected," says Lance Josal, vice president, RTKL, an architecture firm with an extensive retail practice. "People feel safer and more secure in a mall than in a downtown that is perceived as urban and dangerous."

Americans so love the mall that Josal insists. "They have taken ownership, and see the real owners as merely caretakers of their property." Stan Laegreid, architect and senior designer at the Callison Partnership, another seasoned retail architecture firm, tells how one Portland, Ore., community fought to protect its mall from remodeling. "When the developers wanted to turn the ice rink into a food court, they faced a huge public outcry," he says. "Portlanders even pointed to an Olympic hopeful who practiced at the rink." They saved the rink and, as we all know, Tonya Harding made it to the Olympics.

Tabloid tales aside, savvy developers have jumped on this trend and purposely position their properties as town centers. "People need a place to come together, to watch and be watched," believes Kathy Lickteig, vice president and director of corporate public affairs for The Rouse Company, a major shopping center developer. "For many the mall is that place, because there never was a traditional downtown to start." Other developers agree. "We describe our malls as suburban town centers, and welcome the responsibilities that come with it," says John Bucksbaum, vice president, General Growth Properties Inc.

Security appears to be the number one responsibility. "A shopping center is much safer than walking down a city street, going to a football game or arriving at an airport," according to David Levenberg, corporate director of security at General Growth

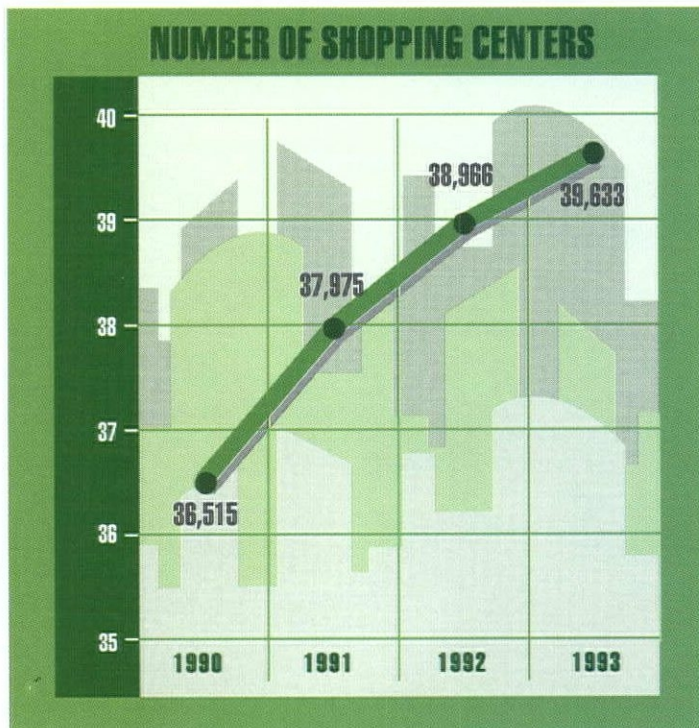
Management. Even so, barring the real world at the gates remains a challenge. The 1993 National Survey of Shopping Center Security, conducted by the Burns Security Institute, reports that the average mall experienced 104.7 criminal incidents annually, compared to 20.2 incidents in 1978. Many crimes occur in the parking lot. "They are often more dangerous than a city street," claims Mitchell Moss, director of urban research at New York University's Urban Research Center.

However, statistical realities may fall on deaf ears. "People perceive the malls as safe, so they keep coming," says Josal. Whether safety is reality or fantasy, malls always present a clean face. "The owners have a stake in maintenance and property values, so everything looks scrubbed," Moss explains.

Eventually even mall owners must deal with sticky social and environmental questions. "All of our malls will be smoke-free by the end of 1994," reports Lickteig. On the other hand, by creating clean, safe and controlled havens, mall developers and owners have attracted people interested in doing more than shopping.

"America is turning to the mall for non-retail functions like walking for exercise," reports Michael McCarty, senior vice president, Melvin Simon & Associates, one of the nation's largest mall developers. "Walkers show up when the doors open at 8:00 a.m., and management welcomes them." Realizing that community outreach builds mall loyalty and traffic, developers are adding amenities to attract people who don't necessarily want to shop.

"In the 1970s everyone included an ice skating rink," says David Nelson, president, The Nelson Companies, a mall developer. "Then food courts, movie theaters and arcades found a place." The Urban Land Institute's (ULI) 1994 study, *Remaking the Shopping Center*,



Source: International Council of Shopping Centers

observes that more malls are incorporating entertainment-oriented features such as cinemas and food courts, amusing retailers like The Disney Store, and museum stores, special events, programs and family entertainment centers.

The ULI study identifies art and sculpture exhibits, educational programs and public meeting facilities among the cultural, educational and service components often featured in malls. "These functions aren't big money makers," says Dean Schwanke, ULI director of information services. "But they generate traffic and feed the highly profitable food courts."

Malls now house civic functions as well. "It's almost a mini city hall with permit issuing, motor vehicle division, police substations and post offices," says McCarty. Libraries, video rental shops, dry cleaners, dentists, lawyers and car dealerships may add to the mix.

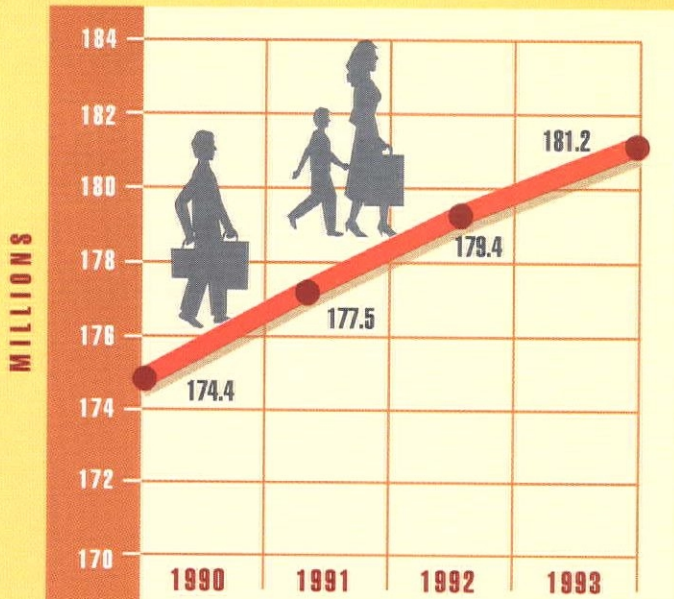
Not all malls are trying to attract people with such pedestrian offerings, however. One need only look to the Bloomington, Minn., Mall of America and its golf course, amusement rides and wedding chapel, or Canada's West Edmonton Mall and its artificial beach, dolphin pool and aviary to see another trend—the mega mall and its "shop-u-tainment" appeal. According to the owners of Mall of America, the 4.2 million-sq. ft. center is expected to draw more visitors than Walt Disney World or the Grand Canyon. "The megamall concept of wedding everything under one roof will spread," theorizes Muller. "Future family vacations may mean taking the kids to the mall."

For the kids, however, vacations may look similar to regular life. Today's teens already spend time combing shopping center corridors and food courts as a mall rat. This phenomena presents both challenges and opportunities to mall owners. Clashes between teen groups are not unheard of, and some malls, such as McKinley Mall in Hamburg, N.Y., bar unchaperoned teens on Friday and Saturday nights. Sunrise Mall in Corpus Christi, Texas, bans wearing baseball caps backwards because it is seen as a sign of gang membership.

For the most part, mall rats are just engaging in the rites of teenhood in a controlled and relatively safe environment. "Parents are comfortable dropping their kids off there," says Moss. "The mall almost becomes a day-care center."

Mall management employs various strategies to respond to the influx of teens. Cumberland Mall outside of Atlanta runs the Cumberland Kids program, in which teens participate in such mall activities as fashion and giftware shows, and perform at amusement parks, children's hospitals, schools and civic meetings. The youths also grant media interviews on teen issues and are featured in advertise-

NUMBER OF ADULTS SHOPPING IN CENTERS MONTHLY



ments for the center. Some malls, including Sawgrass Mills in Sunrise, Fla., have taken on parental roles by rewarding teens with discount coupons when their grades go up.

Are malls becoming true downtowns even with community outreach, civic services and babysitting? "I don't think so," ventures Sanjay Jeer, senior research associate, American Planning Association. "In 1992, malls gave 95-99% of their space to retail functions. A classic downtown embodies only 10-25% of commercial activity."

More than hard numbers are backing the case for downtown. "Malls will never capture the energy of the urban street," says Moss. "They are more responsive to their tenants than their citizens, and possess a limited capacity to draw on local resources." However, a more important question arises. What happens to constitutional rights when society creates town centers on private property?

When people with a political or social agenda want to be heard, they grab a soap box and head for the crowds. Traditionally, mall owners didn't want the headaches, and defended their rights by claiming that malls were private property. During the 1970s, the U.S. Supreme Court ruled that people in malls do not have the same Constitutional free-speech guarantees that apply in public places.

But as malls are increasingly recognized as town squares, states grapple anew with their constitutions, sometimes affording more rights than the Federal government. As a state-to-state issue, at least eight now claim there are no free-speech rights in malls. Others, such as California, Massachusetts, Oregon, Washington and Colorado, have opened their malls to some political activities, and more are on the way. "The New Jersey supreme court just ruled that speech in New Jersey malls cannot be restricted based upon content," reports Seth Malkin, an attorney at law in the law firm of Ferdinand & Klayman.

"However, reasonable time, place and manner restrictions apply." This means that a mall cannot pick and choose issues to be demonstrated, but it can control how and when.

The court cases, legal fees and brouhaha may be for naught. A 1990 Gallup poll indicated that 73% of the respondents felt shopping centers shouldn't be obliged to allow political gatherings. Lickteig supports the data. "No leafleting is permitted on any of our properties," she says, "and so far no one has really challenged us."

As these issues work themselves out, malls continue to reinvent themselves. Many are approaching their 30th birthdays in dire need of an overhaul. The transformation of several privately held, family-run development companies into publicly traded, real estate investment trusts (REITs) in 1993 provided a much welcomed financial jolt.

Developers are working with the A&D community to change malls that were boring brown boxes sitting in a sea of parking into more sensitive, appealing destinations. "Exteriors are becoming more important, and entrances are splashier," says Schwanke. "Sky lights are creating a real 'street' feeling."

Since malls usually sit in choice highway intersections, other services have sprung up around them, filling empty spaces. "Malls do attract other land uses," says Jeer. "Gas stations and banks naturally come first." Laegreid agrees. "Some of the older centers are filling out in such a way that they look like cities," he says, pointing to Country Club Plaza in Kansas City, Mo. "Can housing be far behind?"

Retail will deliver what the public demands. But will a mall-based culture chip further away at America's regional individuality? "It's okay for malls to be the same, because 99% of shoppers won't know they're having the same experience as people 3,000 miles away," asserts McCarty. "However, every mall is different, since 25% of the stores in a superregional are one- or two-of-a-kind establishments." Others see large projects as a spring board for diversity. "This is the opportunity to break away from homogenization," says Laegreid. "Mixed use projects give us the opportunity to celebrate the uniqueness of an area."

In the end, it comes down to what people want. "The mall must reflect the public. Otherwise the public won't embrace the mall," theorizes Bucksbaum. And that's just what the people of Spartanburg, S.C., are doing now. With a new BMW plant revitalizing this oncedying community, The Rouse Company is building a mall. "The whole town is interested in the project, from the mix of stores to the color of the floors," reports Lickteig. "They've taken ownership before the doors even open."

See you at the mall. ☺



Olympic Event

The North Point Mall in the Atlanta suburb of Alpharetta, Ga., is ready for 1996—and well beyond—with a forward-thinking design by ELS/Elbasani & Logan Architects

By Jennifer Thiele Busch

ELS/Elbasani & Logan's design for North Point Mall successfully integrates high-tech with high touch. The exterior (below) reflects the forward-thinking, contemporary design that is transforming Atlanta on the eve of the Olympics, and transforming the burgeoning suburb of Alpharetta as it evolves from a rural Georgia community to a hotbed for corporate relocation. Inside (opposite), the romance, tradition and graciousness of the Old South in the 19th century is revisited.

In a little more than two years from now, the eyes of the world will be on Atlanta, when thousands of athletes and spectators descend upon the city for the XXIII Summer Olympics. For the most part, they will remain oblivious to Alpharetta, a small town just 20 miles north of the city that has no direct connection to the games. Nevertheless, when mall developer Homart chose this burgeoning Atlanta suburb as a prime location for a new regional shopping center, architect ELS/Elbasani & Logan of Berkeley, Calif., viewed the upcoming Olympics and the flurry of new construction it has generated as a particular challenge.

architecture that a building designed for the Olympics might possess," says ELS principal Barry Elbasani. Outstanding architecture was also appropriate for the increasingly affluent suburbs of northern Fulton County and neighboring Cobb and Gwinnett Counties, which were accurately targeted by Homart in the early 1980s as a high-growth area that could potentially support a large regional shopping mall, according to Jack Oliaro, first vice president of the Atlanta office of Homart.

"It became clear from rising income projections and the quality of other things being built there that Alpharetta was changing from a rural Georgia area into a white collar bedroom community," notes Oliaro. Confirming Homart's expectations, the population within a 10-mile radius of Alpharetta more than doubled in a decade, from 156,500 in 1980 to 335,200 in 1990, with a projected population of 413,400 by 1995. The average household income rose from \$32,200 in 1980 to \$57,400 in 1990, with a projected increase to \$67,600 by 1995.

Homart's strategic decision to locate a new center in Alpharetta also depended on a careful consideration of the competition, namely Perimeter Mall to the south, Gwinnett Mall to the east and Town Center to the west. The particular site chosen for the 1.36 million-sq. ft. North Point Mall at the intersection of Georgia Highway 400 and Haynes Bridge Road was deemed ideal, being a sufficient distance from each of the three main competitors, according to Oliaro. The site plan also included the development of a one million-sq. ft. peripheral power center—including restaurants, movie theaters, service merchants and additional retail stores—

by Atlanta-based developer Cousins Inc. (In a cooperative effort to develop the site, Cousins, which had owned all the property, sold Homart the necessary land for North Point Mall and developed the peripheral land itself.)

The drive to design a building that could compete with the best Atlanta has to offer has paid off. North Point Mall is a winner for artistic impression and technical merit.

"We thought the mall should reflect the kind of high-tech, 21st century, stand-out



Individual shops at North Point Mall are encouraged to express individuality but are required to remain consistent with the upscale atmosphere (right) through use of high-quality storefront materials, signage and design concepts.

Despite the obvious advantages of the site, a seasoned, 40-year-old developer like Homart was astute enough to know that any competition would require an extra effort to make the new mall the destination of choice for the area's shoppers. "If this were the only regional mall in the area, the architecture would not be as big a concern," admits Oliaro. In this case, however, design could and would be an important distinguishing factor for North Point Mall.

"The classic question we hear is, 'Does design really sell more shirts?'" says Elbasani. "Today in America you can find a phenomenon called the shopping mall every five or six miles. For the most part, they all have the same stores, the same merchandise and the same prices. When customers have a choice of shopping centers, they choose the one that feels better. They don't actually analyze their surroundings too closely. They just perceive that one place feels better than another. That's called design."

While demographics are the most important factor to a shopping mall owner and tenants when considering a project as ambitious as the six-anchor, 180-store North Point Mall, Elbasani insists that the solid economic base in Alpharetta and its environs was not the most instrumental factor

Do carousels really sell more shirts?

in defining the upscale design. "We always try to design these buildings to be as nice as possible, in terms of finishes and materials, within the budget we are given to work with," he says. "Everybody who has some money to spend enjoys spending it in a pleasant environment."

Ken Jacobs, vice president of planning and design at Homart's Chicago headquarters, recalls that the company used words like forward-looking, clean, spacious, bright and high-quality when describing the design



it sought for North Point. Homart was likewise concerned with providing an environment that would be familiar, and therefore comfortable, to the people who would patronize the mall. "Part of our design philosophy is to fit in with the architectural and cultural surroundings," notes Oliaro. "Alpharetta has recently hosted a number of corporate relocations that have brought a lot of high-tech design and development into the area. On the other hand, the housing remains very traditional."

Merging the two disparate styles became the driving design concept behind North Point Mall, and ELS chose to satisfy both requirements by juxtaposing a high-tech, contemporary exterior against an interior that recalls the graciousness and tradition of the Old South. "The point/counterpoint references give the building a special feel for the dichotomy of the community," notes Elbasani.

"The high-tech, 21st century look was the big idea around which we designed the architectural shell," he continues. "It gives the impression of leaving this century and

Homart, the developer of the mall, is not going in circles. Rather, it's right on target with design features such as this carousel (right), which may help draw shoppers with children to North Point, rather than one of three other competing malls in the area.

Lace filigree metal work incorporated into the elevator housings (below) recalls the romanticism that was characteristic of the Old South.

going to another place." The futuristic motif was expressed by ELS through the extensive use of glass walls and roof sections, soaring masts, a network of cabling and dramatically detailed entrances. It is no accident that the captivating architectural features of the North Point Mall literally beckon passersby by shining naturally in daylight or glowing spectacularly against a darkened sky at night through a buffer of trees.

"The interior is much more traditional, and intended to feel like going back into the 19th century, to the romantic days of the Old South," observes Elbasani. The sense of days gone by is accomplished with detailing such as lace filigree metal handrails, palm trees and other greenery in decorative planters, ceramic tiled floor patterns recreated from turn-of-the-century tile motifs and old-fashioned street lights. The brightness of the Southern climate embraces the interior environment through the multitude of glass skylights above.

One of the more elegant—and clever—features at North Point Mall is a colorful, old-fashioned carousel, adjacent to the ever-important food court. More than a mere fancy, the addition of the carousel speaks to Homart's awareness about the growing influence of children in the retail market. "This is a high income, family-oriented market," explains Oliaro. "These people have choices. All else being equal, we want them to come to North Point because the kids are attracted to the carousel."

ELS's efforts to create a uniquely custom-designed space was not wasted on Homart. "The design worked so well because our joint meetings played upon ELS's ability to understand what Homart wanted from the start," observes Jacobs. Echoing a design philosophy that the developer tries to apply to all its properties he adds, "The use of better materials and ideas results in a quality look that attracts quality shoppers."

North Point Mall's strict standards apply to its retailers as well. To maintain a sense of continuity in appearance and quality, the owner requires the use of such features as show windows, higher-quality storefront materials like glass and wood, and signage that gives each shop an indi-





Shoppers are treated to lots of natural light through a network of skylights, with the solid portions of the roof apparently floating overhead like canvas sails (opposite). Abundant greenery adds to the brightness and openness.

The juxtaposition of interior and exterior converges in the food court (right), where hungry shoppers can eat beneath soaring masts, a network of cabling and undulating metal structures that mimic latticework amidst a garden in bloom. For true Southerners, the food court also offers an outdoor patio.



Homart eschews long, monotonous views down through the mall wherever possible. North Point is broken up into a series of straight sections that meet at courts at varying angles, giving the space more reasonable scale and interest (below).

vidual, upscale identity. Adhering to the well-established retail principle that the backdrop should showcase the merchandise, not overpower it, ELS chose a neutral color palette for walls, floors and ceilings to help storefronts stand out against a stark architectural envelope.

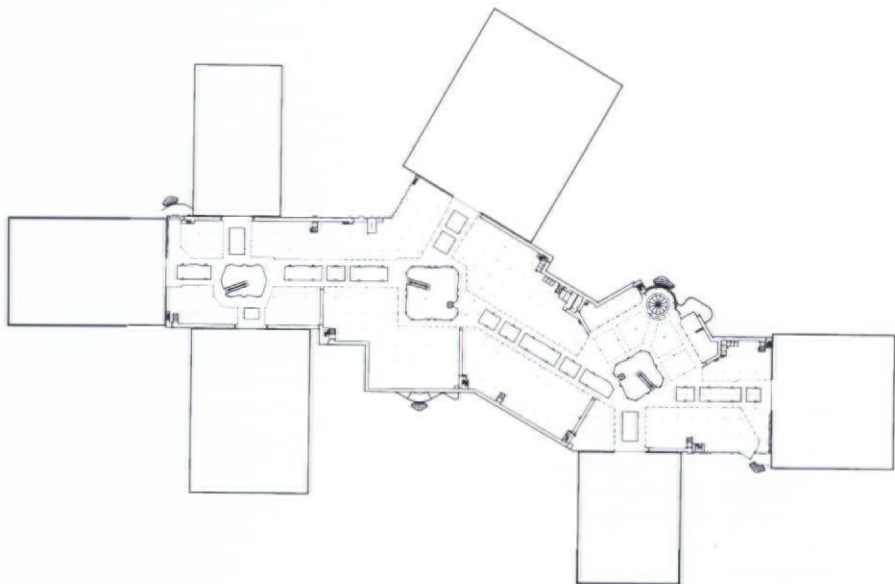
The experienced retailers at North Point Mall—currently spearheaded by five of six eventual anchors, including Rich's, a dominant player in the Southern market, Atlanta's second Lord & Taylor, Sears, the parent company of Homart, J.C. Penney and Mervyn's—obviously know a thing or two about retail design themselves. "Most of our national tenants already have their own standards that meet or exceed Homart's requirements," notes Oliaro. "One of the

advantages of a brand new center is that all the retailers install their newest prototypes. The very latest thinking is evident."

Aside from its obvious aesthetic success, the North Point Mall is off to a grand financial start, opening in late 1993 with a whopping 88% occupancy. "It was definitely the strongest grand opening in our company history, and perhaps the strongest ever in the industry," boasts Oliaro—undoubtedly only the first of many records that will soon be set in Atlanta. ☺

Project Summary: North Point Mall

Location: Alpharetta, GA. **Total floor area:** 640,000 sq. ft. **No. of floors:** Two. **Average floor size:** 320,000 sq. ft. **Cost/sq. ft.:** \$60. **Paint:** Perfection. **Flooring:** Crossville Ceramics, Landis Stone. **Ceiling:** Armstrong. **Lighting fixtures:** LSI, Sterner. **Doors:** Fetzers. **Door hardware:** Arrow. **Glass:** Viracon. **Window frames:** Lin-el. **Doors:** Vistawall. **Door hardware:** Schlage. **Railings:** Standard Iron. **Lounge seating:** Wesnic. **Dining tables and seating:** Wesnic. **Signage:** Concepts Unlimited. **Elevators/escalators:** Montgomery. **HVAC:** Trane. **Fire and life safety:** Simplex. **Security:** Simplex. **Building management system:** Trane. **Plumbing fixtures:** Kohler. **Client:** Homart Development Co. **Architect/interior designer:** ELS/Elbasani & Logan Architects; Barry Elbasani, FAIA, principal in charge; Ed Noland, project designer; David Petta, project manager; Raul Anziani, David Fawcett, project architects; Jeff Zieba, Amy Guiang, Alan Burkett, project team. **Structural engineer:** L.A. Fuess Partners. **Mechanical/electrical engineer:** James Standard & Associates. **General contractor:** Hardin Construction Group Inc. **Landscape designer:** Fred Kellums. **Lighting designer:** Luminae Souter Lighting Design. **Photographer:** Timothy Hursley.





Stars and stripes forever: In its first 20 months of operation, Mall of America (left) has entertained 60 million visitors, with tourists accounting for more than 30%—some coming from Europe and Japan. If shopping is not in store, don't despair. Eat, dance and ride your way to an abundance of entertaining activities, like the LEGO Imagination Center (opposite). In its interactive play area, you can build whatever your heart desires.

Come One, Come Mall

Give me your tired, your credit approved.... The huddled masses yearning to shop get more than they bargained for at Mall of America in Bloomington, Minn., designed by The Jerde Partnership and others

By Holly L. Richmond

When American poet Emma Lazarus wrote "The New Colossus" in 1883, she certainly did not have Mall of America in mind. Ironically, what were appropriate words for the Statue of Liberty in the late 1880s are strangely suitable to describe America's affection for shopping centers in the 1990s. Shopping has become a component, rather than the focus, of many a 1990s trip to the mall. One of the most conspicuous examples is Mall of America, in Bloomington, Minn., which is aggressively challenging the traditional shopping center experience. It's a whirlwind of entertainment, so hold onto your hat as well as your wallet.

The story behind the initial concept for Mall of America began paradoxically in 1982, when the Minnesota Twins and Vikings moved from Metropolitan Stadium in Bloomington to the Metrodome in downtown Minneapolis. After the City of Bloomington purchased the 100-acre stadium site, it completed a Metropolitan Significance Review to determine what type of

facility would best suit the space and meet the needs of the Twin Cities area. The Review disclosed that the Twin Cities area was "under-retailed" per capita compared to other U.S. cities its size, leaving room for a new mall.

Three years later, the Bloomington Port Authority selected Canada's Triple Five Corporation to develop that mall, based in part on its ingenuity and imagination in producing the world's largest mall in West Edmonton, Canada. Indianapolis-based Melvin Simon & Associates, one of the nation's top developers and operators of shopping centers, joined the team in 1987. By 1989, a plan was approved for a 4.2 million-sq. ft. shopping and entertainment center unlike any America had seen. Groundbreaking took place on Flag Day, June 14, 1989, and Mall of America opened to a crowd of over 200,000 on August 11, 1992.

Since Mall of America would be the first integrated U.S. entertainment and shopping center, Melvin Simon fielded a task force of over 30 people to study every aspect of the

community, including environment, demographic composition and economic viability, to learn exactly what shoppers wanted. Much of the research was based on focus groups from malls developed by Melvin Simon. Late in 1988, the developer was ready to select an architect. The Jerde Partnership, for the overall project design. There would be many more firms, to be sure. Bob Cloud, principal architect at Jerde, credits all contributors in bringing this undertaking to life. "We all welded together to make a huge project happen in a short time," he states. "It was quite amazing."

And amazing it is. Thanks to Mall of America, Bloomington has become a mecca of economic and social activity overnight. Where else can you find Nordstrom, Bloomingdale's, Macy's and Sears, plus over 400 smaller stores, 45 restaurants, nine nightclubs, a 14-screen theater, an amusement park, an imagination center, a hotel, classrooms, a golf course, a wedding pavilion—you can get married here too—all under one roof? No wonder





The four story mega-mall in Bloomington, Minn., caters to over 400 retailers, 45 restaurants and nine nightclubs within a 4.2 million sq. ft. area. To keep visitors on the right track, each corridor of the mall (left) has its own identity, easily recognizable through creative icons and graphic detail.

In the center of it all, Snoopy, the world's most famous beagle, welcomes guests to a seven-acre entertainment park (below), the largest indoor family theme park in the nation. Food, entertainment and the simulated thrill of the great outdoors are not hard to find at Knott's Camp Snoopy.

critics still question the economic consequences of the mall on Bloomington.

Yet statistics show that the mall is making a positive impact on the local and state economy. City and state reports show it has created 12,000 new jobs and expanded entertainment and liquor tax receipts by 50% more than in the year before the mall's opening. By all accounts, Bloomington is thriving.

Susan Austin, public relations manager at

market extending from 50 miles beyond the Twin Cities region to a 400-mile radius representing a population close to 28 million in portions of the neighboring 11 states and two Canadian provinces. Shoppers remain king and queen of the mall, nonetheless. Of 60 million visits to Mall of America tallied thus far, tourism accounted for 30%, while the remaining 70% constituted repeat shopping visits within a 150-mile trade area.

new development readily complied with local zoning conditions and noise level regulations. In addition, parking space, a variable of gross leasable area, was needed for 12,750 vehicles, a total within environmental guidelines for air and noise pollution. The mall also developed a unique program with Browning-Ferris Industries so that 80% of the nearly 125 tons of garbage generated each week is recycled.

What if it like to visit this one-of-a-kind

How to get shoppers to bite deeply into the Mall's square donut

Mall of America, says, "So far, the mall has had very positive effects for the city. It has brought in so much tourist traffic—over 60 million visitors to date—that spending has increased throughout the entire city. "When tourists come to Bloomington, they don't stay at the mall the entire time," adds Austin. "We've provided easy transportation to and from downtown to accommodate visitors and business owners alike."

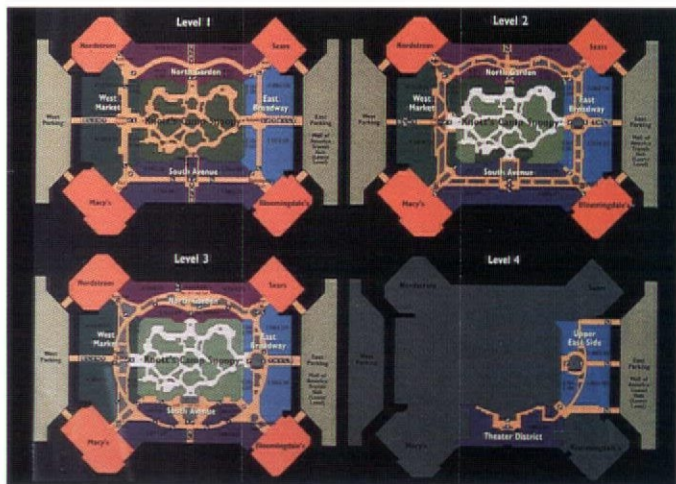
Demographic studies have isolated four target groups for the mall: the small family, the tourist, the entertainment user (childless, double-income patrons of the nightclubs and restaurants only) and lastly, the "all-empowering" shopper. (The rapidly increasing senior population is likely to be added as a target group in the near future.) Of course, as important as who the shoppers are at Mall of America is the identity of the tourists. Mall of America claims a primary tourism

Owing to the mall's colossal scale, its environmental impact was as much a concern as its economic consequences. Fortunately, none of the potential problems proved intractable. For example, the majority of visitors would travel by car to the intersection of Interstate 494 and Highway 77, but the city was already constructing new roads at the time, and the

place? You could embark on an early morning trek of the 3.5 miles of corridors and hallways at 7 a.m. by joining the mall walker's club—or rest up for a full day of shopping from 10 a.m. until 9:30 p.m. Actually, you would need at least 12 hours to see and do it all, and studies show the average visitor only stays for three hours. Charles Pigg, principal architect in charge of project design for Jerde, declares, "It's almost like a whole world under one roof." Adds Jim Goggan, the in-house architect who worked closely with Pigg and others to make the project a success, "Our main goal was to set a stage for the retailers. They are the real performers, and we want them to be as profitable as possible."

So that the nearly 2.5 million sq. ft. dedicated to retail space as well as the remaining area dedicated to attractions, restrooms, food courts, courtyards and gardens would be





The open design of the mall's four floors and 3.5 miles of corridors and hallways sets an inviting stage where you can readily locate your favorite store. Four anchor stores, Bloomingdale's, Macy's, Nordstrom and Sears, occupy the corners with hundreds of smaller shops completing a vast rectangle. Everything is held together with 13,300 tons of structural steel, 140,000 cubic yards of concrete, 20 acres of roofing and 6 acres of skylighting (above).

comprehensible and shopper-friendly, the rectangular structure of Mall of America is conceived as an urban resort. Interiors follow north, south, east and west design plans, with the four corners housing anchor stores that connect the shopping corridors. Each corridor is given an avenue name with an identity to match using appropriate design icons and graphics.

Avenues are aptly named East Broadway, North Garden, South Avenue, and West Market, so that shoppers can see the top-hat icon and neon and chrome color scheme along the "avenue" between Bloomingdale's and Sears, and know they're on East Broadway. Another user-friendly element of the design is the visibility of stores and attractions on all levels, a convenience that helps regular shoppers find their favorite stores. ("First time visitors are usually not so business-minded," observes Austin. "They enjoy strolling throughout the mall, taking in as much as they can.")

If you think of the mall as an immense, rectangular donut with shopping on its perimeter, what's in the center of this uniquely American treat? Knott's Camp Snoopy—the "largest indoor family theme park" in the nation. This seven-acre facility includes 16 rides, nine restaurants and plenty of shopping featuring Charles Shultz's Peanuts characters. Designing the woody looking space proved to be more difficult than its creators, including Jerde and Robin Hall of Knott's Berry Farm, first perceived. Hall, vice president of design and architecture of Knott's, points out, "Because this theme park is indoors, we had to reinvent building and fire codes in order to make evacuation easy. At the same time, we didn't want to make these systems too noticeable."

Finished enjoying yourself at Knott's Camp Snoopy? Just walk through the park towards South Boulevard to find a fantasy land of dinosaurs, spaceships, circus performers and airplanes that are only as real as the LEGO blocks from which they're made—in the LEGO Imagination Center. The 7,000-sq. ft.

area designed by Jeter, Cook & Jepson Architects is the first permanent showcase in America for LEGO. It uses a "kit of parts" to assemble beams, columns and arches that are instantly recognizable as LEGO building pieces, and serve as a backdrop to the host of LEGO models that populate its four-story high courtyard. Thomas Dowling, senior vice president and principal architect for Jeter, Cook & Jepson, reports, "The biggest gratification on this project is seeing kids' eyes pop open and the excitement on their faces. They can't wait to get here."

In the past two years, Mall of America has become the third most popular tourist destination in the United States, and some 40 million annual visits are expected by 1996. Mall of America insists success will continue and is therefore proceeding with Phase II of development. Plans call for Underwater World, a 1.2-million gallon walk-through aquarium, an on-site hotel, an environmentally conscious Rain Forest Café and expansion of an on-site school, Metropolitan Learning Alliance.

Interestingly, Mall of America and Melvin Simon & Associates have no plans to duplicate the mall. "However, that doesn't mean it won't be done again," states Billie Scott, director of public relations at Melvin Simon. "We have proven that the synergism of retail and entertainment does work."

Scott notes that few places in the nation combine the essential elements to let a venture like this succeed. The fact that Mall of America is located in the heartland, away from a congested population and retail market, makes its location ideal. To date, Mall of America reports that its retail space is 84% leased, and that traffic and sales surpass all estimates.

So America, get set to shop 'til you drop. This mega-mall seems destined to keep exciting the mall-enthralled from sea to shining sea. Or is it avenue to shiny avenue? ☺

Project Summary: Mall of America

Location: Bloomington, MN. **Total floor area:** 4.2 million sq. ft. **No. of floors:** 4 plus basement. **Paint:** Sherwin Williams. **Ceramic tile:** Crossville Ceramics, Dal-Tile. **Carpet/carpet tile:** J & J Industries. **Windows:** Harmon Contract. **Seating:** Wesnic. **Tables:** Wesnic. **Signage:** Andco Industries, Cornelius Architectural Products, Nordquist Signs. **Planters, accessories:** Wesnic. **Elevators:** Otis. **HVAC:** Mammoth. **Fire safety/Security/Building management system:** Andover. **Client:** Mall of America Corp. **Design architects:** The Jerde Partnership; Robin Hall, Knott's Berry Farm. **Project architects:** HGA/KKE, Jeter, Cook & Jepson. **Structural engineer:** Shenberger & Assoc. **Mechanical/electrical engineer:** Cosentini Assoc. **Anchor general contractors:** Adolfson & Peterson Construction, Robert E. Bayley Construction. **Construction manager:** PCL Construction Services. **Lighting designer:** Francis Krahe & Associates, Light Source Inc. **Acoustician:** Bahl Insulation. **Photographer:** Howard N. Kaplan Architectural Photography, Mall of America Corp.

Raze the Roof

When Roosevelt Field Mall in Garden City, N.Y., saw opportunity hovering overhead, it went right through the roof with a renovation by RTKL Associates

By Roger Yee

Rain was pouring steadily over Roosevelt Field in Garden City, Long Island, as dawn broke. A 25-year-old American aviator named Charles Lindbergh climbed into the cabin of his silver Ryan monoplane. The Spirit of St. Louis, started the engine and signaled for the crew to yank out the wheel chocks. Strain as the engine might, the 5,250-lb. aircraft, weighed down by 400 gallons of gasoline, sat motionless on the muddy clay runway until assistants took hold of the wing struts and started pushing. At 100 yards, the last helping hands dropped away and Lindbergh was on his own, lifting off the ground only to alight again, splash through a puddle, skim over another and suddenly become airborne, clearing the tele-

phone wires at the end of the runway by just 20 ft. The "Lone Eagle" had embarked on a 33 1/2-hour journey that would win him the \$25,000 Orteig Prize for a non-stop flight between New York and Paris, starting at 7:54 a.m., May 20, 1927, from what would be the future site of the dominant regional shopping center on Long Island.

Historians can still trace the path of Lindbergh's takeoff on Roosevelt Field today, but the shoppers who regularly descend on the site may have other thoughts in mind. Noontime pedestrian traffic is so heavy at Roosevelt Field Mall that many Long Islanders could not imagine life without the 2.1 million-sq. ft. shopping center. Yet the stunning new renovation by RTKL Associates for New York-based Corporate Property Investors (CPI) is only the latest rebirth for this cradle of aviation. Established in 1916 as Hazelhurst, a military aviation training center, the property was renamed Roosevelt Field in 1918 to honor Quentin Roosevelt, the youngest son of President Theodore Roosevelt and a casualty of World War I. Six years after the nation's first regional shopping center, Northgate, established itself in suburban Seattle in 1950, the airfield re-emerged as Roosevelt Field Mall in time to serve the postwar population boom that left New York City in search of detached, single-family homes on Long Island's potato fields.

A sense of urgency has gripped Roosevelt Field ever since. Under legendary builder William Zeckendorf, Sr., developer Webb & Knapp created the original 1.2 million-sq. ft. regional shopping center that opened for business on August 18, 1956, anchored by Macy's as the sole department store. Its open-air structures of steel, brick and glass comprised two parallel wings of retail shops, a cinema, a showroom and an ice skating rink as well as Macy's, all designed by the young architect I.M. Pei in the austere elegant International Style that was then sweeping the nation.

Of course, malls are workplaces rather than work of arts, so Roosevelt Field kept reinventing itself in the ensuing years: Gimbel's (now replaced by Abraham & Strauss) arrived to challenge its traditional rival in 1962, the mall was enclosed and temperature controlled in 1968, and Alexander's (now replaced by Stern's) set up shop in 1971, followed by J.C. Penney and parking decks in 1972. A corpo-

Dirigible descends on delighted shoppers: The Zeppelin food court (opposite) at the newly renovated Roosevelt Field Mall in Garden City, L.I., which recalls the site's role as the airfield from which Lindbergh piloted The Spirit of St. Louis to Paris in 1927, draws eager customers to its food services atop a wing of stores. Outside, a new formal entrance (right) welcomes shoppers inside.





rate predecessor of CPI purchased the buildings in 1973 from a real estate investment trust formed by Lazard Freres after the demise of Webb & Knapp, and added the land in a leasehold buyout in 1979.

By the mid-1980s, CPI found itself in the unusual situation of owning and operating a mall that was fully leased, highly profitable—and long overdue for a major renovation. “We started thinking about what to do with Roosevelt Field in 1986,” recalls G. Martin Fell, senior vice president of CPI. “Sales volumes were excellent, so nobody was complaining. But everything about its physical orientation was wrong.”

Many real estate investors would gladly exchange their properties for Roosevelt Field, whose market area demographics reflect the singular economic strength of the 1.3 million residents of Nassau County. Average household income in the region is \$69,000. 32% of adults have attended four or more years of college, 71% of the work force is white collar and 75% of dwelling units are owner occupied. As Fell observes, “Long Island’s Nassau and Suffolk Counties rank second only to metropolitan Stanford, Conn. in household

A shopper’s paradise with serious flaws—and healthy profits

affluence—a fact highlighted by the high percentages of Long Island women who don’t work.” Roosevelt Field itself remains surprisingly free of direct competition from local retail centers, which generally target more budget-conscious consumers with such retailers as Price Club, K-mart and Sears.

Yet many of the flaws in the physical environment of Roosevelt Field were apparent as early as opening day, beginning with the basic layout. For example, the two original, parallel wings of retail shops that form the core of the floor plan dispersed traffic rather than concentrated it, breaking a basic shopping center rule that store frontage should be exposed to the highest possible volume of traffic. Entrances to the mall and the department stores did nothing to help by failing to focus on major interior spaces, disorienting anyone trying to find the way in or out. Equally confusing was the absence of large gathering places such as a food court or a fountain court, depriving customers of convenient opportunities to meet, relax and dine before shopping once more.

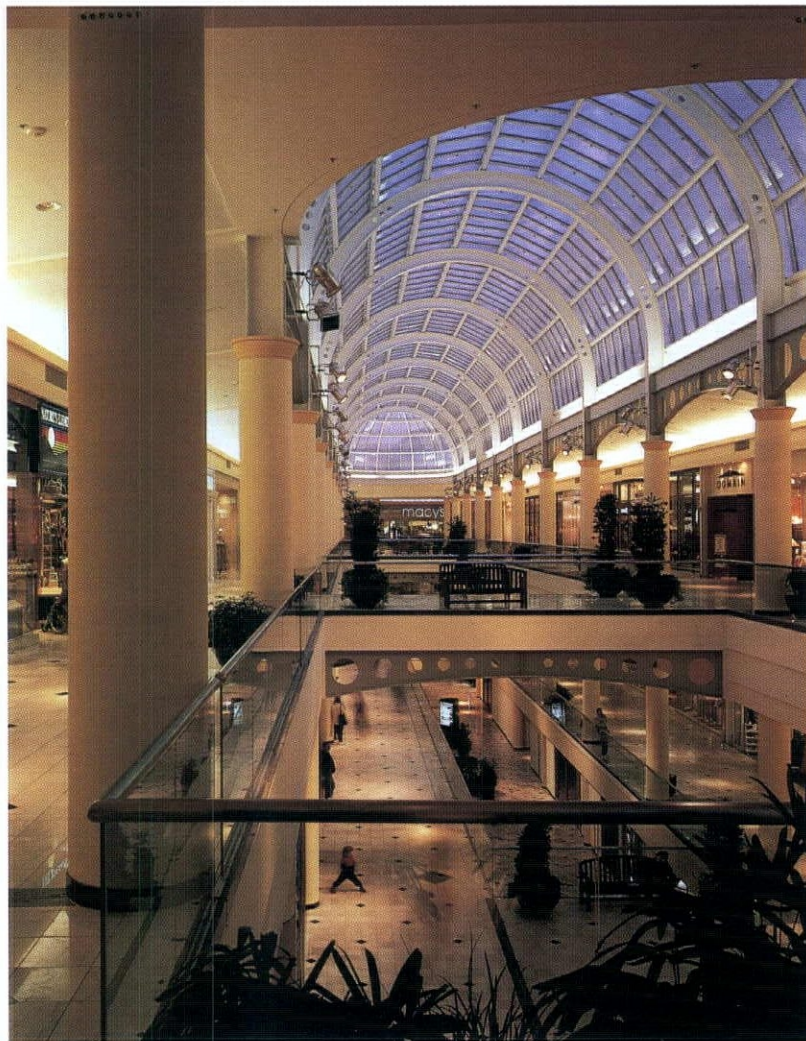
“Shortcomings in layouts can bring down less fortunate centers,” notes Lance K. Josal, AIA, vice president in the Dallas office of RTKL. “The high volume of traffic at Roosevelt Field kept problems from getting serious.” In fact, prosperity proved to be a generous buffer in more ways than one.

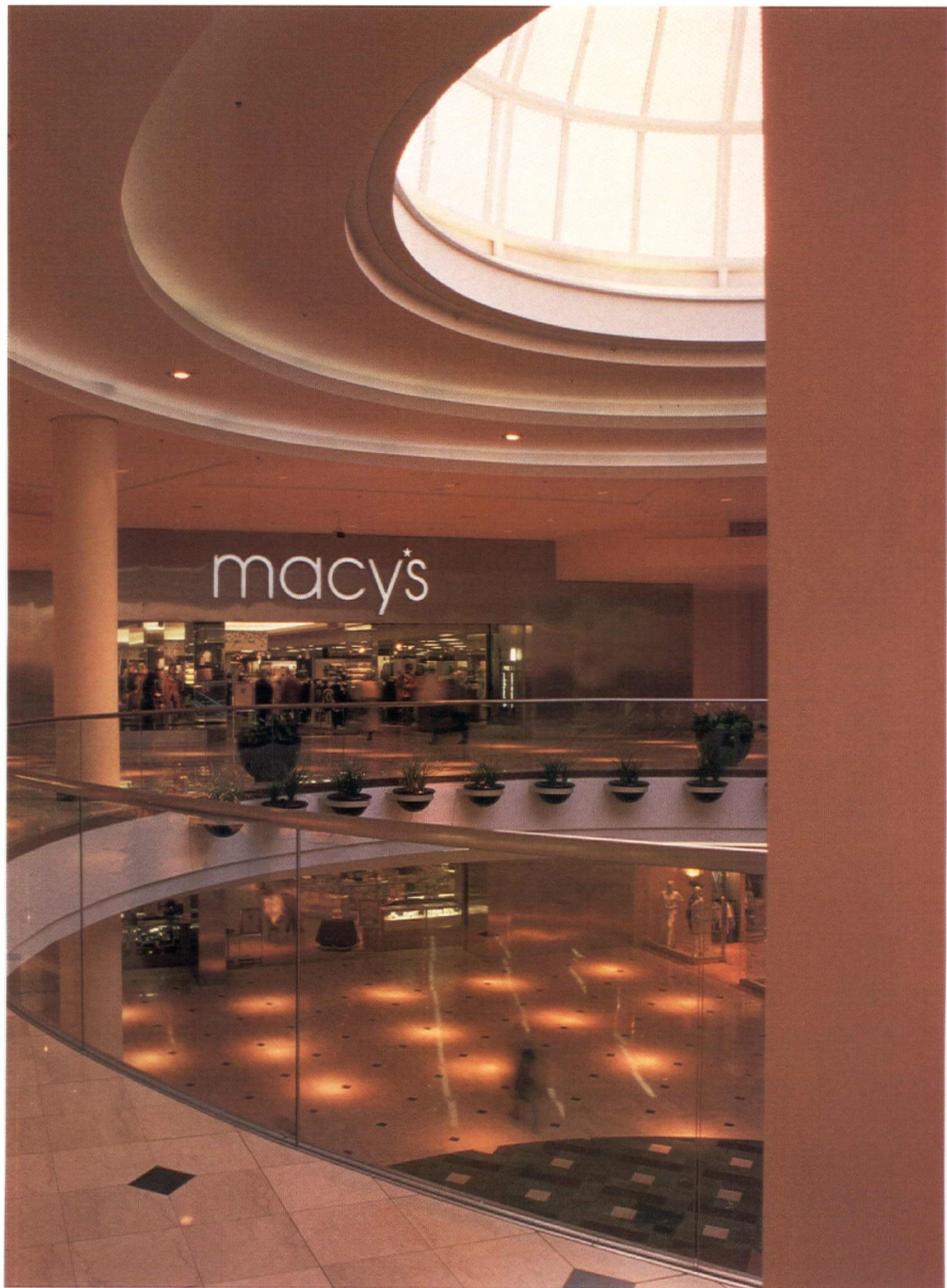
The lack of a master plan for ongoing development, for instance, resulted in piecemeal additions such as an awkward spur called the Petite Mall and half-hearted attempts to convert the shallow, 10-ft. high basement on either side of the truck tunnel beneath the center to retail space or storage. Largely cosmetic redesigns of the inte-

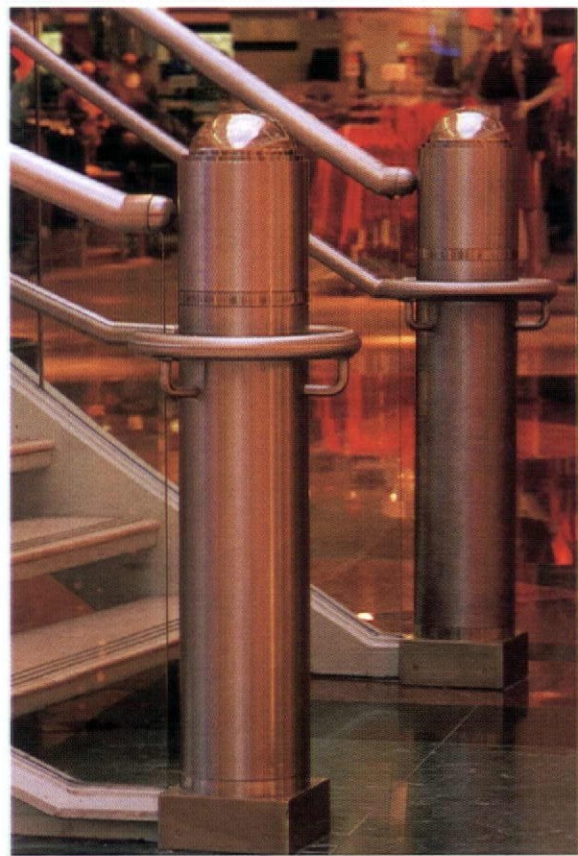


Roosevelt Field’s previously dark, nondescript, one-story wings have been transformed by the addition of a second level and the restrained use of an early aviation theme, which can be seen in this approach to Macy’s (below). Note the use of ornamental metal in the beams, skylights and railings, a mechanical motif echoed in a handsome elevator housing (left).

A proper front door for Macy’s is this two-story entry court (opposite), one of many realigned entrances to the department stores of Roosevelt Field from the common areas and other tenant spaces. The new design by RTKL helps complete the transition from the original, one-story open-air mall of the 1950s to the renovated, two-story enclosed mall of today.







riors introduced new dropped ceilings, skylights, architectural lighting, sprinklers and column covers without integrating the center's sprawling spaces or exploiting the drama of their floor area and potential cubic volume. "None of the renovations went far enough," Josal believes. "Shoppers faced a patchwork of styles, colors and materials."

In retaining RTKL to renovate Roosevelt Field, CPI was also aware of a political obstacle that could not be overcome by design, at least in the immediate future. The Town of Hempstead, which exercises jurisdiction over Garden City, had imposed a moratorium on new development in the aftermath of a scandal over the future of nearby Roosevelt Raceway. For Roosevelt Field, this meant that any improvements in planning and design could not result in a net gain of gross leasable area, a triumph of quality over quantity.

What goals could be achieved at Roosevelt Field under these circumstances? Plenty, according to CPI and RTKL, by removing marginal additions and replacing them with upgraded facilities elsewhere. "Adding a second level appealed to us as a way of concentrating the flow of traffic," Fell points out. "We had added a second level to Burlington Mall, which is located just outside Boston, and the operation was very successful. The big question at Roosevelt Field was: How do you insert new steel columns and beams to span across distances as large as 160-180 ft. without shutting down the place?"

Vertical expansion dovetailed neatly with the other strategies RTKL had devised with CPI. In one powerful gesture, a new second level would thrust elevations high above the low, dark ceilings that skylights and clerestory windows had failed to brighten. The new sense of depth would enable RTKL to introduce major entrances for the mall, reorient the department store entrances to face spacious courts, insert staircases and elevator banks that would function as visual landmarks and even rescue a basement-level concourse that had never enjoyed strong sales by transforming it into the first of three tiered floors.

If there is any element of surprise within the carefully wrought plans, it is probably the food court, which plays a crucial role both as a needed amenity and a gravitational center that pulls the whole scheme together. "Everyone argued over the food court," admits Fell. "RTKL and Sussman/Prejza (the

Leasing agents predicted the food court would fail

project's graphic designer) proposed a race-track configuration instead of the usual box. Our leasing agents predicted it would be a dud. But the designers were right—and the food services are doing a huge business at \$1,500/sq. ft. in sales."

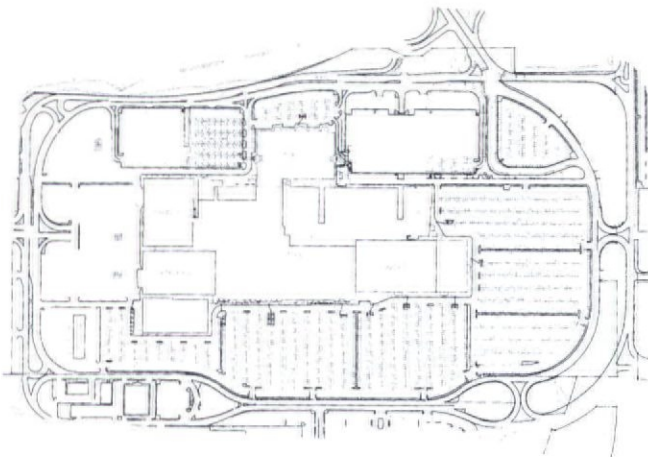
Box versus racetrack: A tempest in a designer teapot? Not quite. A box format places food services on the periphery and seating in the center, so shoppers can read

Sweeping and dramatic as they are, stairways joining the two levels at Roosevelt Field are kept to a half circle with open risers (above, left) to permit shoppers to see through them to the retail areas beyond. However, details such as the soffits, railings and newel posts (above, right) are carefully honed to add visual interest.

the entire menu in a single, sweeping glance. By contrast, food services form the core of a racetrack format that is encircled by seating, forcing shoppers to walk around the core to view the menu—if they choose to.

Considerable care was taken by the designers to insure that shoppers would make the effort by fashioning the food court into a mysterious and charismatic object. From its commanding position atop one of the parallel wings, the facility lets patrons gaze on the pedestrian scene below through a glass-and-metal parapet, much like a sidewalk café. At the same time, shoppers who glance up at the space are immediately aware of the unmistakable ribs and fabric of a dirigible, clearly marked "Zeppelin," that appears to be hovering overhead. Shoppers on the second level will not miss the food court either, because it is set 18 in. below the standard elevation.

In harking to the legendary aircraft, Sussman/Prejza deftly brought the aviation theme of the new Roosevelt Field to a satisfying climax. The interior design vocabulary of the mall is based on broad references to the origin of Roosevelt Field that can be detected in the punched webs of the arching beams that support the colonnades and aerial bridges and resemble aircraft wing sections, the hangar-like, barrel vaulted ceilings of metal ribs and fritted glass, the highly machined elevator housings, stair railings and newel posts, and the pale yellow and aquamarine hues reminiscent of the early 20th century. "We felt we could evoke Lindbergh's heritage," Josal



The spirit of the early 20th century lives in Roosevelt Field—particularly in the way structure is visibly celebrated in spaces such as this stairwell (below) overlooking the food court. Even the glass in the barrel vaulted ceiling is fritted to add an otherworldly dimension.

explains, "but it's not something you overplay."

Similar care was devoted to the staging of construction so that Roosevelt Field never lost a day of business. With the full cooperation of tenants, who were continually informed by CPI and enthusiastic about the renovation, enclosures were erected around the columns on the ground floor to allow commerce

and construction to coexist. As shoppers and merchants milled around outside, construction workers inside welded reinforcing plates on the columns and pushed stub columns through the roof to support the second level. Then beams were raised to carry the new floor some 30 in. above the old roof, second-level columns and roof beams were bolted in place, and mechanical and electrical equipment was hoisted to the new roof.

"We did our best to slip in the new floor as smoothly as possible," Josal says. The project was also aided by the absence of major mishaps. "Though there was dust and concrete everywhere," Fell reports, "nothing came crashing through the ceiling."

Ultimately, CPI would like to add up to 400,000 sq. ft. on the second level, once the building moratorium is lifted. For now, tenants and shoppers are content to bask in an airy and inviting environment quite unlike the one they last knew. "RTKL has done a splendid job," Fell comments.

The sky is once again the limit at Roosevelt Field. ☁



Project Summary: Roosevelt Field Mall

Location: Garden City, N.Y. **Total floor area:** 2,100,000 sq. ft. (total), 1,135,000 sq. ft. (GLA). **No. of floors:** 3. **Paint:** Sherwin Williams. **Dry wall:** U.S. Gypsum. **Ceramic tile:** Dal-Tile. **Skylights:** Architectural Skylight Co. **Lighting:** Lightolier, Bega, Kim, Crouse-Hinds. **Doors:** Bilt-Rite. **Door hardware:** Yale, McKinney. **Glass:** Viracon. **Glass block:** Pittsburgh Corning. **Storefronts:** Ellison, Kawneer. **Exterior insulation finish system:** Energex. **Roofing:** Trumbull, Celotex, Firestone. **Lounge seating:** Wesnic. **Tables:** Wesnic. **Restroom countertops:** Corian. **Restroom accessories:** Bobrick. **Signage:** custom by Thomas Swan. **HVAC:** Trane, Greenhalk. **Client:** Corporate Property Investors. **Architect:** RTKL. **Structural engineer:** Campbell Consulting Engineers. **Mechanical, electrical, plumbing engineer:** Arvo Engineers. **Civil engineer:** Henderson Badwell. **Construction manager:** Charles Pankow Builders. **Lighting designer:** Thomas Kondos Assoc. **Code consultant:** Code Consultants Inc. **Landscape architect:** Mesa Design Group. **Tenant criteria consultant:** Martin Dorf Assoc. **Graphic designer:** Sussman/Prejza & Co. **Traffic consultant:** VMI-Maris. **Photographer:** Scott McDonald, Hedrich-Blessing.

We Are One

The design/build option for facility development may be gaining favor among clients because it turns adversaries into teammates

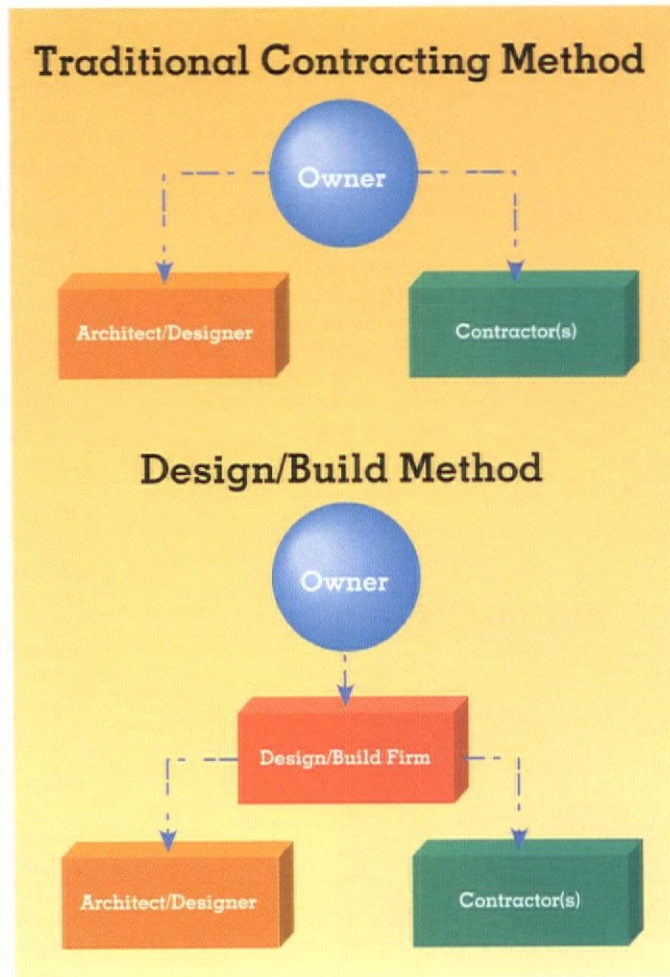
By Joseph L. Ross

As major corporations, private companies, and public agencies have downsized their in-house real estate and facilities departments, they have sought other options to execute on-going moves and changes and construction of new facilities. One way to do more with less is to hire an outside design/build entity that offers a single point of contact for the entire project, and simultaneously allows direct and continuous interaction between the designer and construction team. This one-stop shopping is an appealing approach to owners contemplating major fit-outs, renovations or new construction, because they can get what they want without adding staff to manage the project.

Design/build may not be the answer for all owners or tenants. It all depends on their corporate culture and level of existing staffing. The traditional procedures of hiring a designer and a construction manager or general contractor may be perfectly suited to certain situations. However, proponents of the design/build method say it offers preconstruction services, management of designers and contractors and more reliable pricing, all through one entity. Architects and interior designers may at first feel the process compromises their position, but the team approach can be truly beneficial to all involved.

In particular, the author's organization has found that the cooperative culture defined by design/build enhanced the project management, budgeting, scheduling and coordination for the new Federal Office Building at Foley Square, 290 Broadway, now nearing completion in New York City. Tishman is serving as design/build for developer Linpro New York Realty to construct this 32-story, 991,000-sq. ft. structure for the General Services Administration, the ultimate owner.

In *Cost Effective Design/Build Contracting* (1987) by Tony Branca, the design/build concept is defined as that of a single design/build firm being responsible for design and construction in terms of both management and liability. Essentially, the design/build firm



signs a contract with the owner, and then signs its own separate contracts with the designer as well as with the various trade contractors. The significant design/build difference is in the architect or designer's direct accountability to the design/build firm, who is in turn responsible to the owner.

Design/build's added value: What clients don't know

There are many inherent benefits in this team approach of single-point contact with the client. A quick summary follows.

- The design/build firm assumes total responsibility for construction, design and project completion.
- Price testing of concepts is more cost-effective, before design changes become very expensive.

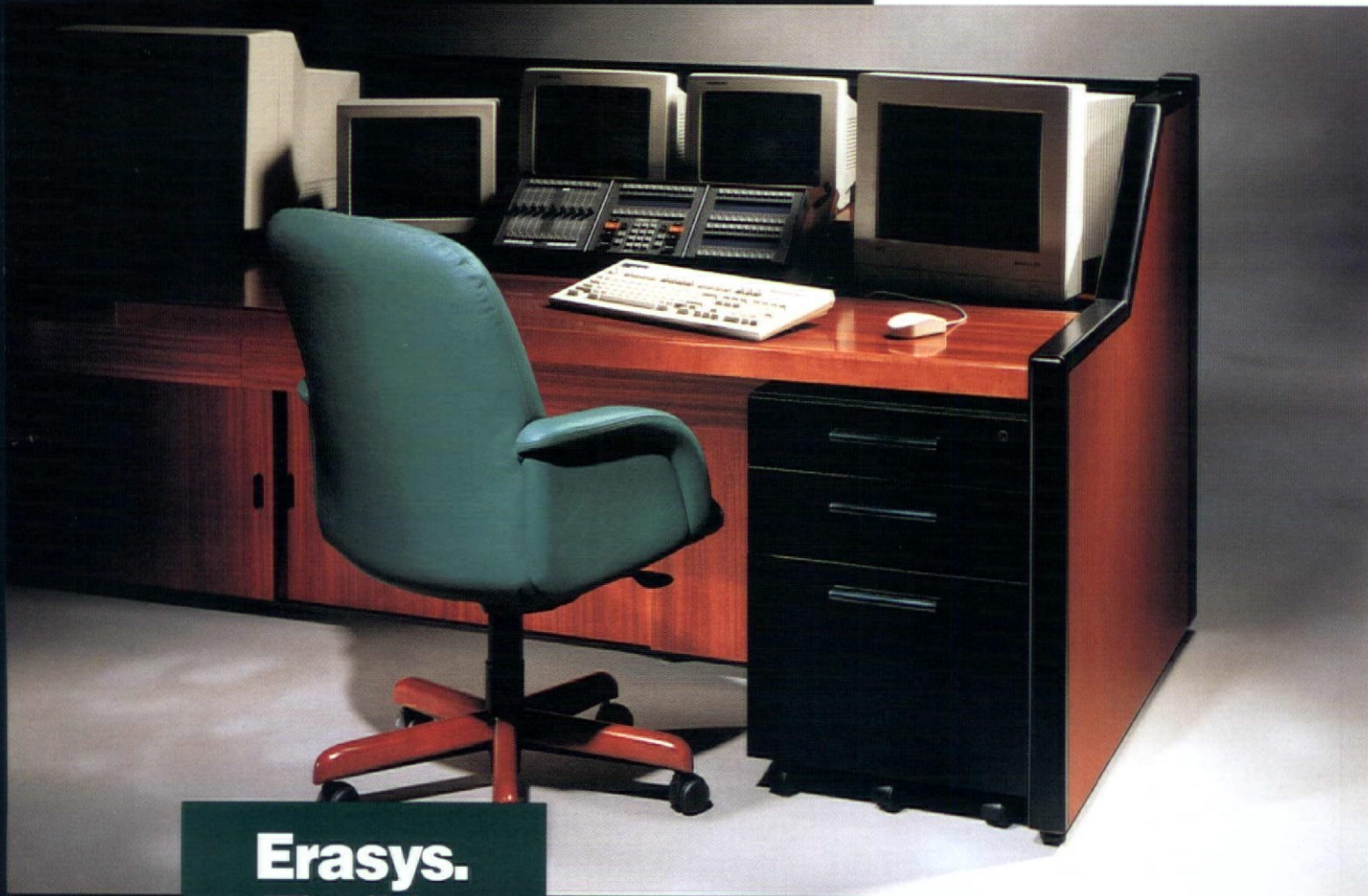
- Solutions can be tailored to meet the owner's needs by the whole team, rather than the architect/designer and contractor working separately.
- Reliable pricing can be established earlier in the process—assuring that the owner will get what he wants, as defined, at an agreed, set cost for the entire project, from design through construction.
- Design and construction firms can jointly offer design/build services, thereby adding value to their standard services packages.
- Use of the fast-track method is possible, which allows the design to proceed concurrently with construction, and hence allows the project to be completed more quickly.
- Closer coordination is achieved with all parties involved, thereby avoiding the coordination glitches that can occur with the traditional contracting method.
- Although owner-initiated changes are handled in the traditional manner, errors and omissions changes can be discovered earlier in the process and handled internally by the design/build entity.

A change in culture:

Our team replaces us versus them

Although the author's organization very often assumes the role of construction manager or general contractor, it performs as design/build under certain circumstances. In the case of the new Federal Office Building at Foley Square, the GSA specified design/build to include overseeing base building and interiors construction. Working with three separate design firms, Tishman's interiors construction specialists are finishing the build-out of the interiors for three government tenants—Internal Revenue Service, U.S. Attorney's Office and Environmental Protection Agency.

What's the greatest benefit to the architect/designer in a situation like this? Access to the construction company's resources. The architect/designer receives direct feedback



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from estimators, schedulers and other construction resources, allowing for value engineering and ongoing cost monitoring.

The architect/designer may initially have qualms about who he or she is representing—the owner or the builder?—and may see design/build as a significantly different “culture” from the traditional contracting method. The designer may also fear a loss of independence, because he must protect the interests of the design/build entity rather than the owner’s. However, as the three designers working on the Federal Office Building at Foley Square can explain, the process is potentially very beneficial, with ample access to the owner and end users. The difference in the owner/end user meetings was the presence of the design/build.

“The design/build process makes you confront early on that we must be a true functioning team, making our personal goals secondary to the team’s goals,” says Sam Spata, principal of Hellmuth, Obata & Kassabaum, designer of both the base building and the five-floor, 134,837-sq. ft. fit-out for the IRS. “It’s important to make the team win, not just to hit the home run.”

Spata equates design/build with total quality management, and believes it has been on the rise for the past four years. “Like TQM, you have to realize that if you want to improve the quality of the product, you must bring up the manufacturing stage into the design stage,” he observes. “In con-

struction, you bring the construction professionals on board early in the design, and you start to realize that the lines traditionally drawn between the design and the construction process truly are artificial.”

Designing the U.S. Attorney’s offices that will constitute 175,000 sq. ft. on seven floors of the Foley Square project was challenging because it was accomplished in a tight time frame, according to Paul Herrick, senior associate at Gensler and Associates, the designer of the facility. Herrick had found that his portion of the project proceeded with fewer coordination problems than the traditional way, and foresees a broadening trend toward one-stop shopping, encompassing program managers, design/build entities and asset managers.

Richard Romm, principal of SCR Design Organization, designer of 360,000 sq. ft. on 15 floors of the Foley Square project for the EPA, sees design/build as a fast-track process enhanced by the interplay between architect and contractor. “The contractor gave us the proper materials, availability and price point information to keep us informed” he reports. “This helped the project move forward quickly.”

What did the three designers cite as the most beneficial aspect of design/build? All three pointed to fewer coordination delays. Appropriately, they also experienced a lower percentage of re-designs, budget overruns, and schedule adjustments.

The future of design/build: Who will bear responsibility?

Clients leasing and/or building new space are generally seeking a more customized approach to facility development, from the level of service they receive to the kind of interiors that result, requiring an enhanced role of the real estate broker, contractor, and/or developer. As architects/designers and contractors become more sophisticated and speculative real estate projects diminish, the line between traditional developers and design/builders will blur. The result will be professional development companies that can execute an entire project for a client or user including guaranteeing construction.

While the capital markets remain conservative and the supply of leasable space stays high, there will be more design/build opportunities. As clients realize that the value added in development is in the design and construction process, they will continue to seek alternatives that offer one central point of control and guarantee.

Design/build may be that central point. As better mouse traps go, this one works. ☛

Joseph Ross, executive vice president of Tishman Construction Corporation, is project executive for the Federal Office Building at Foley Square, New York City, and is responsible for preconstruction services and field operations for Tishman Construction Corporation.

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Trading Up

The trading floor is a unique environment of people and machines that challenges designers and clients to win big—or lose everything

By James G. Phillips, AIA and Frederic M. Strauss, AIA

Packed to the gills with equipment and people, the trading floor—the facility where a financial institution's traders buy and sell stocks, bonds and government securities—supports activities that can mean fortunes won or lost in the space of seconds, and actions that can affect individuals, companies and economies around the world. The idea that the space and the people within it might function at less than peak performance or worse, fail to function at all, is a manager's worst nightmare. Here is an environment where the importance of the architect's role in promoting efficiency and comfort for the user is brought dramatically to the fore.

There are few design tasks where the importance of ergonomics, wiring and cable management, lighting, design flexibility, cooling and power have such a direct impact on the ability to function. While the potential for disaster is always present, there are ways in which the design team can minimize the client's exposure. The key watchwords: back-up and flexibility.

According to facility directors at major investment banks, the most important factor for a trading floor is having the right infrastructure to deliver the services that traders need. In addition, the facility must be equipped with back-up capacity in case systems go down. Finally, since change is a constant on trading floors, the design should anticipate the movement of people and equipment, and expansion—virtually overnight, if necessary.

A strategy for bringing services to the trading floor and providing the support and amenities to this densely populated environment is critical in the early planning process. For a trading facility of five positions or 500, ancillary spaces such as private offices, conference rooms, technical equipment rooms and support spaces, and amenities that cannot be accommodated on the floor, such as personal storage space, constitute a significant portion of the area.

As a rule of thumb, space per trader can vary from 30-60 sq. ft. before circulation factors are added. Ratios of trading area to administrative support, equipment rooms and ancillary space can reach 2:1.

Clearly, one primary essential ingredient for a trading facility is a building that can support the infrastructure and accommodate the planning characteristics of such a specialized environment. A slab-to-slab height of 12 ft. is a minimum requirement for HVAC ductwork, plumbing and lighting and a 6 to 12-in. raised

future expansion or reorganization. This module becomes the basis for designing the desk and locating data and power outlets, HVAC and lighting. Installing a modular power distribution grid can reduce wiring expense. A module of 5 ft. x 5 ft. or 6 ft. x 6 ft. offers a convenient standard that generally accommodates the functional requirements of an individual trading station.

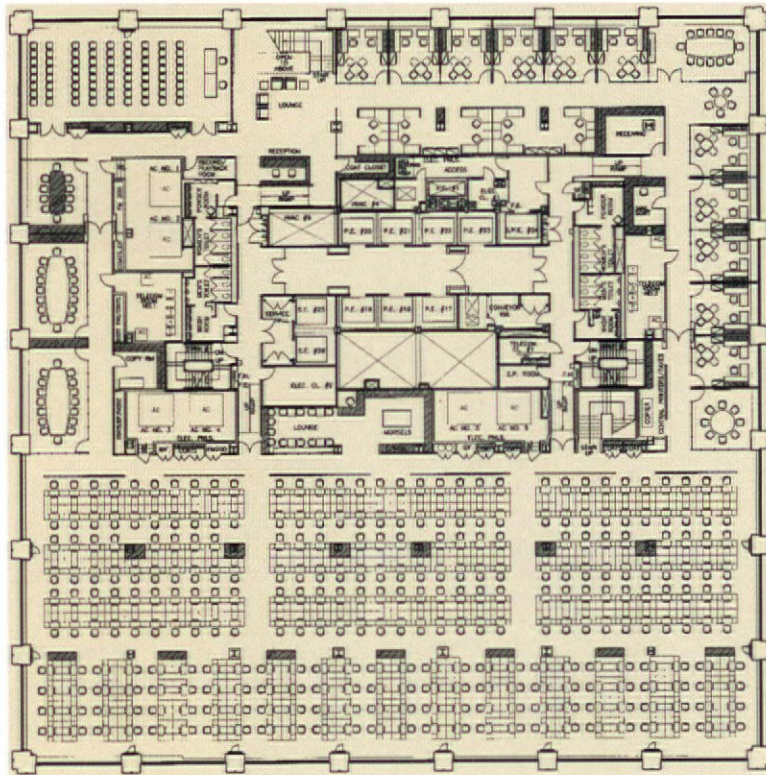
With flexibility a key to a successful design, the organization of support and other "soft" spaces adjacent to the trading floor can

provide space for future expansion. This can avoid the disruption and cost of rebuilding technical equipment rooms or relocating departments with high-end build-outs. A frequent strategy is to provide the infrastructure for future expansions at the time of the initial build-out. This initial expense may be offset by future savings in time and construction costs.

Information highway: Underfoot—yet beyond easy traffic forecasts

A trading environment's information highway is located, aptly enough, underfoot. Raised floors provide an appropriately spacious conduit for the cabling that brings traders' electronic sources of information—such as market data services Quotron and Telerate, telecommunications and "hoot and holler" equipment—to their desks. Increasingly, the telecommunications systems are also being linked via a data interconnect to the PC network. This brings a client's account data on the screen when his or her telephone number is dialed. Given the variety and complexity of data/telecommunications systems available, selecting a system should be high on the list of the client's early priorities. The choice of system will ultimately affect space requirements and the space program.

The impossibility of predicting developments in technology, as well as the proliferation of market data sources requiring dedicated equipment, have dictated a trend away from the design of customized consoles at



floor for cabling. When the existing height falls below that, one solution is to carve out extra inches with a coffered ceiling. Ideally, a slab-to-slab height of more than 12 ft. will allow greater design flexibility for sightlines, lighting and multiple floor levels.

Modularity: Can any floor plate cut a deal with traders?

Establishing a planning module that will fit the trading desk's functional requirements within the floor plate's immutable dimensions, including core-to-window-wall distance and column-bay size, will facilitate

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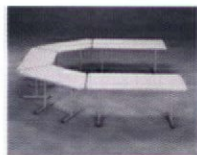
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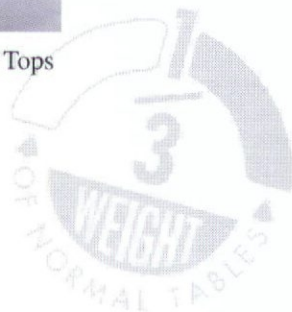
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the trader's desk. Instead, the desk is conceived as a "garage to park things in," a neutral receptacle that offers easy access for replacement and upgrade.

"How much information a trader needs to see at one time determines the number of monitors needed," says Jerrold Eisen of Goldstein, Golub & Kessler, a leading accounting and information technology consulting firm. "Derivatives traders depend on more sources of information than, for instance, municipal bond traders." The latter might be satisfied with one large monitor with windows.

"The trend is to high capacity wiring plans that can carry higher loads (100 megabits per second and higher) and equipment that can accept it" Eisen adds. "Recent developments suggest the viability of lower-cost copper wiring over the more expensive fiber. We generally recommend installing both, terminating the copper and leaving the fiber dark. Pulling the extra fiber is a low-cost insurance policy for unplanned future needs, because you can never have enough wire capacity."

Power up and cool down: Do all blackouts spell disaster?

Naturally this high-capacity wiring presupposes an electrical power supply beyond that available in the typical commercial office building. In addition to supplying current to the computer and communications equipment, it removes the heat generated by that equipment and the dense human population that uses it. "A rough rule of thumb for the amount of energy needed is 10 to 15 watts per square foot, compared to 4 to 5 for a typical office space," says David Cooper of Flack & Kurtz Consulting Engineers.

Besides supplementing the base building electrical, a redundant power supply can provide power should the primary supply fail. An uninterrupted power supply (UPS) is also required to save data in the event of power failure by providing the critical 15 to 30 minutes for what the industry calls "graceful degradation," to smooth out the peaks and valleys in normal transmission, and to provide the clean energy required by sophisticated equipment. When there is no UPS system, a power conditioner can be installed.

Once the UPS has met immediate power requirements, diesel engine-driven emergency generators can be brought on-line to provide power for 24 hours or more, depending on fuel supply. The decision on how much of a system to implement depends on the cost of potential downtime versus the cost of the standby systems.

Much of the construction money spent on a trading floor will go to providing heating, ventilation and air conditioning. Operations that trade in financial markets active outside of local business hours have to function when the building would normally power down. This can be accomplished by expanding the base HVAC system, adding a supplemental system for after-hours use or installing package units. A full back-up HVAC

system can compensate for downtime for maintenance as well as keep operations going in the event the main system fails.

Sound and light: How can anyone think here?

Trading rooms are noisy places, almost by definition. The goal of a good design is to diminish sound reflectance and mechanical noises that interfere with spoken transactions. This can be accomplished by providing sound-absorptive surfaces on floors, walls and ceil-



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ergonomics, wiring
and cable
management, lighting,
design flexibility,
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have the impact
they have on the
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ings, and by specifying mechanical systems that deliver air with the least amount of noise.

The feature most commonly discussed by traders as absolutely critical to their ability to function is lighting. While total light levels on trading floors may be somewhat lower than in typical work spaces, there must be no reflection or glare on monitors. Indirect lighting or certain open-cell parabolic low brightness fixtures can prevent reflectance and glare. "Eighty percent of the total construction cost is spent overhead and underfoot," says Gerd Althofer, a consultant in the planning of trading floors. "A considerable amount of this is for ceilings that play an active role in controlling light, acoustics and air conditioning."

In the end, is it possible or even desirable to bring the order and precision of a well-

oiled machine to the workings of the chaotic trading environment? The answer lies in the culture of the institution. "There are differences in opinion about the design of a trading floor," says Althofer. "In the past, discomfort was taken for granted. Traders were supposed to thrive on noise and uproar, liking it 'down and dirty.' However some clients are making an attempt to improve working conditions." He challenges businesses who question possible added costs to compare their total investment—easily \$100,000 in equipment per person, and \$250/sq. ft. for construction of the space—against the revenues their traders generate.

Trader treatment: Designing as if people still matter

Lest it seem that the trader has taken a back seat to the high-tech equipment surrounding him, his employer should not forget one other critical component in effective trading, namely ergonomics. This means designing for optimal human performance as well as appearance: positioning desk top equipment so as not to strain eyes or distort posture; providing adequate desk top space and accessible storage; and offering comfortable and adjustable seating. In addition, generous off-floor amenities such as toilets, coatrooms and storage, and a system for delivering food efficiently should be factored in. Dollar for dollar, the design time spent on ergonomics can go a long way in compensating for trading's taxing work day.

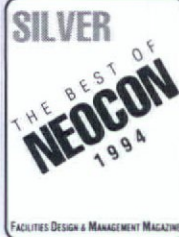
Of course, safety considerations are also amplified in a space dense with people and wiring. Voice communications systems, warning signals and smoke control systems all play a part. Paths of egress should be wider than normal because of high occupancy.

Trading floors are growing in complexity as local markets become part of a global marketplace and new technology explodes. Managers often have to adapt overnight, relocating single people or entire departments. The key to staying on top of these changes is to provide a space that will accept growth, designed on a modular grid that allows easy reconfiguration, and supplied with back-up power to prevent unscheduled down-time, or at least minimize its adverse effects.

Most important of all, a well-designed trading floor must enhance the trader's operations and accommodate the equipment that supports him. While computers may take over an increasing part of the information processing for trading, the heart of the system is human judgment. As far as we know, the trader with three telephones ringing, data pouring in from distant exchanges, and adrenaline racing through his veins as he calls the shots on the trading floor will remain in the center of that activity. ☛

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A roster of associations includes the addresses and telephones of the design community's professional and trade associations.

A trade marts directory lists the addresses and telephones of the trade marts whose showrooms display contract furnishings around the nation.

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And finally, a classified product listing, organized by contract sectors, identifies major contract furnishings manufacturers who supply products for Office, Health Care, Hospitality, Retail,

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We hope the design community finds this Directory & Buyer's Guide to be useful throughout the year. Your suggestions for improving future editions are always welcome. Our thanks to all the members of the design community who helped us prepare the 1994 edition.

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Point, NC 27261, (919) 861-5393,
FAX: 919-861-5399
Dallas, TX (214)-651-1556
Denver, CO (303)-744-3200
Dania, FL (305)-925-2661

Bright Chair Co., 51 Railroad Ave.,
Middletown, NY 10940, (914) 343-
2196, FAX: 914-343-4958
Chicago, IL (312)-822-0177
New York, NY (718)-392-6660

British Carpet Mfrs. Assoc., Ltd., 72 Dean
St., Royalty House, London, England,
W1V 5HB, (717) 349-853, FAX: 717-
349-856

Brodart Co., Library Furniture Div., 1609
Memorial Ave., Williamsport, PA
17705, (800) 233-8467, (717) 323-
3976, FAX: 717-322-5372

Brookside Veneers, Ltd., 215 Forrest St.,
Metuchen, NJ 08840-4348, (908)
494-3730, FAX: 908-548-0494
Greensboro, NC (910)-852-7721

D. S. Brown Co., 2107 W. Magnolia Blvd.,
Burbank, CA 91506, (818) 846-4616,
FAX: 818-846-4616

Brummitt Woodworking, 6 Elm St.,
Manchester, MA 01944, (800) 273-
0037, (508) 526-4755, FAX: 508-526-
4188

Buckstaff Co., 1127 S. Main St., Oshkosh,
WI 54901, (800) 755-5890, (414) 235-
5890, FAX: 414-235-2018

Burch Fabrics, 40 Cherry St. S.W., Grand
Rapids, MI 49503, (800) 841-8111,
(616) 459-0618, FAX: 616-459-5112
Dallas, TX (800)-442-7194
Delran, NJ (800)-257-9112
San Francisco, CA (800)-227-0786
Kansas City, KS (800)-365-1988
Cincinnati, OH (800)-543-0441

C CAD Works, Inc., 222 Third St., Ste. 2300,
Cambridge, MA 02142, (800) 545-
4223, (617) 868-6003, FAX: 617-354-
3057

CCN Intl., 200 Lehigh St., Geneva, NY
14456, (315) 789-4400, FAX: 315-
789-0376
Chicago, IL (312)-321-1992

CDA Creative Wire, Inc./Creative Ambient
Light, Inc., 3150 Gateway Dr. Ste. 450,
Norcross, GA 30071, (800) 468-8379,
(404) 416-9881, FAX: 404-416-9096

C. I. Designs, P.O. Box 590, 574 Boston
Ave., Medford, MA 02155, (617) 391-
7800, FAX: 617-391-4691

*COSMIT, Corso Magenta 96, Milan, Italy I-
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CSI Control Systems Intl. Inc., 1625 W.
Crosby Rd., Ste. 100, Carrollton, TX
75066, (214) 323-1111, FAX: 214-
242-0026

CSL Lighting Mfg., Inc., 27615 Ave.
Hopkins, Valencia, CA 91355-3493,
(800) 642-2286, (805) 257-4155, FAX:
805-257-1554

Howell, NJ (908)-458-0755
Dallas, TX (214)-991-0334

CT Soft Form, C.T. Executive, 10855
Church Ln., Houston, TX 77043, (713)
781-3737, FAX: 713-465-8196

C-TEC, Inc., 3433 Lousma Dr. S.E., Grand
Rapids, MI 49548-2299, (616) 243-
2211, FAX: 616-243-2202

CALHOOK Sample Management Prods.,
Emerting & Co., 574 Weddell Br., Ste.
9, Sunnyvale, CA 94089, (800) 422-
4665, (408) 734-4665, FAX: 408-734-
3804

California Country Trees, Museum Div.
Inc., 74885 Jom Dr., Ste. 2, Palm
Desert, CA 92260, (800) 872-1889,
(619) 341-7884, FAX: 800-995-5533

Cambridge Wire Cloth Co., P.O. Box 399,
Cambridge, MD 21613, (800) 638-
9560, (410) 228-3000, FAX: 410-228-
6752

Gameo Lighting Inc., 3994 Grove Ave.,
Gurnee, IL 60031, (708) 263-0025,
FAX: 708-263-6904

Cano Corp., 225 Industrial Rd., Fitchburg,
MA 01420, (508) 342-0953, FAX: 508-
342-5082

CAP/Sweet's Electronic Publishing, 99
Monroe Ave. N.W., Ste. 400, Grand
Rapids, MI 49503, (800) 227-0038,
(616) 454-0000, FAX: 616-454-4140

Capaul Corp., 1300 Division St.,
Plainfield, IL 60544, (800) 876-5884,
(815) 436-8500, FAX: 815-444-5066

Carnegie Fabrics, Inc., 110 N. Center Ave.,
Rockville Center, NY 11570, (800)
727-6770, (516) 678-6770, FAX: 516-
678-6848
Chicago, IL

Carolina Business Furniture, U.S.
Furniture Inds., 1200 Surret Dr., High
Point, NC 27261, (800) 763-0212,
(919) 884-7375, FAX: 919-884-7080
Chicago, IL (312)-828-0508
New York, NY (212)-683-1973
Atlanta, GA (404)-231-4347
Minneapolis, MN (612)-339-3224
Dallas, TX (214)-698-0290

Casella Lighting, 111 Rhode Island, San
Francisco, CA 94103, (415) 626-
9600, FAX: 415-626-4539
Los Angeles, CA (213)-749-1235
San Diego, CA (619)-457-5711
Denver, CO (303)-292-5353
Dania, FL (305)-921-1992
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Chicago, IL (312)-943-0911
Boston, MA (617)-482-5605
Troy, MI (313)-649-3222
Bernardsville, NJ (908)-204-9550
New York, NY (212)-888-8388
Portland, OR (503)-227-0541

Certified Furniture Services, Inc./CFS,
200 Hudson St., New York, NY 10013,
(212) 343-2900, FAX: 212-343-2901

Cervitor Kitchens, Inc., 10775 Lower
Azusa Rd., El Monte, CA 91731, (818)
443-0184, FAX: 818-443-0400

Chaircraft, Hickory White Furniture Co.,
Rte. 13 - 127 N., Hickory, NC 28601,
(800) 538-7177, (704) 495-8291, FAX:
704-495-8661

Challenger Lighting Co., Inc., 2420-V E.
Oakton St., Arlington Heights, IL
60005, (708) 364-9100, FAX: 708-
956-6113

Chatham Mfg., Inc., 312 S. Hamilton St.,
Ste. 302, High Point, NC 27260, (919)
889-4469, FAX: 919-889-7578
Los Angeles, CA (213)-746-5600
Chicago, IL (312)-527-2600
Westport, CO (303)-227-9399
Dallas, TX (214)-741-4586
High Point, NC (910)-882-3345
Grand Rapids, MI (616)-949-0110

Chelsea Decorative Metal Co., 9603
Moonlight Dr., Houston, TX 77096,
(713) 721-9200

Chemetal Corp., 10 Research Dr.,
Stratford, CT 06497, (203) 375-5300,
FAX: 203-377-5298

Chestnut Ridge Foam, Inc., P.O. Box 781,
Rte. 981 N., Latrobe, PA 15650, (800)
234-2734, (412) 537-9000, FAX: 412-
537-9003

Chicago Metallic Corp., 4649 S. Austin
Ave., Chicago, IL 60638, (800) 323-
7164, (708) 563-4600, FAX: 708-563-
4552

Baltimore, MD (410)-796-8220
Los Angeles, CA (213)-726-8600
Atlanta, GA (404)-631-1611

Citation Mfg. Co., Inc., P.O. Box 418, 71 E.
Eckerson Rd., Spring Valley, NY
10977, (914) 425-6868, FAX: 914-
425-6868

Claridge Products & Equipment, Inc., P.O.
Box 910, 601 Hwy. 62-65 S.,
Harrison, AR 72602-0910, (501) 743-
2200, FAX: 501-743-1908

Mamaroneck, NY (914)-381-5330
Palatine, IL (708)-991-8822
San Leandro, CA (510)-351-8183
Dallas, TX (214)-247-8075

Clarim Corp., 927 N. Shore Dr., Lake Bluff,
IL 60044, (800) 323-9062, (708) 295-
2240, FAX: 708-234-9001

Classic Collections Fine Art, One Bridge
St., Irvington, NY 10533, (914) 591-
4500, FAX: 914-591-4828

Classic Illuminations, 2743 Ninth St.,
Berkeley, CA 94710, (510) 849-1842,
FAX: 510-849-2328

Classico Seating, Hanco, Inc., P.O. Box 48,
801 N. Clay St., Peru, IN 49970, (800)
968-6655, (317) 473-6691, FAX: 317-
472-3548

Cleator Corp., 8725 Production Ave., San
Diego, CA 92121, (619) 566-6850,
FAX: 619-566-0647
Los Angeles, CA (714)-890-0702
Denver, CO (303)-296-9116
Chicago, IL (812)-222-9898
Atlanta, GA (404)-874-5172
New York, NY (718)-482-8100

Gold Spring Granite, 202 Third Ave. S.,
Gold Spring, MN 56320, (800) 328-
5040, (612) 685-3621, FAX: 612-685-
8490

Colcraft Mfg. Co., Inc., a Business
Accessories Inc. Co., 3949 Walden
Ave., Lancaster, NY 14086, (800) 622-
2777, (716) 684-8555, FAX: 716-684-
0963

Colortran, Inc., 1015 Chestnut St.,
Burbank, CA 91506, (800) 576-6066,
(818) 843-1200

Totowa, NJ (201)-256-7666
Mississauga, ON (905)-890-0935

Columbus Coated Fabrics, Borden
Packaging & Indl. Prods., 1280 N.
Grant Ave., Columbus, OH 43216,
(800) 521-5250, (614) 297-2906, FAX:
614-297-6076

Brewster, MA (617)-968-4800
Columbus, OH (800)-521-5250
Thybon, IL (312)-463-3005
Dallas, TX (214)-631-4655

Commercial Business Systems, P.O. Box
30, Paoli, IN 47454, (800) 457-
7415, (812) 723-2791, FAX: 812-
723-3880

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Complete Installation Svcs. of PGH/NYC, Inc. (CIS), P.O. Box 463, 10 Ann St., Oakmont, PA 15139-0463, (412) 826-1800, FAX: 412-826-1899

Con-Tech Lighting, Conservation Technology, LTD., 3865 Commerical Ave., Northbrook, IL 60062, (708)-559-5500, (800)-728-0312, FAX: 708-559-5505
(See advertisement p. 64)

Concept Fabrics, Inc., 335 Commerce Pl., Randleman, NC 27317, (919) 498-7635, FAX: 919-498-2520

Long Beach, CA (310)-494-0427

Grand Rapids, MI (616)-940-2880

Concord Products Co. Inc., 1951 S. Broadway, Camden, NJ 08104, (609) 365-5200, FAX: 609-365-0288

Condé House, 2 Henry Adams St., #291, San Francisco, CA 94104, (415) 864-8666, FAX: 415-864-5373

New York, NY (212)-489-0065

Condit 401 American Seating Center, Grand Rapids, MI 49504, (800) 748-0268, (616) 732-6600, FAX: 616-732-6401

Los Angeles, CA (310)-652-6531

Washington, DC (202)-554-2450

Burlington, CA (415)-342-6588

Chicago, IL (312)-828-0676

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Dallas, TX (214)-741-9804

New York, NY (212)-935-7090

Orillia, Canada (705)-325-7052

Congoleum Corp., P.O. Box 3127, 3705 Quakerbridge Rd., Mercerville, NJ 08619, (609) 584-3500, FAX: 609-584-3518

Conservation Technology Ltd., 3865 Commercial Ave., Northbrook, IL 60062, (800) 728-0312, (708) 559-5500, FAX: 708-559-5505

The Construction Specialties Group, P.O. Box 380, Muncy, PA 17756, (717) 546-5941, FAX: 717-546-5169

Muncy, PA (717)-546-2255

Contemporary Hides, 4250 Morena Blvd., San Diego, CA 92117, (619) 272-2025, FAX: 619-273-3642

Los Angeles, CA (310)-246-9334

San Francisco, CA (415)-863-4933

Dallas, TX (214)-698-1709

Continental Creative Sales, Inc., 100 Outwater Ln., Garfield, NJ 07026, (201) 546-9660, FAX: 201-546-9698

Conwed, 275 Market St., Ste. 46, Intl. Market Sq., Minneapolis, MN 55405, (800) 358-5571, (612) 333-9166, FAX: 612-333-9066

Cooper Lighting, 400 Busse Rd., Elk Grove Village, IL 60007, (708) 956-8400, FAX: 708-806-3980

Secaucus, NJ (201)-348-1201

Atlanta, GA (404)-346-1600

Grand Prairie, TX (214)-647-9484

La Palma, GA (714)-522-7171

Coral of Chicago, 2001 S. Calumet Ave., Chicago, IL 60616-1499, (800) 621-5250, (312) 225-5800, FAX: 312-225-5850

Correl Corporate Seating, Inc., Centercore Systems, Inc., P.O. Box 1991, Mansfield, OH 44901-1991, (800) 537-5573, (419) 522-0001, FAX: 419-522-3319

Cornelius Architectural Prods., Inc., 30 Pine St., Pittsburgh, PA 15223, (800) 553-7722, (412) 781-9003, FAX: 412-781-7840

Corporate Acoustic Systems, Ltd., P.O. Box 3036, Poughkeepsie, NY 12603, (800) 243-3144, (914) 473-7738, FAX: 914-473-7803

Corsican Furniture, 2417 E. 24th St., Los Angeles, CA 90048, (213) 587-3101, FAX: 213-589-2769

Craftsman Office Furniture Co., 14113 S. McKinley Ave., Los Angeles, CA 90059, (310) 638-6118, FAX: 310-638-4403

Cramer, Inc., 625 Adams St., Kansas City, KS 66105, (800) 366-6700, (913) 621-6700, FAX: 913-621-1133

Create-A-Bed, Inc., 1119 Rogers St., Louisville, KY 40204, (502) 584-6725, FAX: 502-584-6725

Creative Dimensions Co., Holiday Rambler Corp., P.O. Box 336, 1205 E. Lincoln St., Nappanee, IN 46550, (219) 773-2411, FAX: 219-773-7026

Creative Seating, Nuni Enterprises, Inc., P.O. Box 1130 120 W. Grayson, Galax, VA 24333, (800) 497-6164, (703) 236-6888, FAX: 703-236-9568

Crestmark Intl., IMS, 275 Market St., Ste. 166, Minneapolis, MN 55405, (800) 346-4852, (612) 339-7592, FAX: 612-339-2014

Atlanta, GA (404)-587-3090

Minneapolis, MN

Atlanta, GA (404)-688-0024

Chicago, IL (312)-329-1177

High Point, NC (910)-889-4767

Cumberland Furniture, I.M. Rosen & Co., 30-20 Thomson Ave., 4th Fl., Long Island City, NY 11101, (718) 937-6300, FAX: 718-784-3860

Cumberland Woodcraft Co., Inc., P.O. Drawer 609, 10 Stover Dr., Carlisle, PA 17013, (800) 367-1884, (717) 243-0063, FAX: 717-243-6502

Curtis Products, Ltd., 67 Toll Rd., Holland Landing, Canada LOC. (905) 836-7676, FAX: 905-836-6000

New York, NY (718)-482-8100

Los Angeles, CA (310)-458-1028

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Boston, MA (617)-268-6903

Atlanta, GA (404)-874-5280

Custom Laminations, Inc., P.O. Box 2066, 932 Market St., Paterson, NJ 07509, (201) 279-9174, FAX: 201-279-6916

Custom Metalworks, Inc., 34691 Wilson Rd., Ingleside, IL 60041, (708) 546-2200, FAX: 708-546-0238

Custom Resource, Inc., P.O. Box 1779, Madison Sq. Sta., New York, NY 10159, (800) 782-7269, (212) 477-5009, FAX: 212-420-8765

Custom Table, 535 Patrice Pl., Gardena, CA 90248, (310) 323-2491, FAX: 310-523-9079

D&E Wood Inds., Ltd., 6399 Netherhart Rd., Mississauga ON, Canada L5T 1B8, (905) 670-6617, FAX: 905-670-2899

Da-Lite/Oravisual, P.O. Box 137, 3100 N. Detroit St., Warsaw, IN 46581-0137, (800) 622-3737, (219) 267-8101, FAX: 219-267-7804

Dal-Jile Corp., 7834 Hwy Fwy, Dallas, TX 75217, (800) 938-8453, (214) 398-1414, FAX: 214-309-4109

Dan-Jell Creations, Inc., 24 East St., Columbus, OH 43228, (800) 274-2927, (614) 878-6870, FAX: 614-878-6861

Deiter Danko & Associates Inc., 7492 F Old Alexander Ferry Rd., Clinton, MD 20735, (800) 882-5300, (301) 868-5550, FAX: 301-868-9143

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Phoenixville, PA (610)-935-6957

Miami, FL (305)-669-8995

Dansk Lights, Inc., 2000 N. Dixie Hwy., Fort Lauderdale, FL 33305, (305) 565-0003, FAX: 305-565-0008

Dar/Ran Furniture Inds., 2402 Shore Dr., High Point, NC 27264, (800) 334-7891, FAX: 910-434-7602

Data One, Inc., 5420 Southern Ave., Ste. 106, Indianapolis, IN 46241, (800) 432-0664, (317) 244-2999, FAX: 317-240-6255

Datum Filing Systems, Inc., 915 Borom Rd., York, PA 17404, (800) 828-8018, (717) 764-6350, FAX: 717-764-6656

Davis Furniture Inds., Inc., 2401 S. College Dr., High Point, NC 27261, (910) 889-2009, FAX: 910-889-0031

Dawson, A Rubbermaid Co., 1047 Ardmore Ave., Hasco, IL 60143, (800) 397-3875, (708) 250-7200, FAX: 708-250-7225

Dazor Mfg. Corp., 4483 Duncan Ave., Saint Louis, MO 63110, (800) 349-9103, (314) 652-2400, FAX: 314-652-2069

Decorators Walk, 245 New Town Rd., Plainview, NY 11803, (516) 249-3100, FAX: 516-249-9585

Atlanta, GA (404)-261-7769

Boston, MA (617)-451-2464

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Philadelphia, PA (215)-567-5663

San Diego, CA (619)-457-4736

San Francisco, CA (415)-626-9400

Deepa Textiles, 333 Bryant St., Ste. 160, San Francisco, CA 94107, (800) 833-3789, (415) 621-4171, FAX: 415-621-2740

New York, NY (212)-343-0491

Chicago, IL (312)-527-4774

Washington D.C. (202)-223-3372

Atlanta, GA (404)-261-9180

Los Angeles, CA (310)-451-6231

Delco Assocs., Inc., P.O. Box 423, 55 Old Field Point Rd., Greenwich, CT 06836-0423, (800) 243-8528, (203) 661-5101, FAX: 203-661-9829

Denstor Mobile Storage Sys., Inc., 24715 Crestview Ct., Farmington Hills, MI 48335, (800) 521-9334, (810) 473-9211, FAX: 810-473-2943

Design Lighting Procs. Co., 737 W. Second Ave., Mesa, AZ 85210, (800) 843-1602, (602) 464-8366, FAX: 800-826-2317

Design Options by Atlantic, 4507 W. Alva Ave., Tampa, FL 33614, (800) 877-3274, (813) 874-6989, FAX: 813-875-5868

Design Resource Group, Inc., 1144 Quaker St., Dallas, TX 75207, (214) 634-7350, FAX: 214-634-0548

DesignTex Fabrics, Inc., 56-08 37th Ave., Woodside, NY 11377, (800) 797-4949, (718) 335-9000, FAX: 718-539-2299

Atlanta, GA (800)-735-3839

Boston, MA (800)-767-3839

Charlotte, NC (800)-893-9988

Chicago, IL (800)-736-2016

Cincinnati, OH (800)-829-3839

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Dania, FL (800)-726-3839

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Royal Oak, MI (800)-736-2017

Hartford, CT (800)-237-2362

Honolulu, HI (800)-736-2006

Houston, TX (800)-736-2009

(See advertisement pp. 6-7)

Designer Moulding, 6910 Preston Hwy., Louisville, KY 40219, (800) 634-0032, (502) 969-3980, FAX: 502-968-4269

Designplan Lighting Ltd. Wealdstone Rd. Kimpton Ind. Estate Sutton Surrey SM3 9RW

Designplan Lighting Inc., 1225 State Rte. 12, Ste. 2, Frenchtown, NJ 08825, (908) 996-7710, FAX: 908-996-7042

Detex Corp., 302 Detex Dr., New Braunfels, TX 78130, (800) 729-3839, (210) 629-2900, FAX: 210-620-6711

Deutsch, Inc., 31 E. 32nd St., New York, NY 10016, (800) 223-4550, (212) 683-8746, FAX: 212-545-9877

Dimensional Plastics Corp., 1065 E. 26th St., Hialeah, FL 33013, (800) 833-2888, (305) 691-5961, FAX: 305-691-0455

Dina Art Co., 960 N. La Brea, Los Angeles, CA 90038, (800) 635-3523, (213) 882-6614, FAX: 213-882-6624

The Display & Exhibit Source, 11420 Ferrell Dr., Ste. 307, Dallas, TX 75234, (817)-869-9040, FAX: 214-432-9105

Dixie Mfg. Co., P.O. Box 59, 110 Colley Ave., Norfolk VA 23510, (800) 868-3494, (804) 625-8251, FAX: 804-627-4589

Domtar Decorative Panels, Inc., Domtar, Inc., 395 De Maisonneuve W., Montreal, P.C. Canada H3C 3M1, (514) 848-5400, FAX: 514-848-6740

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Douglass Industries, Inc., P.O. Box 701, 412 Boston Ave., Egg Harbor, NJ 08215, (800) 642-9169, (609) 965-6030, FAX: 609-965-7271

Dow USA-Floor Covering Industry Center, 2864 N. Dug Gap, Dalton, GA 30720, (800) 847-4212, (706) 277-1133, FAX: 706-277-1094

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Mt. Laurel, NJ (609)-273-3508

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Dunbar Style, Design International Furniture, 900 N. Franklin, Chicago, IL 60640, (312) 670-7800

Wertelme, MI (616)-399-8800

Du Quaine Lectern Mfg. Corp., 303 Dodge St., Kewaunee, WI 54216-0056, (414) 388-3790, FAX: 414-388-3790

Durable Corp., P.O. Box 290, 75 N. Pleasant St., Norwalk, OH 44857, (800) 537-1603, (419) 668-8138, FAX: 800-537-6287

Durkan Commercial Carpet, P.O. Box 339, Dalton, GA 30722, (800) 833-6950, (706) 226-4651, FAX: 706-226-3823

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Dynasound, Inc., 6439 Atlantic Blvd., Norcross, GA 30071, (800) 989-6275, (404) 242-8176, FAX: 404-242-8858

ERG Intl., 361 N. Bernoulli Cir., Oxnard, CA 93030, (800) 446-1186, (805) 981-9978, FAX: 805-981-9878

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 Teddy & Arthur Edelman, Ltd., P.O. Box 110, 28 Hawleyville Rd., Hawleyville, CT 06440-0110, (203) 426-3611, FAX: 203-426-3840
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 San Francisco, CA (415)-431-1465
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 Dania, FL (305)-920-7077
 Atlanta, GA (404)-842-0760
 Beachwood, OH (216)-831-7797
 Washington, DC (202)-479-2724
 Dallas, TX (214)-742-6501
 Houston, TX (713)-961-7886
 Westwood, NJ (201)-358-8333
 Denver, CO (303)-744-1676
 Edward Fields Inc., 232 E. 59th St., New York, NY 10022, (212) 310-0400
 Chicago, IL (312)-644-0401
 Dallas, TX (214)-741-4215
 Houston, TX (713)-877-8432
 Los Angeles, CA (310)-652-6800
 Dania, FL (305)-923-4888
 Philadelphia, PA (215)-561-3646
 San Francisco, CA (415)-431-4373
 Washington D.C. (202)-484-7030
 Boston, MA (617)-451-7787
 Ekitta, P.O. Box 140172, Austin, TX 78714, (512) 928-4700, FAX: 512-928-8004
 Chicago, IL (312)-527-0557
 ELA Company, 17891 Arenth Ave., City of Industry, CA 91748, (800) 423-6561, (818) 965-0821, FAX: 818-965-9494
 Elkhart Door, Inc., 1515 Leininger St., Elkhart, IN 49091, (800) 348-7559, (219) 294-5428, FAX: 219-522-1881
 Elliptipar, Inc., 114 Orange Ave., West Haven, CT 06516, (203) 931-4455, FAX: 203-931-4464
 Emerling & Co., CALHOOK, 574 Weddell Dr., Ste. 9, Sunnyvale, CA 94089, (800) 422-4665, (408) 734-4665, FAX: 408-734-3804
 EMU Group SPA Zona Industriale Marsciano (PG) 06055
 EMU/Meeting Intl., Inc., P.O. Box 6471, Bridgeport, CT 06606, (203) 384-8573, FAX: 203-384-8691
 Envel Design Corp., 5740 Corsa Ave., Unit 108, Westlake Village, CA 91362, (818) 865-8111, FAX: 818-865-0204
Equipto, 225 S. Highland Ave., Aurora, IL 60506, (800) 323-0801, (708) 859-1000, FAX: 708-859-3255
 (See advertisement p. 27)
 Ergo Systems, Inc., 224 Pitkin St., East Hartford, CT 06108, (203) 282-9767, FAX: 203-289-2386
 Essex Commercial Wallcovering, GenCorp Polymer Products, Three University Plaza, Hackensack, NJ 07601, (201) 489-0100
 Executive Furniture, Inc., P.O. Box 167, 4611 S. 400 West, Huntingburg, IN 47542, (800) 221-7469, (812) 683-3334, FAX: 812-683-5425
 Chicago, IL
 Executive Office Concepts, Inc., 1705 Anderson Ave., Compton, CA 90220, (800) 421-5927, (310) 537-1657, FAX: 310-603-9100
 San Francisco, CA (415)-864-1115
 Chicago, IL (312)-645-0042

F
 FDI, Inc./Flair Designs, Ltd., P.O. Box 606, 1216 Appletree Ln., Kokomo, IN 46903, (317) 452-6000, FAX: 317-452-5882
 FEI, Southern Metal Industries, P.O. Box 219, Ringgold, GA 30736, (800) 241-5246, (706) 935-4024, FAX: 706-935-6854
 ER Systems Intl., 1060 Meyerside Dr., Unit 8 & 9, Missassauga ON, Canada L5T 1S4, (905) 670-7990, FAX: 905-670-8004
 Auburn, NY (315)-252-2424
 E S. Contract, F Schumacher & Co., 79 Madison Ave., New York, NY 10016, (800) 523-1200, (212) 213-7732, FAX: 212-213-7734
 Fabrica Intl., 2801 Pullman St., Santa Ana, CA 92705, (800) 854-0357, (714) 261-7181, FAX: 714-250-9035
 Honolulu, HI (808)-521-8955
 Fabricat Contract, Fabricut, Inc., 9303 E. 46 St., Tulsa, OK 74145-4895, (800) 999-5583, (918) 622-7700, FAX: 918-665-1177
Falcon Products, Inc., 9387 Dielman Industrial Dr., Saint Louis, MO 63132, (800) 873-3252, (314) 991-9200, FAX: 314-991-9227
 Paris
 (See advertisement p. 2)
 Fantagraph, One Knollcrest Dr., Cincinnati, OH 45237, (800) 888-5000, (513) 761-9255, FAX: 513-761-0033
 Fantasy Creations in Metal, P.O. Box 3283, Riverside, CA 92519-3283, (909) 681-7458, FAX: 909-681-0724
 Faulless Caster Div., Babcock Inds., Inc., 1421 N. Garvin St., Evansville, IN 47711-4687, (800) 322-7359, (812) 425-1011, FAX: 800-322-9329
 Fiberesin Industries Inc., PO Box 88, Oconomowoc, WI 53066, (414) 567-4427, FAX: 414-567-4814
 Fiberglass Specialties, Inc., 4401 Eastern Ave., Baltimore, MD 21224, (410) 675-2121
 Ficks Reed, 4900 Charlemar Dr., Cincinnati, OH 45227, (513) 561-2100, FAX: 513-561-1135
 555 Design, 1238 S. Ashland Ave., Chicago, IL 60608, (312) 733-6777, FAX: 312-733-3083
 Fixtures Furniture, 1642 Crystal, Kansas City, MO 64126, (800) 821-3500, (816) 241-4500, FAX: 816-241-9941
 Chicago, IL (312)-645-0665
 Los Angeles, CA (310)-659-8302
 New York, NY (718)-729-3399
 Flex-Y-Plan Inds., Inc., P.O. Box CC, 6960 W. Ridge Rd., Fairview, PA 16415, (800) 458-0552, (814) 474-1565, FAX: 814-474-2129
 Anchorage, AK (907)-258-3534
 Phoenix, AZ (602)-437-9002
 Los Angeles, CA (310)-928-2112
 San Francisco, CA (415)-552-1585
 Denver, CO (303)-298-8566
 Washington, DC (301)-913-9200
 Atlanta, GA (404)-262-1166
 Chicago, IL (312)-661-1820
 St. Paul, MN (612)-894-8344
 St. Louis, MO (314)-279-2160
 Detroit, MI (313)-874-4799
 Jackson, MS (601)-372-6210
 Flexi-Wall Systems, P.O. Box 89, Liberty, SC 29657-0089, (800) 843-5394, (803) 843-3104, FAX: 803-843-9318
 Fong Bros. Co., 5731 S. Alameda St., Los Angeles, CA 90058, (213) 583-6481, FAX: 213-583-8650
 Forbo Industries, Inc., 385 Lafleur Ave., LaSalle PQ, Canada H8R 3H7, (800) 361-8712, (514) 366-2710, FAX: 514-363-0903

Fountain Lakes, NJ (201)-263-1771
 Cincinnati, OH (513)-474-3030
Forbo International SA CH-8193 Egliston Zurich
 Forbo Industries, Inc., P.O. Box 667, Humboldt Ind. Pk., Hazleton, PA 18201, (800) 842-7839, (717) 459-0771, FAX: 717-450-0263
 Atlanta, GA (800)-241-8508
 Cerritos, CA (800)-526-1627
 Chicago, IL (800)-227-1937
 New York, NY (800)-223-6223
 Formglas Interiors, Inc., 250 Rayette Rd., Unit 4, Concord ON, Canada L4K 2G6, (905) 669-5111, FAX: 905-669-9483
 Forum Contract Carpet, 3358 Carpet Capital Dr., Dalton, GA 30722, (800) 752-0902, (706) 277-3066, FAX: 706-277-3355
 Frankel Assocs., Inc., 1948 Troutman St., Ridgewood, NY 11385, (800) 221-4670, (718) 386-2455, FAX: 718-386-3186
 Chicago, IL (700)-544-2110
 Los Angeles, CA (310)-577-1948
 Houston, TX (713)-463-4659
 Washington, VA (703)-944-4165
 French Reflection, Inc., 820 S. Robertson Blvd., Los Angeles, CA 90035, (800) 421-4404, (310) 659-3800, FAX: 310-652-8494
Carl Freudenberg Postfach 1369 Weinheim D-69465
 Freudenberg Building Systems, Inc., Nora Rubber Flooring, 94 Glenn St., Lawrence, MA 01843, (800) 332-6672, (508) 689-0530, FAX: 508-688-4087
 Londonberry, NH (603)-437-5754
 Cincinnati, OH (513)-232-9666
 Marietta, GA (404)-973-6169
 San Francisco, CA (415)-821-6672
 Froelich Leather Craft Co., Inc., 63-20 Austin St., Rego Park, NY 11374, (800) 632-2228, (718) 897-7000, FAX: 718-275-5057
 Fuller Contract Accessories, Corp., 64 Seaview Blvd., Port Washington, NY 11050, (800) 847-4112, (516) 625-1350, FAX: 516-625-1355

G
 GF Office Furniture, Ltd., 6655 Seville Dr., Canfield, OH 44406, (800) 624-9751, (216) 533-7799, FAX: 216-533-8251
 New York, NY
 Elk Grove Village, IL
 Gallatin, TN
 Chicago, IL
 Naomi Gate Wall Systems, 531 Main St., Ste. 1916, New York, NY 10044, (212) 421-2118, FAX: 212-486-7644
 Gammapar/The Applied Radiant Energy Corp., P.O. Box 289, Venture Dr., Forest, VA 24551, (800) 283-5667, (804) 525-5252, FAX: 804-525-7437
 Garco/SIP, 209 Kirby Road, Portland, TN 37148, (800) 221-7913, (615) 325-9252, FAX: 615-325-7727
 Greenville, MI (616)-754-8130
 Melrose Park, IL (708)-345-2500
 Garden Grove, CA (714)-894-7094
 Gargoles, Ltd., 512 S. Third St., Philadelphia, PA 19147, (215) 629-1700, FAX: 215-592-8441
 Garrett Leather Corp., 1865 Kenmore Ave., Kenmore, NY 14217, (800) 342-7738, (716) 871-1892, FAX: 716-871-1899
 Gasser Chair Co., Inc., 4136 Logan Way, Youngstown, OH 44505, (800) 323-2234, (216) 759-2234, FAX: 216-759-9844
 Sparks, NV (702)-355-2234
 Arnold Geisler Furn. Fabricators, 609 Chancellor Ave., Irvington, NJ 07111, (201) 375-3344, FAX: 201-375-6024

Gen Industries, Inc., P.O. Box 610, Toccoa, GA 30577, (706) 886-8431, FAX: 706-886-5119
 GenCorp Polymer Prods., Fabricated Plastics, 1722 Indian Wood Cir., Ste. A, Maumee, OH 43537, (419) 891-1500, FAX: 419-891-4437
 Atlanta, GA (404)-934-8901
 Chicago, IL (708)-285-1155
 New York, NY (201)-525-5088
 Dallas, TX (214)-960-6618
 St. Louis, MO (314)-842-1990
 Miami, FL (305)-592-3220
 Tampa, FL (813)-621-6021
 Los Angeles, CA (213)-583-9981
 Chicago, IL (708)-673-6435
 GenCorp Polymer Products, 3 University Plaza, Ste. 200, Hackensack, NJ 07601, (201)-489-0100
 General Drapery Services, 135 E. 144th St., Bronx, NY 10451, (718) 665-9200, FAX: 718-665-9672
 General Electric, 1975 Noble Rd., Cleveland, OH 44112, (216) 266-2421
 Genon Wallcovering, GenCorp Polymer Products, Three University Plaza, Hackensack, NJ 07601, (201) 489-0100, FAX: 201-489-4394
 Gilbon Intl., Inc., 459 S. Calhoun, Fort Worth, TX 76104, (817) 921-5331, FAX: 817-927-8655
 Golden Valley, MN (612)-546-9000
 Atlanta, GA (404)-256-3462
 Bethesda, MD (301)-652-0084
 Cincinnati, OH (513)-321-3340
 Houston, TX (713)-524-9991
 Centerville, OH (614)-295-1095
 Newtown, CT (203)-270-1686
 New York, NY (212)-353-1270
 Pontiac, MI (810)-334-4600
 West Peabody, MA (508)-535-1796
 Honolulu, HI (808)-395-6665
 Concord, NC (704)-786-1282
 Gifford Wallcovering, Inc., 234 Spring St., Jeffersonville, IN 47130, (800) 852-5454, (812) 288-7900, FAX: 812-288-0872
 New York City, NY (800)-852-5454
 Lexington, KY (800)-852-5454
Girsberger Holding Ltd. CH-4922 Buetzberg
 Girsberger Office Seating, Girsberger Holding Ltd., Switzerland, P.O. Box 1476, 1860 Hwy. 70 W., Smithfield, NC 27577, (800) 849-0545, (919) 934-0545, FAX: 919-934-7765
 Glaro, Inc., 735 Old Willets Path., Hauppauge, NY 11788, (516) 234-1717, FAX: 616-234-9510
 Glass & Mirror Craft Inds., Inc., P.O. Box 516, 211 Haggerty Rd., Walled Lake, MI 48390, (800) 521-2200, (810) 624-5050, FAX: 810-624-6988
 Atlanta, GA (800)-999-1192
 Glasspec Assoc. Ltd., 10344 S.W. 187th St., Miami, FL 33157, (800)-328-0888, (305)-255-8444, FAX: 305-232-8246
 The Glidden Co., ICI Paints, 925 Euclid Ave., Cleveland, OH 44115, (216) 344-8216, FAX: 216-344-8883
 Cleveland, OH (216)-773-5121
 Wyomissing, PA (215)-378-8500
 Carrollton, TX (214)-416-1420
 Oukbrook, IL (708)-573-8750
 Atlanta, GA (404)-641-5940
 Global Specialty, 123 Columbia Ct. N., Chaska, MN 55318, (800) 964-6727, (612) 448-6566, FAX: 612-448-2613
 Grahl Industries Inc., 1 Grahl Dr., Coldwater, MI 49036, (517) 279-8011, FAX: 800-472-4507
 Gregson Furniture Inds., P.O. Box 1269, 206 E. Frazier Ave., Liberty, NC, 27298, (910) 622-2201, FAX: 910-622-5000
 Grey Watkins, Ltd., 979 Third Ave., New York, NY 10021, (212) 371-2333, FAX: 212-371-2358
 Atlanta, GA (404)-237-5079

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 Denver, CO (303)-298-7035
 Houston, TX (713)-623-4670
 Los Angeles, CA (310)-855-1222
 San Francisco, CA (415)-864-3550
 Seattle, WA (206)-661-9290
 Toronto, ON (416)-921-3334
 Washington, D.C. (202)-479-2724

Grosfillex S.A.R.L. 01107 Oyonnax Cedex Oyonnax
 Grosfillex Contract, Old West Penn. Ave., Robeson, PA 19551, (800) 523-3186, (610) 693-5835, FAX: 610-693-8254
 Markham, ON (416)-940-0707
 Gross Stabil Corp., P.O. Box 368, 333 Race St., Coldwater, MI 49036, (517) 279-8040, FAX: 517-278-5523
 Group Four Furniture, Inc., 2525 Connell Ct., Toronto ON, Canada M8Z 1E8, (416) 251-1128, FAX: 416-251-6285
 Guidetti Gallery Investment Replicas, P.O. Box 66, Legacy Lane, Aspers, PA 17309, (717) 677-6146, FAX: 717-677-4314
 The Gunlocke Co., HON Industries, One Gunlocke Dr., Wayland, NY 14572, (716) 728-5111, FAX: 716-728-8350

H
 HAG a.s. Fridtjof Nansens vej 12 P.O. Box 5655, Majorstua N 0341 Oslo 3
 HAG, Inc., 108 Landmark Dr., Greensboro, NC 27409, (800) 334-4839, (910) 668-9544, FAX: 910-668-7331
 Chicago, IL (312)-321-0761
 San Francisco, CA (510)-829-4032
 Boston, MA (617)-527-6244
 Denver, CO (303)-292-1515
 New York, NY (212)-759-1300
 H&S Sales, Inc., 16650 Manning Way, Cerritos, CA 90701, (310) 404-4943, FAX: 310-404-5271
 Boston, MA (508)-520-6540
 H.D.L., 46 Mill Plain Rd., Danbury, CT 06811, (800) 431-1904, (203) 743-5161, FAX: 203-797-1528
 Marienville, PA
 HEWI GmbH Aroslen 34454
 HEWI, Inc., 2851 Old Tree Dr., Lancaster, PA 17603, (717) 293-1313, FAX: 717-293-3270
 HLF Furniture, Inc., 44001 Van Born Rd., Belleville, MI 48114-1149, (313) 697-3000, FAX: 313-697-3008
 Hafele America Co., 3901 Cheyenne Dr., Archdale, NC 27263, (800) 334-1873, (919) 889-2322, FAX: 919-431-8831
 Arlington Heights, IL (708)-364-3033
 Carson, CA (310)-604-8125
 Toronto, ON (416)-564-9830
 Montreal, PQ (514)-593-8206
 Halcon, 1811 Second Ave. N.W., Stewartville, MN 55976, (800) 593-4235, (507) 533-4235, FAX: 507-533-9349
 Long Lake, MN (612)-473-6249
 F. E. Hale Mfg. Co., 630 W. German St., Herkimer, NY 13350, (800) 873-4253, (315) 866-4250, FAX: 315-866-6417
 Halo Lighting, Cooper Lighting, 400 Busse Rd., Elk Grove Village, IL 60007, (708) 956-8400, FAX: 708-906-3980
 Secaucus, NJ (201)-348-1291
 Atlanta, GA (404)-346-1600
 Grand Prairie, TX (214)-647-9131
 La Palma, CA (714)-522-7171
 Hamilton Adams Imports Ltd., 104 West 40th St., New York, NY 10018, (212) 221-0800, FAX: 212-869-8971
 Hamilton Sorter Co., Inc., 3158 Production Dr., Fairfield, OH 45014, (800) 543-1605, (513) 870-4400, FAX: 800-543-3070

Harbor Universal, Inc., 1900 Marina Blvd., San Leandro, CA 94577, (510) 352-2100, FAX: 510-357-8704
 Los Angeles, CA (310)-246-3990
 Harbour House Bar Crafting, 737 Canal St., Bldg. 16, Stamford, CT 06902, (203) 348-6906, FAX: 203-348-6190
 Harden Furn., Contract Div., P.O. Box 2, One Mill Pond Way, McGonnellsville, NY 13401, (315) 675-3600, FAX: 315-245-2884
 Hardwood Plywood & Veneer Assn., P.O. Box 2789, Reston, VA 22090, (703) 435-2900, FAX: 703-435-2537
 Harmony Intl. Corp., 3337 Kraft Ave. SE, Grand Rapids, MI 49512, (616) 949-6342, FAX: 616-949-1102
 Harris-Turkett, Inc., 2225 Eddie Williams Rd., Johnson City, TN 37605, (800) 842-7816, (615) 928-3122, FAX: 615-928-9445
 Haskell of Pittsburgh, Inc., 231 Haskell Ln., Verona, PA 15147, (800) 334-8888
Haworth, Inc., One Haworth Ctr., Holland, MI 49423-9576, (616) 393-3000, FAX: 616-393-3420
 Atlanta, GA (404)-841-3550
 Boston, MA (617)-261-0440
 Chicago, IL (312)-644-3983
 Detroit, MI (313)-352-7800
 New York, NY (212)-977-5350
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 Haydock Caster Co., 7500 N. Caldwell Ave., Niles, IL 60714-3896, (708) 647-0022, FAX: 708-647-0030
 Headway Trade Fairs, Ltd., 907 Great Eagle Centre, 23 Harbour Rd., Wanchai, Hong Kong, (852) 827-5121, FAX: 852-827-7064
 Hercules, Inc., Hercules Plaza, Wilmington, DE 19894, (302) 594-5000
 Norcross, GA (404)-447-9120
 Herman Miller, Inc., 855 E. Main Ave., Zeeland, MI 49464, (616)-654-3000, 800-851-1196
 Calgary, Alberta (403) 269-6191
 Montreal, Quebec (514) 282-7485
 Toronto, Ontario (416) 366-3300
 Atlanta, GA (404) 552-5600
 Boston, MA (617) 742-7220
 Chicago, IL (312) 527-5730
 Dallas, TX (817) 545-3122
 Detroit, MI (313) 540-6115
 Grandville, MI (616) 654-3300
 Houston, TX (713) 627-7670
 Indianapolis, IN (317) 578-0295
 Irvine, CA (714) 975-8700
 Kansas City, KS (913) 451-8223
 Long Island City, NY (718) 705-7570
 Los Angeles, CA (310) 659-7600
 Miami, FL (305) 577-3738
 Minneapolis, MN (612) 829-44303
 New York, NY (212) 951-3600
 Philadelphia, PA (215) 568-4103
 Phoenix, AZ (602) 955-3779
 Raleigh, NC (919) 774-7099
 San Francisco, CA (415) 433-2900
 Santa Clara, CA (408) 727-9517
 Seattle, WA (206) 386-8960
 St. Louis, MO (314) 621-0565
 Washington, DC (202) 342-3840
 Hermes Leather Corp., 45 W. 34th St., New York, NY 10001, (212) 947-1153, FAX: 212-967-2701
Hettich Intl. Kirchlegern
 Hettich America L.P., 1607 Anaconda Rd., Harrisonville, MO 64701-0489, (800) 777-1772, (816) 887-3456, FAX: 816-887-2228
 Charlotte, NC
 Hexacomb, 75 Tri-State International, Lincolnshire, IL 60069-4459, (800) 835-1357, (708) 317-1991, FAX: 708-317-0007
 North Haven, CT (203)-288-7722
 Roswell, GA (404)-518-7540
 Irving, TX (214)-580-3499

Santa Fe Spring, CA (310)-944-0052
 Matteson, IL (708)-747-8696
High Point Furniture Inds., Inc., P.O. Box 2063, High Point, NC 27261-2063, (800) 447-3462, (910) 431-7101, FAX: 910-434-1964
 Greensboro, NC, Cedar Rapids, IA
 Hill-Rom, 1069 State Rd. 46 E., Batesville, IN 47006, (800) 415-3730, (812) 934-7700, FAX: 812-934-8189
Hiltcock Chair Co. Ltd., Greenwood Industrial Pk., Rte. 219, New Hartford, CT 06057, (203) 738-0141, FAX: 203-379-7596
Hoboken Wood Floors, 70 Demarest Dr., Wayne, NJ 07470, (800) 222-1068, (201) 694-2888, FAX: 201-694-6885
 Watervliet, NY (518)-274-0274
 Stoughton, MA (617)-341-2881
 Oakville, CT (203)-274-5476
Hoechst Celanese Corp., Three Park Ave., New York, NY 10016, (212) 251-8091, FAX: 212-251-8011
 Holland Industries, Inc., 1401 Industrial Park Dr., Huntingburg, IN 47542, (812) 683-5011, FAX: 812-683-2606
 Hoover Systems, Inc., 12118 Corporate Dr., Dallas, TX 75228, (800) 232-5848, FAX: 214-279-5082
 Horton Automatics, Overhead Door Corp., 4242 Baldwin Blvd., Corpus Christi, TX 78405-3399, (800) 531-3111, (512) 888-5591, FAX: 512-888-6510
Hospitality Art/Art Spectrum, 425 E. 58th St., Ste. 32C, New York, NY 10022, (212) 593-1812, FAX: 212-980-4458
 Sanger, NY (914)-246-3669
 Clemmons, NC (910)-766-7311
Hospitality Designs Carpets, Shaw Industries Inc., P.O. Box 2128, Dalton, GA 30722-2128, (800) 441-7429, (706) 278-3812, FAX: 706-275-1719
Hubbell, Inc., Wiring Device Div., 1613 State St., Bridgeport, CT 06605, (203) 337-3100, FAX: 203-579-2892
Hubbell Lighting, Inc., 2000 Electric Way, Christiansburg, VA 24073-2000, (703) 382-6111, FAX: 703-382-1526
Hulcor Inc., 2101 Kennedy Rd., P.O. Box 591, Janesville, WI 54545, (800) 356-6968, (608) 756-1241, FAX: 608-756-1246

I
 IPF Intl. Inc., P.O. Box 768, 11-13 Maryland Ave., Paterson, NJ 07533, (800) 524-2158, (201) 345-7440, FAX: 201-345-7532
Ideation, Inc., Deco Projekt Store Fixturing, 222 S. State St., Ann Arbor, MI 48104-2097, (800) 521-3088, (313) 761-4360, FAX: 313-761-1457
IDECO Imperial Decoration NV Wakkensesteeweg 49 Tiel B-8700
Ideco, USA, 2034 J. Rte. 130, Monmouth Junction, NJ 08852-3003, (908) 821-0900, FAX: 908-821-3080
Indiana Cash Drawer Co., 1315 S. Miller St., Shelbyville, IN 46176, (800) 227-4379, (317) 398-6643, FAX: 317-392-0958
Indiana Furniture Inds., P.O. Box 270, Jasper, IN 47546, (800) 422-5727, (812) 482-5727, FAX: 812-482-9035
Industrial Acoustics Co., Inc., 1160 Commerce Ave., Bronx, NY 10462, (718) 931-8000, FAX: 718-863-1138
Industrial Enterprise, 4700 Shepardsville Rd., Louisville, KY 40218, (502) 458-3271, FAX: 502-458-3290
Infinity Lighting Inc., 2333 S. Cicero Ave., Cicero, IL 60650, (708) 222-3333, FAX: 708-222-0333
Inline Systems, Next Office Systems, Inc., 361 Applewood Crescent, Concord ON, Canada L4K 4J3, (800) 461-5991, (905) 660-3516, FAX: 905-660-5734

Innerface Architectural Signage, Inc., 5320 Webb Pkwy., Lilburn, GA 30247, (800) 445-4796, (404) 921-5566, FAX: 404-279-1327
 Thousand Oaks, CA (805)-492-3640
Innerpace Inc., 4030 E. Main, Spokane, WA 99202, (800) 444-8402, (509) 534-8402, FAX: 509-534-8882
Institutional Products Corp., P.O. Box 406, Muskego, WI 53150, (800) 543-1729, (414) 679-1707, FAX: 414-679-4127
Integrity A/V Designs, 1859 Old Mill Rd., Bethlehem, PA 18017, (215) 974-9838, FAX: 215-974-9658
Interceram, USA, Interceram, 1624 W. Crosby, Ste. 420, Carrollton, TX 75006, (800)-496-8453, (214) 446-0703, FAX: 214-242-2488
Interface Flooring Systems, Inc., Interface, Inc., P.O. Box 1503, Orchard Hill Rd., La Grange, GA 30241, (800) 336-0225, (706) 882-1891, FAX: 706-882-0500
 New York, NY (212)-686-8284
 Washington, DC (202)-863-0020
 Houston, TX (713)-623-0717
 Atlanta, GA (404)-956-8660
 City of Industry, CA (310)-692-5151
Interfinish, 9901 S. 6th Ave., Bridgeview, IL 60455, (800) 560-5758, FAX: 800-560-5759
Intergraph Corp., CR2902, Huntsville, AL 35894-0001, (800) 345-4856, (205) 730-2000, FAX: 205-730-9550
Interior Showplace, Ltd., 1020 Anahi St., Bldg. 6, Honolulu, HI 96814, (808) 524-5420, FAX: 808-538-8324
Intermetro Inds. Corp., 651 N. Washington St., Wilkes-Barre, PA 18705, (800) 433-2232, (717) 825-2741, FAX: 717-823-0250
 Dallas, TX (214)-358-5362
 Cypress, CA (714)-373-3131
Oak Brook, IL (708)-990-0336
The Intero Collection, Ltd., 430 W. Erie, Ste. 110, Chicago, IL 60610, (800) 468-3762, (312) 280-4800, FAX: 312-280-9555
Intl. Fabrics Inc., 1011 Porter St., High Point, NC 27263, (800) 334-7399, (910) 841-4868, FAX: 919-841-5202
 Morristown, TN (615)-586-7000
Intl. Marble, d.b.a. GCIM, 3104 S. 52 St., Tempe, AZ 85282, (602) 438-1449, FAX: 602-438-1550
Intl. Terra Cotta Inc., 690 N. Robertson Blvd., Los Angeles, CA 90069, (800) 331-5329, (310) 657-3752, FAX: 310-659-0865
Interspec Fabrics, Interspec Div., P.O. Box 172, Allenwood, NJ 08720, (800) 526-2800, (908) 938-4114, FAX: 908-938-9083
Intrex Corp., 93 Triangle St., Danbury, CT 06810, (800) 548-9610, (203) 792-7400, FAX: 203-738-3991
Inwood Office Furniture, P.O. Box 646, Jasper, IN 47547-0646, (800) 786-6121, (812) 482-6121, FAX: 812-482-9732
IPOCORP. P.O. Box 13 Paio De Oleiros 4535
IPOCORK, 24671 Via Alvarado, Mission Viejo, CA 92691, (800) 828-2675, (714) 855-4642, FAX: 714-855-4642
River Edge, NJ (201)-265-1407
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The Ironmonger, Inc., 1822 N. Sheffield Ave., Chicago, IL 60614, (800) 621-1937, (312) 935-2784, FAX: 312-348-3579
Istituto Commercio Estero Via Liszt, 21 Roma 00144
Italian Trade Commission-Tile Center, 499 Park Ave., 6th Fl., New York, NY 10022, (212) 980-1500, FAX: 212-758-1050

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Luxo Corp., 36 Midland Ave., Port Chester, NY 10573, (800) 222-5896, (914) 937-4433, FAX: 914-937-7016

Jacuzzi Whirlpool Bath, Jacuzzi, Inc., P.O. Drawer J, Walnut Creek, CA 94596, (800) 678-6889, (510) 938-7070, FAX: 510-938-3025

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Adam James Textiles, Inc., P.O. Box 1010, 59 Gilpin Ave., Smithtown, NY 11787, (800) 645-5044, (516) 582-4300, FAX: 516-582-4112
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Jason Industrial, Inc., 340 Kaplan Dr., Fairfield, NJ 07004, (201) 227-4904, FAX: 201-227-1651

Jasper Wood Products, Inc., P.O. Box 271, Jasper, IN 47547, (812) 482-3454, FAX: 812-482-9340

Jeter Systems Corp., 1560 Firestone Pkwy., Akron, OH 44304-1696, (800) 321-8261, (216) 773-8971, FAX: 216-773-7402

Joerns Healthcare, Inc., 5001 Joerns Dr., Stevens Point, WI 54481, (800) 826-0270, (715) 341-3600, FAX: 715-341-3962

Joeco, Inc., P.O. Box 71, 13th & Vine Sts., Jasper, IN 47547-0071, (800) 235-6326, (812) 482-5154, FAX: 812-634-2392

Johnson Controls, Inc., P.O. Box 423, 507 E. Michigan St., Milwaukee, WI 53201-0423, (414) 274-4000, FAX: 414-274-5135
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Johnsonite, 16910 Munn Rd., Chagrin Falls, OH 44023, (800) 899-8916, (216) 543-8916, FAX: 216-543-5774
Montrose, CA (818)-957-4885
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Juno Lighting, Inc., 2001 S. Mt. Prospect Rd., Des Plaines, IL 60017-5065, (708) 827-9880, FAX: 708-827-2925
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Toronto (905)-238-0192

Justice Design Group, 3457 S. La Cienega Blvd., Los Angeles, CA 90016, (310) 836-9575, FAX: 310-836-0204

K

KCR Fabrics, Inc., P.O. Box 1456, Skokie, IL 60076, (708) 733-0477, FAX: 708-733-0479

KI, 1330 Bellevue St., P.O. Box 8100, Green Bay, WI 54302-8100, (414) 468-8100, FAX: 414-468-0280

KI Architectural Fiberglass Text Furnishings, P.O. Box 8100, 1330 Bellevue St., Green Bay, WI 54308-8100, (414) 468-8100, FAX: 414-468-0280

Kallista, Inc., 2 Henry Adams St., Ste. 115, San Francisco, CA 94103, (510) 895-6400, FAX: 510-895-6990

Jodi Kanter, Custom Designs in Weaving, 5659 Cherokee Rd., Lyndhurst, OH 44124, (216) 449-7543

Karastan Bigelow, 1755 The Exchange, Atlanta, GA 30339, (800) 848-2020, (404) 951-6479, FAX: 404-951-6485
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Kardex Systems, Inc., P.O. Box 171, Rte. 7, Reno, Marietta, OH 45750, (800) 234-3654, (614) 374-9300, FAX: 614-374-9953

Karman, Ltd., 7931 Deering Ave., Canoga Park, CA 91304, (818) 888-3818, FAX: 818-888-3029

Kasparians, Inc., 1708 N. Tyler Ave., South El Monte, CA 91733, (818) 444-0101, FAX: 818-444-5432

Keilhauer Contract Seating, 946 Warden Ave., Toronto ON, Canada M1L 4C9, (800) 724-5665, (416) 759-5665, FAX: 416-759-5723

Keleco Leathers, Inc., 2937 Halifax, Westchester, IL 60154, (708) 562-0463, FAX: 708-562-0463

Kentucky Wood Floors, P.O. Box 33276, Louisville, KY 40213, (800) 235-5235, (502) 451-6024, FAX: 502-451-6027

Kewanee Scientific Corp., P.O. Box 1842, Statesville, NC 28677-1842, (704) 873-7202, FAX: 800-932-3296

Kimball Lodging Group, 1480 E. 16th St., Jasper, IN 47549, (800) 451-8090, (812) 482-8090, FAX: 812-482-8188

Kimball Office Furniture Co., Kimball Int'l., Inc., 1600 Royal St., Jasper, IN 47549, (800) 482-1616, (812) 428-1600, FAX: 812-482-8300
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KING Contract Seating, 706 Corporation Park, Scotia, NY 12302, (800) 432-3280, (518) 370-7184, FAX: 518-370-7185

Kirsch, Cooper Inds., Inc., 309 N. Prospect, Sturgis, MI 49091, (800) 528-1407, (616) 659-5100, FAX: 616-651-3210
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Knurr USA, Inc., 1890 N. Voyager Ave., Simi Valley, CA 93063, (805) 526-7733, FAX: 805-584-8371

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Kristan Assoc., 12 Greenway Plz., Ste. 1100, Houston, TX 77046, (713) 961-3040, FAX: 713-961-3626

Kroin, Inc., 180 Fawcett St., Cambridge, MA 02138, (800) 655-7646, (617) 492-4000, FAX: 617-492-4001

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Kusch & Co., Partners & Thompson, Inc., 175A E. 2nd St., Huntington Station, NY 11746, (516) 271-6100, FAX: 516-271-0817
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Kwik-File, 500 73rd Ave. N.E., Minneapolis, MN 55432, (800) 368-1057, (612) 572-1980, FAX: 612-572-0168

L

LBL Lighting, Lightning Bug, Ltd., 320 W. 202nd St., Chicago Heights, IL 60411, (800) 323-3226, (708) 755-2100, FAX: 708-755-3443
Chicago, IL (312)-523-3176

LSI Corp. of America, Inc., 2100 Xenium Ln., Minneapolis, MN 55441, (612) 559-4664, FAX: 612-559-4395

L.U.I. Corp., 5500 E. Lombard St., Baltimore, MD 21224, (800) 638-4111, (410) 522-4135, FAX: 410-522-2934

La Lune Collection, 930 E. Burleigh, Milwaukee, WI 53212, (414) 263-5300, FAX: 414-263-5508

La-Z-Boy Chair Co., 1284 N. Telegraph Rd., Monroe, MI 48161, (313) 241-4700, FAX: 313-241-3966
Grand Rapids, MI (616)-246-0246

Lammar, Inc., 1330 Mark St., Elk Grove Village, IL 60007, (800) 323-7624, (708) 860-4300, FAX: 708-860-9199

Landis & Gyr Powers, 1000 Deerfield Pkwy., Buffalo Grove, IL 60089, (708) 215-1000, FAX: 708-215-1093
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Northern Territory, NT (509)-534-7225

Landscape Forms, Inc., 434 Lawndale Ave., Kalamazoo, MI 49001, (800) 521-2546, (616) 381-0396, FAX: 616-381-3455
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Jack Lenor Larsen, 41 E. 11th St., New York, NY 10003, (212) 674-3993, FAX: 212-674-1403
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Latco Products, 2943 Glenedich St., Los Angeles, CA 90039, (213) 664-1171, FAX: 213-665-6971
Savannah, GA (912)-963-7563

Latitec Int'l. Inc., 1 LaGrange Park N., Bethany, CT 06524-3423, (800) 243-4788, (203) 393-0015, FAX: 203-393-1684

Laue, Inc., 42-20 12th St., Long Island City, NY 11101, (718) 361-7803, FAX: 718-361-2257

Lavi Industries, 27810 Hopkins Ave., Valencia, CA 91355, (800) 624-6225, (805) 257-7800, FAX: 805-257-4938

Lawrence Metal Products, Inc., P.O. Box 400 M, 260 Spur Dr. S., Bayshore, NY 11706, (800) 441-0019, (516) 666-0300, FAX: 516-666-0336
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The Leather Solution, 3311 Royal Ave., Oceanside, NY 11572, (800) 468-5852, (516) 763-1500, FAX: 516-536-1530
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Leggett & Platt, Inc., #1 Leggett Rd., Carthage, MO 64836, (800) 888-4569, (417) 858-8131
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Leggett & Platt, Textile Prod. Div., 100 Leggett Dr., Villa Rica, GA 30180, (404) 459-1800, FAX: 404-459-1531
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Cerritos, CA (213)-404-8825
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(Venezia) 30037
LEUCOS USA, Inc., 70 Campus Plaza II,
Edison, NJ 08837, (800) 832-3360,
(908) 225-0010, FAX: 908-225-0250
Leviton, Inc., Mktg. Communications
Dept., 59-25 Little Neck Pkwy., Little
Neck, NY 11362, (800) 323-8920,
FAX: 718-832-9538
Levolor, 7614 Business Park Dr.,
Greensboro, NC 27409, (910) 668-
9862
Liberty Woodcrafts, Inc., 3300 Benzing
Rd., Orchard Park, NY 14127, (800)
448-2200, (716) 824-6067, FAX: 716-
824-6075
Linear Lighting Corp., Contemporary
Ceilings, 31-30 Hunters Point Ave.,
Long Island City, NY 11101, (718)
361-7552, FAX: 718-937-2747
Litelab Corp., 251 Elm St., Buffalo, NY
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Litronics Intl., 4101 W. 123 St., Alsip, IL
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Live Wire Design Inc., 7531 E. Henri
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Loewenstein Furniture Group, 1801 N.
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960-0409
Lonsel, Inc., 928 E. 238th St., Carson,
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Lucifer Lighting Co., 414 Live Oak St., San
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Lumax Industries Inc., P.O. Box 991,
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3800, FAX: 610-282-6487
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Luzzi Unlimited, Inc., 49 W. 21st St., Ste.
1003, New York, NY 10011, (800)
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463-7629
Lyco, Inc., Remanufactured Office
Furniture, 540 N. Main St.,
Manchester, CT 06040, (800) 878-
5926, (203) 646-3575, FAX: 203-645-
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J. M. Lynne Co. Inc., 59 Gilpin Ave., Haup-
pauge, NY 11787, (800) 645-5044,
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44145, (216) 835-1405, FAX: 216-
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3875, FAX: 313-847-0993
Macro Electronics Corp., 1611-Headway
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3349, (314) 843-9000, FAX: 314-843-
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8027, (414) 457-5537, FAX: 414-457-
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753-8548, (716) 684-7200, FAX:
716-684-2053
McGuire Furniture Co., 1201 Bryant St.,
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1414, FAX: 415-864-8593
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98104, (206) 623-6245, FAX: 206-
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3G Mermat Corp., Mermat S.A., 3963
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ModuForm, Inc., 172 Industrial Rd.,
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 6300, FAX: 708-215-6444
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 5456, (708) 656-5586, FAX: 708-656-
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 0234, FAX: 205-766-9220
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 2869, FAX: 616-774-0382
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 9500, FAX: 212-447-1669
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Nishiyama Corp. of America, Inc., 305
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 6650, FAX: 216-228-9065
Novikoff Inc., 2100 E. Richmond, Fort
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OSI, GF Office Furniture, 1034 S. Kostner
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 Ferry St., Easthampton, MA 01027,
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 398-2275
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 6664, (205) 695-9173, FAX: 205-695-
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 1204, (314) 863-1895, FAX: 314-863-
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 429-2149
Paoli, Inc., P.O. Box 30, Paoli, IN 47454,
 (800) 457-7415, (812) 723-2791, FAX:
 812-723-3880
PARAFAX, Engineered Data Prods., Inc.,
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 CO 80020, (303) 465-2800, FAX: 303-
 465-4936
Parisi Bompadre, Inc., 3031 Red Lion Rd.,
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 632-4495, FAX: 215-632-1660
Peerless Intl., Galaxy Carpet Inc., P.O. Box
 800, 235 Industrial Blvd.,
 Chatsworth, CA 91305, (800) 648-
 1126, (706) 695-9611, FAX: 800-648-
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 401 E. Allegheny Ave., Philadelphia,
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 5833, FAX: 215-634-2543
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 Vista Dr., San Marcos, CA 92069-
 2611, (619) 744-6565, FAX: 619-744-
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Peterson Design Furniture, 30936 San
 Clemente St., Hayward, CA 94544,
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Phifer Wire Prods., Inc., P.O. Box 1700,
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Philippine Carpet Mfg. Corp., 9th Fl., Balapanyo Bldg, Paseo De Roxas, Maxati Metro Manila

Pacific Carpet Mills Corp., 119 W. 57th St., Ste. 1501, New York, NY 10019, (212) 489-1393, FAX: 212-489-1495

Philips Lighting Co., North American Philips Corp., 200 Franklin Sq. Dr., Somerset, NJ 08875, (908) 563-3000, FAX: 908-563-3104

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Phoenix Designs, Inc., Herman Miller, Inc., 10875 Chicago Dr., Zeeland, MI 49464, (800) 253-2733, (616) 654-5323, FAX: 616-772-4129

Pindler & Pindler, 11910 Pindexter Ave., Moore Park, CA 93021, (805) 531-9090, FAX: 805-532-2020

Pioneer Leathertouch Intl., 2250 E. Ontario St., Philadelphia, PA 19056, (215) 744-5770, FAX: 215-537-0624

Pionite Decorative Laminates/Pioneer Plastics Corp., P.O. Box 1014, One Pionite Rd., Auburn, ME 04211-1014, (800) 746-6483, (207) 784-9111, FAX: 207-784-0392

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 Miami, FL (305)-836-6535

Plan Hold Intl., 17421 Von Karman Ave., Irvine, CA 92714-6293, (800) 634-7081, (714) 660-0400, FAX: 714-251-0872

Planter Technology, 999 Independence Ave., #E, Mountain View, CA 94043-2302, (800) 542-2292, (415) 962-6982, FAX: 415-962-8875

Playscapes, Inc., Children's Environments, 2600 Daniels St., Madison, WI 53704, (800) 248-7529, (608) 222-9600, FAX: 608-222-8100

Plywood Seating, Foldercraft Co., 615 Centennial Dr., Kenyon, MN 55946-1290, (800) 583-0480, (507) 789-5111, FAX: 507-789-6192

Polaroid Museum Replicas, Polaroid Corp., 750 Main St., #3E, Cambridge, MA 02139, (617) 577-3393, FAX: 617-577-4011

Pollack & Assoc., 150 Varick St., New York, NY 10010, (212) 627-7766, FAX: 212-924-8396

Polychromic Designs, P.O. Box 354, Bellmore, NY 11710, (516) 643-4227, FAX: 516-494-3514

Pompei Furniture, Miami Metal Products, Inc., 255 NW 25th St., Miami, FL 33127, (305) 576-3600, FAX: 305-576-2339

Porter Carpet Mills, Inc., P.O. Box 810, Rte. #1 Hackett Mill Rd., Ringold, GA 30736, (800) 241-2071, (706) 965-4355, FAX: 706-965-7067

Poulsen Lighting, Inc., 5407 N.W. 163rd St., Miami, FL 33014-6130, (800) 342-2310, (305) 625-1009, FAX: 305-625-1213

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Precision Mfg. Inc., 2200 52nd Ave., Lachine PO H8T 2Y6

Precision Mfg. Inc., 10-118 Merchandise Mart, Chicago, IL 60654, (312) 644-0482, FAX: 312-644-2669

Prescolite Lighting, 1251 Doolittle Dr., San Leandro, CA 94577, (510) 562-3500, (800) DIMMERS

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Pro/File Systems, 6600 W. Armitage Ave., Chicago, IL 60635, (800) 962-4547, (312) 237-4000, FAX: 800-828-5982

Pro/Saro, 800 Vadnais St., Granby, Canada J2J 1A7, (800) 667-7067, (514) 378-0189, FAX: 514-378-9712

ProLight, 581 Ottawa Ave., Holland, MI 49423, (616) 396-2556, FAX: 616-396-0686

**Perrineville, NJ (908)-446-9681
 Seminole, FL (813)-399-0710
 San Diego, CA (619)-484-5486**

**Tyler, TX (903)-595-6463
 Sauk City, WI (608)-643-5007
 Putnam Rolling Ladder Co., Inc.**, 32 Howard St., New York, NY 10013, (212) 226-5477, FAX: 212-941-1836

Quartet Manufacturing Company, 5700 Old Orchard Rd., Skokie, IL (708) 965-0600, FAX: 708-965-0912

**Aldershot, England 01-252-28512
 Brampton, Ontario**

(See advertisement Cover 4)
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Quilligotti Inc., 2730 Stemmons Fwy., Ste. W-200, Dallas, TX 75207, (214) 688-0999, FAX: 214-688-1054

R & A/Redco, PO Box 2994, 1055 36th St., Grand Rapids, MI 49501, (800) 530-9825, (616) 248-3000, FAX: 616-248-8026

RBI Intl. Carpet Consultants, P.O. Box 722, Dalton, GA 30722-0722, (800) 982-7778, (706) 226-3217, FAX: 706-278-3565

**Kidderminster (056)-274-7698
 RPI Designs**, 7079 Peek Rd., Marietta, MI 48453, (517) 635-7465, FAX: 517-635-2988

The Radix Corp., North American Caseline, Inc., P.O. Box 368, One Washington Ave., Pembina, ND 58271, (204) 697-2349, FAX: 204-694-1787

Fredrick Ramond, Inc., 16121 S. Carmentia Rd., Cerritos, CA 90701, (800) 743-7266, (310) 926-1361, FAX: 310-404-4273

Rampart Partitions Inc., 3360 21EME Rue., St. Hubert (Quebec), Canada J3Y 8Y7

**Houston, TX (713)-682-8222
 Harahan, LA (504)-733-0785
 Dallas, TX (214)-630-5621**

**Miami, FL (305)-893-5338
 Smyrna, GA (404)-352-3910
 Westchester, PA (215)-344-7258**

Raztek Lighting, 3549 E. Reichert Dr., Crete, IL 60417, (708) 672-4323, FAX: 708-672-4323

Reconditioned Systems Inc., 444 W. Fairmont, Tempe, AZ 85282, (800) 280-5000, (602) 894-1907, FAX: 612-941-4892

**Minneapolis, MN (313)-591-7810
 Livonia, MI (612)-941-6883**

Reece Galleries, Inc., 24 W. 57th St., New York, NY 10019, (212) 333-5830, FAX: 212-383-7366

Reeve Store Equipment Co., 9131 E. Bermudez St., Pico Rivera, CA 90660, (800) 927-3883, (310) 949-2535, FAX: 310-949-3862

**San Leandro, CA (510)-483-4950
 Riegelsville, PA (908)-995-7437
 Saylorsburg, PA (717)-992-1152**

**Prospect Heights, IL (708)-253-0750
 Duluth, GA (404)-476-5868**

Rejuvenation Lamp & Fixture Co., 1100 SE Grand Ave., Portland, OR 97214, (503) 231-1900, FAX: 800-526-7329

Remanufactured Business Furniture, RBF, 5055 Natural Bridge, Saint Louis, MO 63115, (314) 383-7003, FAX: 314-383-5791

Kansas City, MO (816)-342-0322

Republic Storage Systems Co. Inc., 1038 Belden Ave. NE, Canton, OH 44705, (800) 477-1255, (216) 438-5800, FAX: 216-454-7772

Ron Rezek Lighting, 4200 Sepucueda Blvd., Cowen City, CA 90230, (310) 836-1572, FAX: 310-836-1578

Richmond Carpet Mill, Inc., P.O. Box 669, Hackett Mill Rd., Rte. 1, Ringgold, GA 30736, (800) 241-2278, (706) 935-3829, FAX: 706-965-7067

Richmond Textiles, Inc., 900 N. Franklin, Ste. 306, Chicago, IL 60610, (800) 229-5300, (312) 944-8787, FAX: 312-944-8910

Ro-Tile, Inc., 1615 S. Stockton St., Lodi, CA 95240, (800) 688-1380, (209) 334-1380, FAX: 209-334-3136

Robbins Hardwood Flooring, 4785 Eastern Ave., Cincinnati, OH 45226, (800) 733-3309, (513) 871-8510, FAX: 513-871-8069

Rockland Mills, Inc., Rockland Industries, Inc., P.O. Box 17293, Baltimore, MD 21203, (800) 876-2566, (410) 522-2505, FAX: 410-522-2545

**New York, NY (212)-679-9220
 Rodeo Carpet Mills**, 5900 E. Blossom, Commerce, CA 90040, (800) 533-3292, (213) 728-1548, FAX: 213-728-1135

Rodolph, Inc., P.O. Box 1249, 999 W. Spain St., Sonoma, CA 95476-1249, (707) 935-0316, FAX: 707-935-0190

**Dallas, TX (214)-651-0510
 Houston, TX (713)-623-4670
 Boston, MA (617)-348-2870**

**Seattle, WA (206)-767-4454
 Chicago, IL (312)-822-0766
 Overland Park, KS (913)-383-2555**

**Washington, DC (202)-484-4466
 Denver, CO (303)-744-1676
 Salt Lake City, UT (801)-533-9119**

**San Francisco, CA (415)-861-1011
 Atlanta, GA (404)-261-6337
 Dania, FL (305)-923-3330**

Roppe Corp., 1602 N. Union St., Box X, Fostoria, OH 44830, (800) 537-9527, (419) 435-8546, FAX: 419-435-1056

Ben Rose/Hendrick Textiles-Cortina Leathers, G&T Industries, 3415 Eastern Ave. SE, Grand Rapids, MI 49508, (800) 869-7673, (616) 247-1444, FAX: 616-452-8452

**Chicago, IL
 Rosemount Office Systems, Inc.**, Emerson Electric Co., 21785 Hamburg Ave., Lakeville, MN 55044-9035, (800) 328-6446, (612) 469-4416, FAX: 612-469-5981

Rosli Leather, I Rossi Cl., Chatfield, MN 55923, (800) 533-8489, FAX: 507-867-3374

Roxter Corp., 10-11 40th Ave., Long Island City, NY 11101, (718) 392-5060, FAX: 718-392-9811

Royal Seating Corp., 1110 Industrial Blvd., Cameron, TX 76520, (800) 460-4916, (817) 697-6421, FAX: 817-697-4900

S

S&S Mills, Inc., P.O. Box 1568, Dalton, GA 30722-0568, (800) 241-4013, (706) 277-3677, FAX: 706-277-3922

SICO, Inc., P.O. Box 1169, 7525 Cahill Rd., Minneapolis, MN 55440, (800) 328-6138, (612) 941-1700, FAX: 612-941-6688

SPI Lighting Inc., P.O. Box 635, 10400 N. Enterprise Dr., Mequon, WI 53092, (414) 242-1420, FAX: 414-242-6414

Safco Products Co., 9300 W. Research Center Rd., New Hope, MN 55428, (800) 328-3020, (612) 536-6700, FAX: 612-536-6777

(See advertisement p. 70)

Sainberg & Co., Inc., 63-20 Austin St., Rego Park, NY 11374, (800) 632-2228, (718) 897-7000, FAX: 718-275-5057

Salem Commercial Carpets, Salem Industries Inc., P.O. Box 2128, Dalton, GA 30722-2128, (800) 441-7429, (706) 278-3812, FAX: 706-275-1719

Salman, Inc., 2425 W. Commonwealth Ave., Fullerton, CA 92633, (800) 537-8909, (714) 994-0990, FAX: 714-680-6710

Sauder Manufacturing Co., Sauder Woodworking Co., 600 Middle St., Archbold, OH 43502, (800) 537-1530, (419) 446-9384, FAX: 419-446-3697

Scalamandre, 37-24 24th St., Long Island City, NY 11101, (718) 364-8500, FAX: 718-361-8311

**New York City, NY (212)-803-3888
 Atlanta, GA (404)-261-5027
 Boston, MA (617)-574-9261**

**Los Angeles, CA (310)-657-8154
 Chicago, IL (312)-644-9245**

Schneider-Banks, Inc., 1108 Commercial St., Athens, TX 75751, (903) 675-1440, FAX: 903-675-5331

Schwab Corp., 3000 Main St., Lafayette, IN 47903, (800) 428-7678, (317) 447-9470, FAX: 317-447-8278

The Scott Group, 23533 Mercantile Rd., Cleveland, OH 44122, (216) 464-5940, FAX: 216-464-1102

**Grand Rapids, MI (616)-531-6400
 Scott Sign Systems, Inc.**, P.O. Box 1047, Tallahassee, FL 32423, (800) 237-9447, (813) 355-5171, FAX: 813-351-1787

**Clearfield, UT (807)-773-9940
 Sarasota, FL (800)-237-9447
 Seagull Lighting Products**, 301 W. Washington St., Riverside, NJ 08075, (609) 764-0500, FAX: 609-764-0813

Seating Concepts, Inc., 313 Naperville Rd., Plainfield, IL 60544, (800) 421-2036, (815) 436-8866, FAX: 815-436-6920

Sellers & Josephson, 86 Route 4 East, Englewood, NJ 07631, (201) 567-1353, FAX: 201-567-8179

Sentinel Lighting, Airey Thompson Co., 3653 Sierra Pine Ave., Los Angeles, CA 90023, (800) 421-6196, (213) 264-1533, FAX: 213-265-1929

Serta Mattress Co., Sleepmaster Products Co., Inc., 2001 Lower Rd., Linden, NJ 07036, (800) 524-0856, (908) 381-5000, FAX: 908-381-4455

Shafer Commercial Seating, Inc., 4101 E. 48th Ave., Denver, CO 80216-3298, (303) 322-7792, FAX: 303-393-1836

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Shaw Commercial Carpets, Shaw Inds., Inc., P.O. Drawer 2128, Dalton, GA 30722-2128, (800) 441-7429, (706) 278-3812, FAX: 706-275-1719 Dalton, GA

Shelby Williams Inds., Inc., 5303 E. Tennessee Blvd., Morristown, TN 37813, (615) 586-7000, FAX: 615-586-2260

Chicago, IL (312)-527-3500
Aurora, CO (303)-693-8666
Atlanta, GA (404)-266-1631
Dallas, TX (214)-744-4721
Houston, TX (713)-621-8331
New Angeles, CA (310)-657-8687
New York City, NY (212)-888-9050
Plantation, FL (305)-473-9744
Rockville, MD (301)-231-9441
Honolulu, HI (808)-528-3330

Shepherd Products U.S., Inc., 203 Kerth St., Saint Joseph, MI 49085, (800) 253-0868, (616) 983-7351, FAX: 616-983-3091

Sherwin Williams, 101 Prospect Ave., Cleveland, OH 44115, (800) 336-1110, (216) 566-2000, FAX: 216-566-1832

North Olmsted, OH (216)-779-3098
Malvern, PA (215)-647-9115
Tucker, GA (404)-621-6760
Dallas, TX (214)-553-2987

Siebe Environmental Controls, P.O. Box 2940, 1354 Clifford Ave., Loves Park, IL 61132, (815) 637-3000, FAX: 815-637-5300

Signature Office Furniture, Inc., 6033 S. Central Ave., Los Angeles, CA 90001, (213) 233-4132, FAX: 213-233-5412

Silent Glass USA, Inc., P.O. Box 405, 4060 Bay Creek Church Rd., Loganville, GA 30249, (800) 938-7225, (404) 466-4811, FAX: 404-466-4814

Union City, CA (510)-487-8305

Simpson Door Co., P.O. Box 210, McCleary, WA 98557, (800) 952-4057, (206) 495-3291, FAX: 206-495-3295

Sina Pearson Textiles, 37 W. 17th St., New York, NY 10011, (212) 366-1146, FAX: 212-366-1388

Sinclair Paint, Wallcoverings & Fabric, 6100 S. Garfield Ave., Los Angeles, CA 90040, (800) 421-6383, (213) 724-5000, FAX: 213-721-4107
San Francisco, CA (415)-558-9462

SIS International Skovgardsvvej 23 Helsingør 3200

SIS Human Factor Technologies, 55 Harvey Rd., Londonderry, NH 03031, (603) 432-4495, FAX: 603-434-8456
Chicago, IL (312)-836-0063

Sitmatic, 6219 Randolph St., Los Angeles, CA 90040, (800) 288-1492, (213) 721-1000, FAX: 213-725-7190

Sligh Furniture Co., 1201 Industrial Ave., Holland, MI 49423, (616) 392-7101, FAX: 616-392-9495

SMED Manufacturing Inc., 4315 54th Ave. S.E., Calgary AB, Canada T2C 2A2, (403) 279-1400, FAX: 403-236-2858
Phoenix, AZ (602)-894-2888
Los Angeles, CA (310)-859-7633
Atlanta, GA (404)-607-9519
Chicago, IL (312)-527-4448
St. Louis, MO (314)-965-7633
Dayton, OH (513)-436-9557
New York, NY (212)-343-0620
Toronto, ON (416)-363-3486
Vancouver, BC (604)-683-0848

Smith & Watson, 305 E. 63rd St., New York, NY 10021, (800) 352-2999, (212) 355-5615, FAX: 212-371-5624

Smith Metal Arts Co., Inc., 2685 Walden Ave., Buffalo, NY 14225-4797, (800) 753-8548, (716) 684-7200, FAX: 716-684-2053
Buffalo, NY (716)-873-3083

Snaptex Systems, Inc., 84 Reservoir Park Dr., Rockland, MA 02370, (800) 762-7875, (617) 871-4951, FAX: 617-878-8130

Seattle, WA (206)-940-1440
Los Angeles, CA (714)-750-9055
Miami, FL (305)-362-9720
St. Louis, MO (314)-961-8484

Sol-R-Veil, 135 E. 144th St., Bronx, NY 10451-5435, (718) 665-9200, FAX: 718-665-9672

Southern Metals Inds., FEL, P.O. Box 219, Ringgold, GA 30736, (800) 241-5246, (706) 935-6854, FAX: 706-935-6854

Spacesaver Corp., 1450 Janesville Ave., Fort Atkinson, WI 53538, (800) 492-3434, (414) 563-6362, FAX: 414-563-2702

Spaulding Lighting, Inc., 1736 Dreman Ave., Cincinnati, OH 45223, (513) 541-3486, FAX: 513-541-1454

Spichlig AG Kunststoffwerks Steinen CH-6422

Mod-Systems, Inc., P.O. Box 585, Greer, SC 29652, (800) 637-2937, (803) 879-3850, FAX: 803-879-3158

SPIC/Surface Protection Industries, Surface Protection Industries, 400 Charter Way, North Billerica, MA 01862, (800) 729-7656, (508) 663-0050, FAX: 508-663-2885

Sponge Cushion, Inc., 902 Armstrong St., Morris, IL 60450, (800) 435-4062, (815) 942-2300, FAX: 800-423-3557

Sport Seating Co., Inc., P.O. Box 449, 1540 Chestnut St., Emmans, PA 18049-0449, (800) 345-3141, (610) 967-5450, FAX: 610-965-5798

Spradling International Inc., P.O. Box 1668, Pelham, AL 35124, (205) 985-4206, FAX: (205) 905-9176, Dallas, TX (214) 620-0613

Buena Park, CA (714) 870-0861
Pennsauken, NJ (609) 488-1300
(See advertisement Cover 3)

Springer-Penguin, Inc., P.O. Box 199, 11 Brookdale Pl., Mount Vernon, NY 10550, (800) 835-8500, (914) 699-3200, FAX: 914-699-3231

Springs Industries, Ultrasuede Brand Fabrics, 104 W. 40th St., New York, NY 10018, (212) 556-6422, FAX: 212-556-6520

Springs Window Fashions Div., Springs Inds., Inc., P.O. Box 500, Montgomery, PA 17752-0500, (800) 327-9798, (717) 547-6671, FAX: 717-547-6162

Stabilus Postfach 2029 Koblenz D-56200

Stabilus, 92 County Line Rd., Colmar, PA 18901, (215) 822-1982, FAX: 215-822-7057

Kentwood, MI (616)-698-5050
Franklin, TN (615)-790-7738
Aurora, CO (303)-360-0028
Murietta, CA (909)-696-7774

Stafast Products, Inc., 505 Lake Shore Blvd., Painesville, OH 44077, (800) 782-3278, (216) 357-5546, FAX: 216-357-7137
Charlotte, NC (800)-951-1159
Tupelo, MS (800)-888-6887
Los Angeles, CA (800)-999-9779
Cleveland, OH (800)-782-3278

Staff Lighting Corp., P.O. Box 1020/300, Rte. 9W, Highland, NY 12528, (800) 932-0633, (914) 691-6262, FAX: 914-691-6289

Stakmore Co., Inc., Elm St., Owego, NY 13827, (607) 887-1616, FAX: 607-687-0049

Stamford Group Baley St., Stalybridge Cheshire SK15 1QQ

Opto Intl., Inc., 65 E. Palatine Rd., Ste. 215, Prospect Heights, IL 60070, (708) 541-6786, FAX: 708-541-8160

Stanco Signage Systems, 1401 E. St., Andrew Pl., Santa Ana, CA 92705, (714) 549-9303, FAX: 714-599-9360

Steelcase, Inc., 901 44th St. S.E., Grand Rapids, MI 49508, (800) 333-9939, (616) 247-2710
New York, NY (212)-382-8800
Don Mills ON

Atlanta, GA (404)-523-2201
Boston, MA (617)-482-2990
Chicago, IL (312)-321-3500
Cleveland, OH (216)-696-5771
Dallas, TX (214)-871-3044
Denver, CO (303)-298-1888
Detroit, MI (313)-353-9940
Houston, TX (713)-840-0377
Indianapolis, IN (317)-236-6440
Los Angeles, CA (310)-967-1200

Stiffel Co., 700 N. Kingsbury St., Chicago, IL 60610, (312) 664-9200, FAX: 312-664-3873

Stratford Hall, Inc., 459 S. Calhoun St., Fort Worth, TX 76104, (817) 332-1465, FAX: 817-870-2174

Stratton Commercial Carpets, Shaw Inds., Inc., P.O. Drawer 2128, Dalton, GA 30722-2128, (800) 441-7429, (706) 278-3812, FAX: 706-275-1719

Stroheim & Romann, Inc., 31-11 Thomson Ave., Long Island City, NY 11101, (718) 706-7000, FAX: 718-361-0159
Greenwich, CT (203)-869-2805

Stylox, P.O. Box 5038, Delanco, NJ 08075, (800) 257-5742, (609) 461-5600, FAX: 609-461-5574

Summit Furniture, Inc., 5 Harris Ct., Bldg. W, Monterey, CA 93940, (408) 375-7811, FAX: 408-375-0940

Summitville Tiles, Inc., State Rte. 644, Summitville, OH 43962, (216) 223-1511, FAX: 216-223-1414

Anaheim, CA
Danwood, GA
Timonium, MD
Boardman, OH
Charlotte, NC
Elk Grove Village, IL
Valley View, OH
Alexandria, VA
Houston, TX
Orlando, FL
Pompano Beach, FL
S. San Francisco, CA

Sun Pipe Co., P.O. Box 2223, Northbrook, IL 60062, (800) 844-4786, (708) 272-6977, FAX: 708-272-6972

Sunbelt Decor Incorporated, 525 Partee St., Magnolia, AR 71753, (800) 729-8063, (501) 234-7676, FAX: 501-234-7299

Fayetteville, AR (501)-444-9800
Fort Smith, AR (501)-782-6204
Texarkana, TX (903)-793-3477

Sunbelt Solar Products by Sussman, Inc., 109-10 180th St., Jamaica, NY 11433, (718) 297-6040, FAX: 718-297-3090

Sunburst Intl., Metal Tech, Inc., 7635 W. Second Ct., Hialeah, FL 33014-1331, (800) 325-3260, (305) 823-3480, FAX: 305-823-7785

Sunrise Carpet Ind., 531 Duval Rd., Chatsworth, GA 30705, (800) 443-2697, (706) 695-9605, FAX: 706-695-7379

Superba Caster Corp., 7500 N. Caldwell Ave., Niles, IL 60714-3896, (708) 647-0027, FAX: 708-647-0030

Superior Chaircraft, JSJ Seating Corp., P.O. Box 731, Belton, TX 76513, (800) 551-3227, (817) 939-3517, FAX: 800-831-9821

Sure-Lites, Cooper Lighting, 400 Busse Rd., Elk Grove Village, IL 60007, (708) 956-8400, FAX: 708-906-3980
Socacus, NJ (201)-348-1201
Atlanta, GA (404)-346-1600
Grand Prairie, TX (214)-647-9131
La Palma, CA (714)-522-7171

Surface Technologies, 7106 Truman Rd., Kansas City, MO 64126, (800) 241-2982, (816) 241-2982, FAX: 816-231-1185

Suspa, Inc., 3970 Roger B. Chaffee Dr., Grand Rapids, MI 49548-3497, (616) 241-4200, FAX: 616-531-3310

Swivelier, P.O. Box 619, Nantuxet, NY 10954-0619, (914) 623-3471, FAX: 914-623-1861

Syma Systems, Inc., 180 Canal Rd., Fairless Hills, PA 19030, (800) 233-7962, (215) 736-3200, FAX: 215-736-3040

Systems Installations Co., 446 Grandville Ave. S.W., Grand Rapids, MI 49503, (800)-456-0924, (616) 459-7293, FAX: 616-459-2053

Systems Mfg. Corp., P.O. Box 343, 13 Broad St., Binghamton, NY 13902, (800) 762-7587, (607) 723-8344, FAX: 607-723-6360
New York, NY (212)-425-8131
McLean, VA (703)-734-6928
Fort Washington, PA (215)-643-3736
Chicago, IL (708)-806-1159
Atlanta, GA (404)-953-9266

TSAO & CLS, 31 Grove St., New Canaan, CT 06840, (203) 966-9550, FAX: 203-966-2335
New York City, NY (914)-997-7760
Boston, MA (617)-965-3080
Detroit, MI (313)-650-9896
Chicago, IL (708)-674-7717

Tab Products Co., 1400 Page Mill Rd., Palo Alto, CA 94304, (800) 672-3109, (415) 852-2400, FAX: 415-852-2687
Schaumburg, IL

Tana-Tex, 5009 N. Winthrop Ave., Chicago, IL 60630, (800) 282-9270, (312) 561-9270, FAX: 312-661-5469

Tapestries, Ltd., 710 N. Elm St., High Point, NC 27262, (910) 883-9864, FAX: 910-884-1737

Tech Lighting, 2542 N. Elston, Chicago, IL 60647, (312) 252-0008, FAX: 312-252-4264

Technical Glass Products, 2425 Carillon Point, Kirkland, WA 98033, (800) 426-0279, (206) 822-4514, FAX: 800-451-9857

Teknion Furniture Systems, Inc., 1159 Flint Rd., Downsview ON M3J 2J5

Teknion, Inc., P.O. Box 562, 17 W. Stow Rd., Marton, NJ 08053, (609) 596-7608, FAX: 609-596-8088
Chicago, IL (312)-321-1286
New York City, NY (212)-627-8588

Tella Inc., 161 Shirling Ave., La Salle, PA, Canada H8R 3P3, (514) 364-0511, FAX: 514-368-3552

Tepromark Intl., P.O. Box 636, 206 Mosher Ave., Woodmere, NY 11598, (800) 645-2622, (516) 569-4533, FAX: 516-295-5991

Terra Furniture, Inc., 17855 Arenth Ave., City of Industry, CA 91748, (818) 912-8523, FAX: 818-964-1083

Tescoha GmbH Postfach 1206 Kochstrasse 49 Krefeld 1 D-4150

Tescoha USA, 2031 J. Rte. 130, Monmouth Junction, NJ 08852-3003, (908) 821-0900, FAX: 908-821-3080

Textile Technology, Inc., 2031 J. Rte. 130, Monmouth Junction, NJ 08852-3003, (800) 432-6586, (908) 821-0900, FAX: 908-821-3080

Texwood Furniture Corp., 3508 E. 1st St., Austin, TX 78702, (512) 385-3323, FAX: 512-385-3383

This End-Up Furn. Co., 1309 Exchange Alley, Richmond, VA 23219, (800) 627-7181, (804) 644-1248, FAX: 804-644-1846

Thonet Industries, Shelby Williams Inds., Inc., 403 Meacham Rd., Statesville, NC 28687, (704) 878-2222, FAX: 704-873-6124
Morristown, TN (615)-586-7000
Statesville, NC

Tiffany Office Furniture, 1015 Corporate Sq., Ste. 105, Saint Louis, MO 63132, (800) 825-0425, (314) 991-1700, FAX: 314-432-2450

Toli Intl., 55 Mall Dr., Commack, NY 11725, (800) 446-5476, (516) 864-4343, FAX: 516-864-9710

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Topsiders, Inc., 11325 Reed Hartman Hwy., Ste. 120, Cincinnati, OH 45241, (800) 533-7661, (513) 489-7770, FAX: 513-489-2794

Toshiba Lighting & Technology

Minamishinagaawa 2 Chome, Shinagawa-KV Tokyo 140

Toshiba America Consumer Products, 1010 Johnson Dr., Buffalo Grove, IL 60089-6900, (800) 453-4242, (708) 541-9400, FAX: 708-541-1927

Transwall Corp., P.O. Box 1930, Brandywine Industrial Park, West Chester, PA 19380, (800) 441-9255, (610) 429-1400, FAX: 610-429-1411

Tri-Guards, Inc., 953 Seton Ct., Wheeling, IL 60090, (800) 783-8445, (708) 537-8444, FAX: 708-537-8507, St. Louis, MO (314)-367-1121

Tropic Craft Aluminum Furniture Mfrs., 4251 S. Pine Ave., Ocala, FL 32671, (800) 327-1541, (904) 368-8993, FAX: 904-368-2471

Tropicone Furniture Co., Inc., 5 Marconi, Irvine, CA 92718, (800) 654-7000, (714) 951-2040, FAX: 714-951-0716

Grand Rapids, MI (616)-459-3351
Troy Lighting, Jac Jacobsen Mfrs., 14625 E. Clark Ave., City of Industry, CA 91746, (800) 533-8769, (818) 336-4511, FAX: 818-330-4266

Tuohy Furniture Corp., 42 Saint Albans Pl., Chatfield, MN 55928, (800) 533-1696, (507) 867-4280, FAX: 507-867-3374
Minneapolis, MN

U

U.S. Ceramic Tile Co., P.O. Box 338, 10233 Sandyville Rd. SE, East Sparta, OH 44626, (800) 321-0684, (216) 866-5531, FAX: 216-866-5340

Stamford, CT (203)-978-0843
Atlanta, GA (404)-439-1126
Columbus, OH (614)-792-0040
Dallas, TX (214)-418-9632

USG Corp., United States Gypsum Co., 101 S. Wacker Dr., Chicago, IL 60606, (312) 606-4523, FAX: 312-606-5725

Ultratec Inc., 450 Science Dr., Madison, WI 53711, (800) 482-2424, (608) 238-5400, FAX: 608-238-3008
(See advertisement this page)

Unifor, Spa via Isonzo 1 Turate (Como) 22078

UNIFOR, Inc., Intl. Design Ctr., Ctr. Two, 30-20 Thomson Ave., Ste. 706, Long Island City, NY 11101, (718) 796-7575, FAX: 718-729-9117
New York, NY (212)-751-3243

Uniroyal Engineered Prods., One Sarasota Tower, 2 N. Tamiami Trail, Sarasota, FL 34236, (800) 873-8800, (813) 361-5282, FAX: 813-361-2127
Mishawaka, IN (219)-259-1259
Lake Forrest, CA (714)-770-8272
Sarasota, FL (800)-873-8800
(See advertisement p. 9)

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Smithtown, NY (516)-582-3300
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United Chair Co., Hanson Industries, 114 Churchhill Ave., NW, Leeds, AL 35094, (800) 665-5181, (205) 699-5181, FAX: 205-699-4592

United Fabrics Inc., 9115 Pennsauken Hwy., Pennsauken, NJ 08116, (800) 347-8344, (609) 665-2040, FAX: 609-665-5761

United Marketing, Inc., P.O. Box 870, 14th & Laurel Sts., Pottsville, PA 17901-0870,

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United Technical Prods., Inc., 960 Turnpike St., Canton, MA 02021, (800) 225-6052, (617) 821-1752, FAX: 617-821-4127

Unitex Industries, Inc., 6611 W. North Ave., Oak Park, IL 60302, (800) 621-0736, (708) 524-0664, FAX: 708-524-0771

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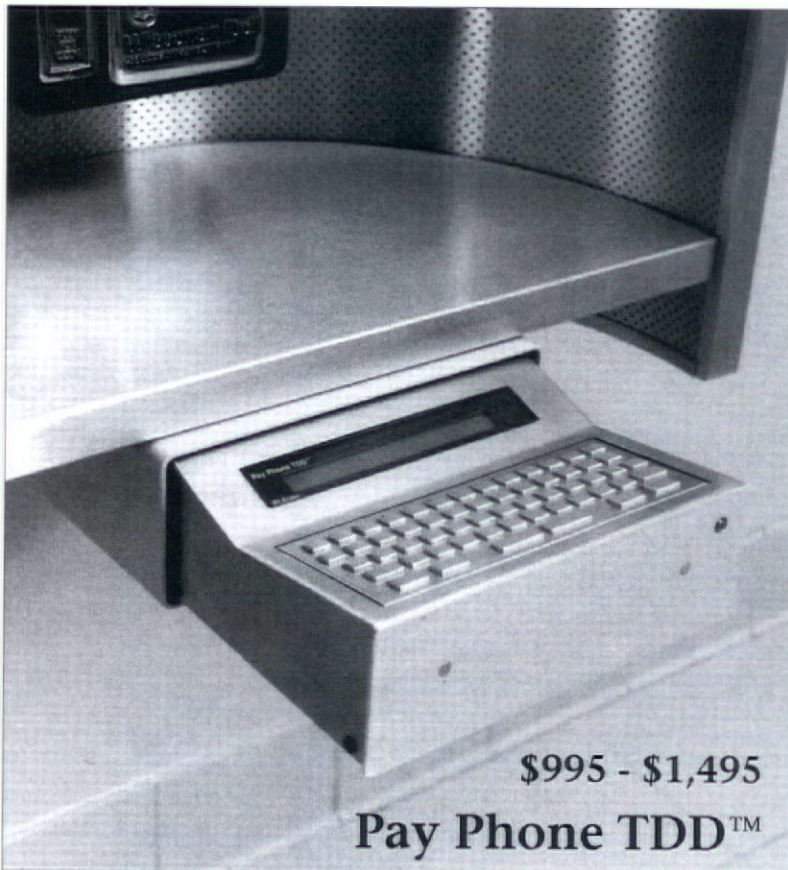
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Yates Furniture Systems Corp., 44 Drexel Dr., Bay Shore, NY 11706, (800) 645-5156, (516) 231-4681, FAX: 516-231-4218
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Decorative Center Houston, 5120 Woodway, #7030, Houston, TX 77056, (713) 961-9292, FAX: 713-963-8603
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Design Center of the Americas, 1855 Griffin Road, Dania, FL 33004, (305) 920-7997, FAX: 305-920-8066
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Russell Abraham, 60 Federal St., Ste. 303, San Francisco, CA 94107, (415) 896-6400, FAX: 415-896-6402

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Institute of Business Designers, 341 Merchandise Mart, Chicago, IL 60654, (312) 467-1950, FAX: 312-467-0779

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BMG Framed Graphics, Inc. (a)
BOA Art & Design (a, l)
BackSaver Products Co. (d, sa, sl, ss)
Balt (a, d, f, t, w)
Bangor Cork Co., Inc. (f, w)
Bar-Maid Refrigerators (a, cs)
The Barrit Corp. (sa, sl)
Gretchen Bellinger, Inc. (f)
Berco Industries (f)
Bergamo Fabrics, Inc. (t)
Berger Interior A.S. (w)
Bernhard Woodwork, Ltd. (cp, cs, l)
Best-Rite Manufacturing (a, w)
Best Sign Systems Mfg. (a)
Bevco Precision Mfg. Co. (a, ss)
BioFit Engineered Seating, Inc. (ss)
Block House Co. (cp, cs, d, f, sa, sl, ss, t)
Bloomsburg Carpet Inds., Inc. (cc)
Blumenthal Inc. (f, w)
The Boling Co. (d, sa, sl, t)
Brandrud Furn. (cp, cs, d, l, sa, sl, ss, t)
Paul Brayton Designs (f)

Breitfus Business Environments (w)
Brentano, Inc. (f)
Brewster Wallcovering Co. (w)
Brianza Furniture (sa, sl, t)
British Carpet Mfrs. Assoc., Ltd. (cc)
Brodart Co. (cp, sl, t)
Brummitt Woodworking (t)
Buckstaff Co. (cp, sl, ss, t)
Burch Fabrics (f)
C. I. Designs (sa, sl, ss, t)
California Country Trees, Museum Div. (a)
Cambridge Wire Cloth Co. (w)
Capaul Corp. (w)
Carnegie Fabrics, Inc. (f, w)
Carolina Business Furniture (sl, ss)
Certified Furniture Svcs./CFS (cp, cs, d, l, sa, sl, ss, t)
Cervitor Kitchens, Inc. (cs)
Chaircraft (sa, sl, ss)
Chatham Mfg., Inc. (f)
Chemetal Corp. (w)
Chestnut Ridge Foam, Inc. (sa, sl, ss)
Claridge Products & Equipment, Inc. (a)
Clarin Corp. (sa, sl, ss, t)
Classic Collections Fine Art
Classic Illuminations (a)
Classico Seating (sa, sl, ss, t)
Cold Spring Granite (t, w)
Colecraft Mfg. Co., Inc. (a, cp, d, t)
Columbus Coated Fabrics (w)
Commercial Business Systems (sl)
Complete Installation Svcs. of PGH/NYC, Inc. (CIS) (a, cp, cs, f, l, t, w)
Concept Fabrics, Inc. (f)
Conde House (f, sa, sl, ss)
Condi (sl)
The Construction Specialties Group (w)
Continental Creative Sales (sa, sl, ss, t)
Conwed (w)
Coral of Chicago (f, w)
Corel Corporate Seating, Inc. (sa, sl, ss)

Cornelius Architectural Prods., Inc. (a)
Corporate Acoustic Systems, Ltd. (w)
Corsican Furniture (a, sa, sl, ss, t)
Cramer, Inc. (l, sa)
Creative Seating (sa, sl, ss)
Crestmark Intl. (sl, t)
Cumberland Furniture (f, sa, sl, t)
Curtis Products, Ltd. (sa, sl, ss, t)
Custom Laminations Inc. (f, sa, sl, ss, w)
Custom Metalworks, Inc. (a)
Custom Table (t)
D&E Wood Inds. (cp, cs, d, sa, sl, ss, t)
Da-Lite/Oravisaal (a)
Peter Danko & Associates Inc. (sa, sl, ss, t)
Dar/Ran Furniture Inds. (cp)
Datum Filing Systems, Inc. (t)
Davis Furniture Inds., Inc. (sa, sl, t)
Davson, a Rubbermaid Co. (cs)
Decorators Walk (a, cp, f, sa, sl, t, w)
Deepa Textiles (f)
Delco Assocs., Inc. (a)
Design Options by Atlantic
DesignTex Fabrics, Inc. (f, w)
(See advertisement on pp. 6-7)

Designer Moulding (a)
Dimensional Plastics Corp. (w)
Dina Art Co. (a)
Dixie Mfg. Co. (cc)
Dow USA-Floor Covering Ind. Center (cc)
Durable Corp.
Durkan Commercial Carpet (cc)

Durkan Patterned Carpet (cc)
(See advertisement on p. 42)

Daniel C. Duross, Ltd. (f)
EMU/Meeting Intl., Inc. (sa, sl, ss, t)

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ERG Intl. (sa, sl, ss, t)
(See advertisement on pp. 13 & 15)
 ESSI Acoustical Prod. Co. (a, w)
 EST Co. (cc)
 Ekitta (t)
Equipto (l, ss, t)
(See advertisement p. 27)
 Executive Furniture, Inc. (cp, cs, sl, t)
 Exec. Office Concepts (cp, d, sa, sl, ss, t)
 ER. Systems Intl. (a)
 F. S. Contract (f, w)
 Fabrica Intl. (cc)
Falcon Products, Inc. (sa, sl, ss)
(See advertisement on p. 2)
 Fantagraph (f)
 Fantasy Creations in Metal (t)
 Faultless Caster Div. (a)
 Fibresin Industries Inc. (w)
 Fiberglass Specialties, Inc. (a)
 Ficks Reed (cp, sa, sl)
 555 Design (t, w)
 Fixtures Furniture (d, sa, sl, ss, t)
 Flexi-Wall Systems (w)
 Forbo Industries, Inc. (a)
 Forbo Industries, Inc. (w)
 Formglas Interiors, Inc. (w)
 Forum Contract Carpet (cc)
 French Reflection, Inc. (a)
 Fuller Contract Accessories, Corp. (a)
 Gargoyles, Ltd. (a, cc, cp, cs, d)
 Gasser Chair Co., Inc. (sa, sl, ss, t)
 Gem Industries, Inc. (cs, d, sl, ss, t)
GenCorp Polymer Prods. (t)

Boltaflex®

with PreFixx®

General Drapery Services (f, sa, w)
 Genon Wallcovering (cc, f, w)
 Gilbert Intl., Inc. (sa, sl, ss, t)
 Gifford Wallcovering, Inc. (cc, f, w)
 Girsberger Office Seating (sa, ss)
 Glaro, Inc. (a)
 Glass & Mirror Craft Inds., Inc. (t)
 Glasspec Assoc. Ltd. (a, d, sa, sl, ss, t)
 The Glidden Co. (w)
 Global Specialty (w)
 Gregson Furniture Inds. (sa, sl, ss)
 Grey Watkins, Ltd. (f)
 Grosfillex Contract (sa, sl, ss, t)
 Gross Stabil Corp. (cs, d, sa, sl, ss, t)
 Group Four Furniture, Inc. (sa, sl, ss, t)
 Golden Gallery Investment Replicas (sa)
 The Gunlocke Co. (cp, sa, sl, ss, t)
 H & S Sales, Inc. (f, w)
 HEWI, Inc. (a)
 HLF Furniture, Inc. (cp, cs, d, t)
 E. E. Hale Mfg. Co. (cp, cs)
 Hamilton Adams Imports Ltd. (f, w)
 Hamilton Sorter Co., Inc. (cp, cs, d, l, t)
 Harden Furn., Contract Div. (cp, t)
 Harmony Intl. Corp. (cc)
Haworth, Inc. (cp, cs, d, sa, sl, ss, t)
(See advertisement on p. 11)
 Herman Miller (sa, sl, t)
 Hexacomb (w)
 High Point Furniture Inds., Inc. (sl)
 Ideco, USA (w)
 Industrial Enterprise (w)
 Inline Systems (cp, cs, t)
 Innerspace Architectural Signage, Inc. (a)
 Innerspace Inc. (sl, ss, t)
 Institutional Products Corp. (w)
 Interface Flooring Systems, Inc. (cc)
 Interior Showplace, Ltd. (a, cc, cp, cs, d, f, sa, sl, ss, t, w)
 The Interna Collection, Ltd. (cp, sa, sl, t)
 Intl. Fabrics Inc. (f)
 Interspec Fabrics (f)
 Intrex Corp. (sl)
 Inwood Office Furn. (cp, cs, d, f, l, sa, sl, ss, t)
 IPOCORK (w)
 JDM - Juhasz Design & Mfg. (sa)
 JG Furniture Sys. (cp, cs, d, sa, sl, ss, t)
 Adam James Textiles, Inc. (cc)

Jasper Wood Products, Inc. (cs, d)
 Johnsonite (a, cc)
 KCR Fabrics, Inc. (f, w)
 KI (cs, d, f, sa, sl, ss, t)
 KI Architectural Fiberglass Site Furnishings (d, f, sa, sl, ss, t)
 Jodi Kanter, Custom Weaving (a)
 Karastan Bigelow (cc)
 Karman, Ltd. (a)
 Kasparians, Inc. (sl, ss, t)
 Kewaunee Scientific Corp. (t)
Kimball Office Furniture Co. (sa, sl, t)
(See advertisement on pp. 63, 65, 67, 69)
 Kleerdex Co. (w)
 KnollTextiles (f, w)
 Knurr USA, Inc. (t)
 Koroseal Wallcoverings (w)
 Kroin, Inc. (sa, sl, ss)
 Kron U.S.A. (sa, sl)
 Kusch & Co. (sa, sl, ss, t)
 LSI Corp. of America, Inc. (cs, l)
 L.U.I. Corp. (d, t)
 La-Z-Boy Chair Co. (sl, ss, t)
 Landscape Forms, Inc. (sa, sl, ss, t)
 Jack Lenor Larsen (cc, f, sl)
 Latco Products (w)
 Laticrete Intl. Inc. (w)
 Laue, Inc. (w)
 Lavi Industries (a)
Lawrence Metal Products, Inc. (a)
(See advertisement on p. 79)
 Lee Jofa (f)
 Leggett & Platt, Textile Prod. Div. (cc)
 Lennon and Associates (w)
 LELUCOS USA, Inc. (a)
 Liberty Woodcrafts, Inc. (t)
 Linear Lighting Corp. (w)
 Live Wire Design Inc. (sa, sl, ss)
 Lodestar, Statements in Stone (t, w)
 Loewenstein Furniture Group (sa, sl, ss, t)
 Ludlow Composites Corp. (cc)
 J. M. Lynne Co., Inc. (w)
 MDC Wallcoverings (f, w)
 Magna Design, Inc. (t)
 Cy Mann Designs, Ltd. (sa, sl, t)
 Mannington Commercial (cc)
 Mantles & Mouldings (w)
 Marges Inc. (a, t)
 Marley Mouldings Inc. (w)
 Marlite (w)
 Martin Universal Design (d, sa, sl, ss, t)
 Masa Industries (t)
 Master Metal Works (l, t)
 Mathews Intl. Corp. (a)
 The Maya Romanoff Corp. (w)
 McGuire Furniture Co. (sl, t)
 Merit Carpet Corp. (cc, f)
 3G Mermet Corp. (f, w)
 Mero Systems Group (cp, cs)
 Metcor Mfg., Inc. (a)
 Metro Furniture Corp. (cp, d, sa, sl, t)
 Micro-Air Air Cleaners (a)
 MicroCentre (a, d)
 Howard Miller Clock Co. (cp)
 Milliken Carpets (cc)
 Missouri Table and Chair (sa, sl, t)
 Mobi Systems (sl)
 Modern Contract Furniture (cs, d, sl, ss, t)
 Modernfold, Inc. (w)
 ModuForm, Inc. (cs, sl, ss, t)
 Momentum Textiles (f)
 Monsanto Contract Fibers (cc)
 Thos. Moser Cabinetmakers (a, cp, d, sa, sl, t)
 Multicolor Specialties, Inc. (w)
 N.M. Industries (cp, cs, d, sl, ss, t)
 Natl. Gypsum Co. (w)
 Natl. Office Furn. (cp, cs, d, sa, sl, ss, t)
 Natl. Products (w)
 Naturescapes, Inc. (w)
 Nello Wall Systems (f, w)
 Neon Americana (d)
 Neudorfer, Inc. (t)
 Nevins International (w)
 New York Design Center (a, cc, cp, cs, d, f, sa, sl, ss, t, w)
 New York Flame Proofing Co. (f, sa)
 Nishiyama Corp. of America, Inc. (f)
 No-Muv Corp. (cc)

Norix Group, Inc. (sa, sl, ss, t)
 Nucraft Furniture Co. (sl, t)
 OJVM Wallcoverings (w)
 OSI (cp, t)
 The October Co., Inc. (w)
 Office Specialty-Storwal (sa, sl, ss, t)
 Old Hickory Furniture Co. (sa, sl, ss, t)
 Omni Intl., Inc. (cp, d, t)
 Optimum Mgmt. Co. (cc, cp, cs, d, l, t)
 P/Kaufmann Contract (f)
 Pallas Textiles (f)
 Paoli, Inc. (sa, sl, ss)
 PARALAX (d)
 Peerless Intl. (cc)
 Pennsylvania Woven Carpet Mills, Inc. (cc)
 Persnickety Mfg. by Design (cp, cs, d, f, l, sa, sl, ss, t)
 Peterson Design Furniture (sl, t)
 Phifer Wire Prods., Inc. (f)
 Philadelphia Commercial Carpets (cc)
 Pacific Carpet Mills Corp. (cc)
 Pindler & Pindler (f)
 Pioneer Leathertouch Intl. (f)
 Pionite Decorative Laminates/Pioneer (f)
 Plastics Corp. (a)
 Plan Hold Intl. (f)
 Planter Technology (a)
 Playscapes, Inc. (ss)
 Plymold Seating (sa, sl, ss, t)
 Polaroid Museum Replicas (a, w)
 Pollack & Assocs. (f)
 Porter Carpet Mills, Inc. (cc)
Quartet Manufacturing (a)
(See advertisement on Cover 4)
 R & A/Redco (t)
 RBL Intl. Carpet Consultants (cc)
 RPI Designs (a, sl, t)
 The Radix Corp. (sl, t)
 Reege Galleries, Inc. (a)
 Richmond Carpet Mill, Inc. (cc)
 Rockland Mills, Inc. (f)
 Rodolph, Inc. (f)
 Ben Rose/Hendrick Textiles-Cortina (f)
 Leathers (f)
 Rosemount Office Systems, Inc. (t)
 Royal Seating Corp. (d, sa, sl, ss, t)
 S&S Mills, Inc. (cc)
 SICO, Inc. (sa, t)
 Salem Commercial Carpets (cc)
 Salman, Inc. (sa, sl, t)
Sauder Manufacturing Co. (sa, sl, ss, t)
 Scalumandré (cc, cp, cs, f)
 The Scott Group (cc)
 Seating Concepts, Inc. (sa)
 Sellers & Josephson (w)
 Serta Mattress Co. (w)
 Shafer Commercial Seating, Inc. (sa, sl, t)
 Shaw Commercial Carpets (cc)
 Shelby Williams Inds., Inc. (f, sa, sl, ss, t)
 Sherwin Williams (cc, w)
 Silent Glass USA, Inc. (sa)
 Sina Pearson Textiles (f)
 Sinclair Paint, Wallcoverings, Fabric (f, w)
 SIS Human Factor Technologies (t)
 Sitmatic (cc)
 Snaptex Systems, Inc. (f, w)
 Sol-R-Veil (cc, w)
 SPIL/Surface Protection Industries (w)
 Spart Seating Co., Inc. (sa)
Spreading International (t)
(See advertisement on Cover 3)
 Springs Industries (f)
 Stafast Prods. (a, cp, cs, d, l, sa, sl, ss, t, w)
 Opto Intl., Inc. (w)
 Stanco Signage Systems (a)
 Steelease, Inc. (sa, sl, ss)
 Stuffed Co. (a)
 Stratford Hall, Inc. (f)
 Stratton Commercial Carpets (cc)
 Strohm & Romann, Inc. (f)
 Stylex (cs, sl)
 Summit Furniture, Inc. (sa, sl, t)
 Summitville Tiles, Inc. (w)
 Sunbelt Decor Incorporated (cp, sa, sl, t)
 Sunbelt Intl. (sa, sl)
 Superior Chaircraft (sa, sl, ss)
 Surface Technologies (t)
 Tab Products Co. (cs)
 Tella Inc. (cs, d, t)

Tepromark Intl. (cc, f)
 Tescoha USA (w)
 Textile Technology, Inc. (f, w)
 Texwood Furniture Corp. (cp, cs, t)
 This End Up Furn. (cp, cs, d, f, sa, sl, ss, t)
 Thonet Industries (sa, sl, ss)
 Tiffany Office Furniture (cp)
 Tri-Guards, Inc. (w)
 U.S. Ceramic Tile Co. (w)
Ultratec Inc. (a)
(See advertisement on p. 83)
Uniroyal Engineered Prods. (f)
(See advertisement on p. 9)
 United Chair Co. (sa, sl, ss)
 United Fabrics Inc. (f)
 United Marketing, Inc. (a)
 Unifit Industries, Inc. (f)
 Upholstery Modes, Inc. (sa, sl, ss, t)
VPI (f)
 Vanguard Studios, Inc. (a)
 Vecta (sa, sl, t)
 Venter Veneer Technologies (w)
 Versteel (t)
 Viking Acoustical Corp. (a, l)
 Vico Mfg. Corp. (d, sa, sl, ss, t)
 Vogel Peterson Furn. Co. (cp, cs, d, ss, t)
 W.W. Graphics (a)
 Waldmann Lighting Co. (a)
 Walker & Zanger, Inc. (sa, sl, ss, t)
 Wall Fabrics, Inc. (f, w)
 Wall Fashion, Inc. (f, w)
 Wash & Associates (f, w)
 Walsh & Simmons Seating (sa, t)
 Ward Architectural Products (w)
 Watson Furniture Systems (d, t)
 Waymar Industries, Inc. (sa, sl, t)
 Weatherend Estate Furniture (sl)
 Helen Webber Designs (a)
 West Coast Industries (sa, t)
 Westchester Marble & Granite Inc. (w)
 Westin-Nielsen Corp. (sa)
 Whitehall Furniture, Inc. (sa, sl)
 R. M. Whitland Co. Inc. (sl)
 Willow-Tex, Inc. (f)
 Wilsonart (f)
 Windsor Designs, Ltd. (sa, sl)
 Winfield Design Assocs., Inc. (w)
 Winn Devon Art Group (a, w)
 Winona Mfg. Inc. (w)
 The Witt Co. (d)
 Wood Design (cp, cs, d, sa, sl, ss, t)
 The Worden Co. (cp, sl, t)
 Working Walls, Inc. (w)
 Wright Line, Inc. (l)
 Wyandot Seating Div. (sa)
 Wylie Systems (a)
 Zolatone (w)

GENERAL INTERIOR DESIGN

cw — cabinetry and woodworking
 ct — ceiling finishes
 cp — columns, pilasters and beams
 cad — computer aided design products
 caf — computer aided facility management products
 f — fireplaces
 fm — flooring, masonry
 fr — flooring, resilient
 fw — flooring, wood
 g — greenhouses
 hr — HVAC register grills, slots and diffusers
 hc — HVAC controls
 ka — kitchen and bath appliances
 ke — kitchen and bath cabinetry and accessories
 lb — lighting bulbs and tubes
 lc — lighting controls
 lf — lighting fixtures
 l — lockers
 p — plumbing fixtures
 s — stairs and railings
 w — wall systems, folding walls and movable walls
 wt — window treatments
 wd — windows and doors

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ADO Corp. (wt)	Dimensional Plastics Corp. (wt)	Kristan Assoc. (cw, ka, kc, w)	Reconditioned Systems Inc. (cad, caf, w)
ALP Lighting & Ceiling Prods., Inc. (lc)	Dina Art Co. (wt)	Kroin, Inc. (ka, kc, p)	Reece Galleries, Inc. (lf)
ASI Technology (wd)	Domtar Decorative Panels, Inc. (cw)	LEL Lighting (lb, lf)	Renovation Lamp & Fixture Co. (lf)
Abel, Inc. (fm, fr, fw, kc)	Dunbar Style (cw)	Laminart, Inc. (cw)	Ro-Jek Lighting (lf)
Abolite Lighting, Inc. (lf)	Daniel C. Duross, Ltd. (fr)	Latco Products (fm)	Remanufactured Business Furn. (cad, cad)
Above View Manufacturing by Tiles Inc. (cad, caf, cp, f, fm, fr, kc, p, s)	Dwyer Products Corp. (ka, kc)	Laticrete Intl. Inc. (fm)	Republic Storage Systems Co. Inc. (f)
Accessories Intl., Inc. (cp, cw, f)	ESSI Acoustical Prod. Co. (cf)	Lau, Inc. (cw, wt)	To-File, Inc. (fm)
Acctigraph (cad, caf)	Eagle Plywood & Door Mfrs., Inc. (wd)	Lavi Industries (kc, s)	Robbins Hardwood Flooring (fw)
Acome Office Group, Inc. (cw, w)	ELA Company (wt)	Lawrence Metal Products, Inc. (s)	Rockland Mills, Inc. (wt)
Adanlock Office Environments (w)	Elkhart Door, Inc. (wd, wt)	(See advertisement on p. 79)	Roppe Corp. (fr, s)
Advance Fixture Mart (cw)	Elliptipar, Inc. (lf)	Pass & Seymour/LeGrand (lc)	Roxter Corp. (lf)
Advance Office Concepts (w)	Envel Design Corp. (cf)	Lennon and Associates (cw, w)	SICO, Inc. (cw, w)
Advanced Technology, Inc. (cf)	Equipto (kc, l, s)	LEUCOS USA, Inc. (lf)	SIP Lighting Inc. (lf)
Altura Architectural Products (w, wd)	(See advertisement p. 27)	Leviton, Inc. (lc)	Scalamandre (wt)
Altira Studios (cw)	FEI (w)	Levolor (wt)	The Scott Group (fr)
American Louver Co. (lf)	Fantagraph (wt)	Liberty Woodcrafts, Inc. (cw)	Seagull Lighting Products (lb, lc, lf)
American Marazzi Tile, Inc. (fm)	Fantasy Creations in Metal (cw, f)	Linear Lighting Corp. (lf)	Sentinel Lighting (lf)
Amelco/Robert Allen Contract Fabrics (wt)	Fibersin Industries Inc. (f)	Litelab Corp. (lc, lf)	Sherwin Williams (cf, fr, wt)
Amsterdam Corp. (f, fm)	555 Design (cp, cw, hr, ff, s)	Litronics Intl. (lb)	Siebe Environmental Controls (hc, lc)
Angus-Stuart, Inc. (fw)	Forbo Industries, Inc. (fr)	Livers Bronze Co., Inc. (s)	Silent Glass USA, Inc. (w, wt)
Appleton Lamphigher (lf)	Formglas Interiors, Inc. (cf, cp)	Lodestar, Statements in Stone (f, fm)	Simpson Door Co. (wd)
Art-Corn Fabrics (wt)	French Reflection, Inc. (ka, lf)	Lonseal, Inc. (fr)	Snaptex Systems, Inc. (w)
Architectural Specialty Products (w)	Freudenberg Building Systems, Inc. (fr)	Lucifer Lighting Co. (lf)	Soal-R-Veil (g, w, wt)
Armstrong World Inds., Inc. (cf, fr, w)	Naomi Gale Wall Systems (cw)	Lumax Industries Inc. (kc, lb, lf)	Spaulding Lighting, Inc. (lf)
Artemide, Inc. (lf)	Gammamar/The Applied Radiant Energy Corp. (fw)	Lumen Design, Inc. (lf)	Springs Window Fashions Div. (wt)
Asher-Cole (cw)	Garcy/SLP (lc, lf)	Lutron Electronics (lc)	Stafast Products, Inc. (cw, ka, kc, s, w, wd)
Aspects, Inc. (cw, w)	General Drapery Services (wt)	MPC, Inc. (w)	Staff Lighting Corp. (lf)
Asset Systems, Inc. (caf)	General Electric (lb, lc)	Macro Electronics Corp. (lc, lf)	Stiffel Co. (lf)
Avonite, Inc. (cf, cp, cw, ka, kc, wt)	Genon Wallcovering (fr)	Magna Visual, Inc. (w)	Summitville Tiles, Inc. (fm)
BOA Art & Design (cw)	Gifford Wallcovering, Inc. (fr)	R.A. Manning Co. Inc. (lf)	Sun Pipe Co. (kc, lb, lc, lf)
BackSaver Products Co. (cad)	Glaro, Inc. (fr)	Mannington Commercial (fr)	Sunbelt Decor Incorporated (cw)
Baldinger (lf)	Glass & Mirror Craft Inds., Inc. (fr)	Mantles & Mouldings (cp, cw, f)	Sunbilt Solar Products by Sussman (g, wd)
Baldwin Hardware Corp. (ka, lf, wd)	The Glidden Co. (fr)	Marges Inc. (f, s)	Sure-Lites (lf)
Balt (cw, w)	Gross Stabil Corp. (cad, cw)	Market Lighting Inc. (lf)	Swiveler (lf)
Bangor Cork Co., Inc. (fr)	H & S Sales, Inc. (cf)	Marley Mouldings Inc. (wt)	Syma Systems, Inc. (w)
Bar-Maid Refrigerators (cw, ka, kc)	HEWL, Inc. (kc, s)	Marlite (wd)	Systems Installations Co. (w)
Bates & Bates (p)	HLP Furniture, Inc. (cw)	Martin Universal Design, Inc. (cad, caf, cw)	TSAO & GLS (lf)
Bernhard Woodwork, Ltd. (cw, kc, wd)	Hafele America Co. (kc, lf, w)	Master Metal Works (cp, f, kc)	Tah Products Co. (w)
Best-Rite Manufacturing (w)	Halo Lighting (lf)	Mega CADD (cad)	Tech Lighting (lf)
Boyd Lighting Co. (lf)	Hamilton Sorter Co., Inc. (cw)	Mepla, Inc. (cw, kc)	Technical Glass Products (wd)
Brandrud Furniture, Inc. (cw, w)	Harbour House Bar-Crafting (cp)	Merit Carpet Corp. (fw)	Tepomark Intl. (fr)
Brass Smith, Inc. (s)	Harmony Intl. Corp. (cad, ka)	3G Mermet Corp. (wt)	Toti Intl. (s)
Brummitt Woodworking (cw)	Harris-Tarkett, Inc. (fw)	Mero Systems Group (cp, w)	Toshiba America Consumer Prods. (lb, lc, lf)
CAD Works, Inc. (cad, caf)	Hettich America L.P. (kc, lf)	Metalsmiths Co., Ltd. (cw)	Transwall Corp. (w)
CSI Control Systems Intl. Inc. (hc, lc)	Hexacomb (fr, fw)	Metalux Lighting (lf)	Tri-Guards, Inc. (lf)
CSL Lighting Mfg., Inc. (lf)	Hoboken Wood Floors (fr, fw)	Metcor Mfg., Inc. (w)	Troy Lighting (lf)
CL Soft Form (cad, cw)	Hoover Systems, Inc. (w)	Metropolitan Ceramics (w)	USG Corp. (cf, w)
C-TEC, Inc. (fm)	Horton Automatics (wd)	Howard Miller Clock Co. (cw)	Ultratec, Inc. (See advertisement on p. 83)
Cameo Lighting Inc. (lf)	Hubbell, Inc. (caf, lc)	Doug Mockett & Co., Inc. (hr)	Uniroyal Engineered Prods. (See advertisement on p. 9)
CAP/Sweet's Electronic Pub. (cad, caf)	Hubbell Lighting, Inc. (lc, lf)	Modern Plastics Co. (cw)	United Ceramic Tile Corp. (kc, p)
Caplan Corp. (cf)	Hufcor INC. (w)	Thos. Moser Cabinetmakers (cw)	Unitex Industries, Inc. (wt)
Carnegie Fabrics, Inc. (wt)	Industrial Acoustics Co., Inc. (w, wd)	Motorola Lighting, Inc. (lc)	USG INTERIORS INC. (cf, w)
Casella Lighting (lf)	Infinity Lighting Inc. (lf)	Multiworld Lighting (lf)	VPI (fr)
Certified Furniture Services, Inc./GIS (f)	Integrity A V Designs (cf)	R. C. Musson Rubber Co. (fr)	Ventec Veneer Technologies (fw)
Cervitor Kitchens, Inc. (cw, kc, lc)	Intergraph Corp. (cad, caf)	Natl. Floor Products Co., Inc. (fr)	Verosol USA, Inc. (wt)
Challenger Lighting Co., Inc. (lf)	Interior Showplace, Ltd. (cp, fm, kc)	Natl. Gypsum Co. (cf)	Verticals, Inc. (wt)
Chelsea Decorative Metal Co. (cf)	Intl. Marble (cp, fm, kc)	Nello Wall Systems (caf, w)	Viking Acoustical Corp. (cad)
Chemetal Corp. (cf, wt)	Intl. Terra Cotta Inc. (cp, f)	Neon Americana (lb, lf)	Virginia Metal Inds., Inc. (w)
Chicago Metallic Corp. (cf)	Imwood Office Furniture (w)	New York Design Center (cw, fm, fr)	Visa Lighting Corp. (lf)
Citation Mfg. Co., Inc. (lf)	IPOCORK (s, wd)	New York Flame Proofing Co. (w)	Vista Mfg., Inc. (lf)
Classic Illuminations (lf)	The Ironmonger, Inc. (kc, s, wd)	Norsons Industries (cw)	Vogel Peterson Furniture Co. (f)
Cold Spring Granite (f)	Italian Trade Commission-Tile Center (fr)	Norton Industries, Inc. (cf, lf)	Waldmann Lighting Co. (lf)
Colortran, Inc. (lc, lf)	JDM - Juhasz Design & Mfg. (cw, f)	Nuclear Associates (wd)	Walker & Zanger, Inc. (f, fm, w)
Complete Installation Svcs. (CIS) (cad, caf, cp, cw, l, w)	JG Furniture Systems, Inc. (w)	OSI (cw)	Wall Fashion, Inc. (w)
Congoleum Corp. (fr)	Jac Jacobson A.S. Enebakkeveien 117 Pb. 60 Manglerud Oslo N-0612 (w)	Glen O'Brien Partition Co., Inc. (w)	Walsh & Associates (fr, fw, w)
Con-Tech (See advertisement on p. 64)	Expo Corp. (lf)	Old Hickory Furniture Co., Inc. (s)	Ward Architectural Products (cf, cp, f, fw)
Conservation Technology Ltd. (lf)	Jacuzzi Whirlpool Bath (w)	Optimum Management Co. (cw, kc)	Wansau Tile, Inc. (fr, s)
Contemporary Hides (fr)	Adam James Textiles, Inc. (fr)	The Original Cast Lighting Inc. (lf)	Wendelighting (lf)
Continental Creative Sales, Inc. (fm)	Jason Industrial, Inc. (fr)	Packard Industries, Inc. (caf, w)	Westchester Marble & Granite Inc. (f, fm)
Conwed (cf)	Johnson Controls, Inc. (hc, hr, lc)	Palma, Inc. (fr)	Westerfield (lf)
Cooper Lighting (lf)	Johnsonite (fr)	Parisi Bompadre, Inc. (cw)	White Office Systems (caf)
Coral of Chicago (wt)	Juno Lighting, Inc. (lf)	Peerless Lighting Corp. (lf)	H. E. Williams (lf)
Cornelius Architectural Prods., Inc. (lf)	Justice Design Group (lf)	PermaGrain Products, Inc. (fm, fr, fw)	Wilsonart (cw, kc)
Craftsman Office Furniture Co. (cw)	KCR Fabrics, Inc. (wt)	Persnickety Mfg. by Design, Inc. (cw)	Window Treatment Svcs. (wt)
Cumberland Furniture (cw)	KJ (w)	Phifer Wire Prods., Inc. (wt)	Working Walls, Inc. (w)
Cumberland Woodcraft Co., Inc. (cp, cw, s)	KI Architectural Fiberglass Site Furnishings (w)	Philips Lighting Co. (lb)	Wright Line, Inc. (cad, caf)
Custom Laminations Inc. (wt)	Kallista, Inc. (p)	Plan Hold Intl (w)	Wylie Systems (cad, s, w)
Custom Metalworks, Inc. (s)	Karman, Ltd. (caf, lf)	Planter Technology (w)	Yates Furniture Systems Corp. (w)
D&D Wood Inds., Ltd. (cw, fw, kc)	Kentucky Wood Floors (cp, cw, fw, s, wd, wt)	Poulsen Lighting, Inc. (lf)	Yorklite Electronics, Inc. (lf)
Dansk Lights, Inc. (lf)	Kewaunee Scientific Corp. (cw)	Prescolite (See advertisement on Cover 2, p. 1)	
Dazor Mfg. Corp. (lf)	Kirsch (wd)	Pritchett Wilson Group, Inc. (lf)	
Deepa Textiles (wt)	Knoll Textiles (wt)	ProLight (lb, lf)	
Design Lighting Prods. Co. (kc, lf)	Kohler Co. (p)	Putnam Rolling Ladder Co., Inc. (w)	
Designer Moulding (lf)	Koroseal Wallcoverings (w)	Quilgotti Inc. (f, fm, fr, kc)	
Designplan Lighting Inc. (lf)		RBI Intl. Carpet Consultants (caf)	
		Fredrick Ramond, Inc. (lf)	
		Raztech Lighting (lc, lf)	

HEALTH CARE INTERIOR FURNISHINGS

- a — accessories
- b — beds and mattresses
- c — carpet, carpet components and carpet treatments
- f — fabrics and vinyls

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- n — nursing stations; modular
- o — overbed tables
- p — patient room casegoods
- sa — seating, auditorium, conference, dining
- sl — seating, lounge
- sp — seating, patient room and examination room
- t — tables
- w — wall finishes

- AC Graphics (sa, sl, t)
- AGI Industries, Inc. (a)
- APCO**
(See advertisement on p. 72)
- Abet, Inc. (a)
- Accents In Stone (f, w)
- Acme Office Group, Inc. (n)
- Adanlock Office Environments (n, p, w)
- Add Specialized Seating Tech. (sa, sl, sp)
- Adden Furniture, Inc. (b, o, p, sl, sp, t)
- Advanced Technology, Inc. (w)
- Advent Industries, Inc. (f, w)
- Agati, Inc. (p, sa, sl, sp, t)
- Allied Signal Fibers (c)
- Allyn Bank Equipment Co. (a)
- The Alma Group (sa, sl, sp, t)
- Altura Architectural Products (a, t)
- Amenities (a, t)
- American Olean Tile Co. (w)
- American Seating Co. (n, sa)
- Ametek/Robert Allen Contract Fabrics (f)
- Amotek/USA, Inc. (sa, sl, sp)
- Amsterdam Corp. (w)
- Anthro Corp. (f)
- Anzeia (t)
- Arc-Com Fabrics (f)
- Architectural Brass Co. (a, t)
- Architectural Supplements (a)
- Arconas Corp. (sa, sl, sp)
- Armento, Inc. (w)
- Art People, Inc. (w)
- Art Source (sl)
- Artisans' Guild Inc. (sl)
- Asher-Gole (sa, sl, t)
- Aspects, Inc. (n, p, sa, sl, sp, t)
- Athol Corp. (f)
- August, Inc. (sl)
- Autograph Foliages (a)
- Ayonite, Inc. (a, w)
- BASF Fiber Products**
(See advertisements on pp. 4 & 5)
- BMG Framed Graphics, Inc. (a)
- BOA Art & Design (a, t)
- BackSaver Products Co. (a, t, w)
- Bangor Cork Co., Inc. (f, w)
- Bar-Maid Refrigerators (a, p)
- The Barril Corp. (sa, sl)
- Basta Sole Umbrellas (a)
- Gretchen Bellinger, Inc. (f)
- Berco Industries (f)
- Bergamo Fabrics, Inc. (f)
- Berger Interior A.S. (w)
- Bernhard Woodwork, Ltd. (n, p)
- Best-Rite Manufacturing (w)
- Best Sign Systems Mfg. (a)
- Bevco Precision Mfg. Co. (a, sp)
- BioFit Engineered Seating, Inc. (sa, sp)
- Milton A. Bleier Corp. (a)
- Block House Co., Inc. (p, sa, sl, sp, t)
- Bloomsburg Carpet Inds., Inc. (c)
- Blumenthal Inc. (f, w)
- Bogesunds USA, Inc. (f)
- The Boling Co. (sa, sl, sp, t)
- Brandrud Furniture, Inc. (n, sa, sl, sp, t)
- Paul Brayton Designs (f)
- Breitfus Business Environments (w)
- Brentano, Inc. (f)
- Brewster Wallcovering Co. (w)
- Brianza Furniture (sa, sl, sp, t)
- British Carpet Mfrs. Assoc., Ltd. (c)
- D. S. Brown Co. (sa, sl, sp)
- Brummitt Woodworking (f)
- Burch Fabrics (f)
- C. I. Designs (sa, sl, sp, t)
- California Country Trees, Museum Div. (a)
- Capaul Corp. (w)
- Carnegie Fabrics, Inc. (f, w)

- Carolina Business Furniture (sa, sl, sp, t)
- Certified Furn. Svcs/CFS (n, sa, sl, sp, t)
- Cervitor Kitchens, Inc. (n)
- Chaircraft (sa, sl, sp, t)
- Chatham Mfg., Inc. (f)
- Chestnut Ridge Foam, Inc. (b, sa, sl)
- Clarín Corp. (sa, sl, sp, t)
- Classic Collections Fine Art (a)
- Classic Illuminations (a)
- Classico Seating (sa, sl, sp, t)
- Cleator Corp. (p, t)
- Cold Spring Granite (t, w)
- Colecraft Mfg. Co., Inc. (a, t)
- Columbus Coated Fabrics (w)
- Commercial Business Systems (sl, sp)
- Complete Installation Svcs. of PGH/NYC, Inc. (GIS) (f, n, p, w)
- Concept Fabrics, Inc. (f)
- Condi (sl)
- The Construction Specialties Group (w)
- Continental Creative Sales (sa, sl, sp, t)
- Conwed (w)
- Coral of Chicago (f, w)
- Corel Corporate Seating, Inc. (sa, sl, sp)
- Cornelius Architectural Prods., Inc. (a)
- Cramer, Inc. (sa, sp)
- Create-A-Bed, Inc. (b)
- Creative Seating (sa, sl, sp)
- Cumberland Furniture (f, sl, t)
- Curtis Products, Ltd. (sa, sl, sp, t)
- Custom Laminations Inc. (f, sa, sl, sp, w)
- Custom Metalworks, Inc. (a)
- Custom Resource, Inc. (sa, sl)
- Custom Table (t)
- D&E Wood Inds., Ltd. (n, p, sa, sl, sp, t)
- Da-Lite/Oravisual (a)
- Dar/Ran Furniture Inds. (t)
- Datum Filing Systems, Inc. (t)
- Davis Furniture Inds., Inc. (sa, sl)
- Davson, a Rubbermaid Co. (a)
- Decorators Walk (a, f, sa, sl, t, w)
- Deepa Textiles (f)
- Denstor Mobile Storage Sys., Inc. (n, t)
- Design Options by Atlantic DesignTex Fabrics, Inc. (f, w)
(See advertisement on pp. 6-7)
- Designer Moulding (a)
- Deutsch, Inc. (sl)
- Dimensional Plastics Corp. (w)
- Dina Art Co. (a)
- Dixie Mfg. Co. (c)
- Dow USA-Floor Covering Ind. Center (c)
- Durable Corp. (c)
- Durkan Commercial Carpet**
(c)



Durkan Patterned Carpet (c)
(See advertisement on p. 42)



- Daniel C. Duross, Ltd. (f)
- Dwyer Products Corp. (n)
- Dynasound, Inc. (a)
- ERG Intl.** (sa, sl, sp, t)
(See advertisement on pp. 13 & 15)
- ESSI Acoustical Prod. Co. (a, w)
- EST Co. (c)
- EKitta (t)
- Equipto**
(See advertisement p. 27)
- Essex Commercial Wallcovering (w)
- Executive Furniture, Inc. (sl, t)
- Executive Office Concepts (f, sa, sl, sp, t)
- ER. Systems Intl. (a)
- E. S. Contract (f, w)
- Fabrica Intl. (c)
- Falcon Products, Inc.** (sa, sl, sp)
(See advertisement on p. 2)
- Fantagraph (f)
- Fantasy Creations in Metal (a, t)

- Faultless Caster Div. (a)
- Fiberglass Specialties, Inc. (a)
- Fixtures Furniture (sa, sl, sp, t)
- Flexi-Wall Systems (w)
- Fong Bros. Co. (sl)
- Forbo Industries, Inc. (a, w)
- Formglas Interiors, Inc. (w)
- French Reflection, Inc. (a)
- Fuller Contract Accessories, Corp. (a)
- Gasser Chair Co., Inc. (sa, sl, sp, t)
- Gem Industries, Inc. (b, o, p, sl)
- GenCorp Polymer Products** (f)

Boltaflex®

with PreFixx®

- GenCorp Polymer Products (w)
- General Drapery Services (f, sa, w)
- Genon Wallcovering (w)
- Gilbert Intl., Inc. (p, sa, sl, t)
- Gifford Wallcovering, Inc. (c, f, w)
- Girsberger Office Seating (sa)
- Glaro, Inc. (a)
- Glasspec Assoc. Ltd. (a, b, sa, sl)
- The Glidden Co. (w)
- Global Specialty (w)
- Grub Industries Inc. (sa)
- Gregson Furniture Inds. (sa, sl, sp)
- Grossfillex Contract (sa, sl, sp, t, w)
- Gross Stabil Corp. (b, n, o, sa, sl, sp, t)
- Group Four Furniture, Inc. (sa, sl, sp, t)
- The Gunlocke Co. (sa, sl, sp, t)
- H & S Sales, Inc. (f, w)
- HEWI, Inc. (a)
- HLF Furniture, Inc. (n, p, t)
- Hanilton Sorter Co., Inc. (n, t)
- Harden Furn., Contract Div. (sl, t)
- Harmony Intl. Corp. (c)
- Haworth, Inc.** (n, p, sa, sl, sp, t)
(See advertisement on p. 11)
- Herman Miller (a, h, sa, sl, sp, t)
- Hettich America L.P. (a)
- Hexacomb (sl)
- High Point Furniture Inds., Inc. (sl)
- Hill-Rom (b, f, o, p, sp)
- Hoechst Celanese Corp. (w)
- Hospitality Art/Art Spectrum (a)
- IDCNY (w)
- Ideco, USA (w)
- Industrial Enterprise (w)
- Inline Systems (t)
- Interface Architectural Signage, Inc. (a)
- Innerpace Inc. (sl, sp, t)
- Institutional Products Corp. (w)
- Interface Flooring Systems, Inc. (c)
- Interior Showplace, Ltd. (a, b, c, f, n, o, p, sa, sl, sp, t, w)
- The Interna Collection, Ltd. (sa, sl, sp, t)
- Intl. Fabrics Inc. (f)
- Intl. Marble (t)
- Interspec Fabrics (f)
- Intrex Corp. (t)
- Inwood Office Furniture (f, sl, sp)
- IPOCORK (w)
- JDM - Juhasz Design & Mfg. (p, sl, t)
- JG Furniture Systems, Inc. (a, t)
- Adam James Textiles, Inc. (p, t)
- Jasper Wood Products, Inc. (p, t)
- Joens Healthcare (a, b, o, p, sa, sl, sp, t)
- Johnsonite (a, c)
- KCR Fabrics, Inc. (f, w)
- KI (f, sa, sl, sp, t)
- KI Architectural Fiberglass Site Furnishings (f, sa, sl, sp, t)
- Jodi Kanter, Custom Weaving (a)
- Karastan Bigelow (c)
- Kasparskus, Inc. (sl, sp, t)
- Kewaunee Scientific Corp. (t)
- Kimball Lodging Group (b, p, sl, sp)
- Kimball Office Furniture Co.** (b, n, o, p, sa, sl, sp, t)
(See advertisement on pp. 63, 65, 67, 69)
- Kleerdex Co. (w)
- Knoll Textiles (f)
- Knurr USA, Inc. (t)
- Korseal Wallcoverings (w)

- Kroin, Inc. (sa, sl, t)
- Kusch & Co. (sa, sl, sp, t)
- LSI Corp. of America, Inc. (p)
- L.U.I. Corp. (n, o, p, t)
- La-Z-Boy Chair Co. (sl, sp, t)
- Landscape Forms, Inc. (sa, sl, sp, t)
- Jack Lenor Larsen (c, f)
- Latco Products (w)
- Laticrete Intl., Inc. (w)
- Laue, Inc. (w)
- Lawrence Metal Products, Inc.**
(See advertisement on p. 79)
- Leggett & Platt, Textile Prod. Div. (c)
- Lennon and Associates (a)
- LEUCOS USA, Inc. (a)
- Liberty Woodcrafts, Inc. (t)
- Linear Lighting Corp. (sl, sp)
- Live Wire Design Inc. (sl, sp)
- Loewenstein Furniture Group (sa, sl, sp, t)
- Ludlow Composites Corp. (c)
- Lumex, Inc. (b, o, sp)
- Lux Steel (b, sl, sp)
- J. M. Lynne Co. Inc. (w)
- MDC Wallcoverings (f, w)
- Magna Design, Inc. (n, p, t)
- Cy Mann Designs, Ltd. (sa, sl, t)
- Mannington Commercial (c)
- Mantles & Mouldings (w)
- Marley Mouldings Inc. (w)
- Marlite (w)
- Martin Universal Design, Inc. (sa, sl, sp)
- Master Metal Works (t)
- Mathews Intl. Corp. (a)
- The Maya Romanoff Corp. (w)
- McDonald Products Corp. (a)
- McGuire Furniture Co. (sa, sl, sp, t)
- Merit Carpet Corp. (c, f)
- 3G Mermet Corp. (f, w)
- Mero Systems Group (n)
- Metcor Mfg., Inc. (a)
- Metropolitan Furniture Corp. (sa, sl, t)
- Micro-Air Air Cleaners (a)
- Milliken Carpets (c)
- Missouri Table and Chair (sp, t)
- Mobi Systems (sl)
- Modern Contract Furniture (p, sl, sp, t)
- Modernfold, Inc. (w)
- ModuForm, Inc. (sa, sl, sp, t)
- Momentum Textiles (f)
- Monsanto Contract Fibers (c)
- Thos. Moser Cabinetmakers (t, p, sa, sl, sp, t)
- Multicolor Specialties, Inc. (w)
- N.M. Industries (b, o, p, sl, sp, t)
- Natl. Gypsum Co. (w)
- Natl. Office Furniture (sa, sl, sp, t)
- Natl. Products (w)
- Naturescapes, Inc. (w)
- Nello Wall Systems (f, w)
- Nenschoff Chairs, Inc. (o, p, sl, sp)
- Network Modular Carpets (c)
- Neudorfer, Inc. (t)
- Neutral Posture Ergonomics, Inc.**
(See advertisement on p. 14)



- Nevins International (a, t)
- New York Design Center (a, b, c, f, n, o, p, sa, sl, sp, t, w)
- New York Flame Proofing Co. (f, sa)

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555 Design (a, fi, sg, sl, t, w)
 Fixtures Furniture (sa, sg, sl, t)
 Flexi-Wall Systems (w)
 Fong Bros. Co. (cg, sa, sg, sl, t)
 Forbo Industries, Inc. (a, w)
 Formglas Interiors, Inc. (w)
 Forum Contract Carpet (cc)
 French Reflection, Inc. (a)
 Froelich Leather Craft Co., Inc. (a, fa)
 Fuller Contract Accessories, Corp. (a)
 Gargoyles, Ltd. (a)
 Garrett Leather Corp. (fa)
 Gasser Chair Co., Inc. (sa, sg, sl, t)
GenCorp Polymer Prods. (fa)

Boltaflex®

with PreFixx®

GenCorp Polymer Products (w)
 General Drapery Services (fa, sa, w)
 Genon Wallcovering (w)
 Gilbert Intl., Inc. (cg, cp, sa, sg, sl, t)
 Gifford Wallcovering, Inc. (cc, fa, w)
 Girsberger Office Seating (sa)
 Glaro, Inc. (a, fi)
 Glass & Mirror Craft Inds., Inc. (t)
 Glasspec Assoc. Ltd. (a, sa, sl)
 The Glidden Co. (w)
 Global Specialty (w)
 Gregson Furniture Inds. (sa, sg, sl)
 Grey Watkins, Ltd. (fa)
 Grosfillex Contract (sa, sg, sl, t, w)
 Gross Stabil Corp. (b, fi, sa, t)
 Group Four Furniture, Inc. (sa, sg, sl, t)
 Gulden Gallery Investment Replicas (sa)
 The Gunlocke Co. (cp, sg, sl, t)
 H & S Sales, Inc. (fa, w)
 HEWI, Inc. (a)
 HILF Furniture, Inc. (cg, cp, fi, t)
 F.E. Hale Mfg. Co. (cg, cp)
 Hamilton Adams Imports Ltd. (fa, w)
 Hamilton Sorter Co., Inc. (t)
 Harbour House Bar Crafting (t, w)
 Harden Furn., Contract Div. (sl)
 Harmony Intl. Corp. (cc)
Haworth, Inc. (cg, cp, sa, sg, sl, t)
 (See advertisement on p. 11)
 Herman Miller (sl)
 Hermes Leather Corp. (fa)
 Hetlich America L.P. (a)
 Hexacomb
 Hitchcock Chair Co. (cg, cp, sa, sg, sl, t)
 Hoechst Celanese Corp.
 Hospitality Art/Art Spectrum (a)
 Hospitality Designs Carpets (cc)
 Ideation, Inc. (fi)
 Ideco, USA (w)
 Indiana Cash Drawer Co. (w)
 Industrial Enterprise (w)
 Innerface Architectural Signage, Inc. (a)
 Innerpace Inc. (sg, sl)
 Institutional Products Corp. (w)
 Interface Flooring Systems, Inc. (cc)
 Interior Showplace, Ltd. (a, cc, cp, fa, fi, sa, sg, sl, t, w)
 Intermetro Inds. Corp. (fi)
 The Interna Collection (cg, cp, sa, sg, sl, t)
 Intl. Fabrics Inc. (fa)
 Intl. Marble (t)
 Interspec Fabrics (fa)
 Intrex Corp. (t)
 Inwood Office Furn. (cg, fa, sa, sg, sl, t)
 IPOCORK (w)
 Juhasz Design & Mfg. (cg, cp, sg, sl, t)
 JG Furniture Systems, Inc. (sa, sg, sl, t)
 Adam James Textiles, Inc.
 Jasper Wood Products, Inc. (cg, t)
 Johnsonite (a, cc)
 KCR Fabrics, Inc. (fa, w)
 KI (fa, sa, sg, sl, t)
 KI Architectural Fiberglass Site
 Furnishings (fa, sa, sg, sl, t)
 Kallista, Inc.
 Jodi Kanter, Custom Weaving (a)
 Karastan Bigelow (cc)
 Karman, Ltd. (a, fi)

Kasparians, Inc. (sg, sl, t)
 Keelen Leathers, Inc. (fa)
 Kentucky Wood Floors (fi)
 Kimball Lodging Group (cg, fa, sg, sl, t)
Kimball Office Furniture Co. (b, cg, cp, sa, sg, sl, t)
 (See advertisement on pp. 63, 65, 67, 69)

Kleerdex Co. (w)
 Knappe & Vogt Mfg., Co. (fi)
 KnollTextiles (fa, w)
 Koroseal Wallcoverings (w)
 Kroin, Inc. (sa, sl, t)
 Kron U.S.A. (sa, sg, sl, t)
 Kusch & Co. (sa, sg, sl, t)
 L.U.I. Corp. (t)
 La Lune Collection (cg, cp, sa, sg, sl, t)
 La-Z-Boy Chair Co. (sg, sl, t)
 Laminart, Inc. (fi)
 Landscape Forms, Inc. (sa, sl, t)
 Jack Lenor Larsen (cc, fa, sl)
 Latco Products (w)
 Laue, Inc. (fa, fi, w)
 Lavi Industries
Lawrence Metal Products, Inc. (a, fi)
 (See advertisement on p. 79)
 Lee Jofa (fa, sl, w)
 Leggett & Platt Inc.
 Leggett & Platt, Textile Prod. Div. (cc)
 Lennon and Associates
 LEUCOS USA, Inc. (a, fi)
 Liberty Woodcrafts, Inc. (fi, t)
 Linear Lighting Corp.
 Live Wire Design Inc. (sa, sg, sl)
 Lodestar, Statements in Stone (a, t, w)
 Loewenstein Furniture Group (sa, sg, sl, t)
 Ludlow Composites Corp. (cc)
 Lux Steel (b, sg, sl)
 Luzzi Unlimited, Inc. (sg, sl, t)
 J. M. Lynne Co. Inc. (w)
 MDC Wallcoverings (fa, w)
 MTS Seating (sa, sg, sl, t)
 Magna Design, Inc. (t)
 Mainstreet Menu Systems (fi)
 Cy Mann Designs, Ltd. (sa, sg, sl, t)
 Mannington Commercial
 Mantles & Mouldings (w)
 Marges Inc. (a, t)
 Marley Mouldings Inc. (w)
 Marlite (w)
 Martin Universal Design, Inc. (sa, sg, sl)
 Masa Industries (t)
 Master Metal Works (t)
 Matel Inc. (a)
 Matthews Intl. Corp. (a)
 The Maya Romanoff Corp. (w)
 McGuire Furniture Co. (cg, sa, sg, sl, t)
 Merit Carpet Corp. (cc, fa)
 3G Mermet Corp. (fa, w)
 Mero Systems Group (fi, t)
 Metalsmiths Co., Ltd. (cp)
 Metcor Mfg., Inc. (a)
 Metropolitan Furniture Corp. (sl, t)
 Micro-Air Air Cleaners (a)
 Howard Miller Clock Co. (cp)
 Milliken Carpets (cc)
 Missouri Table and Chair (sa, sl, t)
 Modern Contract Furn. (cg, cp, sg, sl, t)
 Modern Plastics Co. (cp)
 Modernfold, Inc. (w)
 Momentum Textiles (fa)
 Monsanto Contract Fibers (cc)
 Thos. Moser Cabinetmakers (cg, cp, sa, sg, sl, t)

Multicolor Specialties, Inc. (w)
 Nat'l. Gypsum Co. (w)
 Nat'l. Office Furniture (sa, sg, sl, t)
 Nat'l. Products (w)
 Naturescapes, Inc. (w)
 Nello Wall Systems (fa, w)
 Neon Americana (a)
 Network Modular Carpets (cc)
 Neudorfer, Inc. (t)
 Nevins International (a, t)
 New York Design Center (a, b, cc, cg, cp, fa, fi, sa, sg, sl, t, w)
 New York Flame Proofing Co. (fa, sa)
 Nishiyama Corp. of America, Inc. (fa)
 No-Muv Corp. (cc)
 Novikoff Inc. (cp, sa, sg, sl, t)

Nucraft Furniture Co. (cp, sl, t)
 OJM Wallcoverings (w)
 The October Co., Inc. (w)
 Office Specialty-Storwal (sa, t)
 Old Hickory Furniture (a, b, cg, cp, fi, sa, sg, sl, t)
 Omni Intl., Inc. (cg, cp, t)
 Optimum Management Co. (cc, cg, cp, fi, t)
 Opto Intl., Inc. (fi, w)
 P/Kaufmann Contract (fa)
 Pallas Textiles (fa)
 Paoli, Inc. (cp, sa, sg, sl)
 Parisi Bompadre, Inc. (cp, sa, sl, t)
 Peerless Intl. (cc)
 Pennsylvania Woven Carpet Mills, Inc. (cc)
 Persnickety Mfg. by Design, Inc. (cg, cp, fa, sa, sg, sl, t)
 Peterson Design Furniture (sg, t)
 Phifer Wire Prods., Inc. (fa)
 Philadelphia Commercial Carpets (cc)
 Philadelphia Enameling Works, Inc.
 Pacific Carpet Mills Corp. (cc)
 Pindler & Pindler (fa)
 Pioneer Leathertouch Intl. (fa)
 Plonite Decorative Laminates/Pioneer
 Plastics Corp. (a)
 Planer Hold Intl.
 Planter Technology (a)
 Playscapes, Inc. (sl)
 Plymold Seating (sa, sg, sl, t)
 Polaroid Museum Replicas (fa, w)
 Pollack & Assocs. (fa)
 Pompeii Furniture (sa, sg, sl, t)
 Porter Carpet Mills, Inc. (cc)
Quartet Manufacturing (a)
 (See advertisement on Cover 4)

R & A/Redco (t)
 RBI Intl. Carpet Consultants (cc)
 RPI Designs (a, sl, t)
 The Radix Corp. (cg, cp, sa, sg, sl, t)
 Reece Galleries, Inc. (a)
 Richmond Carpet Mill, Inc. (cc)
 Richmond Textiles, Inc. (fa)
 Rockland Mills, Inc. (fa)
 Rodolph, Inc. (fa)
 Ben Rose/Hendrick Textiles-Cortina
 Leathers (fa)
 Rosli Leather (fa)
 Royal Seating Corp. (sa, sg, sl, t)
 S&S Mills, Inc. (cc)
 SICO, Inc. (b, cg, t)
 Sainberg & Co., Inc. (a, fa)
 Salem Commercial Carpets (cc)
 Salman, Inc. (sa, sl, t)
Sauder Manufacturing Co. (sa, sg, sl, t)
 Scalamandre (cc, cg, fa)
 The Scott Group (cc)
 Scott Sign Systems, Inc. (fi)
 Seating Concepts, Inc. (sa, t)
 Sellers & Josephson (w)
 Serta Mattress Co. (b)
 Shafer Commercial Seating (sa, sg, sl, t)
 Shaw Commercial Carpets (cc)
 Shelby Williams Inds. (b, fa, sa, sg, sl, t)
 Shepherd Products U.S., Inc. (fa)
 Sherwin Williams (cc, w)
 Signature Office Furniture, Inc. (cp, fi)
 Silent Gliss USA, Inc. (sa)
 Sina Pearson Textiles (fa)
 Shirlair Paint, Wallcoverings, Fabric (fa, w)
 Sismatic (sa)
 Smith & Watson (cg, cp, sa, sg, sl, t)
 Snaptex Systems, Inc. (fa, w)
 Sol-R-veil
 SPIL/Surface Protection Industries (w)
 Sponge Cushion, Inc.
 Sport Seating Co., Inc. (sa)

Spradling International (fa)
 (See advertisement on Cover 3)
 Springs Industries (fa)
 Stafast Products (a, b, cg, cp, fi, sa, sg, sl, t, w)
 Stakmore Co., Inc. (sa, sg)
 Stanco Signage Systems (a, fi)
 Steelcase, Inc. (sg, sl, t)
 Stiffel Co. (a)
 Stratford Hall, Inc. (fa)
 Stroheim & Romann, Inc. (fa)
 Summit Furniture, Inc. (sa, sl, t)

Summitville Tiles, Inc. (w)
 Sunbelt Decor Inc. (cg, cp, sa, sg, sl, t)
 Sunburst Intl. (sa, sg, sl, t)
 Superior Chaircraft (sa, sg, sl)
 Syma Systems, Inc. (fi)
 Tepromark Intl. (cc, fa)
 Tescoha USA (w)
 Textile Technology, Inc. (fa, w)
 This End Up Furn. Co. (sl, t)
 Thonet Industries (sa)
 Tri-Guards, Inc. (w)
 Tropic Craft Aluminum Furn. Mfrs. (sa)
 Tropitone Furniture Co., Inc. (sa, sl, t)
 U.S. Ceramic Tile Co. (w)
Ultratec Inc. (a)
 (See advertisement on p. 83)
 UNIFOR, Inc. (sl)
Uniroyal Engineered Prods. (fa)
 (See advertisement on p. 9)
 United Chair Co. (sa, sg, sl)
 United Fabrics Inc. (fa)
 United Marketing, Inc. (fa)
 Unitex Industries, Inc. (a)
 Upholstery Modes, Inc. (sa, sg, sl, t)
 VPI
 Vanguard Studios, Inc. (a)
 Veeta (sa, sl, t)
 Ventec Veneer Technologies
 Versteel (t)
 Viking Acoustical Corp. (a, fi, t)
 Viroco Mfg. Corp. (sa, sg, sl, t)
 WW Graphics (a)
 Waldmann Lighting Co. (a)
 Walker & Zanger, Inc. (sa, sg, sl, t)
 Wall Fabrics, Inc. (fa, w)
 Wall Fashion, Inc. (fa, w)
 Walsh & Associates (fa, w)
 Walsh & Simmons Seating (sa, sl, t)
 Ward Architectural Products (w)
 Watson Furniture Systems (t)
 Wausau Tile, Inc. (t)
 Waymar Industries, Inc. (sl, t)
 Weatherpad Estate Furniture (b, sg, sl, t)
 Helen Webber Designs (a)
 West Coast Industries (sa, t)
 Westchester Marble & Granite Inc. (w)
 Westin-Nielsen Corp. (sa)
 Whitehall Furniture, Inc. (sl)
 R. M. Wieland Co. Inc. (sl)
 Willow-Tex, Inc. (fa)
 Wilsonart (fa)
 Windsor Designs, Ltd. (sa, sg, sl)
 Winfield Design Assocs., Inc. (w)
 Winn Devon Art Gauder (a, w)
 Winona Mfg. Inc. (w)
 The Witt Co. (a)
 Wood Design (b, fa, fi, sa, sg, sl, t)
 Working Walls, Inc. (w)
 Wylie Systems (fa, fi)
 Zolatone (w)


OFFICE INTERIOR FURNISHINGS

a — accessories
 cc — carpet, carpet components and carpet treatments
 c — casegoods
 d — desks and credenzas
 fa — fabrics, leathers and vinyls
 fi — files and shelving
 fu — furniture systems and components
 sa — seating, auditorium, conference, dining
 sl — seating, lounge
 st — seating, task
 t — tables
 w — wall finishes

AGI Industries, Inc. (sa, sl, t)
 AIV Inc. (c, d, t)
APCO (a)
 (See advertisement on p. 72)
 Abet, Inc. (a)
 Above View Manufacturing by Tiles Inc
 Accents In Stone (t)
 Accessories Intl., Inc. (a, c, d, sa, sl, t)
 Acme Office Group, Inc. (a, c, d, fu)
 Adanlock Office Environments (c, fu, w)
 Add Specialized Seating Tech. (sa, sl, st)

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Adden Furniture, Inc. (sl)
 Advance Office Concepts (fi, fu)
 Advanced Technology, Inc. (w)
 Advent Industries, Inc. (fa, w)
 Agati, Inc. (c, d, sa, sl, t)
 All-Systems, Inc. (fu)
 Allsteel, Inc. (c, d, fi, fu, sl, st, t)
 Allyn Bank Equipment Co. (a)
 The Alma Group (c, d, fu, sa, sl, st, t)
 Altura Architectural Products
 Altura Studios (c, d, sa, t)
 Amenities (a, t)
 American Olean Tile Co. (w)
 American Seating Co. (fu, sa, sl, t)
 Ametek/Robert Allen Contract Fabrics (fa)
 Ametek/USA, Inc. (sa, sl, st, t)
 Anfibro Corp. (d, fu, t)
 Anzea (fa)
 Apollo Woodworking & Metal Corp. (t)
 Arc-Gom Fabrics (fa)
 Architectural Brass Co. (a, d, t)
 Architectural Supplements (a, t)
 Arconas Corp. (sa, sl, st)
 Armento, Inc. (a)
 Art People, Inc. (w)
 Art Source (a)
 Artemide, Inc. (w)
 Asher-Cole (c, d, fu)
 Aspects, Inc. (c, d, fi, fu, sa, sl, st, t)
 Athol Corp. (fa)
 Atlas Carpet Mills, Inc. (cc)
 August, Inc. (sl)
 Autograph Foliages
 Avonite, Inc. (a, w)
 The Access Mktg. Group, Inc.
BASF Fiber Products (cc, fa)
 (See advertisements on pp. 4 & 5)
 BMG Framed Graphics, Inc. (a)
 BOA Art & Design (a, t)
 BackSaver Products Co. (a, sa, st)
 Balt (a, t, w)
 Bangor Cork Co., Inc. (fa, w)
 Bar-Maid Refrigerators
 The Barrit Corp. (sa, sl, st)
 Basta Sole Umbrellas (a)
 Gretchen Bellingier, Inc. (fa)
 Berco Industries (t)
 Bergamo Fabrics, Inc. (fa)
 Berger Interior A.S. (w)
 Bernhard Woodwork, Ltd. (c, d, fu, t)
 Bernhardt Furniture Co. (c, d, fa, fi, fu, sa, sl, st, t)
 Best-Rite Manufacturing (a, w)
 Best Sign Systems Mfg. (a)
 Bevco Precision Mfg. Co. (a, st)
 BioFit Engineered Seating, Inc. (sa, st)
 Milton A. Bleier Corp. (fa)
 Block House Co., Inc. (sl)
 Bloomsburg Carpet Inds., Inc. (cc)
 Blumenthal, Inc. (fa, w)
 Bodybuhl Seating (st)
 Bogesunds USA, Inc. (fa)
 The Boling Co. (c, d, sa, sl, st, t)
 Borroughs Mfg. Corp. (c, fi, st)
 Brandrud Furniture (c, d, fu, sa, sl, st, t)
 Paul Brayton Designs (fa)
 Breitfus Business Environments (w)
Brentano, Inc. (fa)
 Brewster Corp. (fu)
 Brewster Wallcovering Co. (w)
 Brianza Furniture (c, d, fu, sa, sl, st, t)
 Bright Chair Co. (sa, sl, st)
 British Carpet Mfrs. Assoc., Ltd. (cc)
 D. S. Brown Co. (sa, t)
 Brummitt Woodworking (t)
 Burch Fabrics (fa)
 CCN Intl. (c, d, t)
 C. J. Designs (d, sa, sl, st, t)
 C.I. Soft Form (d, t)
 California Country Trees, Museum Div. Inc. (a)
 Cano Corp. (c, d, fi, fu, st, t)
 Capaul Corp. (fu, w)
 Carnegie Fabrics, Inc. (fa, w)
 Carolina Business Furniture (sa, sl, st, t)
 Certified Furniture Services, Inc./CFS (c, d, fi, fu, sa, sl, st, t)
 Cervitor Kitchens, Inc. (c)
 Chaircraft (sa, sl)

Chatham Mfg., Inc. (fa)
 Chemetal Corp. (w)
 Chestnut Ridge Foam, Inc. (sa, sl, st)
 Clarin Corp. (fu, sa, sl, st)
 Classic Collections Fine Art
 Classic Illuminations (a)
 Classico Seating (sa, sl, t)
 Cleator Corp. (c, d, fi, sl)
 Gold Spring Granite (t, w)
 Colecraft Mfg. Co., Inc. (a, c, d, t)
 Columbus Coated Fabrics (w)
 Commercial Business Systems (c, d, sa, sl, st, t)
Complete Installation Svcs. of PGH/NYC, Inc. (CIS) (c, d, fi, fu, st, t, w)
 Concept Fabrics, Inc. (fa)
 Concord Products Co. Inc. (fu)
 Conde House (a, d, fa, sa, sl, t)
 Condi (sl, st)
 The Construction Specialties Group (w)
 Contemporary Hides (fa)
 Continental Creative Sales, Inc. (sa, sl, t)
 Conwed (a, fi, t)
 Coral of Chicago (fa, w)
 Corel Corporate Seating, Inc. (sa, sl, st)
 Cornelius Architectural Prods., Inc. (a)
 Corporate Acoustic Systems, Ltd. (w)
 Corsican Furniture (a, sl, t)
 Craftsman Office Furniture (c, d, sl, st, t)
 Cramer, Inc. (a, sa, st)
 Create-A-Bed, Inc. (fu)
 Creative Dimensions Co. (c, d, fi, fu, t)
 Creative Seating (sa, sl)
 Cumberland Furniture (c, d, fa, fi, fu, sa, sl, st, t)
 Curtis Products, Ltd. (sa, sl, st, t)
 Custom Laminations Inc. (fa, sa, sl, st, w)
 Custom Metalworks, Inc. (a)
 Custom Resource, Inc. (fa, sa, sl)
 Custom Table (c, d)
 D&E Wood Inds., Inc. (c, d, fi, fu, sa, sl, t)
 Da-Lite/Oravisual (fa)
 Peter Danko & Associates Inc. (sa, sl, t)
 Dar/Kan Furniture Inds. (c, d, t)
 Datum Filing Systems, Inc. (d, fi, fu, t)
 Davis Furniture (c, d, fa, fi, sa, sl, st, t)
 Davson, a Rubbermaid Co. (a)
 Decorators Walk (d, c, d, fa, sa, sl, t, w)
 Deepa Textiles (fa)
 Delco Assoc., Inc. (d, fi, fu, st, t)
 Denstor Mobile Storage Sys., Inc. (fi)
 Design Options by Atlantic (d, fi, fu)
 Design Resource Group, Inc. (c, d, fu, t)
DesignTex Fabrics, Inc. (fa, w)
 (See advertisement on pp. 6-7)
 Designer Moulding (a, w)
 Deutsch, Inc. (sl)
 Dina Art Co. (a)
 Dixie Mfg. Co. (cc)
 Douglass Industries, Inc. (d)
 Dow USA-Floor Covering Ind. Center (cc)
 Dunbar Style (c, d, sa, sl, t)
 Durable Corp. (cc)
Durkan Commercial Carpet (cc)

Durkan Patterned Carpet (cc)
 (See advertisement on p. 42)
 Daniel C. Duross, Ltd. (fa)
 Dynasound, Inc. (a)
 EMU/Meeting Intl., Inc. (sa, sl, t)
ERG Intl. (sa, sl, st, t)
 (See advertisement on pp. 13 & 15)
 ESSI Acoustical Prod. Co. (a, w)
 EST Co. (cc, fu)
 Teddy & Arthur Edelman, Ltd. (fa)
 Edward Fields Inc. (cc)
Ekitta (t)
Equipto (t)
 (See advertisement p. 27)
 Ergo Systems, Inc. (a)
 Essex Commercial Wallcovering (w)
 Executive Furniture, Inc. (c, d, fi, fu, sl, t)
 Executive Office Concepts (a, c, d, fa, fi, fu, sa, sl, st, t)

FEL (fi, fu, st)
 ER Systems Intl. (a)
F. S. Contract (fa, w)
Fabrica Intl. (cc)
Falcon Products, Inc. (sa, sl, t)
 (See advertisement on p. 2)
 Fantagraph (fa)
 Fantasy Creations in Metal (a, fu, t)
 Faultless Easter Div. (a)
 Fiberesin Industries Inc. (fu)
 Fiberglass Specialties, Inc. (a)
 555 Design (a, t, w)
 Fixtures Furniture (sa, sl, st, t)
 Flex-Y-Plan Inds., Inc. (d, fu)
 Flexi-Wall Systems (w)
Forbo Industries, Inc. (a, w)
 Formglas Interiors, Inc. (w)
 Forum Contract Carpet (c, cc)
 French Reflection, Inc. (a)
 Freudenberg Building Systems, Inc. (a)
 Froelich Leather Craft Co., Inc. (a, fa)
 Fuller Contract Accessories, Corp. (a)
 GF Office Furniture (c, d, fa, fi, fu, sa, sl, t)
 Garrett Leather Corp. (fa)
 Gasser Chair Co., Inc. (sa, sl, t)
 Arnold Geisler Fur. Fabricators (c, d, fi, t)
GenCorp Polymer Prods. (fa)

 GenCorp Polymer Prods. (w)
 General Drapery Services (fa, sa, w)
 Genon Wallcovering (w)
 Gilbert Intl., Inc. (c, d, sa, sl, st, t)
 Gilford Wallcovering, Inc. (cc, fa, w)
 Girsberger Office Seating (sa, st)
 Glaro, Inc. (a, fu)
 Glass & Mirror Craft Inds., Inc. (t)
 Glasspec Assoc. Ltd. (a, sa, sl)
 The Glidden Co. (w)
 Global Specialty (w)
 Grahl Industries Inc (sa, sl, st)
 Gregson Furniture Inds. (sa, sl, st)
 Grey Watkins, Ltd. (fa)
 Grosfillex Contract (sa, sl, t, w)
 Gross Stabil Corp. (c, d, fi, fu, sa, sl, st, t)
 Group Four Furniture, Inc. (sa, sl, t)
 Gulden Gallery Investment Replicas (d, sa, t)
 The Gunlocke Co. (c, d, fi, fu, sa, sl, st, t)
 HAG, Inc. (st)
 H & S Sales, Inc. (fa, w)
 HEWI, Inc. (a)
 HLF Furniture, Inc. (c, d, fi, fu, t)
 Hafele America Co. (a)
 Halcon (c, d, fi, sa)
 E. E. Hale Mfg. Co. (c, fi)
 Hamilton Adams Imports Ltd. (fa, w)
 Hamilton Sorter Co., Inc. (c, d, fu, t)
 Harbor Universal, Inc. (fi)
 Harden Furn., Contract Div. (c, d, fa, fi, fu, sa, sl, st, t)
 Harmony Intl. Corp. (cc)
 Haskell of Pittsburgh, Inc. (c, d, fi, fu, st, t)
Haworth, Inc. (c, d, fi, fu, sa, sl, st, t)
 (See advertisement on p. 11)
 Herman Miller (a, c, d, fa, fi, fu, sa, sl, st, t)
 Hermes Leather Corp. (fa)
 Hettich America L.P. (a, fu)
 Hexacomb (a)
 High Point Furniture Inds. (c, d, fi, sl, st, t)
 Hitchcock Chair Co. Ltd. (c, sa, t)
 Hoechst Celanese Corp. (a)
 Holland Industries, Inc. (d, fi, fu, t)
 Hospitality Art/Art Spectrum (a)
 IDCNY (a)
 IPF Intl., Inc. (d, sa, sl)
 Ideco, USA (w)
 Indiana Cash Drawer Co. (a)
 Indiana Furniture Inds. (c, d, fi, sa, sl, t)
 Industrial Enterprise (w)
 Inline Systems (c, d, t)
 Interface Architectural Signage, Inc. (a)
 Innerpace Inc. (c, d, sl, t)
 Institutional Products Corp. (w)

Interface Flooring Systems, Inc. (cc)

 Interior Showplace, Ltd. (a, c, cc, d, fa, fi, fu, sa, sl, st, t, w)
 Intermetro Inds. Corp. (fi)
 The Interna Collection, Ltd. (c, d, sa, sl, t)
 Intl. Fabrics Inc. (fa)
 Intl. Marble (t)
 Interspec Fabrics (fa)
 Intrex Corp. (sl, t)
 Inwood Office Furn. (c, d, fa, fi, sl, st, t)
 IPOCORK (w)
 JDM - Juhask Design & Mfg. (d, sl, st, t)
 JG Furniture Systems (c, d, fi, fu, sa, sl, st, t)
 Adam James Textiles, Inc. (c, d)
 Jasper Wood Products, Inc. (c, d)
 Jeter Systems Corp. (fi)
 Jofco, Inc. (c, d, fi, sa, sl, st, t)
 Johnsonite (a, cc)
 KCR Fabrics, Inc. (fa, w)
 KI (c, d, fa, fi, fu, sa, sl, st, t)
 KI Architectural Fiberglass Site Furnishings (d, fa, fi, fu, sa, sl, st, t)
 Jodi Kanter, Custom Weaving (a)
 Karastan Bigelow (cc)
 Kardex Systems, Inc. (fi)
 Karman, Ltd. (a)
 Kasparians, Inc. (d, sl, st, t)
 Kellhauer Contract Seating (fa, sa, sl, st)
 Keelen Leathers, Inc. (fa)
Kimball Office Furniture Co. (c, d, fa, fi, fu, sa, sl, st, t)
 (See advertisement on pp. 63, 65, 67, 69)
 KING Contract Seating (st)
 Kleerdex Co. (w)
 Knape & Vogt Mfg., Co. (fi)
 KnollTextiles (fa, w)
 Knorr USA, Inc. (a, d, fi, fu, st, t)
 Koroseal Wallcoverings (w)
 Kristan Assoc. (c, d, fu, st)
 Kroin, Inc. (fu, sa, st, t)
 Kron U.S.A. (sa, sl, t)
 Kusch & Co. (fa, sa, sl, st, t)
 Kwik-File (fi)
 LSI Corp. of America, Inc. (c)
 L.U.I. Corp. (c, d, fi, t)
 La-Z-Boy Chair Co. (c, d, fa, fi, fu, sl, st, t)
 Landscape Forms, Inc. (sa, sl, t)
 Jack Lenor Larsen (cc, fa, sl)
 Latco Products (w)
 Laue, Inc. (w)
Lawrence Metal Products, Inc. (a)
 (See advertisement on p. 79)
 The Leather Solution (fa, sa)
 Lee Jofa (fa, sl, w)
 Leggett & Platt, Textile Prod. Div. (cc, fu)
 Lennon and Associates
 LELGOS USA, Inc. (a)
 Liberty Woodcrafts, Inc. (t)
 Linear Lighting Corp. (sl)
 Live Wire Design Inc. (sl)
 Lodestar, Statements in Stone (a, d, t, w)
 Loewenstein Furniture Group (sa, sl, st, t)
 Ludlow Composites Corp. (cc)
 Lux Steel (st)
 Luzzi Unlimited, Inc. (sl, t)
 Lyco, Inc. (fu)
 J. M. Lynne Co. Inc. (w)
 MDC Wallcoverings (fa, w)
 MPC, Inc. (d, fa, fu)
 Magna Design, Inc. (c, d, fi, fu, sa, t)
 Magna Visual, Inc. (a)
 Cy Mann Designs, Ltd. (c, d, sa, sl, st, t)
 Manning Commercial (cc)
 Mantles & Mouldings (w)
 Marges Inc. (a, t)
 Marley Mouldings Inc. (w)
 Marlite (w)
 Martin Universal Design (a, fu, sa, sl, st, t)
 Masa Industries (t)
 Master Metal Works (a, fu, t)
 Matel Inc. (a)
 Matthews Intl. Corp. (a)
 The Maya Romanoff Corp. (w)

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- McDonald Products Corp. (a)
- McGuire Furniture Co. (d, sl)
- Merit Carpet Corp. (cc)
- 3G Mermet Corp. (fa, w)
- Mero Systems Group (c, d, fu, t)
- Metalsmiths Co., Ltd. (a, c, d, sl, st, t)
- Metcor Mfg., Inc. (a)
- Metro Furniture Corp. (c, d, fi, sa, sl, st, t)
- Micro-Air Air Cleaners (a)
- MicroCentre (a, d, fu, st)
- MicroComputer Accessories, Inc. (a, fu, t)
- Milliken Carpets (cc)
- Missouri Table and Chair (sa, t)
- Mobi Systems (fu, sl, t)
- Doug Mockett & Co., Inc. (fu)
- Mode Corp. (fu)
- Modern Contract Furniture, Inc. (sl, t)
- Modern Plastics Co. (d)
- Modernfold, Inc. (a)
- Momentum Textiles (fa)
- Monsanto Contract Fibers (cc)

- Monteverdi-Young, Inc. (a, c, d, sl, t)
- Thos. Moser Cabinetmakers (c, d, sa, sl, t)
- Multicolor Specialties, Inc. (w)
- Natl. Gypsum Co. (w)
- Natl. Office Furniture (c, d, fu, sa, sl, st, t)
- Natl. Products (w)
- Naturescapes, Inc. (w)
- Nello Wall Systems (a, fa, fu, w)
- Neon Americana (a)
- Network Modular Carpets (cc)
- Neudorfer, Inc. (t)
- Neutral Posture Ergonomics, Inc. (st)**
(See advertisement on p. 14)
- Nevers Industries (c, d, t)
- Nevins International (a, t)
- New York Design Center (a, c, cc, d, fa, fi, fu, sa, sl, st, t)
- New York Flame Proofing Co. (fa, sa)
- Nishiyama Corp. of America, Inc. (fa)
- No-Muv Corp. (cc)
- Norsons Industries (c, fi, fu)
- Novikoff Inc. (c, d, fi, fu, sa, sl, st, t)
- Nucraft Furniture Co. (c, d, fi, t)
- OFS, The Office Furniture, Div. Of Styline Ind. (c, d, fi, sa, sl, st, t)
- OJVM Wallcoverings (w)
- OSI (c, d, fi, fu, t)
- Glen O'Brien Partition Co., Inc. (fu)
- The October Co., Inc. (w)
- Office Specialty-Storwal (fi, sa, sl, st, t)
- Omni Intl., Inc. (c, d, fi, fu, t)
- Optimum Management (c, cc, d, fi, fu, t)
- P/Kaufmann Contract (fa)
- Packard Industries, Inc. (d, fu)
- Pallas Textiles (fa)
- Paoli, Inc. (c, d, sa, sl, st)
- PARALAX (a, d, fu)
- Parisi Bompadre, Inc. (c)
- Peerless Intl. (cc)
- Pennsylvania Woven Carpet Mills, Inc. (cc)
- Persnickety Mfg. (c, d, fa, fi, fu, sa, sl, st, t)

- Peterson Design Furniture (sa, t)
- Phifer Wire Prods., Inc. (fa)
- Philadelphia Commercial Carpets (cc)
- Philadelphia Enameling Works, Inc. (w)
- Pacific Carpet Mills Corp. (cc)
- Phoenix Designs, Inc. (a, d, fi, fu, sa, sl, t)
- Pindler & Pindler (fa)
- Pioneer Leathertouch Intl. (fa)
- Pionite Decorative Laminates/Pioneer (a)
- Plastics Corp. (a)
- Plan Hold Intl (fi)
- Planter Technology (a)
- Playscapes, Inc. (sl)
- Plywood Seating (sa, sl, t)
- Polaroid Museum Replicas (a, w)
- Pollack & Assocs. (fa)
- Polychromic Designs (d, fu, w)
- Porter Carpet Mills, Inc. (cc)
- Precision Mfg., Inc. (d, fu)
- Precision Mfg. Inc. (fu)
- Pritchett Wilson Group, Inc. (fu)
- Pro/File Systems- (t)
- Pro/Saro (c, d, fi, fu, sa, sl, t)
- Quartet Manufacturing (a)**
(See advertisement on Cover 4)
- R & A/Redco (t)
- RBI Intl. Carpet Consultants (cc)
- RPI Designs (a, sl, t)
- The Radix Corp. (sl)
- Rainpart Partitions Inc. (fu, st)
- Reconditioned Systems (c, d, fi, fu, st, t)
- Reece Galleries, Inc. (a)
- Remanufactured Business Furniture (a, d, fi, fu, sa, sl, t)**
- Republic Storage Systems Co. Inc. (fi)
- Richmond Carpet Mill, Inc. (cc)
- Rockland Mills, Inc. (fa)
- Rodolph, Inc. (fa)
- Ben.Rose/Hendrick Textiles-Cortina Leathers (fa)
- Rosemount Office Sys. (a, c, d, fi, fu, st, t)
- Rosi Leather (fa)
- Royal Seating Corp. (d, fi, fu, sa, sl, st, t)
- S&S Mills, Inc. (cc)
- SIGO, Inc. (cc)
- Salco Products Co. (fi, fu, st)**
(See advertisement on p. 70)
- Sainberg & Co., Inc. (a, fa)
- Salem Commercial Carpets (cc)
- Salman, Inc. (c, d, fu, sa, sl, t)
- Sauder Manufacturing Co. (sa, sl, t)**
- Scalamandre (c, cc, fa)
- Schwab Corp. (fi, fu)
- The Scott Group (cc)
- Sellers & Josephson (w)
- Shafer Commercial Seating, Inc. (sa, sl, t)
- Shaw Commercial Carpets (cc)
- Shelby Williams Inds., Inc. (sa, sl, st)
- Shepherd Products U.S., Inc. (fu)
- Sherwin Williams (cc, w)
- Signature Office Furniture, Inc. (c, d, fi, t)
- Sina Pearson Textiles (fa)
- Sinclair Paint, Wallcoverings & Fabric (fa)
- SIS Human Factor Technologies (t)
- Sitmatic (sa, st)
- Sligh Furniture Co. (c, d, fi, sa, t)
- SMEI Manufacturing (c, d, fu, sa, sl, st, t)
- Smith & Watson (d, sa, sl, st, t)
- Smith Metal Arts Co., Inc. (a)
- Snaptex Systems, Inc. (w)
- Sol-R-Vel (a)
- Southern Metals Inds. (d, fi, fu, st)
- Spacesaver Corp. (fi)
- Mod-Systems, Inc. (fi)
- SPH/Surface Protection Industries (w)
- Sport Seating Co., Inc. (sa)
- Spradling International (fa)**
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- Springs Industries (fa)
- Stabilus (fu)
- Stafast Products (a, c, d, fi, fu, sa, sl, st, t)
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- Opto Intl., Inc. (w)
- Stanco Signage Systems (a)
- Steelcase, Inc. (c, d, fa, fi, fu, sa, sl, st, t)
- Stiffel Co. (a)
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- Stratton Commercial Carpets (cc)
- Stroheim & Romann, Inc. (fa)
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- Superior Chaircraft (sa, sl, st)
- Surface Technologies (c, t)
- Systems Installations Co. (fu)
- Systems Mfg. Corp. (a)
- TSAO & CLS (a)
- Tab Products Co. (a, c, fi, fu)
- Tapestries, Ltd. (a)
- Teknion, Inc. (c, d, fi, fu, sl, st, t)
- Tella Inc. (c, d, fi, fu, t)
- Tescoha USA (w)
- Textile Technology, Inc. (fa, w)
- Texwood Furniture Corp. (sl)
- This End Up Furn. Co. (sl, t)
- Thonet Industries (sa, sl, st)
- Tiffany Office Furniture (fu)
- Topviders, Inc. (a)
- Transwall Corp. (fu)
- Tri-Guards, Inc. (w)
- Tropitone Furniture Co., Inc. (sa, sl, t)
- Turby Furniture Corp. (c, sl)
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- Ultratec Inc. (a)**
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- Uniroyal Engineered Prods. (fa)**
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- United Fabrics Inc. (fa)
- United Marketing, Inc. (a)
- United Technical Prods., Inc. (cc)
- Unitex Industries, Inc. (fa)
- Upholstery Modes, Inc. (d, fu, sa, sl, t)
- VPI
- Vanguard Studios, Inc. (a)
- Vecta (sa, sl, st, t)
- Ventec Veneer Technologies (w)
- Versteel (t)
- Victor Systems & Equipment Co. (fi)
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- Viking Metal Cabinet Co., Inc. (c, fu)
- Virco Mfg. Corp. (d, fu, sa, sl, st, t)
- Vogel Peterson Furniture (c, d, fi, fu, st, t)
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- Waldmann Lighting Co. (a)
- Walker & Zanger, Inc. (sa, sl, t, w)
- Walker Display, Inc. (a)
- Wall Fabrics, Inc. (fa, w)
- Wall Fashion, Inc. (fa, w)
- Walsh & Associates (fa, w)
- Ward Architectural Products (w)
- Watson Furniture Systems (d, fi, fu, t)
- Weatherfront Estate Furniture (sb)
- Helen Webber Designs (a)
- Mark Weisbeck Design (a, c, d, fi, fu, t)
- West Coast Industries (sa, t)
- Westchester Marble & Granite Inc. (w)
- Westin-Nielsen Corp. (sa, sl)
- White Office Systems (fi)
- Whitehall Furniture, Inc. (sa, sl)
- R. M. Wieland Co. Inc. (sl)
- Willow-tex, Inc. (fa)
- Wilsonart (fa)
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- Winn Devon Art Group (a, w)
- Winona Mfg. Inc. (w)
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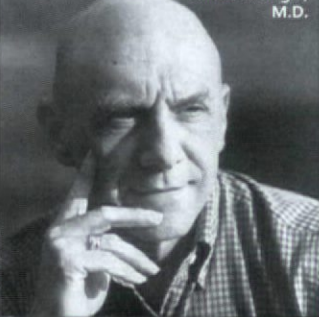
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PERSONALITIES



Weese

Only one of five

Cynthia Weese

"An architect has to be an educated being, capable of understanding the culture of other disciplines," states Cynthia Weese, FAIA. With a smile she adds, "I've always wished that I had taken more biology." Eleven months ago when she became dean of the School of Architecture at Washington University in St. Louis, she positioned herself to do just that—if only she had the time.

Instead, Weese has engrossed herself in the needs of students by making the School curriculum more interdisciplinary, addressing issues that today's architects encounter. "Architects must understand every facet of the client now," she remarks. "It's not just about buildings." In truth, Weese has always been an instigator of change. Visiting Washington U. in the late 1950s prior to enrolling, she recalls, "The dean of the School of Architecture said to me, 'We need more women here!'" She returned as one of three women in her class.

Since then, she has continued to be a pioneer, founding a firm in Chicago with husband Ben and a third partner in 1977, and working on numerous prize-winning projects ranging from private residences to hotels. She is one of only five female architecture-school deans in 1994.

Weese gets "tremendous inspiration" from her students while planning more changes. "With their input," she explains, "I want to make the curriculum as comprehensive and engaging as possible." Then, time off for biology?

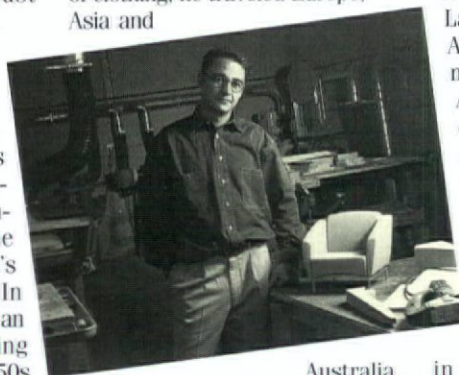
On the go

John Kaloustian

When Bernhardt Furniture added John Kaloustian's Verona Series to its newest line of lounge seating, it made no changes to his original design—and Verona won a Best of NeoCon award for 1994.

Getting it right the first time is not surprising from a man who exhibits an impressive range of design talent, creating products as varied as seating and systems furniture, clocks, cameras and bicycle accessories. A graduate of the Center for Creative Studies in Detroit, Kaloustian counts respected names like Steelcase, Haworth, Harter, KI and American Seating among his clients. If his name does not evoke glamorous, high-profile design, that too is by design. "I push for experience, rather than notoriety," he reflects.

Characteristic of his sense of adventure, Kaloustian left a secure job in 1985 to take a solo trip around the world. Armed with a \$2800 plane ticket and one change of clothing, he traveled Europe, Asia and



Kaloustian

Australia, studying art, design and architecture. He came home two months later with two full suitcases, a pearl necklace for future wife Mary Jane and a passion for Japan. "The Japanese are very sensitive to design," he explains. "I evaluate product details much more closely now."

Today Kaloustian stays closer to Northville, Mich., where he and Mary Jane are restoring a home while he continues to design contract furnishings and teach at the Center for Creative Studies. How does he fit it all in? "I work fast," he says. "I treat furniture as sculpture, bypassing drafting and going right to the model shop." Do you photograph those models with a self-designed camera too, John?

Unusual connections

Maya Romanoff

Why would a gifted student of anthropology and classical archeology at U Cal Berkeley and economics at London School of Economics want to design and produce award-winning fabrics and wallcoverings? A clue to Maya Romanoff's future in Chicago's Maya Romanoff Corp. was his campus night life. "I didn't know where my studies would lead," he says, "until sketching and painting became increasingly important to me."

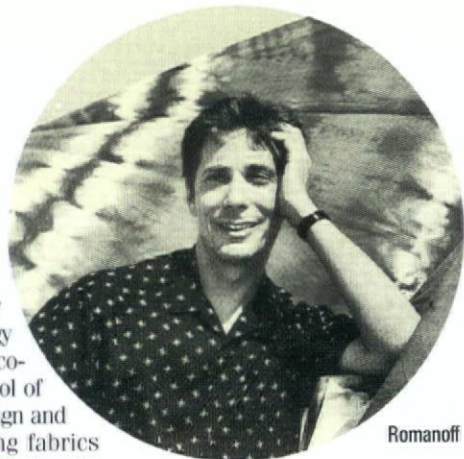
Romanoff has made good use of all he's learned, observing his fashion designer-mother at work and continuing with classical studies, world travel and training with top couturiers prior to starting his own business in 1969. His pioneering resist-dye, handmade paper and fabric wallcoverings have teamed him with such noted individuals and organizations as Mario Bellini, Halston, Jack Lenor Larsen, Christo, Knoll and The Art Institute in Chicago. As winner of the IFDA Trailblazer Award for 1994, he feels his quest is far from over. "My strength is in making connections between things that are not always together," he believes, "and there are still so many possibilities to explore."

He's still challenged, for example, by Japanese paper making, which he first saw in 1978. "The Japanese have great technical skills weighed down by tradition," he says. "They have names for every mistake! I enjoy bringing them new ideas." Chances are anyone with at least one bare wall for Maya Romanoff will too.

Dishing design

Mark Knauer

An adolescent road trip changed restaurant/hospitality designer Mark Knauer's life forever. "I took the family car for a joy ride when I was 15," he confesses. "It ended up in a ditch. First my dad asked if I was okay. Then he asked how



Romanoff

I was going to pay for a new car." Knauer found employment as a bus boy and fell in love with the restaurant business.

While working as a waiter/bartender he used his high school drafting knowledge to help the owner plan a one-room expansion. The room was a success, and Knauer added art and architecture courses to his studies in hotel and restaurant management. "I realized that I found concept development more exciting than restaurant work."

His excitement has produced some of Chicago's best known restaurants, including Harry Caray's, Trattoria No. 10 and Gibson's Steak House. He also works on casinos and resort spas. "I always approach a project with the client's return on investment in mind," he says. "The spaces work as a tool to showcase food or services and make the customer as comfortable as possible."

When not drawing or researching (checking out the nation's finest restaurants, that is), Knauer golfs and sails. His latest project, however, should take up most of his time. He and his wife are expecting their first child, a little girl named Hanna, in a few weeks. Better bring out the unbreakable dinnerware—and stash those car keys, Mark.



Knauer