

# Hawaii Pacific Architecture

January 1996

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## Building Castles in the Sky...

Allied Builders System was pleased to be asked to execute the grand scale remodeling of businessman Robert Taira's 36th story 3,800 sf Waikiki penthouse. Architect Bruce Newell's unique design solution called for demolishing the aging interior and creating a stunning tribute to the *kamaaina* bakery king's many accomplishments.

Today, multi-function cabinetry showcases Taira's extensive art collection, triples home storage and hides infrastructure upgrades. A theater-quality entertainment system and new central air-conditioning, hidden under three-inch ceiling panels also helped pave the way for truly palatial living.

"With the children gone, we opted to have everything light, airy, free-flowing toward the panoramic ocean view," said Taira. "We were thrilled with the plans and even more thrilled with the results..."

Adds Newell: "Allied's reputation for professional organization, quality workmanship and client caring preceded our introduction. They performed as advertised. We look forward to doing business with them again."



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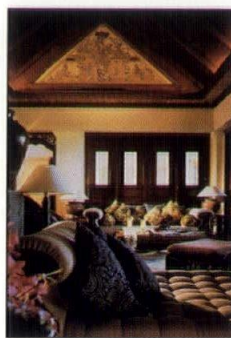
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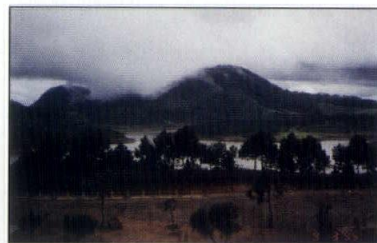
### IN THIS ISSUE ...

*Hawaii Pacific Architecture* focuses on Architecture as a Profession in the Pacific. Due to the increasing amount of international work being done by Hawaii-based design professionals, articles focus on projects in Bali, China and Vietnam. Glenn Mason, AIA, addresses how Hawaii's foreign competitiveness is hindered by the state's general excise tax. This month's cover is of the Grand Hyatt Bali resort, designed by Wimberly Allison Tong & Goo. The Hawaiian Tapa used on the cover and throughout the magazine is courtesy of Bishop Museum.

*Hawaii Pacific Architecture* is the monthly journal of the AIA Hawaii State Council. Subscriptions are \$36 per year. Opinions expressed by authors do not necessarily reflect those of either the AIA Hawaii State Council or the publisher. The appearance of advertisements or new products and service information does not constitute an endorsement of the items featured.



4 Competition on a Global Level



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Exporting American expertise good for U.S. economy

## **Competition on a Global Level**

by Mazeppa King Costa



**Balinese motifs throughout the resort convey a sense of authenticity.**

Photos courtesy of Grand Hyatt Bali resort.

**I**n Hawaii, architecture as a profession may well be viewed in a global perspective and with a great deal of mobility and flexibility in mind. This is true because quite simply there are more architects than the state economy alone can support over a sustained length of time.

Fortunately for architects, advances in technology and a strong demand for development, especially in growing nations, make it possible for Hawaii-based architects to practice out-of-state successfully. Also, Hawaii is well-positioned for its architecture firms to work throughout the Pacific Rim.

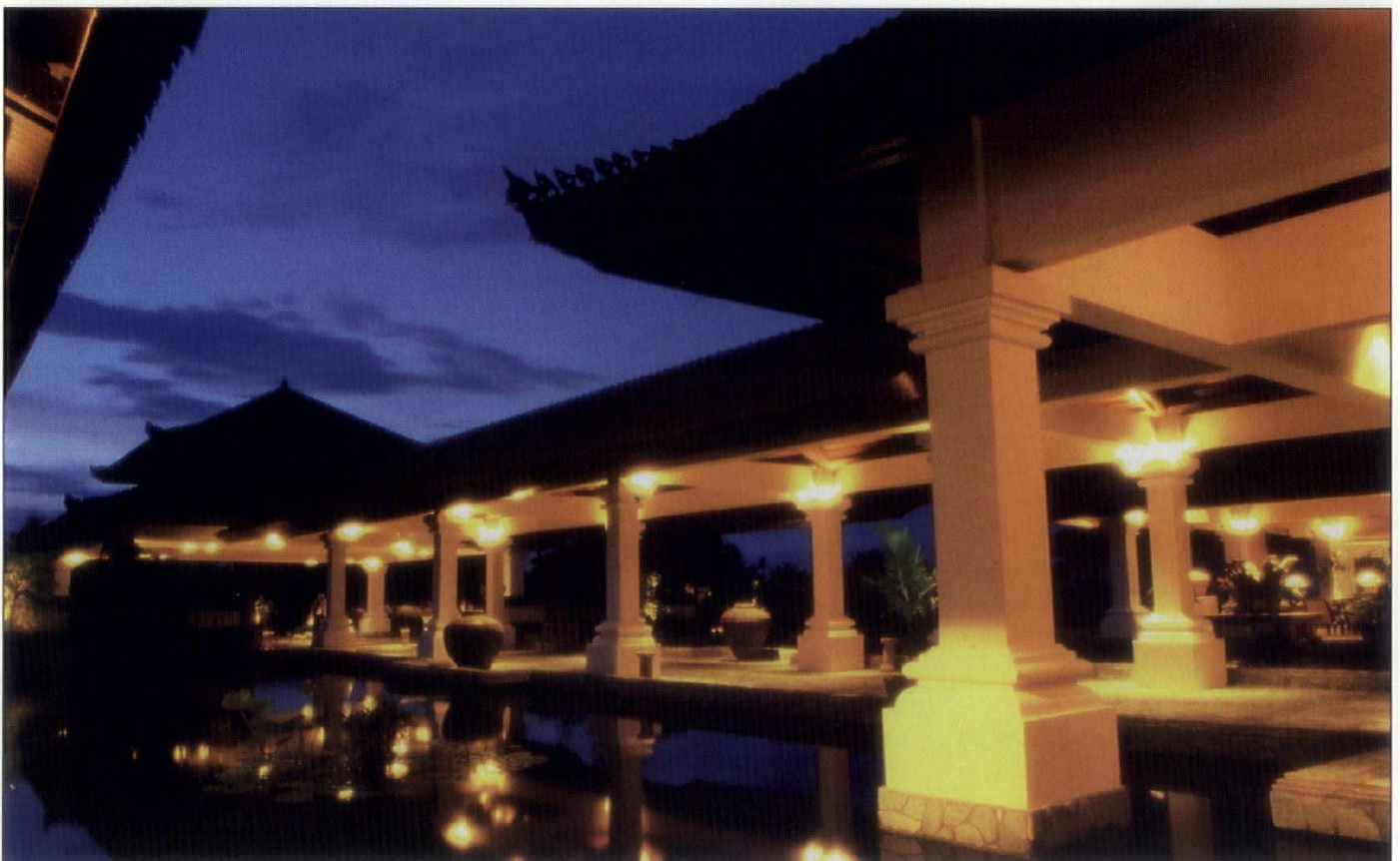
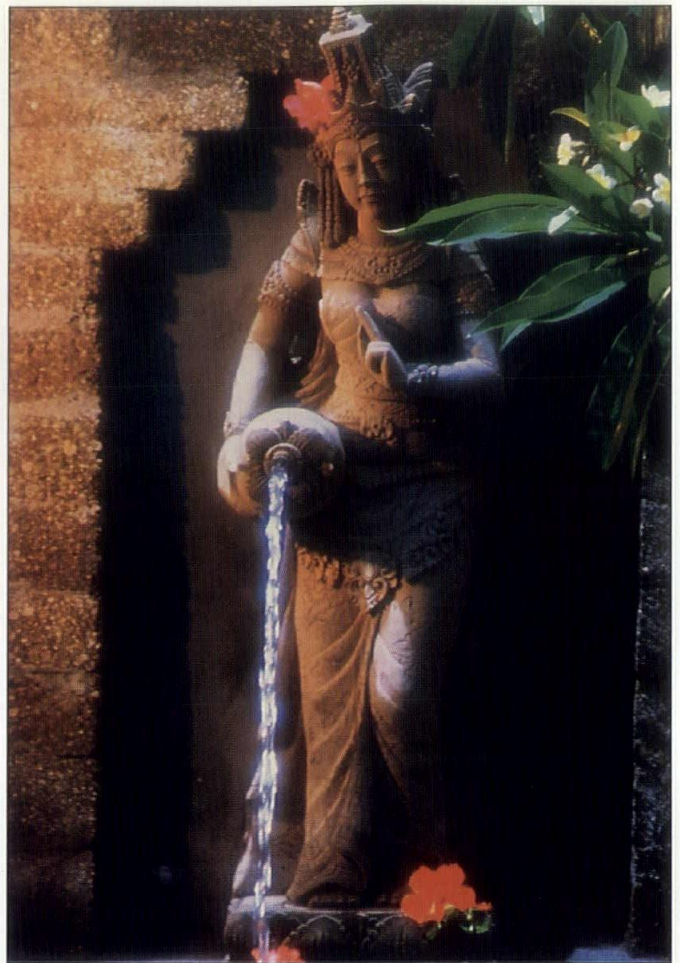
What's new, and sobering for Hawaii architects, according to Howard J. Wolff, worldwide director of marketing for Wimberly Allison Tong & Goo Architects, is that "architects throughout Hawaii, Asia, Australia and the U.S. mainland are competing for the same work."

Wolff stated that for many years Hawaii enjoyed a head start in supplying the development-hungry Pacific with architectural services. But, he added, that advantage has now eroded, although Hawaii design professionals still enjoy the considerable advantage of accumulated experience resulting in connections, know-how and a portfolio of completed overseas projects.

The competition notwithstanding, Wolff points out that Asia offers fertile potential for Hawaii-based architects.

Asked "Why Asia?" he cited five reasons.

- Geographically, Asia is five times the size of the United States.
- Per capita income in Asia is growing faster than in any other region of the world; by 2020, four of the world's top five economies will be Asian.
- Asia represents 31 percent of the world's



Balinese culture inspired the architectural character of the Grand Hyatt Bali resort, designed by Wimberly Allison Tong & Goo.

population, with China, Indonesia and Japan being first, fourth, and seventh in population. Indonesia alone has almost as many people as the United States. By the year 2015, seven of the world's 10 largest cities will be in Asia.

- Air traffic for Asia is forecast to grow at 8 percent per year during the next 10 years, compared to 5.1 percent in Europe and 4.4 percent in the United States. The China forecast is for 17.7 percent per year; 8.5 percent to 9.5 percent for Hong Kong, Indonesia, the Philippines, South Korea, Taiwan and Thailand.

- Travel and tourism are growing faster than national economies overall. Predictions indicate that by the year 2010, the total international passenger traffic to and within Asia will represent 51 percent of the world total—up from 35 percent in 1994.

Moving beyond the general potential of the Asian market to what Asian clients are looking for, Wolff identified three main ingredients: proximity, personality and performance.

- **Proximity**

WAT&G has found that its Asian clients expect enough of a presence in Asia of its "imported" architects to respond to tasks in a timely fashion, provide a high level of service and demonstrate a commitment to the region.

- **Personality**

As a profession grounded in service, architecture is much more than just buildings. It is about people, communication and mutual respect. "In our experience, Asian clients place value on a likable, personable individual who can be trusted; continuity of personnel from sales to construction; and an interest in and knowledge of the local culture," Wolff said.

- **Performance**

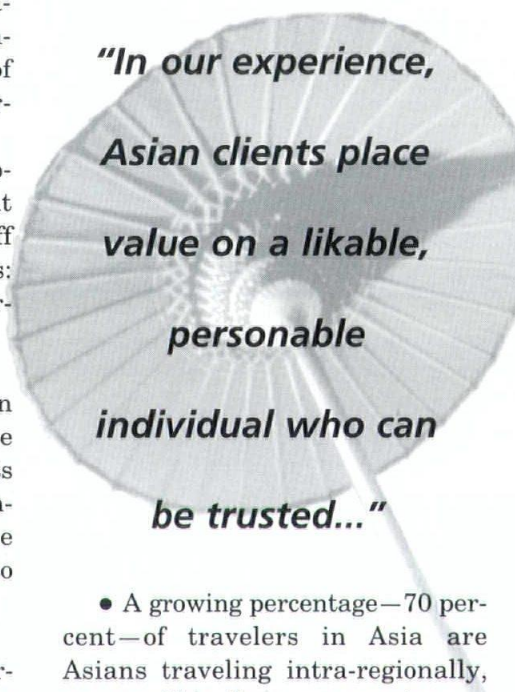
In terms of performance, Asian clients seek a proven track record in the building type, ecologically sensitive design, management and coordination capabilities and Western expertise and creativity coupled

with local know-how.

Wolff cited five current trends and related opportunities for Hawaii's design firms:

- Within 10 years, 40 percent of the world's travel will be into and within the Asia/Pacific region—growing at twice the pace of other regions and representing a six-fold jump from 1970.

This trend will create the need for travel-related engineering, planning and design services including infrastructure—airports, roads, bridges; attractions—cultural centers, themed leisure and entertainment facilities; and support facilities—hotels, resorts, offices and serviced apartments.



***"In our experience,  
Asian clients place  
value on a likable,  
personable  
individual who can  
be trusted..."***

- A growing percentage—70 percent—of travelers in Asia are Asians traveling intra-regionally, many within their own country.

This could potentially create jobs for design professionals because travelers will be looking for new experiences without traveling too far from home, suggesting an increase in the demand for three-star accommodations, themed hotels and resorts, family-oriented attractions and amenities.

- A growing middle class is emerging throughout Asia, with greater affluence and increased disposable income, more leisure time and fewer restrictions on travel outside its country.

This trend is creating an in-

creased demand for leisure and recreational pursuits, leading to the design of more golf resorts, casinos, private clubs, marinas, retail/mixed-use facilities, entertainment centers and theme parks.

- Governments are putting a greater emphasis on protecting the environment. There is a growing environmental consciousness among travelers which is generating increased interest in ecotourism and adventure travel.

With a dispersal of tourists to many more destinations and a need to preserve the natural features that attracted people in the first place, there will be a need for sensitively master-planned and engineered sustainable resort developments, environmentally and culturally responsive designed projects and innovative energy conservation systems, waste disposal solutions, etc.

- The growth in tourism and development within a given country is paralleled by the increasing availability and sophistication of in-country technical expertise.

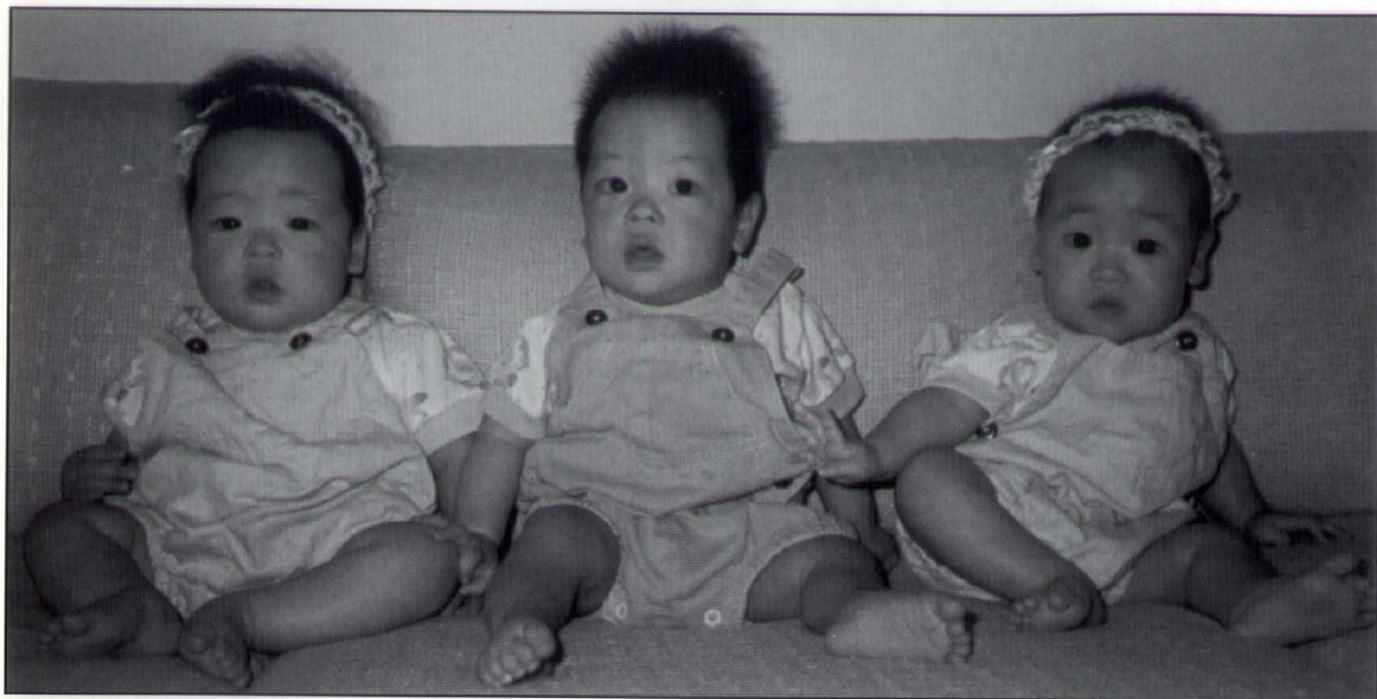
This creates the greatest demand for Western know-how and creativity, and the greatest risk, in emerging countries.

Based on its own strengths, each firm will develop its own strategies on how to approach the opportunities to practice out-of-state.

"One very positive thing to keep in mind about the practice of off-shore architecture—it is good for the U.S. national trade balance. Off-shore architecture is not leaving Hawaii to take dollars out of the country. Rather, it is the opposite—the exporting of U.S. expertise. In this, the profession sets a fine example," Wolff said.

♦ *Mazeppa King Costa is a Honolulu-based writer and the public relations consultant for Wimberly Allison Tong & Goo Architects, a firm which has offices in Honolulu, Newport Beach, London and Singapore. WAT&G worked in 34 countries on six continents in 1995, with 80 percent of the firm's work being outside the United States.*

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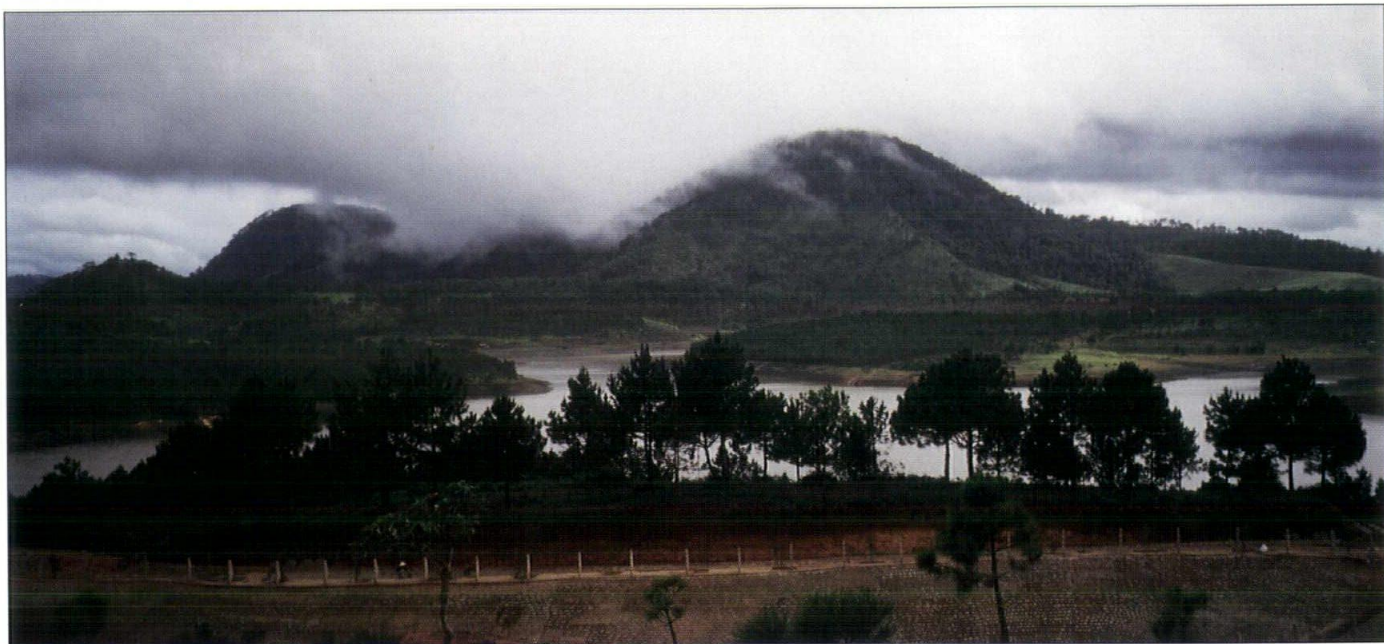
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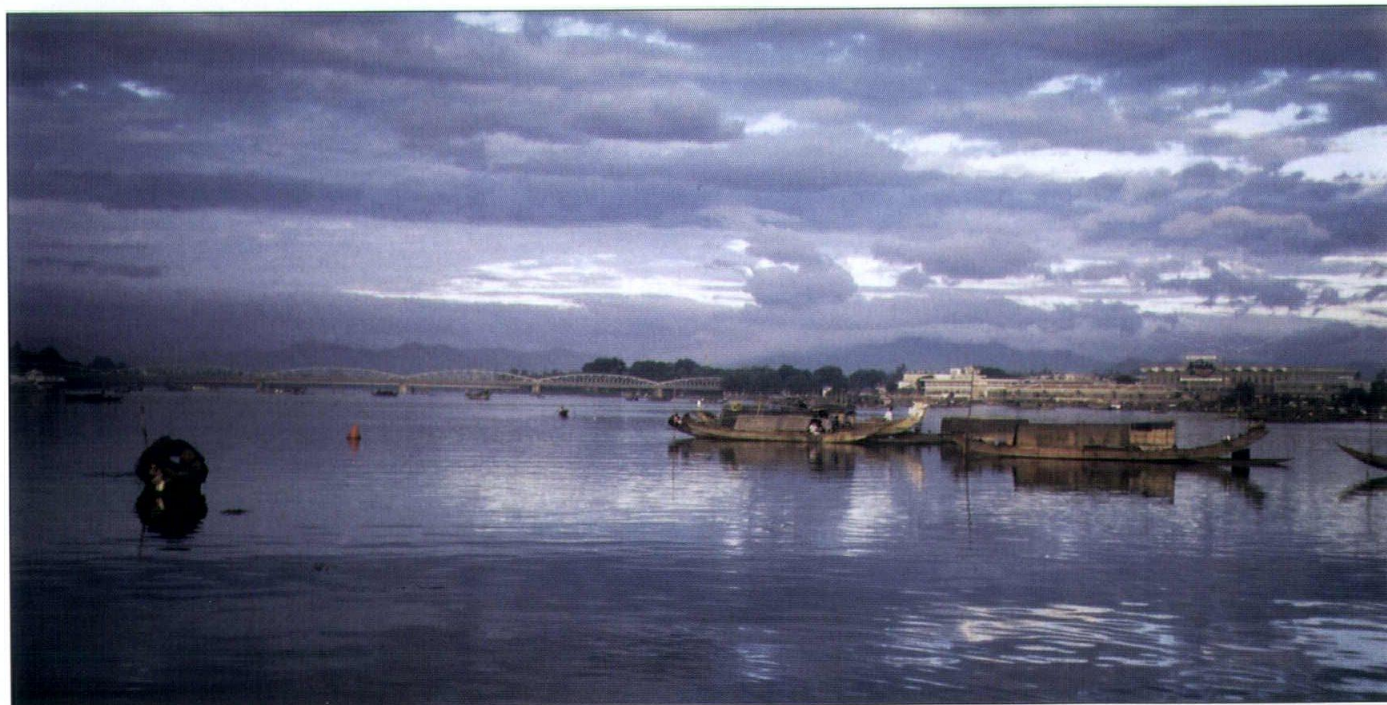
Host partners help ensure successful venture

## **'Navigating' Work in Vietnam**

by Ralph E. Portmore



**PacMar will develop this area as part of a 5,000-acre resort, mixed-use site in Dalat, Vietnam. Group 70 International is providing planning and architectural services.**



**The Perfume River, running through Hue City, is one of the attractions of this Vietnam region.**

Photos courtesy of Group 70 International

Since diplomatic ties between the United States and Vietnam were officially reestablished last year, there's been an American rush to visit, invest in and help rebuild this Southeast Asian land that was, for so many years, an anathema to our society.

It is a "rush" that today's Vietnamese government welcomes and encourages—as time heals wounds, attitudes and memories of conflict on both sides of the Pacific. Because so much outside assistance is sought—including money, infrastructure development, urban planning, building restoration and new facilities for tourism, commerce and modern living—an important role for architects and planners exists. Those who contemplate such involvement, need, however, to do their homework first, to both avoid recreating the "ugly American" images of the 1960s and '70s and to be successful at working there.

Based on experience doing business in Vietnam, some general recommendations that should precede professional work in this 127,000-square-mile country that's home to more than 73 million people include:

- First, take time to learn about Vietnam—as it exists today. Locally, contact the Vietnamese American Chamber of Commerce of Hawaii, whose executive director is Luan Nguyen. VACCH has promoted the new sister-city relationship between Honolulu and Hue, Vietnam.
- Second, while you can visit Vietnam on your own or as part of a private tour, don't try to go it alone in the business arena. Seek to build strategic associations with developers, financiers, engineers and others who offer complementary expertise and are adept at multidisciplinary and cross-cultural approaches. Try to ally yourself with a group that includes a Vietnamese partner and will add your professional skills to its scope of services.
- Third, plan to be there for the long haul. Don't expect immediate results in terms of picking up a paying project. Relationships and a sense of trust with Vietnam's various local decision makers take time to develop.
- Fourth, add the "golden rule" to your mission statement. That is, be ready to contribute to the well-being of Vietnam—in ways that go beyond the benefits of your projects. This is a country where more than 85 percent

of people are educated; many speak English.

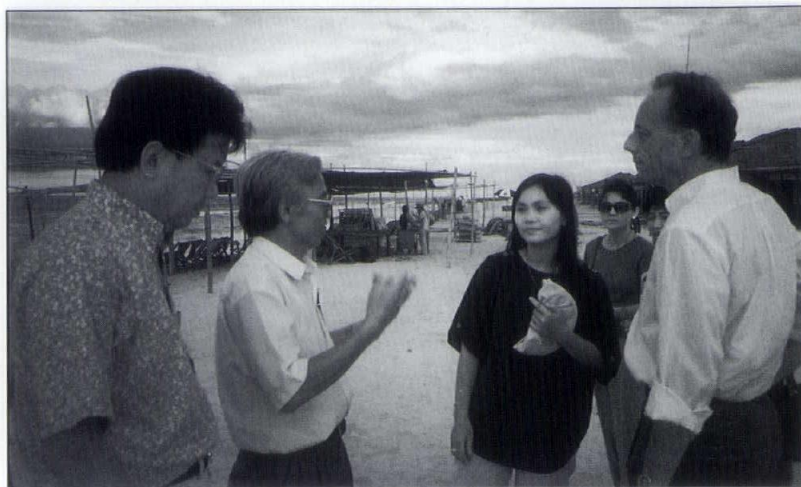
Its leaders are savvy about the world scene and receptive to American efforts to support quality and long-term economic growth. Developing an affinity for their culture and lifestyle is important—more so than simply learning to speak a few Vietnamese phrases.

Group 70 International is currently part of two separate development projects in Vietnam. One of which is allied with Pacific Management Resources Inc. PacMar is a Hawaii-based multilingual, mixed-discipline consulting company headed by Puongpun Sananikone, an American who was born and raised in Laos. Sananikone, whose wife, Thanh-Lo, is Vietnamese, has managed international development projects in more than 26 countries worldwide, including Vietnam, where PacMar has a regional office. Sananikone is managing director of the firm her husband presides over.

PacMar first approached Group 70 in 1993. At that point, there were no fee-paying architectural or planning services required. Rather, Sananikone was organizing a Hawaii-based professional team which would be poised to do projects in the emerging markets of China and Indochina. Two years later, we were introduced to key Vietnamese leaders in Hanoi, Ho Chi Minh City, Hue and Dalat as Hawaii professionals able to contribute substantially to several potential ar-

**Ralph Portmore of Group 70 International, center, and Thanh-Lo Sananikone of PacMar, to Portmore's left, review plans for a historic site restoration project.**

**Ralph Portmore, right, and Puongpun Sananikone of PacMar, left, inspect the planned Thuan An Resort destination just outside Hue City.**



chitectural and planning projects. Today, we anticipate design work to begin on some of these projects within a few months.

Most likely such work would not have come to pass had we not invested start-up time with a host organization such as PacMar and found we had "good company" operating philosophies in common. The two companies are, for example, charter members of the Vietnamese-American Chamber, a group with goals that include promoting cultural and humanitarian exchanges between the countries.

A few observations about doing business today in Vietnam: First, the government is usually the landowner and likely will be an active partner in any development endeavor. You will have to work closely together under any circumstances, but if at all possible, your group should have a majority (controlling) interest in the partnership.

Second, a government-issued

"Memorandum of Agreement" giving you the rights to do a project can be relatively easy to obtain, but getting to the point where it is a paying project for you may be another story. It can be a long process with hard negotiating; making the initial agreement is just a small first step.

Third, major decisions in this country are almost always made at the very top—those below must often wait for operating instructions and/or problem resolutions to work their way down as the higher-ups see fit. This can take time. And when the person at the top changes, you may have to stop work until his or her replacement reviews and endorses previous decisions.

Terms and conditions under which your project was approved also could change. In other words, there are few legal guarantees. You must understand and accept the way in which business is conducted in Vietnam.

And finally, in spite of "normalized" relations between the United States and Vietnam there are many political undercurrents operating in Vietnam today. These agenda are virtually impossible for American newcomers to sort out. This is one of the key areas where host partners or advisors come in. You must believe and trust in their ability to navigate a "win-win" relationship for all concerned.

Doing business in Vietnam involves risks, but if pursued correctly, it can bring rewards—and not just financial. This is a beautiful land with warm, friendly people and a strong sense of heritage and culture. It also is an exciting time to be actively involved, for this is a country that is moving at break-neck speed into a whole new era of existence.

♦♦ *Ralph E. Portmore is a principal with Group 70 International.*

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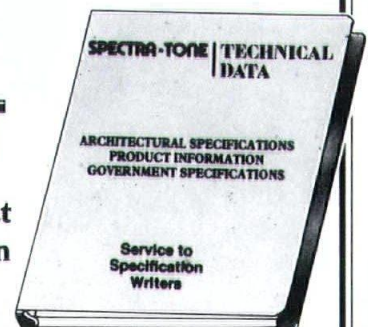


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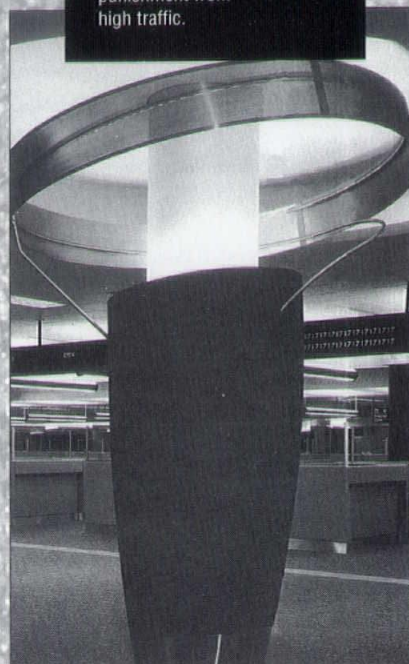
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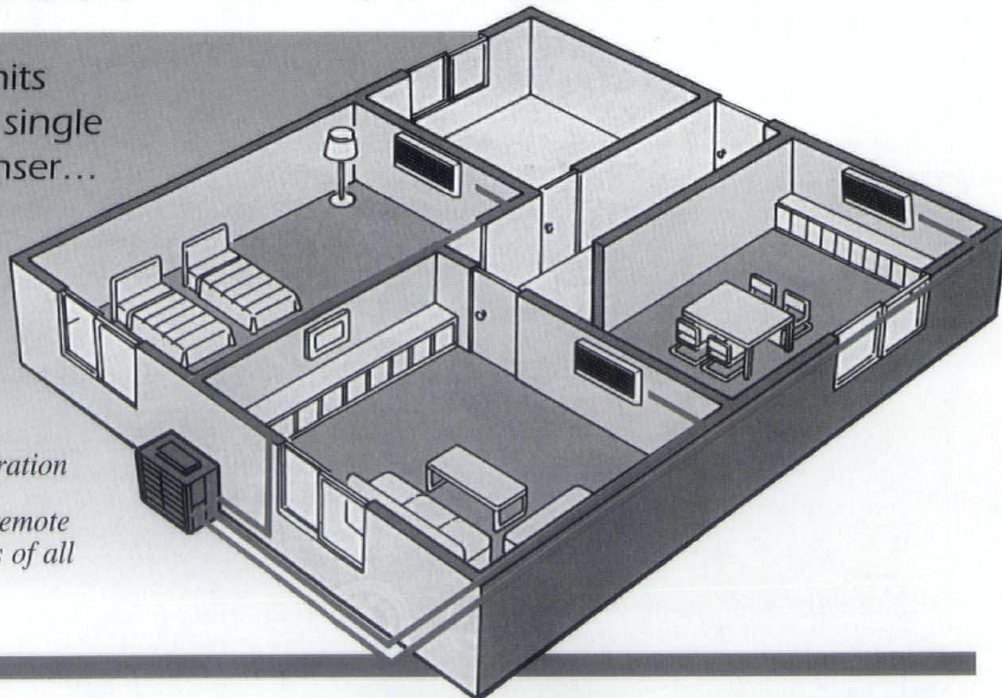
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## Waimea Sugar Mill

by Robert M. Fox, AIA

**W**aimea, Kauai, has changed little in the past 50 years; it still retains its rural plantation town architectural character and scale.

The Waimea Sugar Mill, which operated from 1884 until 1945, is a major landmark in Waimea Town and is visible from the Russian Fort to Kekaha.

The existing mill building, which dates back to 1937, has been hit by two hurricanes. Today, only the 50-foot-high steel frame and roof still exist.

Initial structural studies indicate that the original building foundations, steel frame and roof trusses are in good structural condition and will require relatively minor repairs. Additional building components, which were destroyed in hurricanes Iwa and Iniki will be rebuilt to recall the historical character of

the mill building when it was in full sugar production.

Plans are being drawn to redesign the building for adaptive reuse as a micro brewery/brew pub and restaurant. The interior volume of the existing steel structure will provide the primary space for the brewery operation with restaurants on the ground floor and the second level. The industrial character of the existing structure will be retained and integrated with the ambiance of the recycled building use.

The mill building is located in the Kikiaola Land Company historic district along with existing plantation housing, a living museum and the Waimea Plantation Cottages Resort. This historic site has a long cultural and economic association with the town of Waimea. The adaptive reuse of the mill building will add a major focal

point to this historical area.

The reuse of the Waimea Sugar Mill provides a tangible model of how sugar-related industrial buildings can be recycled for contemporary use.

Many of the existing mill complexes in Hawaii are now sitting idle and are slated for demolition. With imagination and creative design many of these structures could be recycled and renovated to provide a tremendous resource for Hawaii's changing plantation towns.

The renovation and reuse of these existing buildings would help maintain the legacy of the sugar industry and our fast disappearing architectural heritage.

♦ Robert M. Fox, AIA, is president of Fox Hawaii International, an architecture and planning firm.



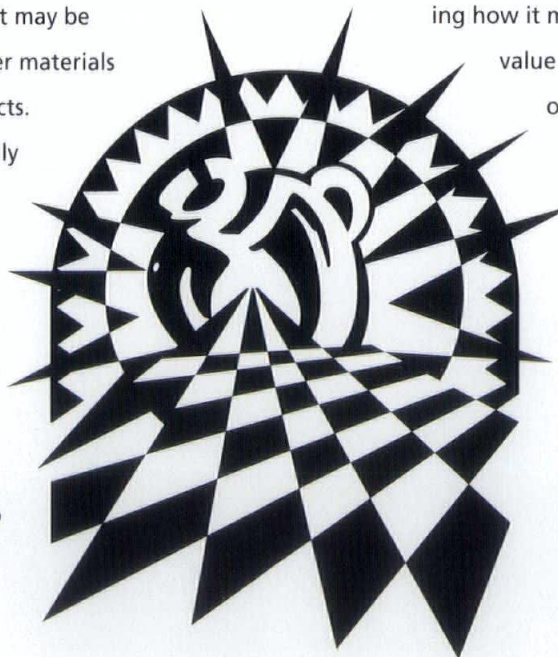
The mill building, a steel structure, is being redesigned as a micro brewery/brew pub and restaurant.

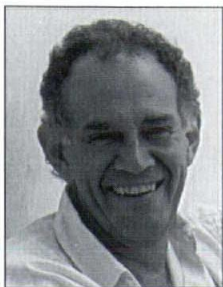
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water like a duck. It's come a long way since its name origin as a term covering natural earth products that had been exposed to high temperature. Ceramic tile today is synonymous with beauty, variety, and practicality. It is a favorite with many pace-setting Hawaii architects and interior designers and graces many island homes and landmark buildings.

To find out more about ceramic tile, including how it may help increase the value of your home, office or commercial project, contact your architect or interior designer. You also may phone 591-8466 to receive a listing of Union Ceramic Tile Contractors in Hawaii who will be able to assist you.





Ricardo Legorreta

First '96 lecture set for Jan. 24

## Award-Winning Architect to Speak at University

**Ricardo Legorreta also was awarded the Gold Medal and Big Award at the second Mexican Biennial of Architecture, 1992, for the Museo de Arte Contemporaneo Marco in Monterrey, Mexico.**

Photo by Lourdes Legorreta

**R**icardo Legorreta, of Legorreta Arquitectos, Mexico, is the second Kenneth F. Brown Asia Pacific Culture and Architecture Design awards winner to participate in the University of Hawaii School of Architecture's '95-'96 lecture series. He received recognition in the awards program for his Museo de Arte Contemporaneo Marco in Monterrey, Mexico. Legorreta will be the featured speaker at 7 p.m., Jan. 24 at the Architecture Auditorium, University of Hawaii at Manoa.

Legorreta began his studies in architecture in 1948 at the Universidad Nacional Autónoma de México and graduated in 1952.

During his first years at the University he

worked part time with José Villagrán, one of the masters of modern architecture in Mexico. Starting out as a draftsman, he became chief project architect within a few years, and from 1955 to 1960 he was Villagrán's partner. During this period, Legorreta worked on projects which included the El Rastro de Ferreña and the Maria Isabel Sheraton Hotel.

In 1959, he began teaching at the Universidad Nacional Autónoma de México. He established his own firm in 1963 with Noé Castro and Carlos Vargas as his partners. The first stage of his professional independent career included projects dealing with the automotive industry and pharmaceutical companies and some single-family houses. The

opening of the Camino Real Hotel, which took place in 1968, proved to be a turning point in Legorreta's development as a recognized Mexican architect.

His architecture projects through the '60s and '70s included office buildings for Celanese Mexicana and IBM, educational facilities for the Colegio Cedros in Chimalistac and Pedro de Gante in Tulancingo, the Hacienda Hotel in Cabo San Lucas, Camino Real Hotel in Cancun, Kodak laboratories building, some



single-family houses and the restoration of the renowned Palacio de Itubide in Mexico City. In 1977, Legoretta established LA Diseños, a firm specializing in furniture design and accessories.

Between 1976 and 1980, Legorreta was chief director of the master plan for El Rosario, a large housing development funded by the Infonavit. During the early '80s his main projects were the Camino Real Hotel in Ixtapa, Mexico; the Seguros America building in Mexico City, Mexico; and the Renault factory in Gomez Palacio, Durango, Mexico. In 1985 an office of the firm Legorreta Arquitectos was established in Los Angeles.

Throughout his career, Legorreta has been involved in academic activities by traveling extensively and speaking at conferences on his philosophy of architecture. He has participated in several symposiums and is an honorary fellow of The American Institute of Architects. He also is a member of the International Academy of Architecture and a former juror for the Pritzker Prize.

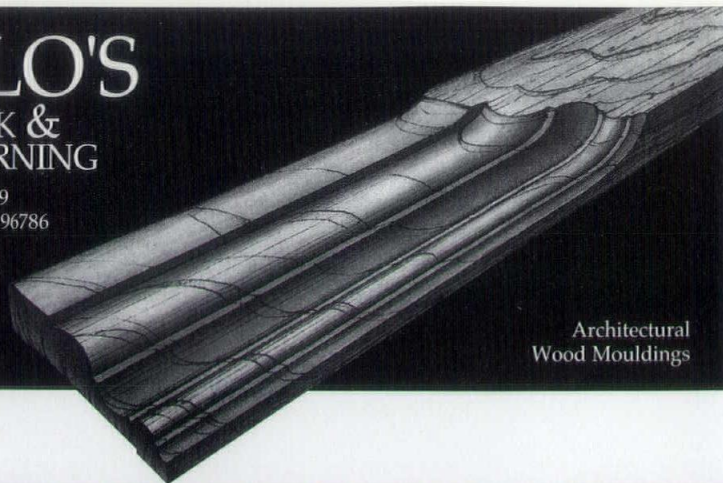
In addition to the Kenneth F. Brown Asia Pacific Culture and Design Award, he has received the 1994 AIA Award for Religious Architecture, 1992 National Award of Fine Arts in Mexico and Architect of the Americas Prize in Montevideo, Uruguay.

Some of his latest works include the Diego Sada Foundation in Monterrey, Mexico; Children's Museum in Mexico City, Mexico; Televisa's corporate offices in Mexico City, Mexico; and the Metropolitan Cathedral of Managua in Nicaragua. Some of the firm's projects in the United States include master plans and libraries.

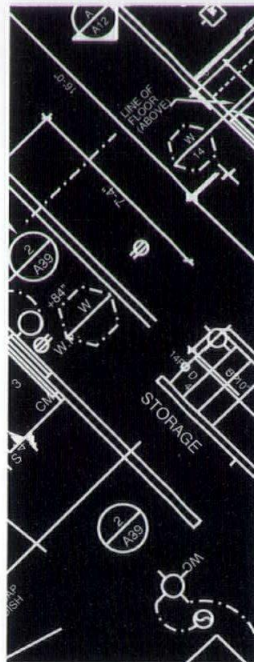
On-going projects in the United States include the Casa Flynn in Florida, Mexican Museum in California, Visual Arts Center for the College of Santa Fe in New Mexico and the UCLA International Student Center in California.

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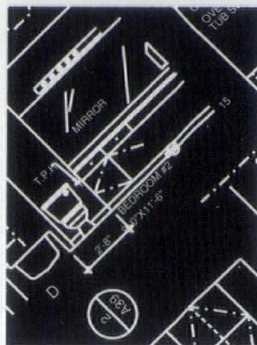
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## Internet Effective in Business Research

by James M. Handsel, AIA

**T**he Internet, also known as the Information Superhighway and the "Net," is a network of networks. It uses any form of communication link to create a network of connections between millions of computers worldwide. Like



the telephone system, if one path or connection fails there are many other paths available. In local terms, if the Pali is closed you can still get to the other side of town using the Likelike or Kamehameha highways.

However, unlike the telephone system, the rate paid by the person who initiates the communication is not based on how far away the recipient is. The basic charge is either a flat hourly or flat monthly rate, usually around \$2.50 per hour or \$30 per month. This makes the Net a very cost-effective form of long-distance communication.

Broken down to its simplest form, the Net really only offers four basic functions:

- Information—research and retrieval
- Information exchange
- Information supply
- Black hole of time

### Information—Research and Retrieval

In this case Internet users know what they are looking for and may or may not know where to find it. If they do know, then the Net becomes an excellent cost-effective resource for information retrieval. If they don't know then the process is a little like visiting a university library to learn about potatoes grown in Ireland during the late 14th century.

You start with the card catalog and go from there. The broader the subject (Ireland) the more options you'll have to wade through; and the more obscure the detail (14th century potatoes) the harder it will be to find. Bring a snack.

The amount of information available on

the Net is staggering. Almost anything you could be curious about is out there somewhere. The value of the Net as a research tool is balanced against whatever your other resources are. The Net would be my first choice for checking visiting hours at the Louvre or live video from the space shuttle. But I'd still go to the phone book for vacuum cleaner bags.

### Information Exchange

In this case you're exchanging information between two or more known locations. A good example of this would be e-mail or any other form of file transfer. No one can say enough good things about e-mail. It's cheap, easy, immediate and it mitigates communication problems created by time zones, schedule conflicts, geography and even bad memory.

You create the message at a time and place convenient for you, and the recipients read the message at a time and place convenient for them. If the recipients forget the message they can reread at any time.

The message arrives in seconds no matter where on the planet you send it. Like voice-mail you can retrieve your messages from anywhere on the planet with telephone service. And, generally there is no additional charge beyond your monthly base rate whether you send six or 6,000 messages.

In addition to using e-mail for sending messages, you also can use it to send files—CAD, spreadsheet, word processing, data base, etc. A number of firms doing business off island—neighbor islands, mainland, Asia—use it to transfer CAD drawing files instead of an overnight delivery service. Megabytes of information can be transferred in minutes instead of hours or days; if something goes wrong you can resend immediately. With a 28.8 kilobytes per second modem you can transfer one megabyte of data in about six minutes. This has enormous potential even for moving files around town between design team firms or reprographic services.

The process is deceptively simple and requires less time than filling out a single overnight delivery form:

- Create the e-mail message.
- "Attach" the file you want to send.
- Send the message.
- Get back to work.

The Net really excels at information exchange.

### Information Supply

This would be a situation where you have information you want to make available for others to view or download. For this to work, your target audience must know where you are and what you have to offer. If you have a mechanism for getting your home page address out to the target audience, the Net is a phenomenal tool for providing information.

Without the location mechanism, a home page will have roughly the same impact as leaving a stack of business cards at Gordon Biersch's. First someone must be looking for "you" and second they must assume that Gordon Biersch's is a better place to find you than traditional methods like the yellow pages. Current demographics suggest that the Net would not be the most effective marketing tool, at least for this industry. The demographics will change with time, but so will the size of the haystack.

### 'Black Hole' of Time

Imagine being 10 years old and your parents dropped you off at a Disneyland where 100 new rides are added every hour. Or, imagine you're that same 10-year-old with a report on 14th century Irish potatoes due Monday and your encyclopedia covers every topic known to man in at least 500 different places, and ... it's fun just looking for stuff. How many things are you going to look at before you actually get around to finding the section on Irish spuds?

If you are saying to yourself "What do I have in common with a 10-year-old?" Think again. Once you log on to the Net your "professional age" decreases by the minute.

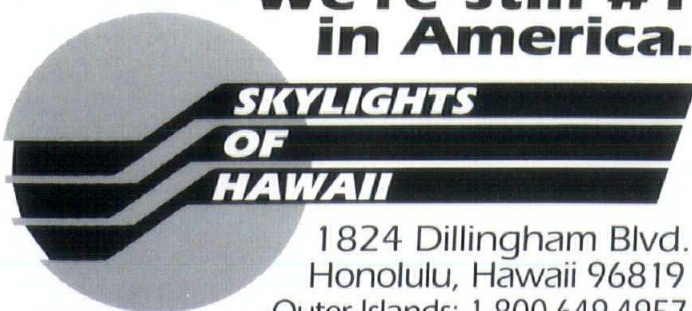
Last week I spent the evening with a friend in his mid-40s that is a vice president of a local Fortune 500 company. My mission was to install a program so he could view a file sent to him, attached to an e-mail message, by a client in Thailand. We had two options, we



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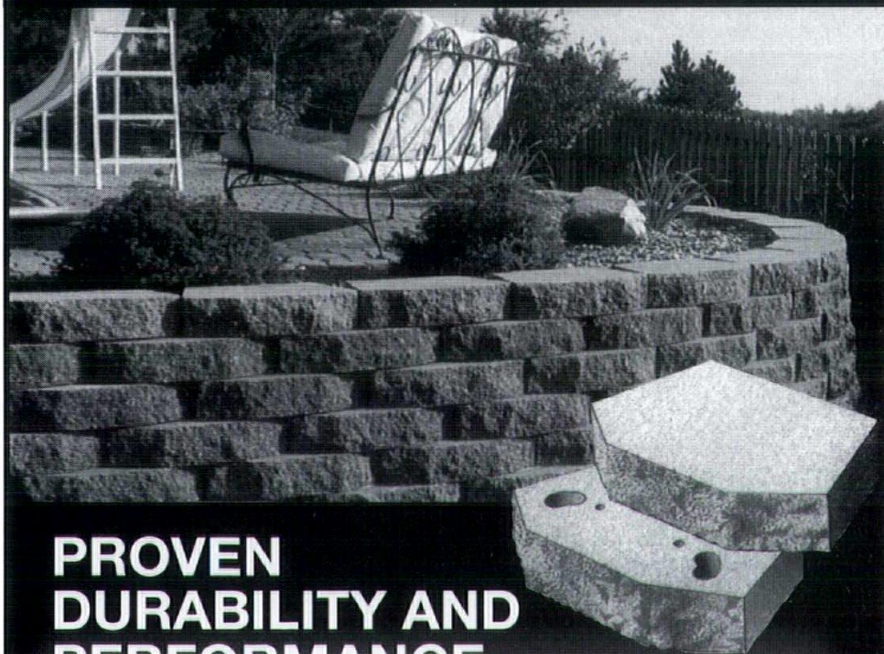
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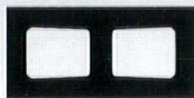
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could either load the program I brought with me or we could try to download one from the Net. Ninety minutes later we tired of the Museum of Modern Art and loaded my program.

The Net dwarfs television. Video games and shopping combined as the ultimate black hole of time.

### Conclusion

Get a basic account, e-mail at least, on the Net as soon as possible. Do not wait. Do not pass go. Like all other forms of automation, there is a learning curve, the sooner you get over it the sooner you add another weapon to your arsenal. How many overnight delivery charges does it take to cover the \$30 per month access charge. Next, for the same reasons get everyone you do business with on the Net. The more organizations you do business with that are on the Net, the more everyone benefits.

Don't be in a huge hurry to invest a lot of time or money into a home page if you are hoping to snag a ton of new clients. If, on the other hand, you view a home page as an "electronic" business card, a way to create a 24-hour presence and image, and the initial expense of \$300 to \$1,500 for setup plus \$40 to \$200 a month for maintenance acceptable, then get on with it. Even a one-person office can create a wonderful impression with a home page.

In spite of everything you've heard, the Net will not make or break your business. It does, however, provide a number of new cost-effective ways to handle information flow between staff, clients, consultants and services.

♦ *James M. Handsel, AIA, is president of James M. Handsel and Associates, a firm which specializes in office automation systems. Handsel is chairman of the AIA Honolulu Computer-aided Practice Committee, which focuses on supporting the design and construction communities through the process of converting from a manual practice to an automated practice.*

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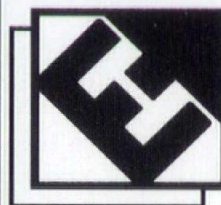


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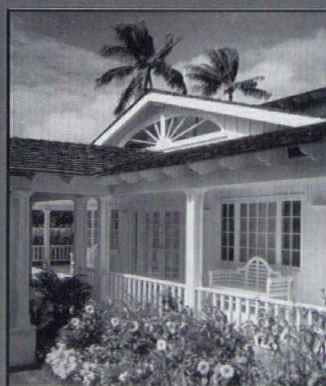


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## Statute of Repose

by Michael D. Tom, J.D.

In the January 1995 issue of *Hawaii Pacific Architecture*, my partner, Brad Petrus, wrote an article titled "Hawaii's Builder's Statute." The article focused upon Section 657-8 of the Hawaii Revised Statutes, which provides immunity from suit for those involved in the "planning, design ... construction, supervision and administering of construction and observation of construction" upon the expiration of 10 years after the completion of an improvement. An affidavit of publication and notice of completion filed with the circuit court in which the improvement is located is prima-facie evidence of the date of completion.

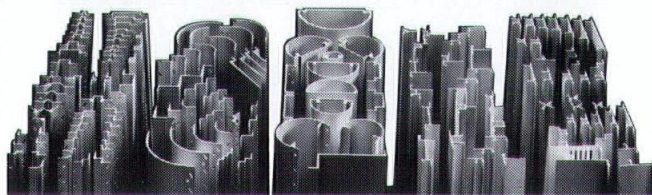
As we begin the new year, we have a tendency to clear our offices of dated materials and old files and documents, a worthy and worthwhile endeavor. However, if documents relating to projects completed less than 10 years ago are destroyed, there is a very real risk that you may find yourself handicapped in the event that a lawsuit is filed arising out of your "planning" or "design" of a project.

Far fetched? Tell that to the architect and engineers who designed a high-rise Waikiki condominium. They were sued the day before the 10-year anniversary of the completion of the condominium. Rather

than be pack rats, they had destroyed their documents pursuant to an orderly document retention program. They found themselves handicapped without their project documents.

This article does not suggest that you keep your documents for any particular amount of time. However, having a document retention policy that reflects the statute of repose is advisable.

♦ Michael D. Tom, J.D., is a partner in the law firm Tom & Petrus. Educated as a civil and structural engineer, his practice focuses on the construction industry.



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## State Official Calls for Design Professionalism

by Sam Callejo, P.E.

**P**rofessionalism ... architects and engineers ... quality-based selection ... errors and omissions ... change orders ... litigation ... customer/client ... taxpayer ... you and me! Do these words look familiar? I'm sure they do, but in what context of your everyday life have you come upon these words? I am adding a couple more words, like "communication" and "partnering" to the list.

My main objective at the Department of Accounting and General Services is to work with design professionals and construction industry members to provide taxpayers—you and me—the best product for the number of dollars spent.

In the past couple of months, I've talked to architects, engineers and contractors, and have mentioned the need for all of us to work together and perform at the level of professionalism that we are trained and being paid for. I have said that I don't expect industry members to treat the state any differently than any other clients. I have informed the architectural and engineering communities that the state will go after design professionals' errors and omissions insurance if an error is made. The state will no longer pay for design professionals' mistakes.

I've asked the construction industry to "clean up its act." State officials will be looking into ways to debar contractors from bidding if they continue to create problems and cost the state time and money through litigation as their normal operating methods. This is not meant to be a threat, rather, it is meant to create a more productive working relationship between the state, design professionals and the construction industry. The state will no longer bail out design profes-

sionals and construction industry members when they make errors.

Do a good set of design documents, and the state will get good bids and a quality project. Do a bum job, and you won't get any more DAGS work and you will be informed of where and what your shortcomings are.

I've invited design professionals and construction industry members to give me a call whenever they have had something to discuss or complain about. Some people have already taken me up on this; and I appreciate it.

We've had discussions with the Consulting Engineers Council of Hawaii, Hawaii Construction Industry Association, General Contractors Association and representatives of the American Institute of Architects Hawaii State Council. In addition, I also have had one-on-one talks with some people to share with them the DAGS staff findings as it relates to the professional's performance.

Some of the topics discussed included the architects/engineers fee schedule, current bond law and how it affects subcontractors, permitting of projects, Chapter 104 of the Hawaii Revised Statutes regarding minimum wages, determination of architectural and engineering liability and the number and types of jobs DAGS will be putting out this year.

I look forward to continuing this open dialogue between all of you, myself, DAGS staff and all state agencies to ensure that we provide our citizens the "biggest bang for the buck."

♦ Sam Callejo, a professional engineer, is the Hawaii state comptroller for the Department of Accounting and General Services.

## ASID Sample Sale

Following the success of last year's inaugural sample sale, the American Society of Interior Designers has announced it will hold its second event Jan. 27 at the Gentry Pacific Design Center.

The event is a way for Hawaii's interior designers to clear their showrooms and warehouses of samples and excess inventories. During the previous sale, items sold included candlesticks, lamps, chairs, carpet, paintings, a grand piano and a broad range of other furnishings.

The sale, to be held from 8 a.m. to 4 p.m. on the second floor of the Gentry Pacific Design Center, is also a fundraiser for the local ASID chapter.

## Five Firms Receive Honors from Navy

Navy officials presented certificates to five firms for outstanding work during the previous year at the annual Architects/Engineers Pacific Division Symposium. Those winning awards included Control-Point Surveying and Engineering for its work surveying the boundaries of the model clearance site on Kahoolawe, and Russell Moy, Architect, for his design of the facility repairs for the U.S. Army Reserve Center in American Samoa.

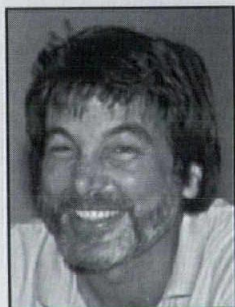
Awards also were given to Thermal Engineering Corporation for IMA Expansion at the submarine base at Pearl Harbor and to Danilo D. Lopez Associates for the preparation of programming documents required for a variety of military construction projects.

The last two awards were presented to Spencer Mason Architects Inc. for the firm's work in producing a comprehensive neighborhood plan for COMFLEACT in Chinhae, Republic of Korea,

and for its work on the bid documents for the new 176,000-square-foot Navy Exchange Distribution Center, currently under construction near the intersection of Valkenburg and Bougainville.

The awards were presented by Erik Takai, head of Pacific Division, Naval Facilities Engineering Command. Each firm was praised for its ability to get projects done well, within budget and under often very compressed time constraints. The common theme of speed and performance was one that echoed the keynote address of Admiral Dames, speaker for the symposium.

## New Officers Named for AIA Chapters



August Percha

New officers took the helms of both the American Institute of Architects-Honolulu Chapter and AIA-Maui with the start of 1996. August Percha, AIA, opens his year as president of the 52-member Maui Chapter with Francis Skowronski, AIA, president-elect; second-year

treasurer Richard Miyabara, AIA; and newly elected secretary Eric Taniguchi, AIA.

During 1996 the Honolulu Chapter is headed by Barry John Baker, AIA, a professor at the University of Hawaii School of Architecture. He is joined on the Executive Committee of the 800-member Honolulu group by president-elect Dan Chun, AIA, second-year secretary Doug Luna, AIA, and new treasurer Ann Kutaka, AIA. The Hawaii Island Section, which is

part of the Honolulu Chapter, is represented on the Chapter Board by Robert Nespor, AIA.

## Patkau to Speak at January GMM

John Patkau, a principal in the architecture Patkau Architects, a Vancouver, British Columbia, Canada-based firm, will be the guest speaker at the American Institute of Architects Honolulu Chapter general membership meeting Jan. 18.

The meeting will be held in the Dole Ballroom at the Dole Cannery, 735 Iwilei Road. The no-host cocktail hour with pasta bar will begin at 5:30 p.m. The program will follow at 6:30 p.m.

Patkau is a fellow of the Royal Architectural Institute of Canada and a recipient of the RAIC Medal.

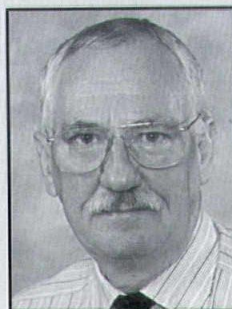
He received three degrees from the University of Manitoba, including a master of architecture, bachelor of environmental studies and bachelor of arts.

During 1995, Patkau was the Eliot Noyes Professor of Architecture (visiting professor) at the Graduate School of Design at Harvard University and a visiting professor for the John Dinkeloo Memorial Lecture at the College of Architecture and Urban Planning, University of Michigan.

He was previously a visiting professor, juror and critic at several other universities during the past 15 years and has an extensive list of publications to his credit.

Some of his notable projects include the Strawberry Vale School, Newton Library, Barnes House, Seabird Island School and the Canadian Clay and Glass Gallery.

For more information on the event, contact the AIA Honolulu Chapter office, 545-4AIA.



Barry John Baker

## Replica of a Frank Lloyd Wright Hemicycle Home Finished

A replica of a 1950s Frank Lloyd Wright-designed hemicycle home has been completed in Waimea on the island of Hawaii. In 1992, two craftsmen were commissioned by Sanderson Sims of Honolulu to build the 3,700-square-foot home.

The first of Wright's hemicycle designs appeared in 1944. The hemicycle, or half-circle, is noted for its bermed backside which acts as a protective wind shield and its solar-receptive frontside, with floor-to-ceiling glass windows that span the radius.

According to builder Sims, "The goal in constructing this home has been to ensure that the design remains as authentic as possible." A great admirer of Wright, Sims is making the home available for special functions that further the teachings of Taliesin. A special retreat titled "Living With Frank Lloyd Wright" is scheduled to take place on-site June 16-21.

Presented by John and Kay Rattenbury of The Taliesin Fellowship, the program will provide a discussion of Wright's architecture and philosophy. Through the use of slides, photographs, video and audio tapes, the Rattenburys will share their personal stories and bring to life the rich experiences they have had in living and working at Taliesin with the Wrights.

The Rattenburys came to Taliesin in their youth to live, work and study. Both of them continue to foster that legacy at Taliesin West in Scottsdale, Ariz., where John is a senior architect and Kay is an interior designer and painter.

An introductory session takes place

June 16, from 6 to 8 p.m. at the Parker School Auditorium in Waimea. The cost is \$20. To register, contact Olga Nichols at the Parker School Community Education Department, (808) 885-1539.

A special in-depth, five-day educational program follows at the Wright home in Waimea. The June 17-21 course is open to 20 participants and includes daily gourmet lunches, sight-seeing excursions and a formal dinner celebration on the final evening. Tuition is \$975 and reservations are required by March 15.

More information on the course can be obtained from Susanne Sims at The New Millennium Institute, (808) 593-2297; or fax: (808) 593-2640; address: 1170 Waimanu Street; Honolulu, Hawaii 96814; E-mail: nmi@pixi.com Website: <http://www.pixi.com/nmi>

## Executive Vice President Named for BIA



**Patrick T. Kubota**

Patrick T. Kubota, a former treasurer and director of the Building Industry Association of Hawaii, has been named executive vice president of the Association, according to Ronald York, immediate past president. He replaces Elroy Chun, who has retired from BIA after serving as its head for 17 years.

Kubota, a certified public accountant and real estate broker, was previously a research analyst for Honolulu City Councilman Mufi Hannemann. Kubota was assigned to zoning, housing and budget and finance, in addition to issues affecting Waipahu.

Prior to his council staff position, Kubota was with Coopers & Lybrand

L.L.P. and the Japan-based Taiyo Hawaii Company Ltd. He also served during the past 20 years as a real estate developer and business administrator.

The 600-member BIA is affiliated with the National Association of Home Builders, the largest building industry organization in the United States.

## Yanoviak Receives 1995 Bradley Award



**Andrew Charles Yanoviak**

Andrew Charles Yanoviak, AIA, was presented the second annual Gordon Bradley Humanitarian Award at the American Institute of Architects Honolulu Chapter installation banquet. The award was established to honor an architect for outstanding contributions to the community.

Yanoviak was recognized for his lifelong commitment to these principles. He is the founder and current president of the Save Mount Olomana Association and was co-founder of Save Our Bays and Beaches.

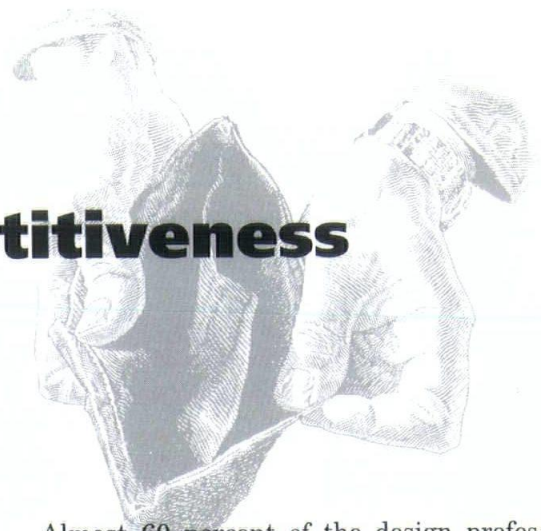
He has been active in many other organizations, many based in, or concerned with, Kailua, Oahu. These include the Kawainui Heritage Foundation, Kailua Gateway Advisory Task Force, Windward Environmental Coalition and the Kaneohe Bay Task Force.

On a professional level, Yanoviak recently served as president of the Construction Specifications Institute and on the American Planning Association/Hawaii Chapter Executive Committee. He has been very active on building code issues both locally and nationally and is one of the five national AIA Steering Committee members of the Building Performance and Regulations Committee which has been making great progress in achieving a national model building code.

Foreign projects lost due to Hawaii's regulations

## GE Tax Hinders Competitiveness

by Glenn Mason, AIA



In 1994 Hawaii's farms produced fruits of all kinds with a total farm value of \$102.5 million. Long recognized as a source of income for the state and jobs for our citizens, the export of fruit, as is true for all goods, is not subject to the state general excise tax burden when sold in export. Export goods not being taxed is a logical method of enabling Hawaii to compete in the world agricultural market.

In 1994 Hawaii's architects, engineers, planners and landscape architects grossed at least double the income made from fruit production and exported design services which brought almost \$30 million into the state's economy from foreign sources. The design profession, however, like most other service industries in Hawaii, is still hindered by a 4 percent general excise tax, which virtually none of its competitors have to pay.

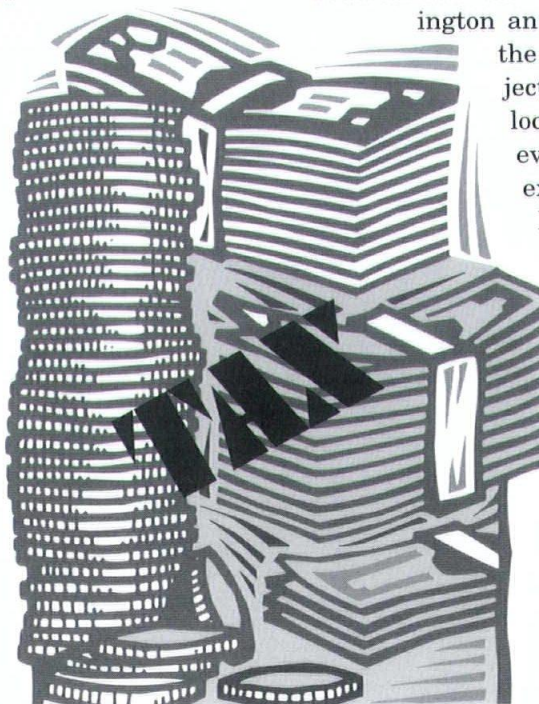
Hawaii has changed from a goods-producing economy to one dependent on the tourism service industry and federal expenditures—largely military spending—which do not require the export of a hard product. Although the service industry of our economy long ago outstripped goods production as an income producer for the state, the tax code has not been modified to reflect this obvious fact.

Almost 60 percent of the design professionals who do work overseas are confident they have lost work in those foreign markets because of the state general excise tax, according to a recent survey conducted for the American Institute of Architects Hawaii State Council and the Consulting Engineers Council of Hawaii. The survey is one of the tools used by a task force which is looking for ways to increase the competitiveness of Hawaii's design community in the international arena.

According to Wes Deguchi, AIA, chairman of the task force, "The international market for design services is large, yet very competitive. Many of our competitors for those markets have far lower tax and labor costs than Hawaii firms." Some of the fiercest competition is from firms based in Australia, New Zealand and the states of Oregon, Washington and California, as well as

the home nations of the projects. In only one of these locations is there anything even close to the general excise tax levied on Hawaii firms — in Washington, a business and occupancy tax of 2.5 percent is charged on firms' gross revenues.

"Given the competitive nature of the market, the 4 percent excise tax can very easily be the difference between landing a project and watching another firm take jobs away from Hawaii



firms," according to Francis Oda, AIA, chairman of the board of Group 70 International, a leading Hawaii architectural firm. Oda added, "many of our foreign clients are simply incredulous that such a tax must be paid."

Hawaii's design professions are highly competitive locally and internationally. One of the chief "products" this sector of the service industry has to offer is knowledge about, and experience with, resort design, which is respected throughout the world. The potential of service industries to export their services—their expertise—and to bring money and jobs to Hawaii was part of the reason the 1989 Tax Review Commission recommended that the general excise tax exemption on exports be extended to include services.

Although to date the recommendation has not been implemented, Gov. Cayetano has expressed support for the concept and the Department of Business, Economic Development and Tourism has committed itself to seeing the exemption extension implemented. The AIA Hawaii State Council has made the issue of a general excise tax exemption for foreign work its highest legislative priority in 1996. It will be a tough sell in a year when tax revenue shortfalls will continue to be a significant concern to the state. However, if this economy is ever to be competitive, it must support its service industries as it supported agriculture in the past.

The general excise tax exemption is only one of many things the state can do to help the design industry and other service industries create jobs for highly trained professionals. It is a necessary first step in diversifying our economy by building on a well-established industry that has already proved its mettle in the international arena.

♦ Glenn Mason, AIA, is 1996 president-elect for the American Institute of Architects Hawaii State Council.

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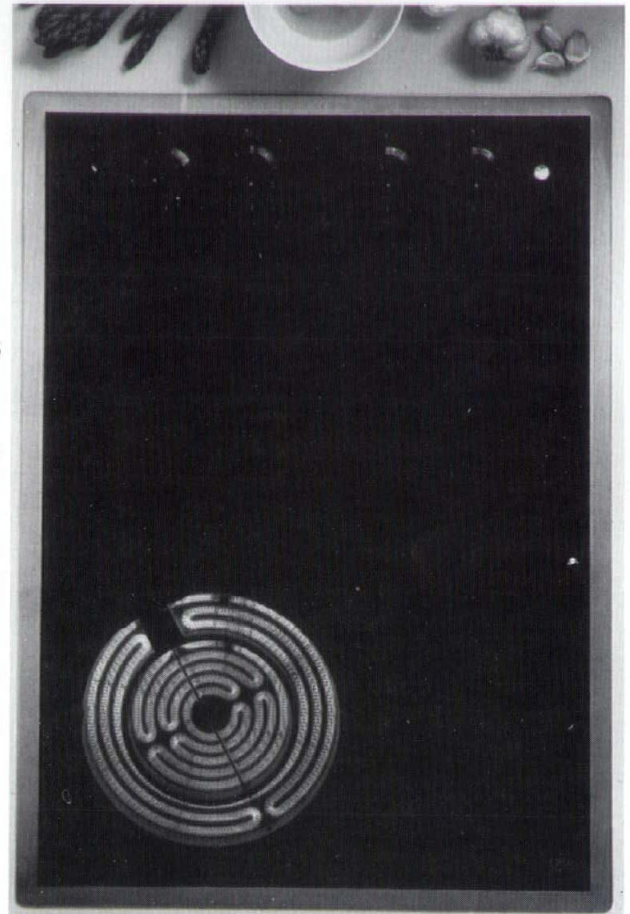
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## Conducting Business in China

by Charles Lau, AIA

**AM Partners has received approval to proceed with the design of this mixed-use residential, commercial and club house project in Beijing, below, and ground breaking will soon take place for this mixed-use office/retail high-rise in Guangzhou, inset.**

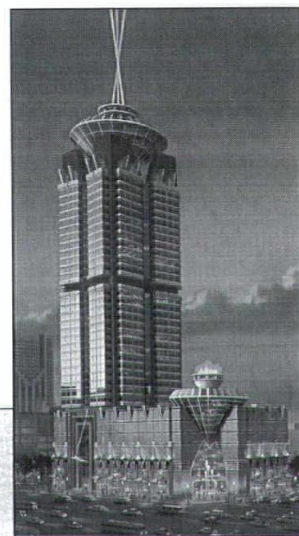
**C**onducting architectural business in China requires a lot of patience. Relationship-building is fundamental in Chinese society and has been for centuries. Those who have done business in China understand that without relationships or more pointedly, without the appropriate connections, progress cannot occur.

AM Partners Inc. was founded 10 years ago to develop a project in Xian, China's capital. The client owned a travel agency which has done business with the China Travel Bureau since China opened its door to foreign travelers.

Both parties thought it would be a great idea to build a theater restaurant to house one of the city's award-winning dance troupes to provide dinner shows as entertainment. At that time, and to a great extent even today, throughout most parts of China, there is not

much activity after historical sightseeing in Xian. So, given the timely circumstances, we were ready to tap into a unique project.

It took two years just to get the project started or more precisely, to break ground. It takes a great deal of work to make an idea a reality in China. At that time extensive travel back and forth was required and there were an endless number of meetings to attend. The first negotiation session took 11 days. It was then that the enormity of the commitment to the client was realized. Perseverance was the only possible choice.



China is experiencing rapid growth. Due to the discovery and unearthing of the Qin Dynasty Terra Cotta soldiers, which were created more than 2,000 years ago, Xian has become a boom town of visitors from throughout China and the world. Within recent months, hotel and restaurant services have greatly improved.

More Chinese are gearing up to participate in the international marketplace. English is common in the larger cities and awareness of foreigners doing business in China is increasing. Governmental procedures also are changing very quickly, including architectural submittal requirements and code requirements.

One has to be committed to availing oneself of the most current information in order to stay ahead.

Although everything is based on relationships, it is still crucial to get documents signed. Even though most terms in the codes are negotiable, it does not mean a step in the process can be eliminated.

Even with relationships there are no guarantees. In the United States, professionals take for granted that they are protected by business law. However, in China, a letter of intent is something written as commonly as a memo. Moreover, although one must insist on a contract, a signed contract in China is not watertight.

Some analysts have said the biggest reason for American businesses failing to procure contracts with their Chinese counterparts is that the Americans cannot endure the silence that may come while waiting for the Chinese businesses to commit. Americans frequently will give in from impatience and the habit of expecting quick results. The Chinese sense of immediacy is altogether a different thing from the American's perspective. For the Chinese, patience really is a virtue. It is what is not spoken that is heard the loudest.

Often an opportunity to embark on a project arises out of a long-term relationship between two parties who have been involved in business ventures during the recent growth years of China. In fact, their previous ventures may have had nothing to do with construction or development. Often, both parties have earned money and decided to invest in real estate development projects such as hotels or office buildings.

In this type of scenario neither side has any experience in development, and therefore



**Construction is well underway for Windsor Park, an AM Partners-designed project in Shanghai, China.**

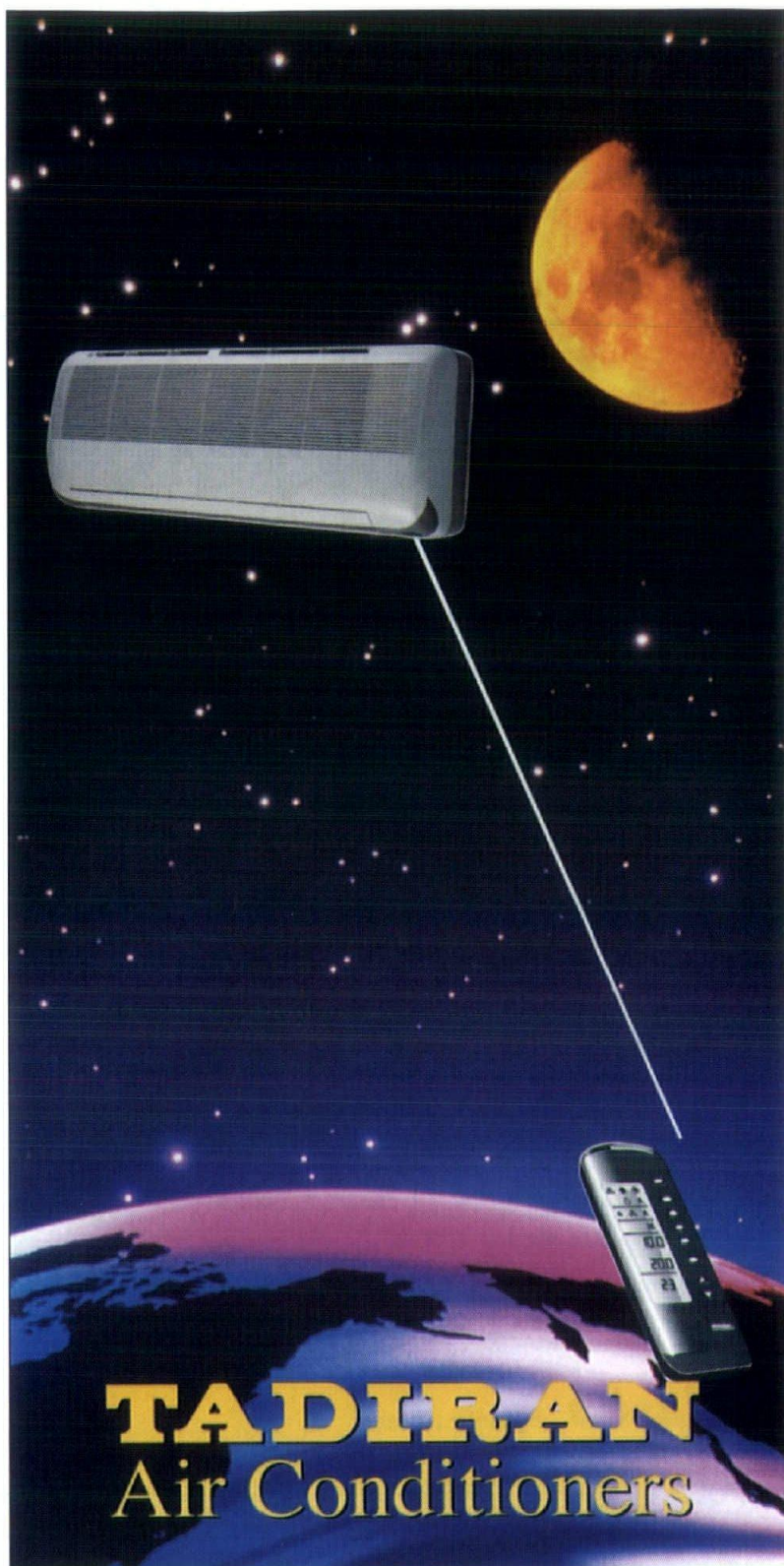
they usually do not understand the task in front of them. Usually they have the business acumen, but project development is new to them, and consequently it takes a lot of guidance to develop a project.

On the other hand, these new ventures tend to have established relationships with government agencies like the Department of Construction and may have easier access to site information and availability. The parties involved have the connections, but are unfamiliar with the steps that follow. Chinese doing business with foreign investors expect commitments before research has been conducted to see whether a project is feasible or not. This is another difference between developing a project in the United States and developing one in China.

In the United States, we tend to want the facts up front, and then make a decision on whether or not a commitment is forthcoming.

**Luxury villas will be featured in China's Windsor Park.**





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**The stairway railing enhances the beauty of this dwelling in Windsor Park, Shanghai, China.**

In China, one may experience a lot of expectations from the Chinese partner before any research has actually occurred. This difference may compound itself and result in misunderstandings that could lead to confusion and setbacks.

In the United States, we are accustomed to having published standardized code information which is used to ascertain the physical viability of building on a site. These regulations by all intents and purposes are not negotiable. Conversely in China, although this type of information is published, most of the city zoning code requirements are negotiable.

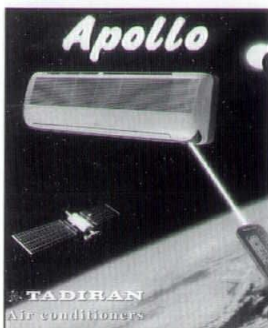
These negotiations are done between the owner and government agencies. In the United States, the architect represents the owner in the submittal of an application for variance. In China, everything depends on the relationship between the owner and governmental agencies. Again, progress depends on the relationships that have been fostered.

↔ *Charles Lau, AIA, is president of AM Partners Inc., a firm which currently is designing approximately 2 million square feet of projects in China.*

## New Products

### TADCO Previews Innovative Air Conditioning Systems

**A** ductless/split air conditioning system, by TADIRAN, was recently introduced in Hawaii by TADCO Inc. Although the name is new to the state, TADIRAN is well-known throughout the mainland, Europe and the Middle East for its highly efficient, quiet, state-of-the-art air conditioning equipment. To date, more than 1.5 million units have been installed worldwide.

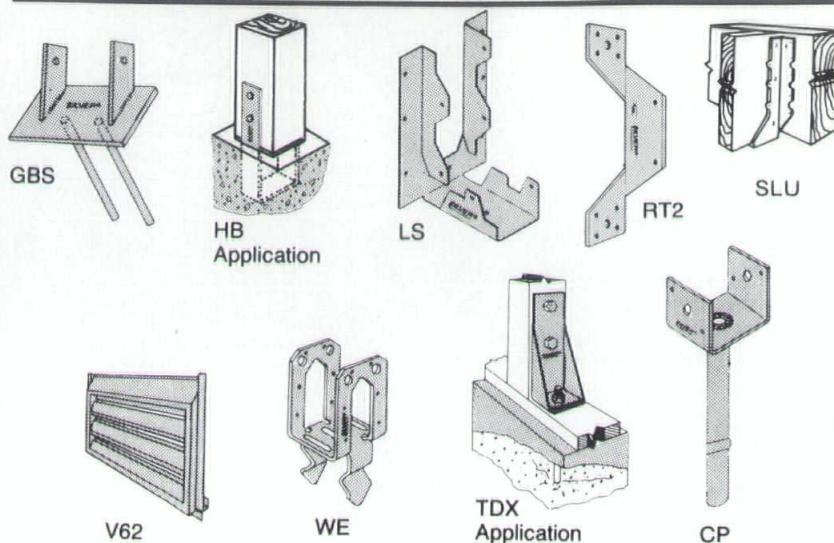


A wide range of capacity options are available including floor, wall and ceiling mounts. Each indoor unit comes with its own remote control and programmable timer for added energy savings. Multiple units (up to five evaporators) can be operated independently from one single condenser unit. This option simplifies design and installation while reducing cost and noise level.

A leading manufacturer of defense and aerospace equipment, TADIRAN uses advanced defense technology in the development and manufacture of innovative products for the consumer market. The company, which was established in 1960, is located in Tel Aviv, Israel.

The result of this technology transfer is a high-tech, microcomputer-controlled ductless air conditioning system with high energy efficiency, very low noise level and ease of installation. The indoor evaporator units feature a soft, rounded design with a pleasing color scheme.

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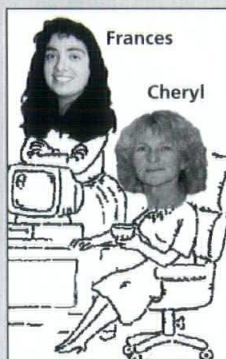
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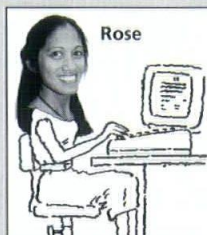


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## 1996 HPA Editorial Calendar

*Hawaii Pacific Architecture* will feature specific topics throughout 1996. To contribute editorial material to the publication call 621-8200, Ext. 237 or send a fax to 622-3025.

### FEBRUARY

**Oceanic Architecture** We will focus on traditional and modern architecture in the Pacific, highlighting island cultures.

Secondary Focus: **Waterproofing**

### MARCH

**Streetscapes** This issue will explore the unique trees in Hawaii. We will talk to the president of the Outdoor Circle and discuss the latest landscape trends.

Secondary Focus: **Flooring and Wall-coverings**

### APRIL

**Public Buildings** Various schools, libraries and other public buildings will be reviewed and we will discuss art in public places.

Secondary Focus: **Cladding: Interior and Exterior**

### MAY

**Private and Commercial Buildings**

Designing restaurants, office buildings and private non-government spaces will be the focus of this issue.

Secondary Focus: **Paints and Coatings**

### JUNE

**Residential Architecture** Japanese sensitivities and strategies in Hawaiian residential architecture will be discussed. Also, 1995 Parade of Homes' winners will be examined and we will give an update on the 1996 Parade which begins June 15.

Secondary Focus: **Financing: The Big Picture**

### JULY

**Wood in Architecture** We take a look at what's happening in the wood products' market and types of wood finishes available for today's uses.

Secondary Focus: **Cabinets and Countertops**

# A New Generation of Leaders.

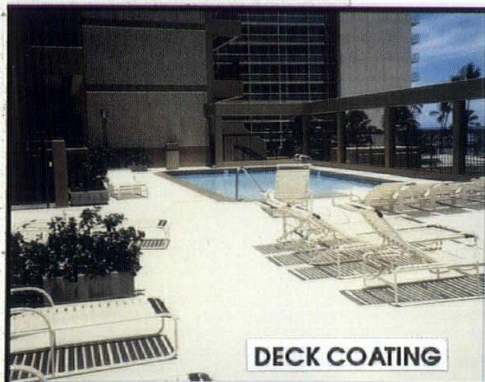


Heading a team of over 40 technicians are left to right:  
Alvin Nishikawa, Ken Matusumura, John Kobayashi,  
Al Gardner, Steve Kramer, and Jim Hiramatsu

## Meet Alvin Nishikawa.



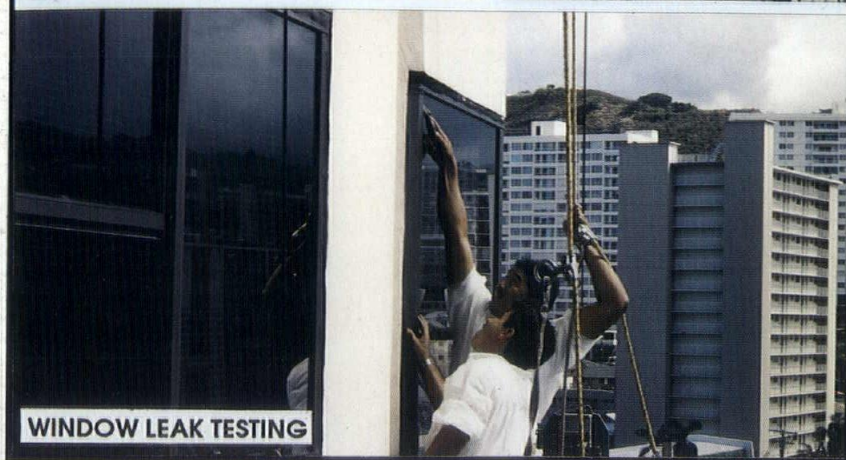
Alvin is Vice President of The American Coating Company. He is in charge of all field and estimating operations. Previously, Alvin was employed with an engineering firm in Chicago and Honolulu where he focused primarily on restoration and water infiltration problems. Alvin holds a M.S. and B.S. in Engineering from Purdue University.



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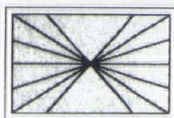


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