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The following was written by an Arizona supplier of acoustical materials. It struck your Editorial Board as a well-written presentation of one side of the picture. Whether or not the conditions the author ascribes to Phoenix and Tucson have any similarity to the Missouri-Kansas area must be up to the reader to decide. Your comments on Mr. Larabell’s remarks are, as usual, invited by SKYLINES.
VERSATILE

Prepared by BUILDEX, INC.
Phone CHerry 2-2177, OTTAWA, KANSAS
There seems to be a day-to-day struggle to determine who controls the construction project — the architect or the contractor. Who calls the shots? Who makes the decisions? Who controls approvals and substitutions? Who gives while the other takes? In whom does the owner place final authority and confidence? Whose interpretations of drawings and specifications shall prevail? A decision is made on each and every job as to who will control that job — the architect or the general contractor.

Sometimes the decision of control is made before drawings and specifications are started. When an owner, speculative builder or general contractor selects an architect who will serve as his draftsman (nothing more nor less), this becomes apparent from the inception of the project. The architect has laid his self respect on the table with his relinquishment of authority; he accepts a reduced fee as, with his tail between his legs, he denies himself the selection of materials, the determination of specifications, and the duties of inspection and supervision. For those architects, and on those jobs where the architect has so prostituted himself, the battle is lost; an alert salesman will recognize the futility and fruitlessness of efforts on such a project and will spend his time elsewhere. (There are, of course, cases where a responsible architect inadvertently finds himself involved in a situation from which he learns a valuable lesson and which he is able to avoid in the future.)

In most instances, however, the battle is a day-to-day, job-to-job, decision-to-decision struggle. True, certain patterns quickly develop. By discussing this subject with construction people from various parts of the nation, it is easy to determine a pattern by locale. In some areas, the architects stand shoulder to shoulder and courageously resist all efforts to encroach upon their duties and authorities; they will not accept a job without supervision; they will not reduce their fees; they will not perform free preliminary work for speculators; they write base bid or closed specifications and will not approve substitutions after award of prime contracts; they insist on an approved list of subcontractors being submitted with the bid, etc.

In many other locales — particularly in the smaller cities — the contractors have obviously gained full control; the architectural specifications merely serve as a reference or guide; material submittals are merely a matter of form to be accomplished after the post-contract shopping antics are completed; sub-standard materials and workmanship prevail, since the contractor, not the architect, sets the standards of acceptance. If an architect attempts to take a stand, he suddenly finds his jobs overwhelmed with problems and requests for extras and then he finds that new jobs he puts out for bids mysteriously — but invariably — are bid over budget.

With some notable exceptions, it appears that Tucson is rather deeply buried in such a morass. Phoenix, on the other hand, though far from being a land of architectural control, has offered more resistance to dictatorship by contractors.
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In Phoenix, then, I feel that we have an opportunity to join in this battle for control. It is true that some architectural and engineering offices have won their battle already by employing intelligent and exacting specifications and backing them with hard-nosed determination, rigid inspection, and job supervision. Unfortunately, it is also true that some architects and engineers here have already lost their battle (and in many cases they will never again be in a position to take a stand). By prostituting themselves to speculative builders, by serving as mere draftsmen to general contractors, by writing willy-nilly specifications and allowing free-for-all substitutions, these people have lost self-respect that they may never regain. Except for these few unfortunate souls, and (and they will all eventually find their way to working on the drafting board for someone else), the architects of Phoenix are facing that day-to-day battle either to maintain their position of respect or to gain such a position. It is to these people that I feel the responsible suppliers and subcontractors have something of value to offer.

The supplier or sub-contractor cannot remain neutral in this battle. Certainly, he is more akin to the general contractor and, yet, if he has the intestinal fortitude and intelligence required, he can join the armies of the architects. Certainly, the appeal is where the money appears, i.e., with the general contractors, and yet the moral sympathies are with the architect. Certainly, by associating himself with the architectural interests, the sub-contractor alienates himself with the general contractor and loses the opportunity for that “last look” at the bids, or loses the chance to do that occasional “fat” job which the G.C. offers as plum for his cooperative list of subs. And yet, there are long-range rewards for architectural service, too.

In short, the route of hand-holding with general contractors is a well-traveled road and is posted and lighted all the way; while the architectural service path is narrow, dim and frustrating. If a sub likes the easy way, and likes lots of company, he enters the armies of bid-crazed volume contractors who play “chicken” along the drag-strip to bankruptcy, as the G.C.’s. entice them onward for that one “last look.” On the other hand, there’s very little encouragement along the dim path of architectural service; on the contrary, you are slapped down, rebuffed, frustrated, falsely accused and viewed with the greatest suspicion and distrust. It must be masochism that leads us to select this latter route.

This, then, is the greatest problem facing a firm or individual who has elected to travel the route of architectural service — ACCEPTANCE. The architects and engineers are more than hesitant — they are reluctant to accept service from “sales” people; they are more than dubious — they are downright suspicious of these people. Unfortunately, they have every right in the world to feel this way, especially in Arizona. For every firm that legitimately wishes to build a long range reputation for architectural service and quality materials and workmanship, there are thirty or forty outfits who invade architectural offices to oversell and misrepresent
their products. For every individual who has consecrated his specialized efforts toward the goal of better architecture and construction, there are fifty or sixty opportunists fast-talking themselves into situations of misplaced confidences. Arizona, in particular, during its heyday of boom-town land of promise, has been overrun by these leeches to legitimate architectural service people.

Now, let us make just one very plausible assumption. Let us assume that architects and engineers really do want the services of legitimate architectural servicing firms and individuals. The assumption is logical for two reasons: 1. They need the knowledgeable backing of such people in fighting their day to day battle for job control; 2. They need the information these people can provide as to new methods of construction, new products, proper integration of specialty products into building construction, and, most of all, technical information fields in which the architect simply is not thoroughly schooled or trained. With this assumption in mind, then, it becomes necessary to have some method of screening the hordes of people who call on architectural firms daily; it becomes necessary to find some formula for evaluating the people who claim that they want to "be of service" to an architectural or engineering firm. Following are some thoughts along this line which I have developed over the years in not only calling upon architects and engineers but also in interviewing, training and evaluating men for such positions. We realize the dangers of categorizing and we certainly are not so egotistical as to be didactic, but we believe that the following key word method pretty well separates the worthy from the unworthy in the field of architectural service men.

A good architectural service man will have the following characteristics:

Specialization
Expressiveness
Reputation
Vitality of product
Integrity
Construction experience
Enthusiasm
SPECIALIZATION: An architect finds himself knowing a little about a lot of products in the building industry. It is far beyond the capabilities of an architect to know a lot about most building products. Thus the architect needs, from day to day, the advice and assistance of men who specialize in certain products or types of construction. He needs to refer his problems to someone who knows more than what is printed in the particular brochures in Sweets. He needs specialists, in the true sense of the word, in many categories of materials or types of construction. A man who has the training and experience to serve in his field as a specialist is easily recognized by his responses to certain key questions or problems involving his field. By the same token, the person who claims to be a specialist in many fields usually turns out to be nothing but a peddler offering limited knowledge in all of his products.

EXPRESSIVENESS: Architects quickly learn to beware of the glib-tongued fast-talking sales representative who presents his product with a "canned" presentation speech, complete with rehearsed demonstrations, tied-in props and visual aids. Usually this man and his product are just as artificial and insincere as their "canned" presentation. Actually, the salesman, as such, is completely misplaced in the architectural and engineering fields. A good architectural service man will be able to show his product and explain its functions spontaneously and naturally; the test of his effective expressiveness is his ability to interrupt his presentation to intelligently answer your questions. In short, if a man sounds like a salesman, he usually isn't the man you want.

REPUTATION: This is a little tough and a trifle unfair to the new man in an area or a given field, but an architect should check out the men in whom he plans to place confidence just as thoroughly as he would check out an applicant for a job in his office. The architectural and engineering professions are a pretty closely-knit brotherhood. Ask the sales representative for a list of those who have used his products or his services; then a simple phone call to a fellow architect may not always establish the validity of a good reputation, but it almost always reveals the bad reputations.

VITALITY OF PRODUCT: A good architectural service man can often be spotted by the products or people he represents. There is such a gaping void in the field of good architectural representatives, that good products, worth-while franchises, new and progressive ideas and methods of construction, almost always are assigned to limited number of good architectural service firms in your area. Architects are fully aware how this happens, for they are the very people from whom the manufacturers seek advice as to the best distributor or representative in the area. By the same token, if a distributor has a line of "Me-too'ers," cheap substitutes or unknowns, it usually brands him as a sub-standard representative.

INTEGRITY: It is axiomatic to say that you must be able to trust the representative upon whom you are relying. He must prove his truthfulness
to the extent of recommending competitive products where they are a better application than his own products. He must be quick to point out the limitations and shortcomings of his product. Rather than offering his products as a panacea, he must thoroughly study the particular needs of the project under consideration before making his recommendations. When he states performance data, cost structures, competitiveness, or proper applications, you must be able to accept these recommendations as gospel truth. By the same token, so long as a representative has remained truthful with you, you should automatically exonerate him from malicious accusations hurled at him by green-eyed competitors. A good architectural representative has his eyes too firmly fixed on a long and happy future relationship with you to gamble the loss of your account for the sake of one order, regardless of size.

CONSTRUCTION EXPERIENCE: Up to this point in our evaluation, a manufacturer's man or factory representative normally could fill all of the qualifications. If such a man is so outstanding in the foregoing evaluations, you may wish to bypass this qualification. Given a choice, however, it is apparent that the representatives of local sub-contracting firms are a more authoritative source (as to price structures, local design or code requirements, jurisdictional problems, actual labor costs, etc.) than are the factory representatives. Moreover, this group of people is generally less transient, less subject to transfer or job changing, and more concerned with civic pride and local reputation than are the direct representatives of manufacturers.

ENTHUSIASM: Finally, a good architectural representative will be so enthused about his products, so convinced that he has something very special just for you, so anxious to be of service to you, that he will be obvious to you on your very first meeting. The man might be an incurable stutterer, he may be a sloppy dresser, he may make the poorest product presentation that you ever heard, but his enthusiasm and exuberance will radiate through to you. And this enthusiasm is not a false token — the very desire to be of service, to offer you better products and workmanship, to make a true and accurate material analysis for you, to find the best application for the product under discussion, to be honest and thorough with you — this very desire is ninety percent of the battle. So don't be afraid of your emotions: if you instinctively feel that the man you have selected is the right man, you are usually right.

We have spent some time in discussing the qualifications of good architectural service men and method of screening them. This may be a much more important topic than most architects are willing to acknowledge. Many architects are just plain gun-shy and anti-social as far as sales people are concerned; they have undoubtedly been stung several times and are not taking any more chances. Other architects are just plain naive and too easily sold a bill of goods; this type can go on for years witho
getting badly stung, because they usually don’t stick to their specifications anyhow. Most architects, however, realize the urgent need for architectural service men upon whom they can rely; they would like to have two or three such men available to them in each phase of sub-contracting or every type of material. With these men on their side, architects can write more intelligent specifications with authoritative backing; they can take a stand with the realization that their source of information can be considered honest and authoritative; they can use new materials and new methods of construction with a feeling of security.

NYONE CAN BE AN ARCHITECT

It's a wide-open field—and construction experts and business economists predict a phenomenal increase in most types of building activity over the next 40 years. In fact, The American Institute of Architects has stated that another United States will be created by the year 2000; meaning that new construction will be at least as much as the buildings now in existence.

Before you rush out to buy your Junior Draftsman's Kit, there are a few things you should consider, however.

First, you must invest in years of training. To earn a degree in architecture from a recognized school takes five to six years of study. The trend is toward a six-year course of study. Then follows (usually) a three-year
period of apprenticeship in an architect’s office before you can take a state registration examination. In Missouri, the state exam covers four days of oral and written tests before the state registration board in Jefferson City.

Assuming that you pass all parts of the exam on the first try (and many do not), after a minimum of eight to nine years of preparation you can now legally call yourself an “architect” and open your own office.

One can become an architect without going to college. By working at least eight years in the office of a registered architect, in most states a high school graduate can qualify himself to take the state examinations.

Some of our best-known and most successful architects have come up in this way. Most of the modern-day leaders in the profession do not recommend it, on the basis that an architect needs more than practical experience. Some states, including Missouri, already have had bills introduced in the state legislature to make a college degree in architecture mandatory to taking the registration exam.

At any rate, by one of the above methods, assume that you have finally achieved the all-important state registration number and your seal.

While opening an architectural office does not require all of the expensive technical equipment needed by a medical specialist, for example, it does involve a sizeable investment in such items as drafting tables and equipment, reference works, office furniture and machines like typewriters, duplicating machines and print makers.

Plan on a minimum investment of $7500 to open your office and see your business through the first four to six months. This would include equipment, rent and telephone, one draftsman and a minimum salary for yourself.

We are assuming you’ve already developed some client contacts or at least encouraging leads on potential clients. Do not expect any more than slow returns on a continuing investment. As the proprietor of a small architectural office you’ll spend long hours on the drawing board and in interviews. Continuing your professional education is vital—the constant introduction of new
building products and construction techniques demands that you keep abreast of the field. Attendance at professional seminars and meetings may seem like a luxury in time that you can ill afford; but neither can today's architect afford to stint on his professional contacts.

Pietro Belluschi, in the New York Life Insurance Company's booklet on architecture as a career, points out that the odds are heavily against architects becoming millionaires (unless, of course, the proverbial rich uncle leaves it to you). According to Belluschi, after eight to ten years' experience, an architect should be making a comfortable living with an annual income of $9000 to $10,000. Some, he adds parenthetically, make more than $100,000 a year—but not many.

Many authors have compiled lists of the various trades an architect should be a jack of—or at least embody the best elements of a number of professional specialties. These include designer, engineer, businessman, public
relations man, author, artist, public speaker, educator, administrator, planner, economist, sociologist, surveyor and psychologist.

Then, as unusual building types come along, the architect must be able to project himself into the client's business specialty to achieve the most practical, functional and esthetically pleasing design for a particular job and site. One month, the office may be working on a television station; the next month a college dormitory; and a few months later, take on a client who wants a funeral home, or truck terminal, or hospital, or office building or a power plant.

Architecture, unlike medicine or law, has few specialists. Most modern offices resist being typed in one kind of building design. This philosophy in architecture has considerable merit, but a discussion of it is too lengthy to include here.

If you've read this far and are not overwhelmed, perhaps you belong with the some 20,000 practicing, licensed architects in one of the 11,000 architectural firms at work in America today. As a sort of final exam, see if your answers to the following questions, posed by Dean Belluschi, are "yes":

1. Can you draw? An architect does not have to be a Rembrandt but he must be able to sketch neatly and accurately.

2. Can you visualize? You should be able to describe, in words and sketches, buildings you've seen. Your school, for example. Or a friend's house.

3. Do you have a grasp of dimensions? An architect must have a good eye for the size and shape of things.

4. Do you have a feeling for what is appropriate? An architect should not design a railroad depot to look like a gas tank.

5. Are you good at mathematics and technical subjects? An architect must know his engineering. A mistake can cause a building to collapse.

6. Can you synthesize? An architect must be able to cope with a wide variety of information and come up with the correct solution.
7. Are you persevering? It takes a colossal amount of detail work to develop the plans for a building.

8. Can you work under pressure? An architect's work comes in spurts and he frequently must labor 16 or 18 hours a day to meet deadlines.

9. Are you a diplomat? You must be able to "sell" yourself to people. An architect must have a client before he can build anything.

CHALLENGES TO THE ARCHITECT

HOUSING FOR THE AGED

Homes for the Aged and Nursing Homes are quickly becoming a full partner in our national economy with other established institutions. Unfortunately, today the general public views these facilities for the Aging in much the same manner that hospitals were looked upon less than fifty years ago; that they are simply places to go and be forgotten by this same general public. It is equally unfortunate that although existing facilities for the Aging present us with our most critical problems in housing, these facilities are not being designed in an intelligent manner in the light of today's or tomorrow's needs. Rather this housing is based upon patterns and views outdated many years ago. The business of caring for the aged and retiring by pro-
viding adequate and well designed structures is and will be one of our greatest developments and challenges as architects.

Motivating this development is the increased rate of the aging in this country. It has been estimated that by 1965 we shall be faced with the necessity of providing some manner of care and protection for more than 15½ million people over sixty-five. It seems strange to observe that a fourth generation is presently a part of our life. It is not uncommon for us to see the 80-year-old great grandparent and the 65-year-old retired man and wife who are active in their community’s development also interested in their 30- and 40-year-old children, who in turn are interested in their teenagers and infants. We are rapidly extending our life span and increasing the real need now for care and proper housing for the aging. Today, we hear much about Federal Aid for the aged. Because Federal Aid is just being made available, it might be well to note that presently under ten per cent of the facilities available to the aged are operated by the government. However, because the majority of the present facilities are privately owned and operated, we see private capital entering this field for profit on a local and nation-wide basis at a tremendous pace. Nationwide “chains” of facilities are being prepared to exploit this need.

As architects interested in the well being of our nation’s way of life, the need and apparent initiative on our part must be maintained and dramatically developed. The indiscriminate establishment, on a “motel” type basis, of homes for the aged with profit the main motive is not the answer. Whoever plans or sponsors housing, whether a trade union, social, professional or religious group or a public body, must be made aware of the fact that the aged still form an active and vital part of our nation’s and community’s economy and culture. It is disturbing to me to note fanciful structures still housing the antiquated “poor house” design approach to fulfill the requirements of the aging. The architectural “frosting” does not cover up this approach. Care must be taken for the preservation of the individual’s role in the community which he has developed and nurtured through his active years. It is indeed a tragic mistake to physically divorce any people from their community.

The studies of this office reveal that people even considered totally incapacitated or senile often are totally re-habilitated by surroundings and nutrition, and they can be made active participants in the actual community life. The profession of architecture, locally and nationally, can do a tremendous job toward answering the needs of our individual states by attacking the problems of the aging in forward looking attitudes and resulting designs. After all, structures and placement of structures can provide one of the major answers to the real problem of the aging: the incentive to live. I believe that we should always remember to add: to live actively and usefully.

Naturally, we are all aware of the costs that make up the structures we
design and are responsible for. These costs reflect directly the eventual and practical success of our work.

The ever rising cost of construction, land, management, replacement and maintenance make us well aware of the eventual cost per patient figures. When general hospital costs per patient, in comparison with the consumer price index, have risen almost $5\frac{1}{2}$ times today’s Consumer Price Index, we dare not disregard the general and overall responsibility we have as architects to our clients and those who live, in many cases, survive, in and with our designs. Construction costs are generally recognized to be higher in the northern states than in the southern states. High unit costs on the west coast are often a result of more elaborate solutions to the design problem. But in this general area, we find structures designed complete with furnishings ranging in cost per patient from $7,000.00 to $10,500.00. Again, our analysis of lower unit cost per patient generally denotes a lower square footage of floor space allowed per patient, but with this, a much higher square footage cost. An interesting design that we developed projected on a 100-bed building gives a basic cost per patient of $4,500.00. However, the cost per square foot rose 25 per cent and we were forced because of this design to limit the actual structure’s overall square footage to the disadvantage of the occupants use of the building. At this point, I believe definitely that certain final costs and designs of such low cost facilities directly affect later management responsibilities and costs. When a structure is designed, completed and furnished on an unusually low cost base to the satisfaction of the moment of all concerned, and when this structure requires a large staff to manage and maintain and replace it, the resulting solution does not meet anyone’s needs. This condition, if not resolved by the architect with his clients in the early programming stages, can only cause set backs in the future feasibility and soundness of such buildings. Our cost and design considerations usually place a minimum unit occupant count at 60 people or beds, while 100 to 170-unit occupant buildings seems to be in the best range of development of initial construction costs and management for buildings requiring nursing care.

If we consider structures for the retired as an active segment of our population, I believe we must first recognize the unit occupant as an individual and reflect this recognition into final site selection, and/or location, site development, and finally, the actual design of the structure. We have always found the problems of design for the elderly to be similar to the very young. Their active imagination and interest in natural surroundings, color, textures and active space is far more exciting than the generations who are presently following them. As the architects for a group of retired teachers of our community, our first thought was directed toward the particular individual as a social being who has a dynamic stake in the past and future history of his community and the family of man. Imagine the social and cultural impact on the community of an assembled group of any
size of retired people with common interests. This not only affects the community in an overall manner, but what a tremendous force it is to the very intimate planned areas of our community! Their active needs must be met in all manner of form. Simply because they are a senior member of that four generations we spoke of earlier, does not mean that they must be relegated to second class citizenship status because age has forced retirement upon them.

Needless to say, whoever becomes the retired resident in our communities, we know the expanding and aging population must be given an opportunity to participate in the advanced years of their life by the proper physical, cultural, and economic exchanges and surroundings. No other profession is in the position to provide our senior citizens with the tangible means to live their lives fully and fruitfully. Trite as it may sound to the sophisticates, recognition of the rights of individuals in our designs is paramount to upholding the dignity of man.

The future is predicted to be bright in terms of financial aid to provide the means to correctly house the aging and retired. The future also should look bright for the architect because now he has a direct challenge to provide structures that meets the needs of the aging from a well deserved quality standpoint.

NEW MEMBERS

AND MEMBERSHIP CHANGES

Kansas City Chapter, A.I.A.

JOHN E. HOFFMAN, JR.

JOHN A. HUFFMAN

LAWRENCE A. LONG
F. WILLIAM SHULER

JESSE C. SPRADLEY

DALE R. WATSON

JOHN E. HOFFMAN, JR.

Shawnee-Mission H. S., Merriam, Ks. (Graduated 1949)
Univ. of Kansas (5 yrs. Grad. 1954 – B.S.)
Registration: Kansas.

JOHN A. HUFFMAN

Southwest H. S., K. C., Mo. (Graduated 1949)
Yale University (4 yrs. Graduated 1953 – B.A.)
Yale School of Arch. & Design (2 years)
Draftsman, McCall-Watson, 1960-61.
Draftsman, Monroe & Lefebvre, 1961-present.
Registration: Missouri.

LAWRENCE ALLEN LONG

Central H. S., K.C., Mo. (Graduated 1949)
Univ. of Kansas (5 yrs. Graduated 1958 – B.S. Arch.)
Draftsman, Everitt & Keleti, 1956.
Staff Designer, Cooper-Robison & Carlson, 1958-59.
Instructor, K. U. Dept. of Arch., 1959.
Partner, Long and Spradley, 1959-present.
Registration: Kansas and Missouri.

VERN ARTHUR NELSON (no picture available)

Kansas State Univ. (5 yrs. Grad. 1958 – Bach. of Arch.)
Draftsman, Monroe & Lefebvre, 1959-present.
Registration: Kansas and Missouri.
NEW MEMBERS

AND MEMBERSHIP CHANGES

F. WILLIAM SHULER
Wyandotte H. S., K. C., Ks. (Graduated 1942)
Baker University, Baldwin, Kansas (½ year)
Kansas State Univ. (4 yrs. Grad. 1950 – B.S. in Arch.)
Draftsman, Radotinsky-Meyn-Deardorff, 1951-52.
Field Supervisor, Radotinsky-Meyn-Deardorff, 1952-55.
Project Leader, Radotinsky-Meyn-Deardorff, 1955-56.
Registration: Iowa, Kansas and Missouri.

JESSE CALVIN SPRADLEY
Paseo H. S., K. C., Mo. (Graduated 1947)
K. C. Junior College (1½ years)
Univ. of Kansas (3½ yrs. Grad. 1956 – B.S. in Arch. Eng.)
Draftsman, Linscott, Kiene & Haylett, 1956-60.
Partner, Long and Spradley, 1959-present.
Registration: Kansas and Missouri.

DALE RANDALL WATSON
William Chrisman H. S., Indep., Mo. (Graduated 1949)
K. C. Junior College (1 year)
Arizona State Univ. (2 yrs. Grad. 1958 – B.S.)
Draftsman, Cooper-Robison & Carlson, 1958.
Designer, Frangkiser & Hutchens, 1958-60.
Registration: Kansas and Missouri.

• COVER NOTES – This month’s cover features a photograph of the New York Life Insurance Company’s headquarters office addition, under construction in New York City. The 16 story building was designed by architects Carson, Lundin & Shaw and utilizes high strength rectangular steel tubing as sub-steel supports for the curtain wall.
A booth featuring architect-designed homes and the 1961 Medal Award winning entries was staffed by 21 Chapter members (two at a time) during the recent Kansas City Homes Show.

Many visitor's questions were answered and several hundred A.I.A. pamphlets on architecture were passed out. The pictures above were taken during John Jameson's and Howard Nearing's tour of duty on Saturday afternoon. Above left, Howard discusses contemporary architecture with Mrs. H. H. Fox of Kansas City. On the right above and left below are general views of the exhibit. Below right, Howard and John take a mid-afternoon break.
ADJUSTABLE ANCHORING SYSTEM

SOLVES PROBLEMS OF SECURING RAILINGS TO CONCRETE
BEING AN INTEGRAL PART OF THE STAIR STRUCTURE

- INSURES EXTREME RIGIDITY
- REDUCES COSTLY FIELD LABOR
- ELIMINATES BREAKAGE IN MASONRY
- ADJUSTABLE FOR POST ALIGNMENT

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Furniture, carpet and plantings in the booth were furnished by Jerry Byrne, American Office Equipment Company. On top of this, Jerry donated a black Raymor accessory table to the Chapter for use in future exhibits.

Chapter members, besides Nearing and Jameson, who staffed the exhibit were:

Paul Straats
Robert Baker
Joseph Shaughnessy, Jr.
Kay Alexander
Keith Edwards
Richard Sime
Henry Krug
George Franklin
Robert Jarvis
John Daw

Bruce Law
Herman Scharhag
Bob Hunter
Chris Ramos
Elpidio Rocha
L. P. Andrews
Ted Seligson
Leslie Cory
Thomas Geraughty

Louis H. Geis, executive committee liaison and Manuel Morris, exhibits committee chairman and Bill Linscott, chairman of the home building industry committee, were in charge.

\textbf{addenda}

- Lou Geis passes on the thought for this month from the Atchison, Kansas Daily Globe: “A man’s condition can be judged by what he takes two at a time – stairs or pills!”

- Ted Seligson addressed the Tau Sigma Delta Chapter at Iowa State University last month at their initiation banquet. Tau Sigma Delta is an architectural and landscape architecture honorary society. On the day following the banquet Ted gave a project to the students in the landscape architecture department, following it up with a critique and discussion that evening.
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By Herman Miller, Inc.
To those who carry a mental image of their banker as a cool, practical, conservative, no-nonsense kind of individual, this recent Associated Press release may come as an eye-opener:

New York, (AP) — The top steel went on a new Park Avenue bank building today and along with it went a fir tree and a basket containing eggs, vegetables, handkerchiefs, corn sheaves, ribbons, a pair of handcuffs and a jar of chicken blood.

The chicken blood is an old Chinese custom — a substitute for human sacrifice — and the handcuffs were the nearest thing the Bankers Trust company could get to the ancient shackles tossed into the Hellespont by Xerves the Great to punish evil water spirits.

The food is for the steeds of the ancient god Woden, to persuade him to send lightning elsewhere, and the fir tree at the top is an old Norse custom.

The handkerchiefs and ribbons, symbolizing sacrifice, are a more recent method used by construction crews to ward off evil spirits.

A bank vice-president, Herman G. Maser, did the research to make sure the new building between 48th and 49th streets would get an auspicious start.

"We are playing it safe," he said, "and taking no chances."

We hope Mr. Maser had the foresight to omit the 13th floor and trust that no $2 bills will be accepted for deposit. As Mr. Maser would probably say, "You can't be too careful."

A coatings course for architects and others has been announced by the University of Missouri School of Mines and Metallurgy at Rolla, Missouri to run from July 9-13, 1962. The announcement states that the course will be directed by Dr. Wouter Bosch who has had 12 years of industrial paint experience and has taught academic and extra-curricular paint courses since 1947. Nine guest lecturers will be on hand to help out Dr. Bosch with the courses. For more information and copies of the program...

Here is a sign of luxury and elegance your clients will recognize and appreciate in a single glance... a bathroom countertop of gleaming, magnificent marble. For samples and estimates contact Carthage Marble, located south of Southwest Boulevard at 3030 Wyoming, Kansas City, Missouri, Telephone VAalentine 1-4928.
you might write to Dr. Bosch at the M.U. School of Mines and Metallurgy, Rolla, Missouri. The fee for the course is $25.00 and housing will be provided in a student dorm for an additional $18.00.

- A world conference on shell structures will be held in San Francisco September 30 – October 4 at the Sheraton Palace Hotel, we are informed by Professor Egor Popov of the University of California and chairman of the conference. According to Professor Popov, over a thousand engineers and architects from some 25 countries have already indicated they plan to attend the conference. Among the speakers on the program will be Felix Candela, Mexico City; Joseph Allen Stein, New Delhi; and Professor W. Olszak, Warsaw. Further information and application for enrollment in the conference may be obtained from the University Extension, University of California, Berkeley 4, California.

- THE TIME MACHINE
  RUSSIA
  Famine
  Last year there were 22,000,000 hungry Russians whom the Soviet Government did not have grain enough to keep alive. The American Relief Association came to the rescue, and fed many of the starving. This year the American Relief Administration estimates there will be 13,000,000 hungry mouths that Russia cannot feed.
  "Extremely unfortunate," says the Soviet Government, "we have not enough farm implements or livestock to till the grain field." Then the American attache at Berlin reports: The German Government has bought 1,400,000 bushels of wheat from Russia. It is about to be shipped from Black Sea ports. Further reports indicate that thousands of tons of grain are being exported over the Finnish border from Odessa and Novorossysk on the Black Sea. There can be but one conclusion – that the Soviet Government prefers exporting grain to feeding its starving peasants.
  This policy is slowly leading ten or fifteen million people—among them three million children—towards
WHAT DOES THIS MEAN –

TO THE OWNER – ?

TO THE ARCHITECT – ?

TO THE CONTRACTOR – ?

TO THE SUPPLIER – ?
certain starvation. Accordingly the American Relief Association is between the devil and the deep sea. Choosing the sea, its members can cast off for America with the cries of three million starving ringing in their ears. Or they can remain to energize a nation which is financially fattening itself by exporting the life blood of its people. Either alternative is inhuman.

Soviet Justification

The Moscow government has not yet made any statement as to how it will spend the credits accruing from the huge sales of grain. No country has a Bolshevik order for agricultural tools or for cattle, which would be the only justification that they could plead for depriving their unfortunate citizens of their daily bread. On the other hand, the Bolsheviks are very busy talking about war and explaining to the world the significance of the Ruhr, Memel, Vilna. At the fifth anniversary of the formation of the Red Army, Trotsky, Minister of War, said: "We want peace, but nobody knows when the bad intentions of our enemies will compel us to get into the field." They ridicule France's attitude with regard to the Ruhr and spare no opportunity to cover that nation with caustic criticism. They have informed the Allies that they will accept no settlement of the Memel question unless they are consulted, holding that the port of Memel is of vital interest to Russian trade. With regard to the disturbance in the Vilna district, Russia openly accuses France of stirring up trouble by lending the Poles $25,000,000. It is a notorious fact that the government is spending great sums upon Communist propaganda abroad, in Ireland, for example. They seem more concerned with the world's affairs and the propagation of Bolshevik policy than in looking after their own people.

FEDERAL CONTROL

The Towner-Sterling Educational Bill providing for a large measure of federal interference in state education and the creation of a Department of Education in the national government was blocked in Congress largely through the efforts of Dr. Charles E. Sawyer, the
Pictured below is the service tower for the Saturn Project—(manned space flight to the moon). It is the world’s tallest movable structure.

Dex-O-Tex Neotex and Dex-O-Tex Weatherwear were used for their skid-resistance, flexibility, waterproofness and proven performance under such difficult conditions.

Over 200,000 sq. ft. of assorted Dex-O-Tex products have already been installed on various space projects all because of performance provided by this outstanding family of products.

This structure is actually taller than the B.M.A. Building presently under construction in Kansas City.

Conductive Dex-O-Tex Neotex was the last thing on earth touched by Col. Glenn. Conductive Dex-O-Tex Neotex was used as the floor covering in the Clean Room at the Service Tower, as both a conductive material and an impervious, clean surface.

FOR FURTHER INFORMATION AND SPECIFICATIONS, PLEASE CALL

Kansas City Natural Slate Company

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Plaza 3-5040  

HAROLD DUBY
President's personal physician and now chief coordinator of the Federal Hospitalization Board, who wishes to see a Department of Public Welfare with four branches: Education, Public Health, Social Service, Veterans' Relief. Senator Sterling serves notice of a finish fight for a separate Department of Education. And the National Chamber of Commerce continues its attack upon the whole scheme as an improper usurpation of local authority by the general government.

The two stories above should go a long way toward convincing SKYLINES' readers that there is very little new under the sun. These two stories are from Volume I, Number 1 of TIME, issued on March 3, 1923—39 years ago. With the change of only two or three words (and those primarily organizations that have either gone out of business or slipped into oblivion) both of these stories could have been taken from the current issue of TIME or any other news magazine or newspaper. We are indebted to Mr. Arthur P. Hall, Vice President of the Aluminum Company of America, for a reproduction of the first issue of TIME.

• Ever wonder what the answers to registration exams look like? This item from the Northern California AIA Bulletin will give you an idea:

One of our irregular correspondents had the dubious pleasure recently to assist in the correction of the State Exam given for candidates for licenses to practice architecture in California.

He is wondering just how well educated and prepared the candidates are, especially since their employing architects have vouched in writing to the State Board that they consider them to be competent!

A few gems are quoted:

Two examinees drew equilateral triangles as the plan form of the Pyramids.

Eclectic Architecture was defined variously as the architecture of "religious buildings", and also as the architecture of all buildings postdating Thomas Edison.
Should architects know electric, ecclesiastic and eclectic are to be differentiated?

Flights of imaginative response included "togetherness" as the social influence giving rise to the "open plan", topped only by a definition of the resolution of thrust in St. Peter's Dome as "interior flying buttresses."

Whither Architecture?

* The Precision Equipment Company, 4411 F North Ravenswood Avenue, Chicago 40, Illinois, has just published a "Laugh Book" which they offer to SKYLINES readers who will go to the trouble to write to them requesting same on their firm letterhead. According to PEC the Laugh Book is primarily intended for business executives and others who must make occasional speeches. We wish we could say the book (of which we received a courtesy copy) was as good as the follow-up from the PEC's advertising department, wanting to know why we haven't yet run a story about their book.

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DO YOUR SPECIFICATIONS GET THE MOST FOR YOUR PAINTING DOLLARS?

How To Pick The Best Paint For Your Specifications

<table>
<thead>
<tr>
<th>Characteristics</th>
<th>ZOLATONE</th>
<th>STANDARD PAINT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Total average bid cost on new construction.</td>
<td>8c sq. ft.</td>
<td>8c sq. ft.</td>
</tr>
<tr>
<td>2. Ultimate in durability over any other painting system.</td>
<td>YES</td>
<td>NO</td>
</tr>
<tr>
<td>3. Complete decorative flexibility; tones and textures as well as colors.</td>
<td>YES</td>
<td>NO</td>
</tr>
<tr>
<td>4. Proof of material performance before job acceptance.</td>
<td>YES</td>
<td>NO</td>
</tr>
<tr>
<td>5. Cost-free maintenance service guaranteeing results.</td>
<td>YES</td>
<td>NO</td>
</tr>
<tr>
<td>6. Minimum interruption maintenance type finish.</td>
<td>YES</td>
<td>NO</td>
</tr>
<tr>
<td>7. Superiority of abrasive resistance.</td>
<td>YES</td>
<td>?</td>
</tr>
<tr>
<td>8. Dust repellent.</td>
<td>YES</td>
<td>?</td>
</tr>
<tr>
<td>9. Fire resistant.</td>
<td>YES</td>
<td>?</td>
</tr>
<tr>
<td>10. Stain resistant.</td>
<td>YES</td>
<td>?</td>
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(Based on national average field experience quotients on NEW CONSTRUCTION)

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(AVERAGE APPLICATOR EXPERIENCE AND EQUIPMENT)

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At 500 sq. ft. per hour
At 200 sq. ft. per gallon
Labor—2 hours $10.00
Material—5 gal. 27.50
15% overhead 5.63 = 0.56c sq. ft.
10% profit 4.31 = 0.43c sq. ft.
Cushion for unforeseen circumstances 32.56 = 3.26c sq. ft.
Total per 1000 sq. ft. $80.00 = 8c per sq. ft.

Note: (1) Overhead and profit percentages based on PDCA's recommendations.
(2) The above figures are based on 100% Coverage and proper specification requirements.

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By employing Separate Mechanical Bids, the architect and engineer can consistently provide high quality installations to the owner at a price which is invariably lower, to the owner, than that obtainable when working through a middleman.

1. When bidding is confined to pre-qualified Mechanical Contractors, you can be sure that less supervision will be required . . . that the firm selected will require less guidance and have a better understanding of the installation. By pre-qualifying mechanical bidders, the possibility of having an entire project delayed by some cut-rate sub-contractor, who has been selected solely on the basis of a cheap price to the middleman, is eliminated.

2. The pre-qualified "Mechanical" Contractor, working with the architect and engineer, can frequently advise on minor changes which might well preclude future major problems. He is in an excellent position to co-operate in providing a good workable installation for the owner.

3. Satisfied clients are long term clients. The architect and engineer who establish a reputation for designing buildings and preparing specifications so that the owner receives greatest value in relation to expenditures, build an enviable client list and reputation.

When considering construction consult a registered architect and consulting engineer.