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Cover Photo: Partners' corridor at Angotti, Thomas, Hedge, Inc., New York. Photograph by Christopher Wesnofsky.

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EDITORIAL

An Unfinished Design

Even as our clients wield oversized scissors to cut opening-day ribbons, they have developed an unsettling tendency to reach for hammers and saws as well—to make immediate alterations. Some of the most spectacular office headquarters buildings of the last few decades have already been abandoned by such corporate patrons as American Can in Greenwich, Conn., Sears in Chicago and AT&T in New York. Did their architects and interior designers act in good faith to give for determining good design. Clients will surely judge the "fit" of new facilities by how readily they can be reconfigured, in addition to how appropriate they are for current needs. Although these two tests of good design do not necessarily conflict, one does not automatically follow the other. Learning how the pieces of a facility will assemble and disassemble may take architects and interior designers deeper into the realm of industrial design than they ever have ventured with the occasional design of a confer-

these clients what they asked for? Invariably, yes. However, today's clients are having more difficulty than ever knowing what they want. Consequently, many of today's facilities may seldom if ever be finished.

The trouble may be that our traditional, man-made environments are relatively permanent, whereas our contemporary economic and social activities are increasingly not. Forced to respond to a rising tide of variables-like fierce competition, new technology, changing laws and regulations or fickle customers, for example-businesses and institutions are asking designers to satisfy building programs that read more like works in progress than works in place. Clients tell us they want offices, hotels and laboratories when they really



mean easy-to-use "kits of parts" that can be used to reinvent offices, hotels and laboratories at will.

If this is really happening, the consequences for the design world could be profound. One possibility, for example, is that distinctions between building shells and interiors will blur. Architecture, once thought too costly and complex for major alterations, may be regarded more like a machine than a monument, as clients find replacing facility components instead of entire facilities quicker, cheaper and more efficient. Interior designers have always known how fast their work ages, but many architects will probably be in shock for years.

Another agent of change is likely to be the new criteria

ence table or a tea kettle.

Manufacturers of furnishings and building products will be swept up in this sea change too. Their products will have to be genuinely adaptable, reliable, affordable and available over the long term to win a place in the specifications. Developing the skills to conceive. deliver, maintain and update products that must perform so well could put immense pressure on the industry's less efficient or technologically adept producers-and create a bonanza of new markets and market share for those at the cutting edge.

Yet the emerging market for design products and design services will benefit more than the clients alone. Should the design of commercial and institutional facilities become more an ongoing process than a final

result, designers and manufacturers may find themselves offering clients long-term service contracts to keep their facilities and equipment current. Not only would they gain a reliable source of fee-generating activity by doing so. Equally important, they would also lay the foundation for close, lifetime relationships that could inspire a stream of future commissions and purchase orders.

Is every commercial or institutional interior destined for non-stop change? Of course not. Nor does the prospect of perpetually unfinished projects sound the death knell of the design profession. Keeping clients current in their facilities may even launch a new, golden era in design. Happy new year!

stree

Roger Yee Editor-in-Chief

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A Premier Event for BIFMA?

Grand Rapids, Mich. - Farewell NeoCon, WestWeek and Designer's Saturday? A parting may be premature. Nevertheless, the Business and Institutional Furniture Manufacturer's Association (BIFMA) recently announced that its board of directors has directed the Association to sponsor and organize its own "Premier Industry Event."

According to BIFMA, this annual exhibitbased trade show will be run for the benefit of all customer segments of the business and institutional furniture industry. The actual design and scope of this plan are currently being developed. Possibilities under consideration include alliances with other organizations serving the industry, expanding the trade show with vendors of related products and service, and moving the show to a new city every year.

The stated goal of BIFMA's effort will be to create a new venue that will allow industry exhibitors "to more effectively showcase new products and services to office environmental decision-makers." Members of the special task force implementing the goal include Jerry Myers. Steelcase; Edward Clark, American Seating; Anne Bernhardt, Bernhardt Furniture; Kenneth Book, The Gunlocke Company; and Russell Coyner, BIFMA executive director.

In another action, the BIFMA board created a new category of membership to include design firms and consultants to the industry. This new service industry category becomes effective January 1, 1993.

Designer's Saturday—All New for '94

New York - The executive board of Designer's Saturday, Inc., has voted unanimously to begin planning immediately for a new event

format to be initiated in 1994. To focus resources on planning for the future, the board has simultaneously decided to defer holding Designer's Saturday in 1993.

The new format is expected to help expand the declining attendee base in the A&D community, attract facility managers and other end users of contract furnishings, and broaden the exhibitor base by opening the event to industry manufacturers and service providers lacking New York showrooms.

Designer's Saturday will complete and release details of its 1994 Event Plan in May 1993. Also under consideration is a one-day conference for design and facilities professionals to be held at the same time. Membership in the 48-member manufacturers' trade association will be held at the present level until the new Event Plan is implemented.

Can Architects Save New York?

New York - Can design move mountains—or save New York? Designing New York, the National Institute for Architectural Education (NIAE) and the Department of Environmental Design at Parsons School of Design recently sponsored a competition to revitalize the Big Apple's public spaces. The competition strove to solve problems at six sites: two waterfronts, two parks and two subway stations throughout the five boroughs.

Architects, designers and students from all over the country participated in three weekend charrettes. The results included plans, renderings, models, computer-generated drawings and an in-process video of the charrettes produced by Urban Media. City business and municipal leaders served as jurors.

Could any of these concepts of a better tomorrow one day turn into reality? The results are on display at NIAE, 30 West 22nd Street, from December 1 through January 29, from 10 a.m. to 4 p.m. Admission is free.



Director of Land Use and Planning, Office of the Borough President, Staten Island, Paul Bonfilio, R.A., considers the solutions suggested for an improved St. George Ferry Terminal on Staten Island. The solutions were the result of the first weekend design competitions sponsored by Designing New York.

Allied Intensifies Nylon Recycling

Petersburg, Va. - Competition, public pressure, shrinking landfill availability and legislation are fueling a growing movement to recyle industrial and post-consumer waste carpet that will have a profound impact on the carpet industry and contract interiors as a whole. Allied Fibers' latest effort embraces post-consumer nylon 6 waste carpet. According to Steve Bordeaux, Allied Fibers marketing director, "The goal of the program is to have *true* recyling, in which the value and performance properties of the recovered material are identical to those of the original."

Dr. David Hill, president of Allied-Signal's Fibers Division, stated that "Allied-Signal has a corporate philosophy of minimizing the impact of our products on the environment. For over 35 years we have reclaimed monomer from out nylon 6 fiber and plastics industrial waste." Adds Dr. Edward Duffy, manager of new business planning and coordinator of the recyling program, "Alliance and roles will change. Today's consumer will become tomorrow's supplier, and today's competitor will become tomorrow's partner."

Society may have no choice. Allied indicates that some 3.5 billion pounds of waste carpet will be disposed of either in landfills or through incineration in 1992. Waste carpet will account for nearly 15% of total municipal solid waste by weight—or as much as 2% by volume.

Commissions and Awards

The ASID and The Wool Bureau are accepting entries for the one-year Natural Fiber Fellowship, worth \$10,000, to explore and experiment with natural fibers. For information contact Barbara Henn, American Society of Interior Designers, 608 Massachusetts Avenue, N.E., Washington, DC 20002.

The Association of Registered Interior Designers of Ontario has recognized Teknion Furniture Systems, Downsview, Ontario, with six awards for products and display at IIDEX 1992.

The contract to design two new Cheesecake Factory restaurant sites in Newport Beach and Brentwood has been awarded to Hatch Design Group, Costa Mesa, Calif.

Susan Grant Lewin, creative director for Formica Corp. in New York, has received a Circle of Excellence Award in public relations and advertising from the New York Chapter of the International Furnishings and Design Association.

The Michigan Design Center presented its \$500 scholarship award for Excellence in



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The Eggers Group Architects, P.C., New York, announces the completion of the Health Science Education Building on the campus of the University of New York Health Science Center in Brooklyn, N.Y.

The Dallas office of Henningson, Durham & Richardson, Inc., was awarded the design for a \$20 million (U.S.) hospital in Torreon, Coahuila, Mexico.

Kaplan/McLaughlin/Diaz Architects, San Francisco, has won two Builder's Choice awards from the National Association of Home Builders for the design of two recently completed projects in Los Angeles: A "best communities" merit award for The Wilshire residential tower, and a "non-residential" merit award for Two Rodeo Drive, an upscale shopping plaza.

The Associated Builders & Contractors of Metropolitan Washington recognizes The Weihe Partnership, Washington, D.C., as Architectural Firm of the Year.

Henry Dreyfuss Associates, New York, was recently recognized for its ongoing commitment to industrial design education with a Special Award by the Industrial Designers Society of America.

The General Service Administration has awarded two national design awards to Einhorn Yaffee Prescott, Albany, N.Y., for projects in Washington, D.C.

Texeira, Inc., Los Angeles, was awarded the design contract to renovate the Villa Vera Hotel & Racquet Club in Acapulco, Mexico.

A 60.000-sq.. ft. joint-use library for the City of Orange and Rancho Santiago Community College District will be designed by LPA, Inc., Irvine, Calif.

McGlynn Interiors, Inc. of Skaneateles, N.Y., has been selected by St. John's University, Jamaica, N.Y., for the interior design of the new law school building and the renovation of the existing one.

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The Newport Beach, Calif. firm of Ehrlich-Rominger has been commissioned to provide architectural design, laboratory planning and interior services for a new 97,000-sq. ft., \$20.8 million chemistry building at California State University-San Diego.

The New York office of Gensler and Associates/Architects will design major airports in two different parts of the world, Guam International Airport, located in Tamuning, and Palm Springs Regional Airport in Palm Springs, Calif.

Chicago's innovative Brookfield Zoo is constructing a new \$4.5 million Animal Hospital, designed by Flad & Associates of Madison, Wis.

New York architectural/engineering firm, Haines Lundberg Waehler, pledged \$10,000 to the National Academy of Sciences to commemorate the 50th anniversary of the firm's leadership role in the design of research facilities.

Berger Rait Design Design Associates, New York, announces the following commissions: relocation of CCM Inc, New York; branch offices for Shearson Lehman Brothers, in Kansas City, Mo., Syracuse, N.Y., Ventura County, Calif. and Palo Alto, Calif.; showroom refurbishment for Brayton International, New York; and the redesign of existing offices for Prestige International, New York.

People in the News

Arturo DeCastro has joined Auer/Design International Planning/Design & Project Management, Fort Lauderdale, Fla., as senior designer and project manager.

The board of directors of USG Corp, Chicago, announced the election of **Donald E. Roller** to president and CEO of the corporation's largest subsidiary, United States Gypsum Company.

Robert Zeltzer, CEO of Offices Unlimited, Inc., Lexington, Mass., has revealed that **Mel Goldberg** will assume the position of president and chief operating officer, effective immediately.



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Boston's Huygens DiMella Shaffer is pleased to appoint the following individuals to its management team: Randy E. Kreie, AIA, associate principal, and Edward K. Hodges, AIA, associate.

Angelina Lee-Fasiang, AIA, was named associate and director of the interior design department, and Joel V. Stauber, AIA, was named director of planning for O'Donnell Wicklund Pigozzi and Peterson Architects, Inc., Deerfield, Ill.

The 1993 Continuing Professional Development Committee of the National Council of Architectural Registration Boards (NCARB), Washington, D.C., has re-appointed **Wayne S**. **Schmidt**, FAIA, CEO and managing partner of the Indianapolis firm, Schmidt Associates Architects, Inc., to its membership.

The Institute of Business Designers, Chicago, announces the installation of its national officers for the 1992-93 year: Cheryl P. Duvall, IBD, principal of Duvall/Hendricks, Inc. in Baltimore, as president; Marilyn Farros, IBD, of Kraft General Foods Headquarters, Chicago, as president-elect; Terry L Perry, IBD, vice president of membership; Joyce C. Saunders, vice president of professional development; Carlos de Falla, IBD, vice president of public relations; and Andrew Strafford, IBD, secretary/treasurer. Houston-based Watkins Carter Hamilton Architects, is elevating the following individuals to associates: James J. Gray, AIA, Darrell W. Comeaux, AIA, Margaret P. Simmons, ASID, IBD, Richard L. Tinsley, AIA, William C. Ganshirt, AIA, Charles D. Cadenhead, AIA, Hans C, Jensen, AIA, CSI, CCS, Barry B. Bruce, Melanie H. Tang, AIA, Brian L Riley, AIA and Richard R. Mapes, CSI.

Michael Byers, formerly vice president of marketing & sales for Redco Mfg., has formed The Byers Group, East Grand Rapids, Mich., a new marketing, advertising and sales management firm he will head as president.

Phil Leonard, former manager of The Boling Company's Mount Olive manufacturing plant, has been named director of sales in its Siler City, N.C. headquarters.

The Merchandise Mart, Chicago, has named Melvin Schlitt managing director for contract furnishings and commercial building products, and assigned him to produce NeoCon, the annual contract furnishings exposition.

Formica Corporation, Cincinnati, has made the following appointments: Dennis W. Mahoney as vice president of operations, United States operations; Rob Coleman, director of manufacturing; and Jerry Burtt, director of sales, marketing and distribution. Peter Marshall, vice president of North American operations, will retire at the end of 1993.

Richard S. Hayden FAIA, RIBA, Managing Principal of Swanke Hayden Connell Architects, based in New York, announces that Peter Thomson has joined the firm as director in charge of the Miami office.

The Eaton Lewis Group, a New York-based retail design firm, has appointed **Siew Kwang Yeo** to the position of project director.

Jeanne Jasper has been named director of membership services for the International Facility Management Association (IFMA), based in Houston.

Brett M. Meals has been named president of Taylor Desk, the Lynwood, Calif.-based based casegoods subsidiary of The Taylor Companies, based in Bedford, Ohio.

BSW Group, Tulsa, Okla., has named the following principals of the firm: John M. Johnson, manager-new business development, David W. Johnson, CPA, manager-accounting and finance,

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and Frank V. Pampalone, AIA, CBO, manager-field management dervices. In addition, BSW has appointed the following associate principals: Jane D. Baker, FCSI, manager-risk administration; Dale H. Scott, AIA, program manager-Wal-Mart store production; Thomas E. Daman, AIA, program manager-SuperCenter store production, and Becky Ford, manager-human resources.

New York-based Brennan Beer Gorman/ Architects and Brennan Beer Gorman Monk/Interiors have announced the appointment of John Dieken, AIA to director Asia-Pacific, based in the firm's office in Hong Kong.

David J. Brotman, AIA has been named executive vice president of RTKL Associates, Inc., Baltimore, while David C. Hudson, AIA, CSI has been named executive vice president and elected to the firm's four-member executive management committee, which is empowered to act on behalf of the board.

Business Briefings

The Hazel Siegel Corporation has completed a longterm consulting assignment for the The Knoll Group, New York, with Hazel Siegel serving as managing director of design, worldwide for Knoll Textiles. The firm and Hazel Siegel will continue to provide design and consulting services to the industry.

ASD Associated Space Design, Inc., Atlanta, announces a merger with Roberto Paredes & Associates Architects.

O'Brien-Riservato, manufacturer's representatives in New York, is now representing CabotWrenn and AGI.

Haworth, Inc., Holland, Mich., has acquired Ordo S.A., headquartered in Montaigu, France, from the Pinault Group of Paris.

Cole Martinez Curtis and Associates, an interior design firm in Marina del Rey, Calif., is currently celebrating its 25th anniversary.

Kaplan/McLaughlin/Diaz Architects is expanding its presence in the Pacific Northwest with the opening of a new office in Seattle at 1417 Fourth Avenue, near Rainier Square, headed by Mohinder Datta, principal.

Interspace Incorporated, a Philadelphia-based interior design firm, has been named consultant for furniture procurement and installa-



tion management by **Corning Incorporated** for Corning's new corporate headquarters, Riverfront Plaza, designed by **Kevin Roche John Dinkeloo & Associates**, in Corning, N.Y.

Donghia Furniture and Textiles has created a new joint business venture with Hans Kaufeld GmbH & Co. of Bielefeld, Germany, one of Europe's leading manufacturers of upholstered furniture, to market Donghia-brand furniture and textiles in Europe. The new company is called Donghia Kaufeld GmbH.

World-renowned architect Cesar Pelli will design a collection of lighting to be produced and distributed by Baldinger.Baldinger Architectural Lighting. Astoria, New York, that will be introduced mid-1993.

Coming Events

February 3-5: Americas Conference '93, Design Center of the Americas, Dania, FL; (305) 920-7997.

March 17-19: WestWeek '93, "Innovative Strategies, Instigative Structures," Pacific Design Center, Los Angeles; (310) 657-0800.

March 26-30: 15th Furnidec, Thessaloniki International Exhibition Center, Thessaloniki, Greece; 031-291-154.

April 4-6: Color Forecasting Conference, Hyatt Regency Crystal City, Washington, DC; (703) 528-7666.

April 21-24: International Tile & Stone Exposition, Miami Beach Convention Center, Miami Beach: (407) 747-9400.

April 24-27: Asia Expo New York, Jacob K. Javits Convention Center, New York; (212) 889-9393.

May 11-14: Heimtextil America '93, Georgia World Congress Center, Atlanta; (404) 984-8016.

May 19-May 2: Decorex Japan, Sunshine City, Tokyo, Japan; (071) 833 3373.

June 13-18: International Design Conference in Aspen, Aspen Institute, Colorado: contact Lori Schwab, (212) 725-2233.

June 14-17: NeoCon '93: 25th Annual World Exposition on Workplace Planning and Design, The Merchandise Mart, Chicago; (312) 527-7600.

June 18-20: The World Congress of Architects and American Institute of Architects Expo '93, McCormick Place East, Chicago; (202) 626-7349.

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MARKETPLACE



The first of a series, NEO Design's new wool blend upholstery fabric celebrates the natural beauty of America's environment. The meandering vines, leaves and opulent fruit of the native Muscadine are captured in an 80% wool, 20 % nylon jacquard weave for office durability and corporate elegance. Muscadine, designed by Roman Oakey Inc., comes in 10 subtly-toned colorways.

Circle No. 201

Innovatively fusing light, air and color, Pointillist Alternative by Milliken & Co. combines multiple points of color that, blended together in the viewer's eye, create elegant fashion effects in sheer drapery fabrics. These sheers-with subtle opacity, shimmery soft colors and a seeming weightlessness-afford multiple applications in hospitality, commercial and health care markets.

Circle No. 202



Canadian Margaret Lindsay Holton is the first designer to be showcased in the Signature Series from Kaufman Contract. Series One is designed to be aesthetically expressive and unique while being responsive to the limited availability of exotic materials. The result is the the judicious use of mahogany and ebony as highlights rather than foundation species.

Circle No. 203



The Kensington occasional chair, designed by Stanley Jay Friedman for Bonaventure, is offered in 30 different stains over maple and can be upholstered in COM, COL or fabrics



and leathers by Bonaventure. Kensington is available with wood back as shown, with fully upholstered back and seat and in an upholstered armless version.

Circle No. 220

Pattern is what puts a fabric on the map-and this new Boboli fabric has a news-stirring pattern. Designed by Johnson/Barnett for Donghia Textiles, Boboli percolates with free-form, concentric circles whose shapes seem almost biomorphic and molecular. Available in seven colorways, its jacquard-weave construction mixes and matches smooth and ribbed areas in an interplay of textures.



Potomac, a contemporary line of casegoods from American of Martinsville, reflects a fresh new character that is welcome anywhere. Available in amber oak or a soft white washed oak finish (shown), each comes with wood and brass hardware options. Each piece in the collection is built to survive the rigors endured in a hospitality guestroom.

Circle No. 212





Circle No. 211



Persian Kilim motifs are represented with chenille textures in Stroheim & Romann's Kilim Wovens II Collection. Shown here are Gendje, Baku and Talish. Colorways are rich shades of ruby, turquoise, rose, gold and jet.

Circle No. 214





The Mimi table lamp, part of the Sidecar collection distributed by Artemide, was designed by Alessandro Mendini. The base and diffuser are constructed of plastic, with the diffuser available in white or green.

Circle No. 213

The Grand Street collection from Soho Contract Group is a series of metal chairs and barstools available with or without arms and with upholstered or wood seats. Frame colors include black, grey, aluminum, green and copper.

MARKETPLACE

Designweave has developed an innovative approach to commercial carpet styling with the first completely pre-dyed, fully color coordinated contract carpet collection. Featuring construction with BASF solution dyed nylon, New Solutions provides an impressive array of original designs ranging from conservative to sophisticated patterned and textured effects.

Circle No. 216





Lux Steel introduces the Overnight Series of seating for hospital and health care facilities. Its revolutionary end-opening design adds new flexibility to space management, Unlike other sleeper sofas that roll out into the middle of a room, Lux Steel's sleeper sofa extends from the end to

form a 73-ft.-long bed. This end-opening mechanism saves valuable floor space in the center of the room.

Circle No. 20

Sheperds Gate and Sheperds Stile, two new companion carpets from Eurotex, feature textures that complement and colors that match. The all-natural color palette evokes the earthiness of sunbleached grass, bark and stone and also includes a series of hues with the warmth of sisal.

Circle No. 217

The basic design of this collection by Morin Tardif Designers results from the transposition of the French Canadian furniture company with the contemporary one. The focus is on functionality, simplicity and symmetry, all finely achieved with a mixed use of solid wood and veneer. The armoire and tables pictured were shown at SIDIM 92 in Montréal.



WON'T TAKE P BACK SEAT



Mindel's Aspen Chaise Group, part of the Arboretum Collection available from Jack Lenor Larsen, is at the cutting edge of furniture that makes a statement. The forward design feeling varies with the several different custom options. Pictured is 78-in. chaise with floating back that suggests the style of the third millenium.

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Designed by Bruce Sienkowski for Charlotte Inc., the Casterbridge Chair is a classic combination of functionality and good design. A contoured seat and back ensure comfortable sitting; gently arched arms provide for easy entry and exit; and a small opening between the seat and back allows for simplified maintenance.

Casterbridge is available with either an upholstered seat and back or an exposed wood seat and back, in arm or armless versions.

Circle No. 207



The MP 81 Retractable Mouse Pad by Ergo Systems Inc. fastens under any work surface and swivels underneath when not in use. When extended, the mouse pad can move into the most comfortable position for the user, providing unparalleled flexibility. A cleanable, breathable ultrasuede wrist support maximizes comfort when using the mouse. An articulating, retractable mouse pad with height adjustability is also available.

Circle No. 206

R PIER NEW YEAR

Congoleum has introduced two new Flor-Ever designs, Rugg-be and Blocks, to the commercial sheet vinyl marketplace. The new offerings reflect the trend toward softer, more residentiallooking colorations and designs for commercial applications. Blocks (shown) incorporates random, multicolored, 1-in. blocks on a granite-look field in five natural colors. The smallscale design creates visual interest with subtle geometry and tonality.

Circle No. 208



Nevers Industries, manufacturer of The Complete Meeting Room[™], introduces a new line of training tables that are as suitably designed for easy storage as they are for the conference room or the multi-purpose training room. The Nevers training tables product line includes stationary, stackable/folding, and flip-top versions. Each are available in rectangular and trapezoid shapes, in a choice of multiple wood veneers and laminate and wood-trim laminate finishes.

Circle No. 209

Nemschoff Chairs introduces Calista, an extended collection of health care seating designs with an echo of tradition. Soft, supportive contours are the hallmark of this design group. The finely detailed upholstery is durable and able to stand up to years of heavy use. Calista is available in an exceptional



variety of fabrics and Nemschoff's broad selection of finishes. All Nemschoff furnishings are available with Option 133 to comply with California Technical Bulletin 133 requirements.

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More than 450 Americans per 100.000 population are behind bars, a particularly saddening and disgraceful statistic considering that many of our trading partners seem to be coping with their social problems in other ways than incarceration. Great Britain, for example, has some 100 per 100,000 in prisons, and Japan has only 45. Unfortunately, the surge in U.S. prison population has been climbing since the early 1970s, triggering the current building spree in courthouses and prisons. Designing appropriate environments for trials and imprisonment has become big business. Until the United States finds better ways to cope with the underlying causes of crime, these interior furnishings and building products have been cited by their makers as appropriate to the new correctional facilities.

SPRADLING INTERNATIONAL

Renaissance, a new decorative line of contract-quality vinyl fabrics, offers a duo-tone marblized pattern in 15 multicolored designer shades along with a supple, unsmooth surface texture. Renaissance was developed specifically for the contract upholstery market.

Circle No. 221



VIRCO MANUFACTURING

Durability, comfort and style have made the Virco 9000 Series chair a classic in its own time—more than 30 million have been sold to institutions across the U.S. in the last four decades. This year's colors include red, yellow, navy blue, black, mocha brown, gunmetal and burgundy.

Circle No. 224



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Security and safety within the cell are of major concern to the correctional facility. ModuForm responds to those critical needs with furnishings that are durable, safe and address the need for space conservation. The Swing Arm Cell Desk's design offers aesthetics, safety and durability for a better approach to cell desk seating than hinged, welded steel.

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Bantam 2000 Series fixtures are compact for 8 ft. to 20 ft. mounting heights. Fixture widths range from 13-1/4 in. to 16-1/8 in., and fixture lengths vary from 12-1/2 in. to 14 in. The Prismpack (shown) features a prismatic glass covered reflector and open bottom.



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Circle No. 226



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The Cluster Seating system permits maximum design flexibility for food service operations. All units are available in movable or floor-mounted designs with table tops in a wide variety of sizes. Molded fiberglass seats and styles with round stool seats in molded plastic are also available.

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Standard vinyl, mirror finish hi-gloss vinyl and rubber wall base is available in 30 regular line colors or custom colors to match any decor. The easy-to-install wall base has natural scuff-, scratch- and dent-resistant properties that make it ideal for use in correctional facilities.

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Priced to meet tight budgets, these modular tables meet the durability and tamperproof requirements of correctional facilities. Four-, six- and eight-seat tables can be specified for bolt down or free-standing applications. Plain or game top high-pressure laminate, or stainless steel tops are available, featuring Norix's exclusive abuse proof, removeable, molded-on Slammer Stone[™] edge.

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Flair Designs Ltd. introduces a new steel chair in a traditional design. Fully welded steel construction offers strength and durability. A variety of powder coat finishes are available.

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The Play's the Thing

How Surface Play, designed by Laura Guido-Clark for Carnegie, defies the spirit of the 1990s to focus on the giddy play of light on textiles

By Jean Godfrey-June

Surfacing: The witty, original textiles of Carnegie's Surface Play, include (above, left) Leaf Relief, Drizzle, Watercolor, Vice Versa, Screen Door. Other visions from Surface Play are (above, right) Screen Door, Origami, Riverbed, Multiple Choice, A Rose is A Rose.





s all work and no play making the '90s a dull decade? Let's get back to the muchmaligned '80s for a moment, and focus on the world of surfaces. of first impressions—even, yes. fun. (But forget those '80s prices.) Surfaces, after all, are what textiles are all about. Carnegie and San Francisco designer Laura Guido-Clark have hit on that fundamental with their latest collection, aptly titled Surface Play.

Guido-Clark's original collection for Carnegie, Lines and Shapes, was a marriage of whimsy and logic, geometry and shapes. Here she explores surface and texture. "I was interested in the changes that light and form make on a given surface," she says. "When you upholster a sofa or wrap a panel in a particular fabric, it alters the way the fabric looks. That's where the whimsy comes in. You think you know exactly what you're looking at, and then some outside factor like light or shape helps it take on an entirely new character."

"We found that texture was increasingly important to the contract market," explains Cliff Goldman, vice president of Carnegie. "But not just texture you can feel. We were interested in visual texture."

Vice Versa, for instance, is reversible, and looks distinctly metallic. "It resembles pounded metal on one side," Guido-Clark observes. Many yarns are mixed together to make the "metallic" effect. On the other hand, Origami looks as if it's been folded over and over to achieve an almost organic pattern.

Screen Door, a panel or upholstery fabric, uses polypropylene, a fiber Guido-Clark admits has been explored before. However, she points out the fresh twist she has given it: "Pure color. Polypropylene usually gets mixed or muted coloring. I went for exploring color and texture at the same time."

By contrast, A Rose is A Rose gives a hint of watercolor to a traditional tapestry form. "Tapestries are always these dark, heavy traditional things." says Guido-Clark. "I brought the colors up in this fabric, thinking of the fresh, intense colors you get from a watercolor."

In working with clear, medium tones, Guido-Clark brought in a few "new neutrals," pale purple among them. Her Drizzle, another near-solid, combines numerous colors to create a single one that gives off a shimmering, irridescent effect.

Finally, Riverbed brings a three-dimensionality to whatever it upholsters that is unusual for a fabric, with thin lines cracking through its undulating "channels" of tufted fiber. Leaf Relief also looks three-dimensional, almost like a matte lissé. "I played with the sense of illusion," says Guido-Clark.

While this collection mixes easily with the Lines and Shapes

collection. Guido-Clark emphasizes that perfect "matching" is not the goal. "It doesn't all 'go' together," she indicates. "The result is more a layering effect."

Goldman emphasizes that diversity is Carnegie's strongest suit. "So-called 'collections' help in sales presentations," he says. "But the reality is the designer in the design library, looking for the one perfect fabric for a job."

Guido-Clark's third collection for Carnegie is already in development. This time, she is teaming up with fellow San Francisco designer Beverly Thome. "Carnegie is paying an incredible amount of attention to what the market wants now," she says, "and it's investing a great deal in coming out with more frequent, extremely viable collections for designers."

"Viable" may be another way of saying "affordable." With most of the fabrics coming in under \$39 per yard—some of them coming in around \$20—Carnegie is offering designers the imagination, intelligence and luxury of a much higher-priced line. Guido-Clark seems to work easily within these demanding price ranges.

"Sometimes the more limitations you work with, the more creative you have to be," observes Goldman. Creative these textiles are—and at prices like these, designers should enjoy playing with them as much as Carnegie and Guido-Clark appear to.

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Who's That Sitting in My Chair?

Don't look for short cuts in transforming European design sensations into American success stories-as a slow, careful look at Westin-Nielsen's new Baldwin Chair reveals

By Roger Yee

ating English muffins is unheard of—in England. Mercedes-Benz automobiles are the backbone of taxi fleets—in Germany. Baseball teams are owned by companies who give them names like Nippon Ham Fighters, Yakult Swallows and Taiyo Whales—in Japan. Many cultural artifacts like these under-

that the original structure by independent industrial designer Bernd Makulik for Casala, which meets DIN and other strict European quality standards, could not be imported into America without modifications. "European design is generally more sophisticated than what we see in America," he believes. "But the dimensions. ed beechwood shells using a catalyzed adhesive. This form of construction adds metal's strength and durability to wood's resilience, while eliminating the time-consuming process of making wood-to-wood joinery.

Equally important, Baldwin is designed for never-ending change. Its light weight makes it



go curious changes in crossing border lines. In fact, the Baldwin Chair, manufactured in the United States by Westin-Nielsen under license from Casala Furniture of Germany, would probably not have survived the voyage from Europe any other way.

William J. Nielsen, president of Westin-Nielsen and a thirdgeneration member of the founding family that still owns and operates the St. Paul. Minn., concern, knew this would be so the moment he spied the Baldwin Chair at Cologne's Orgatec in the fall of 1990. What immediately attracted him to the design was its striking form. "I regularly make calls with my sales representatives to find out what our customers need," Nielsen recalls, "so I knew this chair could fill an important niche in auditoriums. conference rooms, dining rooms and corporate and institutional guest and reception seating." He liked its lithe profile, molded plywood seat with compound curves, advanced, wood-andmetal construction and optional arms and ganging hardware.

All the same, Nielsen realized

proportions and comfort are frequently all wrong for us."

To promote American-style posture, which tends to be more erect than Europeans prefer, Westin-Nielsen altered the angle between Baldwin's seat and back by raising the back to a more vertical position, lifting the arm height to 25-1/2 in. (while staying clear of table and desk tops) and shortening the seat depth to 24 in. (which is acceptable to women as well as men). To give the American sitter a more comfortable seat, the manufacturer also cut out the center and installed two sinuous springs. what it calls its "flexible seat foundation," to supplement a 30in, radius contour. And to help the American designer fit the chair into what are increasingly tighter spaces, the manufacturer also trimmed the width to 20-1/2 in. in the armless version.

Once all this has been said and done, there is much still to like in the original Baldwin, of course. The manufacturing technique, for example, features black chrome metal fasteners that connect the 21-ply laminateasy to transport. Four-chair-high stacking capability helps maintenance personnel to clean and set up. Arms and ganging connectors are quickly installed or removed for refinishing and reconfiguration. Even reupholstering is simplified, so that the back requires only one seam to complete, and the seat needs no seam at all.

Bringing Baldwin to America took about a year. During this interval, Westin-Nielsen, its customers and Casala engaged in numerous discussions, field tests of prototypes, changes of design, engineering and manufacturing, and full compliance with ANSI/BIFMA x5/1 1985 chair test standards. Several versions of the design were made until Westin-Nielsen felt the details were right for the U.S. market.

What makes the company so sure Baldwin is "right" now? "We knew Baldwin was right when our customers told us," Nielsen explains. "Like all our other products, Baldwin is customer driven. Who else is sitting in our chairs?" ♀

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Faster! Leaner! Smarter!

hat do small to mid-sized architecture and interior design firms have in common with the corporate upstarts snapping at the heels of IBM, GM and AT&T? If the first few years of the 1990s are any indication, these organizations have all discovered that economic survival does not always favor size, wealth and power over speed, efficiency and intelligence. Like the dinosaurs, the giants of the design world have enjoyed their golden age. (Indeed, we would do well to survive for a fraction of the age of dinosaurs, the Mesozoic era, which spanned from 230 to 65 million years ago.) And it is quite possible that the giants will triumph again.

However, modest groups of designers across the nation have discovered that their ability to understand their clients' problems and respond to them fast and effectively has overcome real or supposed obstacles of inexperience and modest resources. Many have even expanded their staffs in the past year. Imagine hiring when the changes in real estate values forecast for 1992-1993 from Real Estate Research Corporation in its Emerging Trends in Real Estate 1993 for Equitable Real Estate Investment remain almost unanimously glum: industrial warehouse, -0.5%; regional malls, -1.4%; other retail, -4.0%; hotels, -6.1%; land, -6.5%; and suburban or downtown office, -8.0%.

Our New Faces of 1993 clearly see opportunity amidst the ruins. These gifted individuals and firms, who have been designing on their own or in existing firms 10 years or less, are not necessarily taking on the megaprojects that once went automatically to firms far larger than they. They have found that supposedly more modest projects can be rich sources of professional challenge and operating profit. Beyond this revelation, our New Faces are quite different one from another, as the following profiles show, S⇒



Gertler & Wente Architects has provided clients with distinguished service and design since 1984, as evidenced by New York's Angotti, Thomas, Hedge. Practicing for over 15 years, Jeffrey Gertler serves as co-chairman of the AIA's Professional

Practice Commit-tee. Larry Wente studied at Heriot-Watt University in Edinburgh and Columbia University, where he serves on academic juries.



John Duvivier founded HED Architects in 1982, and changed the firm's name to Bottom/Duvivier in 1992 to reflect the addition of Lisa Bottom as principal-and the expan-

sion of the firm's scope of services to include furniture and product design as well as architecture and interiors. Bottom/Duvivier's design for Rucker Fuller in Fremont, Calif., has just won a DuPont Antron Design Award.



Elkus/Manfredi Architects in 1988, Howard F. Elkus, FAIA, RIBA, and David P. Manfredi, AIA, combined 36 years of diversified experience in designing major building projects in the United States and abroad. Elkus, a Harvard graduate, and Manfredi, a Notre Dame and University of

In establishing Boston's

Chicago graduate, are pleased that The Limited is one of many repeat clients.



Dodson founded anon. design associates in 1986. Working by himself, as he did on Hopkins Baumann, New York, or with up to 10 freelancers, Dodson enjoys successfully tailoring his firm to meet his clients' needs.

After studying under Robert Stern, Frank Gehry, James Stirling and the like and serving a brief stint as in-house architect for a local real estate company, Michael to in 1090 Michael



Unbuilt Architecture Competition.

A graduate of Auburn University School of Architecture, B. Elizabeth Grimsley has been a member of the Washington, D.C. design community for over 10 years. After working for such firms as Greenwell Goetz Architects and RTKL, she became partner and president of Lopardo Grimsley, P.C. Two years later,

in 1988, she founded Grimsley Inc., where she designed Soghigian & Macuga.



Diane Cullen-Levin, who combines project management and design marketing, and Arnold Craig Levin, who teaches and practices design, founded Liminality in

1991. Being principals only, the Levins retain their flexibility by hiring production and support staff as consultants. Their current assignments range in size to over 60,000 sq. ft., including Santa Monica, Calif.'s Mandel & Norwood.



design projects like Armando Testa, she has served as jury critic at Yale, Columbia and Princeton-and collects beetles!

Randy Brown, the 26-yearold designer of Brown & Wolff P.C. in Omaha, Neb., holds a Master of Architecture from UCLA. Avoiding easy classification, he independently practices architecture and interior design, urban design, furniture, lighting and industrial design and graphics. Recent



Boutique No More

Gertler & Wente finds that designing space for growing New York advertising firm Angotti, Thomas, Hedge, Inc. is as tricky as buying new shoes for a baby

By Amy Milshtein

High drama on Lower Fifth: To give impact to ad agency Angotti, Thomas Hedge's lobby (opposite), Gertler & Wente angled the walls, showcasing a magnificent arched window. Periwinkle, yellow and black accents inject verve.

"Straightforward spaces and forms help promote creativity," says Jeff Gertler, partner at Gertler & Wente. His theory proves itself in the art department (right) where some of the most celebrated ad campaigns come to life.



ard to believe as this may be, the '90s have already been good to some companies. Besides repossession agencies, career and outplacement counselors and bankruptcy law specialists, there are actually other businesses that have shown phenomenal growth. One such place is Angotti, Thomas, Hedge, Inc., a New York-based advertising agency that just may have surrendered the right to describe itself as a "boutique." No matter what it calls itself, though, it has a comfortable, good-looking space designed by Gertler & Wente. At least for now.

To say that the eight-year-old firm grew by leaps and bounds would be wrong. "We pursue one client at a time," says Cheryl Courchaine, Angotti's director of administrative services. "When we sign one, we don't look for new business for at least a year." This tactic allowed Angotti, which already listed *Barron's*, Wild Turkey, KLM Royal Dutch Airlines, Orangina and Foster's Lager as clients, to nab the coveted Saab account in 1990 and Maalox in 1992, pushing its total billings up to \$105 million.

Obviously, accommodating growth became paramount at Angotti. The agency secured a 7,500-sq. ft. floor in a pre-war building on Fifth Avenue in Manhattan's famed Flatiron District. Gertler & Wente then designed a dramatic and comfortable facility that lets the creative juices flow.

Of course, the first thing any advertising agency needs is an impressive reception area. The loft's vaulted, high ceilings and column grid lent itself to high drama but the windows presented a problem. "The building has alternating bays of double-hung windows and overscaled arched windows," remembers Jeffrey Gertler, a partner at Gertler & Wente. "I wanted to showcase an arched window."

Gertler solved the problem by angling parallel walls to frame the nearest arched window. A curving white wall serves as a gallery, showcasing the agency's work. Black, periwinkle and yellow accents add impact.



Quirky open spaces (left), the architectural equivalent of the water cooler, allow Angotti's employees to gather spontaneously. Informal spots like this are another way the architects tried to foster the creative spirit.

As soon as construction ended on the main floor, Angotti began leasing space upstairs. The architect was happily surprised to find intricate metal grillwork on the elevator doors intact (below). Cleaning and accenting with color shows it to its best advantage.

Following the curving wall west to the building's Fifth Avenue side takes you to a private hallway leading to the partner's offices and their support staff. But partners aren't the only people with privacy at the agency. Employees lobbied for—and won—private offices.

Unfortunately, there were not enough windows to give each office a view. Gertler cleverly divided up the precious natural light by floating the individual offices free of the perimeter window wall. Staffers merely have to leave the door open to gaze down onto New York's recently hip "Lower Fifth."

Because the agency grew so quickly, Gertler was forced to tack on another row of private offices behind the first. While these offices don't face the views, they still get light from clerestory windows overhead. Keeping employees comfortable (read "productive") was high on Angotti's list of priorities. So high, in fact, that people are grouped in this advertising agency not by department or even client but by personality and work habits. Mixing copywriters with account managers with bookkeepers may surprise some, but this method keeps Angotti humming along.

Along with the main conference room, which is enclosed for acoustical privacy, the architect added two smaller rooms where staffers brainstorm. There is also a highly informal space, the architectural equivalent of the water cooler, for people to gather and exchange ideas. "I wanted to promote creativity," says Gertler. "Straightforward spaces like this help."

With the agency happily settled into its new home, our story could have ended here. However, as soon as Angotti's main space was completed on the 6th floor, the agency began to incrementally lease space upstairs. Now, after three construction phases, Angotti occupies the entire 7th floor as well, adding another 7,500 sq. ft. Working areas on the upper floor are divided into open-plan bays faced with private offices delineated by Knollwall. Working with the product proved especially challenging. "Fit-

An uneasy May/December marriage

ting this old building with a modern, standardized item was like fitting a square peg in a round hole," remembers Courchaine. "The floor didn't seem uneven until the Knollwall

arrived." Of course the floor was eventually evened enough to fit the product.

Even though the 7th floor doesn't have as many private offices as the 6th. staffers still use and enjoy undefined open hall spaces just like their downstairs neighbors. Whether they are kicking around copy ideas or last night's episode of Seinfeld, employees enjoy its comfort and spontaneity.

While some architects and designers tell horror stories about working for "creative" clients, Gertler holds a different perspective. "I love working for creative clients," he says. "Half of your job is already done. Instead of saying yes to the first cheap, quick solution, they want to





explore all the options." He also tells how architecture opened up a whole new language for the ad men and women. "The partners are used to working in only two dimensions. Giving them the third to play with was a novelty."

The novelty may wear off soon, though. Even with two floors, Angotti, Thomas, Hedge is bursting at the seams and new space seems inevitable. It's safe to say this story is to be continued... \Im

Project summary: Angotti, Thomas, Hedge, Inc.

Location: New York, NY. Total floor area: 15,000 sq. ft. No. of floors: 2. Average floor size: 7,500 sq. ft. Total staff size: 75. Cost/sg. ft.: \$38. Paint: Benjamin Moore, Pratt & Lambert, Laminate Nevamar, Abet Laminati. Lighting: Coastal, Lightolier, C.J. Lighting. Window treatments: Venetian blinds by Abington and Bookbinder. Work stations: Knoll. Thrasher. Work station seating: Faze. Files: Meridian. Cabinetmaking: Horvath Woodworking. HVAC: Cool Mor LTD. Security: America Security Systems. Client: Angotti, Thomas, Hedge, Inc. Architect: Gertler & Wente (7th floor) Gertler & Woolf (6th floor). Structural engineer: Angelos Georgopolous. Mechanical engineer: John Gaskin, General contractor: Manhattan Business Interiors (7th floor), Dunsmoore & Company (6th floor), Lighting designer: Gertler & Wente. Furniture dealer: PML. Photographer: Christopher Wesnofsky.



DESIGN

Top of the Mall

It's no accident that shoppers are heading to the new addition for The Limited at Dadeland Mall in Miami, by Elkus/Manfredi Architects

By Roger Yee

ven dreams get old-like California's Disneyland, which turned 35 in 1990. For many of America's commercial Neverlands, its 37,975 shopping centers, the passing of time has resulted in transformations as dramatic as the breaking of the magic spell in Disney's Beauty and the Beast. Excessive retail space, an aging population and stagnant household income have forced centers to upgrade their architecture and interior design in order to attract more shoppers and hold them longer. This is true even of the 364 regional malls that average 1 million sq. ft. or more in gross leasable area (GLA). How dramatically the regional giants can reinvent themselves, however, is displayed at Dadeland Mall, in

Miami, Fla., where Elkus/Manfredi Architects has created a new prototype retail complex for The Limited Inc.

Weighing in at some \$540 in annual retail sales per sq. ft. GLA, 2.5 million-sq. ft. Dadeland ranks as one of the 10 highest revenue generators of its kind for owner Equitable Life Assurance. So it is only fair to say that The Limited's Dadeland addition is anything but a rescue effort. This sprawling, one-story regional center boasts a solid demographic customer base in the heart of Dade County (Miami, Miami Beach, Coconut Grove, Coral Gables and Key Biscayne) that is strongly attracted to its five anchor stores, namely Jor-



dan Marsh, Saks Fifth Avenue, Lord & Taylor, Burdines and J.C. Penney. What The Limited's CEO Leslie Wexner saw in Dadeland was an opportunity to use one of the four-decade-old mall's remaining undeveloped "pads" to create a new front door to the mall that would function much as an anchor—while dramatically reconfiguring the typical anchor's curbside entrance and internal circulation.

Equitable has been giving savvy merchants like Wexner good reasons to invest in Dadeland. Having extensively remodeled the mall some six years ago, it was in the process of completing a five-story parking garage when The Limited made its move. The aggressive

Getting in and out of a shopping center is seldom as easy or spectacular as Dadeland Mall's new addition for The Limited. The glass cube (opposite) at the heart of the design by Elkus/Manfredi Architects "breaks the box" of the normally monolithic shopping center envelope with a highly revealing look at what awaits shoppers inside. Dynamic use of ramps and stairs (left) draws shoppers into the mall by taking them past the multi-level selling floors of The Limited, Limited Too, Express, Bath and Body, Structure and Cacique.



upgrading program prompted The Limited to consult with Equitable, The Edward J. DeBartolo Organization, Dadeland's developer and manager, and Elkus/Manfredi about the possibility of fashioning a new entrance to the mall centered around The Limited's stores.

"Leslie Wexner saw Dadeland's remaining space or 'pad' as the perfect opportunity for The Limited to build a new 'front door,'" recalls Howard F. Elkus, FAIA, RIBA, partner and co-founder of Elkus/Manfredi. "He saw would group The Limited, Limited Too, Express, Structure, Bath & Body and Cacique around a major entrance to the mall. The resulting spatial concept channels circulation through a glass cube whose square floor plan intersects on three sides with visually freestanding volumes based on square, circular and rectangular floor plans. A series of steps and ramps brings shoppers up a 4-ft. gradient from the parking lot to the mall level and to the equivalent of three stories containing



Structure's emphatic spacing of architectural elements (left) is part of its signature look, so Elkus/Manfredi has taken care to integrate its aggressive form into the courtvard of space. stairs and ramps at Dadeland without detracting from the impact of its freestanding fascia, columns and pediment. Yet other Limited stores are not static in their handling of space, as this entry into Express (opposite) indicates. Aerial bridges take shoppers on the upper floors within and between The Limited's stores.

the new structure as three-dimensional signage visible from the outside, with an entrance defined and surrounded by a cluster of shops." Its volumes of store space would present as much glass to shoppers as possible to enhance its visibility day and night, quite unlike the blank exteriors of most malls.

Given the prestigious existing tenant mix and extensive physical plant, Equitable and DeBartolo took the precaution of consulting with all major investors and tenants about The Limited's intentions. "The owner and the developer really did their homework with the tenants," says David P. Manfredi, AIA, Elkus/Manfredi's other principal and cofounder. Although the design philosophy of The Limited's addition would differ considerably from other entrances to Dadeland and with the multi-story spaces occupied by the anchor stores, no one objected to what would be a four-story entrance pavilion lined with shops.

Elkus/Manfredi, working in concert with The Limited's store planning group, was asked to create a physical structure that some 73,000 sq. ft. of retail space for The Limited. (Approximately 7,000 sq. ft. are dedicated to circulation to lead shoppers into the mall.) While handicapped or elderly shoppers, parents with strollers and other individuals with limited access take elevators to the upper floors, everyone else walks.

Taking the stairs is no accident for The Limited's patrons. "The Limited likes to use its merchandise to pull you up and through its floors step by step," Elkus reports. "Rather

Three floors for The Limited-but no escalators?

than force you to take big steps at major level changes. The Limited presents you with small, easy to reach levels at 6-ft. intervals." For example, The Limited occupies the cylindrical volume at Dadeland, and Elkus/Manfredi encourages shoppers to explore all of its interior by slicing the cylinder right through its mid-section and exposing its elevations, whose spandrels turn like pinwheels around its core. Stimulating shoppers' curiosity are



spectacularly placed aerial bridges that tie one level or store to another, luring shoppers into excursions that increase their exposure to merchandise.

Placing shoppers within a sequence of display vignettes rather than a sea of merchandise is a Limited trademark, and it has the effect of strongly differentiating its stores from the competition at Dadeland. "What we've done is to break the space into separate experiences," Manfredi says. "Whether you approach from the mall or the parking lot, envelop shoppers in a three-dimensional environment in which everything, including the store fixtures and other design motifs, changing levels and aerial bridges, weaves a visual spell that draws attention to itself and its merchandise, even tantalizing shoppers with displays that are physically out of reach.

Where will the seven-year-old relationship of Elkus/Manfredi and The Limited go next? The architecture firm already has various offices, distribution centers and retail stores for the \$6.3-billion retailer to its credit. How-

How to crate up The Limited's new building and take it on the road

you enter a courtyard which can lead you up and away in many directions." As both Elkus and Manfredi point out, encouraging the shopper to wander reduces the likelihood that entire floor levels will be ignored, a problem in traditional department store layouts.

The chain of events leading from the programming, planning and conceptual design to design development, contract documentation and construction at Dadeland should be familiar to design firms serving major retailers. Once Elkus/Manfredi had determined the basic structure and detailed the floor plates, elevations and basic interior architecture, The Limited's store planning group, led by Charles Hinson, president of store planning, laid out each floor's plan, design and furnishings, defining and refining the interior design, lighting, signage, cashwrap desks and the like. Then The Limited turned to a specialty contractor to procure the needed store fixtures.

"Planning stores with The Limited is both demanding and fun," admits Elkus. "Wexner and his colleagues know exactly what kind of image they want for each store, using standard fixtures, casework and finishes in distinctive ways to make each store stand out. On the other hand, The Limited is never satisfied with its work, and always strives to top itself." Indeed, Elkus notes that management was already drawing up a punch list to refine and improve Dadeland prior to the official opening.

With glowing reviews of Dadeland in hand, The Limited and Elkus/Manfredi have gone on to extend the Dadeland store cluster and mall entrance concept elsewhere. To make the structure readily adaptable, the architect has designed the components as a "kit of parts" that can be combined in ways to suit different site conditions. In one location, for example, the structure straddles a basement and ground floor. At another location, the structure ties into the second floor of a two-story mall. New locations under consideration may see the cube and cylinder stacked up, aligned or separated.

In effect, The Limited now has the ability to attach a self-sustaining unit to an existing, single or multi-story shopping mall while doubling as a striking, curbside entrance. The sense of autonomy goes beyond having an independent HVAC system and separate loading dock for The Limited. Elkus/Manfredi's interior environment allows the retailer to ever. Elkus and Manfredi have no intention of resting on their laurels, especially considering the nature of their client.

"Most merchants look at space as a static quantity," Manfredi says. "The Limited sees space as a dynamic, changing medium." If the Columbus, Ohio-based company knows it wields the cutting edge in store design, it also





Changes in elevation are the occasion for celebration in The Limited's stores. A triumphal arch at the Express (opposite), for example, welcomes shoppers to climb through a stairway that is delightfully theatrical and patently as deceptive as a scenery flat. No less theatrical yet considerably more mysterious is a mannequin (above), poised on a stair landing of The Limited, one of many devices to show more merchandise to shoppers even when the articles are out of reach and must be obtained elsewhere in the store.

appreciates how quickly its rivals can copy it. Adds Elkus, "The Limited is without doubt a rare client, extremely sensitive to design, yet very savvy about its own business. Our firm has grown intellectually because of this relationship. We've been through generations of thinking on retail facilities together."

For now, The Limited's brilliant glass cube acts as a beacon, drawing motorists to Dadeland by way of I-95, while Metrorail brings passengers from downtown Miami south along U.S. 1, stopping just 1,000 ft. from the new "front door." Whether or not inspired store design is key to keeping The Limited ahead of the pack nationwide as apparel merchants fight for consumers' dollars, shoppers at Dadeland have already cast a resounding "Aye!" Or—since nearly half of greater Miami's burgeoning population is Hispanic—they might say "Si!" ">

Project Summary: Dadeland Retail Center

Location: Miami, FL. Total floor area: 80,000 sq. ft. No. of floors: 4. Paint: Benjamin Moore. Dry wall: U.S. Gypsum. Flooring: Monolithic terrazzo. Carpet/carpet tile: Harbinger, Ceiling: U.S. Gypsum, Lighting: Halo, Omega, Lumenyte International, SPI Lighting, Art-Glo, Times Square, Capri. Glass: DRG Glaswals. Doors: Russwin (steel), Falconer (glass). Windows: Thermalum. Display fixtures: Ontario Store Fixtures. Architectural woodworking and cabinetmaking: Ontario Store Fixtures. Signage: Art-Glo. Elevators: Miami Elevator. HVAC: York. Plantings: Preserved Treescapes Inc. Client: The Limited Inc. Architect: Elkus/Manfredi Architects Ltd; David Manfredi, Howard Elkus, partners; J. Scott Taylor, project manager; Amy Whitmore, project architect; Mark Duluk, Susan Hoadley, project team. Associate architect: Johnson Assoc. Architects. Interior designer: Limited Store Planning. Structural engineer: Donnell & Duquesne and LeMessurier Consultants. Mechanical/electrical engineer: McDowell-Helmick. General contractor: Herbert & Boghosian. Lighting designer: Powell Lighting Design. Photographer: George Cott/Chroma Inc. (exterior), Antoine Boots (interior),



Because Hopkins Baumann appreciated the integrity of the loft, all its interior designer needed to do was to clean and re-paint the open space. Dodson has divided the area into work studio, conference room and reception (above) using inexpensive plywood, concrete stucco, glass block and black pipe. s many an active pre-schooler or harried politician will admit, the quickest way to deal with a mess is to cover it up. Messes and mishaps are part of life, but wouldn't it be great if you could make them disappear when adults and reporters are around? That's just what Michael Dodson did for Hopkins Baumann when he gave this New York graphic design firm an office that hides a multitude of visual sins.

Graphic design work produces copious amounts of clutter with light boxes, copy machines, typewriters, files, stationery supplies and other eyesores Rough and ready: Designer Michael Dodson has given Hopkins Baumann a raw, muted interior that's not afraid to show a sensitive side. Uncut birchveneered plywood creates a pathway through the office (opposite) and adds comforting warmth in contrast with other industrial materials.

By Amy Milshtein



Exactly what is designer Michael Dodson hiding behind the rugged good looks of Manhattan's Hopkins Baumann?



While there are no locked doors at Hopkins Baumann (save the bath and storage rooms) there are many different circulation paths. That way an important meeting taking place in the conference room (right) won't be interrupted as designers can bypass it in walking from studio to library.

Want pure design elements? Look up. Dodson strung the lighting wires at Hopkins Baumann to create a "tent" and define the work area (below). The firm's designers can control lighting levels with individual dimmers and clip the lights anywhere on the support pole.



adding to the chaos. So when Hopkins Baumann, a firm that specializes in magazine redesign and boasts *People* and *Forbes* as clients, moved from its tiny 14th Street space to a roomier loft on 26th Street in 1990, the

A telephone wire tent strung from the rafters?

partners called for an interior design that could handle the mess and still look smart.

Obviously Hopkins Baumann wanted more than storage. It also sought an open, casual



work space where partners, associates and assistants would communicate and produce together. "We had private offices in our old space," remembers Mary K. Baumann, partner at Hopkins Baumann, "and it hindered communication. Two people working on the same project would go off in different directions because no one talked."

Since its work is visual and compositional, Hopkins Baumann felt the design should keep distractions to a minimum by being as spare and clean as possible. Of course, Dodson had to satisfy all of these requirements on a rather limited budget. His solution is a design that wears many hats and looks good in all of them.

Designer and client agreed to leave the loft in its raw state. The space was cleared, concrete floors refinished and walls painted white. New elements were constructed of basic, affordable materials. Uncut birchveneered plywood panels, concrete stucco, glass block and black pipe divide the space into reception, studio and conference room. The environment's muted tones, rough textures and simple materials allow the modest plywood to assume a jewel-like quality.

"This design promotes creativity by not getting in its way," explains Dodson. "Pure decorative elements are few, leaving the interior neutral and organic." Employees fill the blank wall space with artwork and posters based on whatever project they are engaged in at the time.

The office has an entirely open configuration. In fact, the only closed-off areas are the storage and bath rooms. Inside the open plan design studio, everyone works in the same space regardless of title—partner, associate, free-lancer and editor alike. "No one here is precious," says Baumann with a smile.

Dodson divides the space with minimal yet effective means. Two long, plywood walls form

a screen between the entrance and conference room, framing a pathway to the studio, while the work area is delineated by a half-height concrete stucco wall. In addition, the designer has created several different pathways through the office, so employees can walk from the stu-



Hopkins Baumann is not afraid to admit it has something to hide. Any graphic design firm generates clutter during the day, but by assigning all the messy work areas to stations that are covered with aluminum shutters (right), Hopkins Baumann can smartly close the doors on clutter.



dio to storage without parading through the conference room should an important meeting be taking place.

Careful attention has been paid to lighting the design studio, as could be expected. Occupying the favored position a-long the window wall, the studio supplements its natural light with a series of powerful, 500-watt halogen lamps suspended above each desk. Designers can individually control wattage with a dimmer, and can place lamps anywhere along the support pole. Though the lamps are all business, they have a whimsical side. "I looped the cords over the support pole," says Dodson, "creating a 'tent' to define the work area."

The only new pieces of furniture in the office are the work desks. Made of hollow-core doors covered in laminate and standing on pipe legs, the desks are a stylish answer to a low budget. The rest of the furnishings are the client's own idiosyncratic mix of contemporary and antique pieces. Luckily the

wood and metal of the furniture coordinate well with the wood and metal of the interior.

How does Hopkins Baumann always manage to look good when guests drop by? All the messy work surfaces are housed in a series of stations fronted with aluminum shutters. Close the shutters and the interior takes on a clean, spare, industrial look. All in all, here's a rough and tumble space that's not afraid to say that it has something to hide.

Project Summary: Hopkins Baumann

Location: New York, NY. No of floors: 1. Floor area: 1,350 sq. ft. Staff size: 7. Cost/sq. ft.: \$35.50. Paint: Benjamin Moore. Laminate: WilsonArt. Glass block: Pittsburgh Corning. Lighting: Halo, Lightolier. Roll down doors: Thermarol. Work stations: Custom. Work station seating: Sam Flax. Conference chairs: Deborah Dorichian. Lounge chairs: Modern Age antiques. Client: Hopkins Baumann. Architect: Michael Dodson; Wid Chapman, Peter Moore, Karen Orloff, design team. General contractor: Lewis Construction Co. Photographer: Tom Reiss.

Remarkable Reception

Why Washington, D.C.'s Soghigian & Macuga Marketing puts the money up front in its new space, designed by Grimsley Inc., to make a lasting impression

By Amy Milshtein



sk anyone who's been on a blind date: First impressions are lasting ones. The same theory holds true for interiors. A reception area sets the tone and defines a company for employees and visitors alike. Hence, most firms devote much of their design budget to a knock-out opener. This is exactly what Grimsley Inc. did for the Washington, D.C. advertising agency Soghigian & Macuga Marketing—and the results guarantee love at first sight. When the lease came due on the 17-yearold firm's former space, the principals took advantage of Washington's soft real estate market to find a better deal. Their search ended at the building across the street. Ironically, the soft market that afforded Soghigian & Macuga such an attractive bargain also dictated its design budget, because many of its clients are real estate firms.

Perhaps one reason why Soghigian &

First round knock-out: Soghigian & Macuga Marketing in Washington, D.C. has put its best foot forward, devoting most of a limited design budget to the reception area (above). Using simple design elements, Grimsley Inc. has created a dramatic, unforgettable space.

DESIGN



Macuga recognizes the importance of

impressive space—even in a recession—is that many of the agency's full-service

advertising clients in hospitality, retailing

and local government are keenly aware of the symbolic value of real estate. "We have

a reputation as a creative firm and always

had well-designed offices," says Harry

Soghigian, president of Soghigian & Macuga

Marketing. "We still want an attractive,

high-impact reception area that didn't break

the bank. "Contrasting blacks, browns and

creams gave the space immediate drama,"

remembers B. Elizabeth Grimsley, president

of Grimsley Inc. "So did the simple act of

Separate elements work in concert to create one striking image. Uplighting the signage

Simplicity is, in fact, the key to this design.

Grimsley Inc. answered with a classic,

stylish image."

angling the wood floor."

and covering the walls in fabric create warmth and avoid "slickness." Impressive furniture and art complete the room. "The space is like a puzzle," says Grimsley, "and wouldn't work without all the pieces."

Don't expect the rest of the office to look like a wasteland, though. Both parties agreed to tweak the remaining space by upgrading the building standard paint and carpet. Grimsley also lined the halls with navy blue columns that double as torchiers, illuminated with ambient light.

In addition, the design firm has carefully zoned the space to create a separate path for mail and package delivery. Couriers are buzzed in at their own entrance and slip unobtrusively into the mail room, leaving the reception area free to do what it was designed to do—quietly wow employees and clients alike.

Here's to starting with the show-stopper.

Project Summary: Soghigian & Macuga Marketing

Location: Washington, D.C. Total floor area: 15,000 sq. ft. No. of floors: 1. Average floor size: 15,000 sq. ft. Total staff size: 26. Cost per sq. ft.: \$10.00. Wallcoverings: Harrington Textiles. Paint: Pratt & Lambert, Polomyx. Laminate: Nevamar. Flooring: Gamma Par. Carpet/carpet tile: Bentley Mills. Carpet fiber manufacturer: BASF. Lighting: Lightolier. Lounge seating: Bonaventure. Other seating: Brueton. Upholstery: Unika Vaev. Conference tables: Brueton. Other tables: Brueton. Architectural woodworking: Adame Custom Creations. Signage: Lamb Sign. Client: Soghigian & Macuga Marketing. Architect: Gail Pearson, Architect. Interior designer: Grimsley Inc. Mechanical/electrical engineer: Cad Con Inc. General contractor: Sigal Construction Co. Construction Manager: Ron Harn. Lighting designer: Gail Pearson and Elizabeth Grimsley, Furniture dealer: GPI, Grimsley Procurements Inc. Photographer: Ron Solomon.



Angled flooring, chairs and desks create a space that's anything but static (above) for Soghigian & Macuga. While the front desk has consumed most of the budget, the rest of the office is not ignored. Building standard paint and carpet have been upgraded, and the columns that light the hallways are custom.

Through the Looking Glass

Products and people are displayed to maximum advantage at Rucker Fuller in Fremont, Calif., thanks to an audaciously revealing design by Bottom/Duvivier

By Jennifer Thiele



Visitors to Rucker Fuller's newest showroom can peer through the glass walls of a slightly skewed observation passageway (opposite) for a clear view of the furniture products in actual use. Button-activated audiotapes provide information about the different lines. Of course, clients needing a closer look are welcome on the other side of the wall.

Designer John Duvivier made dramatic use of geometry, angles and vibrant color to create a dynamic space that is best described as ordered chaos (above). Rucker Fuller is big on client service: The design includes a comprehensive resource library to the rear, and a movie screen that shows everything from clips on the latest products to *Monday Night Football.*

hen the great San Francisco earthquake hit in 1906, an enterprising San Josebased furniture dealer named Rucker Co., whose stock had survived the disaster on a ship at sea, quickly joined forces with San Francisco-based competitor Fuller Co. to become the major supplier of furniture to local businesses in need of rebuilding. Nearly a century later, Rucker Fuller is on much more stable ground as the largest furniture dealer west of the Mississippi, with four locations in the Bay Area. One of them, a new contract furniture showroom and office facility in Fremont, Calif., proudly imitates the mission of its ancestors-with a design by Bottom/ Duvivier that makes order out of chaos.

Margi Sullivan, Rucker Fuller's vice president of business development, explains that the company wanted to expand its downtown San Jose showroom, and required more space than the existing facility could offer. As a full-service furniture dealer primarily of Steelcase products, Rucker Fuller needed room to display many varied furniture lines in an orderly fashion. As a convenience to its customers, the company also wanted a place to show samples of competing lines it does not carry, so visiting designers and facility managers could comparison shop right on the premises.

A search for a new location in the immediate area yielded nothing affordable, prompting the company to take over and renovate its own warehouse in suburban Fremont. "We had to find more space to show what we wanted to show, and there was nothing available in the south Bay

Area for anywhere near the amount of money we had to spend," recalls Sullivan.

The price of the Fremont facility was definitely right, and stock could easily be condensed to support the 8,700 sq. ft. needed for the showroom without disrupting the operation of the distribution center. But relocation to a warehouse posed several problems that could best be solved by a professional designer.

"If we left it to non-professionals," speculates Sullivan, "they would have dropped a ceiling, put up walls and opened for business." In fact, the raw space needed much more work. Its punch list included everything from complete mechanical systems and space planning to an upbeat aesthetic that would energize employees and clients alike.

Announcing Rucker Fuller's plans to move from a downtown location to an old warehouse in the suburbs caused an initial morale problem among its staff members, many of whom were faced with a much longer commute





to Fremont. John Duvivier of Bottom/Duvivier recalls, "There was concern among the sales force that they were being moved to a secondrate facility, so Rucker Fuller told me to 'push the edge of the envelope.' They also told me I had no money to do it."

Other than a tight budget and the need to include as many Steelcase Design Partnership

How staff and customers came to be housed in a "zoo"

products in the showroom as possible, Rucker Fuller imposed few demands on Duvivier. "As an old, old, company, we could be considered stodgy," muses Sullivan. "But that's not the industry we're in and that's not who we are."

One of Duvivier's biggest challenges was how to integrate a broad range of styles, col-

ors and materials into an aesthetically cohesive design. Given a client with a progressive perspective on the industry and a space with such dramatic potential, Bottom/Duvivier immediately abandoned any thoughts of the traditional modular showroom concept. Instead, the design firm chose to accentuate the diversity, mixing and matching various product types in vibrant color choices and finishes together throughout the showroom. "In reality, it's total chaos," Duvivier observes, "but visually it works."

Of course, it had to work in reality too. To maximize space efficiency, the company's business offices were incorporated right into the display area to create a "working showroom," a trend in the industry whereby the showroom doubles as the working office for the dealer's sales and support staff. The dual function underscored the need for a design that could simultaneously work as a modern office and show off the product lines to maximum advantage.

Duvivier used the analogy of the zoo, where there is close observation from a distinct boundary maintained between the viewer and the viewed, to effectively blend Rucker Fuller's functional requirements for its Fremont facility. A glass-walled corridor cutting diagonally through the space provides an observation passageway where clients can walk and peer at product lines in actual use—a distinct advantage for customers who wonder how a piece of furniture will function

in the "real world." The push of a button activates an audiotaped explanation of the product panorama, which includes everything from work stations to fabrics.

"The showroom blends a lot of product lines, which isn't very common," observes Sullivan. That includes lines that Rucker Fuller doesn't even represent. Located at the end of the glass corridor is what Duvivier calls the "petting zoo," where visitors can make a hands-on comparison between competitive products. The idea speaks volumes about Rucker Fuller's confidence in its product line. "We've chosen the lines we wanted to represent because we feel that they are the best," explains Sullivan. "The petting zoo is self-serving, but it's totally democratic."

The chaotic appeal of the new showroom extends beyond the product display into the architecture of the space itself. "Part of the idea was to do things in a slightly disorienting and unfamiliar way so people would look at them," explains Duvivier. "The design has a disarming quality that imposes itself upon the visitor."

One of the first things a visitor will notice is the complete saturation of color—always a cost-effective way to create excitement. Walls are painted in bright shades of yellow, red and purple or covered in bright fabric collages. Multi-colored file cabinet drawers stack atop each other like bricks and carpeting features richly-hued inserts. The design firm deliberate-

Not for show only, even the internal working areas of the Rucker Fuller showroom, including this conference room (above) and private office (below), have been designed to be energetic, colorful and appealing.



ly strove to make the architecture of the space look irrational and disordered by manipulating simple materials into unexpected forms and relationships, like teetering and angled walls and elements that dissect each other. Even the fluorescent light fixtures overhead are treated like pick-up sticks, "Like we just dropped them," says Duvivier.

What appears to be "out of whack," however, is actually the result of some fairly clever planning. Nothing is wasted here. Every element, no matter how unusual, plays an important functional role in the

design. Freestanding cone, triangle and cube shapes, for example, enclose meeting rooms. A coneshaped skylight protruding through the roof brings natural light into the essentially dark space. One of the more imposing design elements, a trapezoidal sail hanging perpendicular from the ceiling, is actually a a movie screen that shows films of the company's latest products-and Monday Night Football, when applicable. Duvivier has even provided bleachers for viewing.

"There are lots of places our clients can visit to see how boring the product can look," notes Sullivan. At Rucker Fuller, designers and facility managers get a glimpse of how the ordinary can be turned into the extraordinary. The adventurous showroom in Fremont is a testament to Rucker Fuller's business saavy in an industry that craves visual excitement-on a 1990s budget. 😂

Project Summary: Rucker Fuller

Location: Fremont, CA. Total floor area: 8,700 sq. ft. No. of floors: 1. Total staff size: 26. Cost/sq. ft.: \$50. Wallcoverings: DesignTex, Steelcase. Paint: Sinclair, Hammerite, Laminate: Abet Laminati. Flooring: DalTile (bathrooms). Carpet/carpet tile: Lees. Carpet fiber manufacturer: DuPont (Rucker Fuller is the 1992 winner of the DuPont Antron Design Award in the Small Offices category), Monsanto. Ceiling: Alpro. Lighting: Wellmade, Steelcase. Door hardware: Schlage. Glass, window frames: Walters & Wolfe. Work stations: Steelcase, Stow Davis. Work station seating: Steelcase. Lounge seating: Atelier International. Other seating: Brayton. Upholstery: Spinneybeck, DesignTex, Steelcase, Brayton,

Stow Davis. Conference tables: Atelier International. Cafeteria, dining, training tables: Vecta. Files: Steelcase. Shelving: Steelcase. Planters, accessories: Egan, Details. HVAC: Carrier. Client: Rucker Fuller. Architect/interior designer: Bottom/Duvivier. Structural engineer: Hayashi Associates. Mechanical engineer: Thermal Design Systems Inc. Electrical engineer: Redwood City Electric Inc. General contractor: J.M. O'Neill. Construction manager: Mike Johnson, John O'Neill. Lighting designer: Bottom/Duvivier. Furniture dealer: Rucker Fuller. Photography: Sharon Risedorph, Harris Rogers (glass hallway).



Duvivier got more energy than he bargained for in the reflection of the fluorescent lights in the glass wall of the passageway (right). The fixtures are supposed to look haphazard like pick-up sticks-or an intergalactic war.

Everything is on an angle at Rucker Fuller, including its floor plan (above).

Yoi

DESIGN

You Always Remember Your First Time

Clients will never guess how little was spent to create the striking world of Mandel & Norwood/Law Offices in Santa Monica, Calif., by Liminality

By Jean Godfrey-June

N ot exactly *LA Law* territory, sensible, 2sq. mi. Santa Monica balances somewhere between a ritzy typecast of *Beverly Hills 90210* and a bohemian arts colony. It's a place where artists, families and Hollywood wheeler-dealer types all manage to co-exist happily on the edge of the Pacific Ocean. For

"It was the first job for both of us, in a sense," says Arnold Levin, principal at Liminality. (The firm's name refers to its philosophy of relating opposites by both separation and connection, according to Levin.) "We were moving to Los Angeles to start our own practice," he continues, "and this was a wonderful way to



Corporate ease: Liminality reworked what once looked like "a bad dentist's office" in Santa Monica into a sleek yet human space that embodies Mandel & Norwood's business image. What visitors may not realize is the reception desk (opposite) got a facelift from Liminality using cherry panels and painted MDF board. **Glass panels (left)** emphasize areas where old and new elements connect.

Arnold Craig Levin and Diane Cullen-Levin, it was a place to found Liminality, the architecture and design business they had dreamed of opening. For their friends Jerry Mandel and Naomi Norwood, Santa Monica represented a similar new beginning. After several years in a small law office suite with other lawyers, they resolved to set up their own offices. Together, the two "first-timer" firms worked to design a high-profile yet low-key atmosphere where Mandel, Norwood and seven or eight employees now do business. start." Liminality began with a "design goal session" that focused the clients on who they were, and what image they wanted to project.

All agreed during the session that the design would not be the typical dark-paneled, old-monied-looking firm that was so much a part of the Levins' previous careers at large, national design firms. While Mandel & Nor-wood's clientele run the gamut from from corporate types to high-profile players in entertainment, the partners felt that all would respond to a "strong yet comfortable" image.



"We represent significant people who work with their lawyers very closely," notes Mandel. "The design had to be comfortable above all, tasteful but not opulent. We didn't want people imagining that all of their legal fees were going for splashy decoration or masterpieces on the walls."

For Mandel and Norwood, "comfortable" has meant a more open, accessible plan than typical large law firms. "I hate that lost feeling

A silk purse from a "bad dentist's office"

you get down those long, law-firm hallways lined with books," says Mandel. "It's always been important for me to get a more open feeling." The file room, for instance, sits in the middle of the suite enclosed by low walls, so that staff members can see across to the end of the suite. Using light woods instead of dark furthers the open, unorthodox feeling.

Unique as the outcome appears, it has cost nowhere near a fortune. In fact, the budget might well be described as bare-bones. Yet neither budgetary constraints nor an awkward existing layout that would be partially salvaged to save money fazed Liminality in the least. "It was a typical, disgusting '50s'60s LA-type space," Levin recalls. "It looked like a bad dentist's office." (It had actually housed a small development company.)

While all perimeter private offices were retained, Liminality gutted the central floor space for new clerical stations and a central library. The designers then made ingenious use of existing casework by refitting it in a combination of painted MDF board and cherry paneling to look entirely new. The reception desk, for example, has been re-worked with a new facade and transaction counter to tie it to the work station designs. The secretarial stations have been designed as drywall surrounds with painted MDF board and cherry panels to be built by carpenters rather than millworkers, again saving money. Although the original ceilings remain, a soffit has been lowered to modulate the space.

"Our aim was visual impact throughout, so form became incredibly important," says Levin. All freestanding forms project a strong architectural presence. The wall that leads to the conference room is curved and covered with an etched pewter surface to add texture and contrasting material. Glass panels delineate where the existing architecture ends and newly-created forms begin.



The conference room at Mandel & Norwood (below), where most business with clients is conducted, reflects taste rather than showiness, with warm woods, elegant lighting and thoughtful pieces of art. Design is never allowed to suggest excessive fees for professional services to the firm's clients, even in this most critical of spaces.





 Lighting is given particular attention, since very little natural light makes its way past the private perimeter offices into the central office area. Ambient light glows from behind each custom work station, and pendant luminaires are hung throughout the space. "Both Norwood and Mandel were extremely concerned about their employees' well-being in such terms as eye strain and proper light levels," Levin observes. "They really stressed the need for their employees to be as comfortable as possible." The lawyers are also a bit more relaxed than the average big-city firm, displaying a rabbit dressed nattily in a tuxedo as their symbol.

The project team brought this easier-going attitude to its discussions with art consultant Devra Isserman. Consequently, Mandel's favorite piece is the horse painting on the back of his door. "This is the place where you spend most of your day," he says. "I like being able to close my door and look at my horse."

Comfort and a sense of humor notwithstanding, the resulting open office area looks so good that Mandel & Norwood have no reservations about leading clients through it to get to the conference area—whereas most lawyers convey their clients from spectacular reception areas straight to spectacular boardrooms. (The odd shape of the original space necessitated bringing clients throughout the office, another reason why even work stations had to look sharp.)

Mandel happily reports that his clients are so enraptured with the design that one of them, facing an imminent move, sought Levin's telephone number. A well-deserved compliment, Mandel believes. "They managed to capture what it was we wanted," he says. "Lawyers aren't designers, but I've discovered that hiring one is a lot like like hiring a lawyer. There has to be a certain level of trust."

To be sure, trust is easier when there are only four major decision makers instead of major law-firm design committees and review boards. On the other hand, creativity often comes significantly quicker with a bigfirm budget in one's pocket. Liminality's design is as inventive as it is affordable and practical—like starting off on the right, nattily-dressed rabbit's foot. Э►

Project Summary: Mandel & Norwood/Law Offices

Location: Santa Monica, CA. Total floor area: 6,000 sq. ft. No of floors: 1. Cost/sq. ft.: \$22. Paint: Benjamin Moore, Polymix. Dry wall: U.S. Gypsum. Carpet: Harbinger. Carpet fiber: DuPont Antron. Lighting: Lightolier, Neoray, Polsen, Auerbach. Secretarial seating: Knoll. Reception seating: Geiger. Occasional tables: Metro. Partner's office casegoods: Geiger. Guest and conference seating: Metro. Upholstery: ArcCom. Conference table: Knoll. Conference seating: Davis. Signage: ABC Letter Art. Client: Mandel & Norwood. Architect: Liminality. On-site project manager: Maggie Mandel. Art consultant: Devra Isserman Fine Art Consulting. Photographer: Fred Licht.

A horse is a horse, of course. A more relaxed attitude-even a bit of horsing around-makes office hours more livable in a partner's office (above) and within the central core (right), where custom work stations and soft ambient lighting keep the feeling comfortable. The floor plan (below) informs even the casual observer of how hard Liminality worked to get a seamless, easy flow to the space.



Swing open the bright red. laminated doors (opposite) of Armando Testa's creative department in New York, and a lively studio (left) of hightech furnishings and materials beckons staff and clients alike, with double doors leading to a small conference room. Until its recent merger with another business, the U.S. arm of one of Italy's largest advertising agencies assigned its creative personnel to this facility designed by Natsios & Associates, Little wonder clients found it irresistible-given the inviting openness, lively geometry and bright colors of this otherwise straightforward space.

Prego

You can't keep advertising clients out of the creative department when it looks like Armando Testa in Manhattan, designed by Natsios & Associates

f you enjoy Citterio prosciutto, Lavazza coffee or various Italian wines, you may not know or care that one of Italy's premier advertising agencies, Armando Testa, has been creating advertising just for you right in its U.S. office. However, until the recent merger of its U.S. office with another agency, Armando Testa Advertising Inc. ("The World's Largest Italian Ad Agency") maintained a midtown Manhattan address with a creative department whose 45th-floor office in a prewar Beaux Arts building was as lively as the clients it served-thanks to a design by Natsios & Associates. Client meetings were normally held in administrative offices three floors above, but here was the kind of facility clients wanted to see.

Deborah Artemis Natsios, principal of Natsios Associates, took a straightforward approach to housing Testa's creative staff, and enlivened it with a few, highly visible flourishes appropriate to one of Italy's most inventive graphic studios. Working closely with Alberto Baccari, the agency's creative director, she produced a dynamic loft in which a small, gently rounded conference room and sharply angular rows of work stations clashed with a standard, orthogonal grid of private.

By Roger Yee

administrative offices. To intensify the drama, Natsios played high-tech Italian office furnishings and industrial building materials against exposed ceiling beams, a postcard view of the nearby Empire State Building, and such Beaux Arts details as 6-ft. high Classical urn finials, visible along the parapet outside the agency's windows. A white, red and black color scheme, the Testa agency's signature, pulled everything together.

"There was a high level of energy among the creative staff, so I wanted to keep the space as open as possible," Natsios observes. "The agency liked bringing clients into the heart of the creative work." To maximize everyone's comfort and efficiency, Natsios installed all-new windows, mechanical and electrical systems and plumbing fixtures in the six-decade-old structure.

If the ostensible purpose of the new facility was to accommodate creative personnel, its unofficial role was surely to impress clients. In fact, impromptu conferences were often conducted within the studio by clients and staff alike, since Natsios had thoughtfully equipped the conference room with mounting clips for artwork and soft, indirect lighting against nearly transparent walls of perforated steel panels and glass blocks. "Testa wanted to be seen as an Italian agency working for its clients in America," Natsios says. As staff and visitors did attest, her design was as bracing as a steaming cup of Lavazza.

Project Summary: Armando Testa Advertising Inc., Creative Department Offices

Location: New York, NY, Total floor area: 4,000 sq. ft. No. of floors: 1. Total staff size: 20. Paint: Benjamin Moore, Laminate: WilsonArt, Dry wall: U.S. Gypsum. Masonry: Design Supply. Flooring: Fritz Tile. Carpet/carpet tile: Stratton. Ceiling: Armstrong. Lighting: Artemide. Doors: Custom design by Deborah Natsios, made by Haggerty Millwork. Door hardware: Hewi. Window treatment: Levolor. Work stations: Techno. Work station seating: Techno. Conference tables: Techno. Shelving, architectural woodworking and cabinetmaking: Haggerty Millwork. Plumbing fixtures: American Standard. Client: Armando Testa Advertising Inc. Architect: Natsios & Assoc.: Deborah Artemis Natsios. architect; Andrew Bennett, project team. Mechanical/electrical engineer: Hardy & Assoc. General contractor: Sordoni Interior Construction Inc. Photographer: Elliot Kaufman.







f exposed mechanical systems, stainless steel transaction counters, a law library that doubles as a kitchen and a back office in plain view sound like dubious distinctions for a conservative Wall Street law firm, they work just fine in Omaha, Neb. That's where designer Randy Brown has employed atypical elements to create an unconventional environment for two hip barristers who bill themselves "young guys in old men's bodies." The result is a dynamic new home for Brown & Wolff P.C. that reveals a thoughtful attention to the forces driving the legal profession into the next century.

"There are developments in the legal profession that you have to keep pace with." says Paul Brown, who recently left a wellrespected, "totally traditional" law firm in Omaha to form Brown & Wolff, a full-service, general law firm, with long-time colleague Thomas Wolff. "We do things differently from the way they've been done before, and we wanted the office design to reflect the way we do business," Brown emphasizes.

In function and design, the law practice has been based on the principles of evolution, rather than tradition. Computerization has greatly enhanced productivity in the practice of law, where extensive research. lengthy briefs and intricate forms continue to be standard fare. Thus, the two partners were determined to capitalize on the advantages of automation, hoping to increase efficiency, reduce overhead and condense operations to extract cost savings that would be ultimately passed on to clients. "Legal costs are getting substantial," Brown admits, "and the way to attract corporate clients today is to cut fees." Designer Randy Brown minimized space requirements at Brown & Wolff by repeatedly combining two or more functions into one element. The dramatic crown over the reception desk (opposite) holds a mechanical unit, and the signage wall doubles as a coat rack.

A truncated cone reception desk anchors the unconventional interior design at Brown & Wolff, where freestanding elements divide functional space in a wide open floor plan. From reception (above), visitors can see into the working areas of the firm. Word processing capabilities allow the two partners and three associates at Brown & Wolff to handle most of their own correspondence, and legal forms have been standard-

Saying goodbye to ceilings-and legal secretaries

ized on the computer network to facilitate their preparation and filing. "In many areas of the law, such as litigation, domestic matters and mergers and acquisitions, there are a set of forms that take an attorney through a transaction," explains Brown. "Using a systems approach, we can more efficiently and cost effectively produce the documents, with the quality control built right in."

Increased efficiency has also made it possible for Brown & Wolff to eliminate legal secretaries in favor of more highly trained paralegals—an idea, says Brown, that is "radical for Omaha, but a relatively consistent development around the country." He explains pragmatically, "A secretary is an overhead item, and a paralegal is a profit center. So we do most of our own word processing and administrative work, and use paralegals to do billable work."

The economic realities of starting a new law practice dictated that Brown & Wolff extend its cost-cutting philosophies to the office design, a notion compatible with the partners' desire for an affordable image. The first design concept Paul Brown's son, designer Randy Brown, submitted was carefully examined for budget-cutting opportunities. "Contrary to what Randy believes," laughs Paul Brown, "his father is not made of money." Randy Brown used simple materials in innovative ways to save money for his client, as evidenced in the conference room (above) and at the paralegal work stations (right). The sharp angles and tapering forms throughout play a key role in creating the dynamic atmosphere at Brown & Wolff. boundaries. "We exposed parts of the office that you don't usually see," he explains. "Visitors have an expansive view of the whole office, which makes the space seem bigger and allows them to see the energy of the back room." The introduction of fragmented, tapering forms and sharp angles creates forceful lines that contribute to the dynamic nature of the environment.


Functional spaces were defined with dramatic, freestanding geometric objects, including a truncated conical reception desk, a so-called "killer wall" that runs at partial heights throughout the plan, stainless steel transaction counters at paralegal work stations and a bright red "partners foyer" signalling the entrance to private offices.

If Brown & Wolff wanted an interior design that would reflect its contemporary attitude towards law while distinguishing it as an important newcomer, that is exactly what it got. "The firm needed a fresh new image, something that people would notice," recalls Randy Brown. Since the second floor office in the Dodge Street section of Omaha was to be the first home for the new firm, there was no prior reputation or tradition to guide him.

"Much of the design came from the low budget requirements," Randy Brown concedes. "The innovative look of the office was created through imaginative design." And that will certainly make a client sit up and take notice that the evolution of the law is a natural occurrence at Brown & Wolff.

Project Summary: Brown & Wolff P.C.

Location: Omaha, NE. Total area: 2,600 sq. ft. Total staff size: 10. Cost/sq. ft.: \$59. Paint: Sherwin Williams, Zolatone. Laminate: WilsonArt. Drywall: U.S. Gypsum. Carpet: Atlas Carpet Mills. Carpet fiber: Monsanto. Ceiling: Armstrong. Lighting: Linear Lighting, Halo, Capri, Lithonia. Door frames: Kawneer. Door hardware: Schlage. Desks: CCN International (partners), Haworth/Lunstead (associates). Side chairs Kimball, Alma (partners); Allsteel, Leathercraft (associates). Tables: Custom design by Randy Brown, manufactured by G&T Woodworking. Work stations: Custom design by Randy Brown, manufactured by G&T Woodworking. Work station seating: HON Co. Reception desk: Custom design by Randy Brown, manufactured by G&T Woodworking. Reception seating: Bernhardt. Conference table: Custom design by Randy Brown, manufactured by Mica Mecca. Conference seating: Leathercraft. Audio/visual wall: Custom design by Randy Brown, manufactured by G&T Woodworking. Library table: Chromcraft. Library seating: Chromcraft. Bookcases: Custom design by Randy Brown, manufactured by G&T Woodworking. Kitchen/mail counter: Custom design by Randy Brown, manufactured by G&T Woodworking. Signage wall/coat rack: Custom design by Randy Brown, manufactured by Overland Constructors. Filing: Allsteel. Shelving: Lyon Metal Products. Signage: Custom design by Randy Brown, manufactured by Metal Logos. Client: Paul M. Brown, Thomas R. Wolff. Interior designer: Randy Brown. Lighting designer: Randy Brown. General contractor: Overland Constructors Inc. Mechanical engineer: Applied Power Associates. Millwork: G&T Woodworking. Mechanical/plumbing contractor: Thermal Services. Plants: B.O.I. Furniture dealer: All Makes Office Equipment Co. Photographer: Assassi Productions.



The "partners foyer" (above) adds a bright splash of color to the design, and has an important functional aspect as well. By creating a tunnel effect with dark colors and a low ceiling at the entrances, the relatively small private offices themselves seem much more spacious. Randy Brown's "killer wall" runs throughout this axonometric plan (below) to divide public and private space. "My biggest concern was if we could get it built," says Brown about the various unusual elements, "Contractors in Omaha aren't used to doing this type of design."





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GUIDE

CONTRACT DESIGN is pleased to present the **1993** edition of its comprehensive listing of the nation's top contract furnishings sources to our readers. Information is organized in the following sections. An Alphabetical Listing by company names provides the updated addresses and telephones of contract furnishings Manufacturers, importers and other suppliers.

A roster of Associations includes the updated addresses and telephones of the design community's **Professional and trade associations**.

A **T**rade Marts directory lists the addresses and telephones of the trade marts whose **S**howrooms display contract furnishings around the nation.

And finally, a Classified Product Listing identifies major contract furnishings manufactures who supply given categories of Products, such

as executive task seating. We hope the design community finds this Directory & Buyer's Guide to be useful throughout the year, Your suggestions for improving future editions are always welcome. Our thanks to all the members of the

design community who helped us prepare the 1993 edition.

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ANNUAL DIRECTORY & BUYER'S GUIDE

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 IL 60084, (800) 876-7367, (708)
 526-1515, FAX: 708-526-1921
- Aaron Brothers Corporate Art Div., Aaron Brothers Inc., 1270 S. Goodrich Blvd., City of Commerce, CA 90022, (213) 725-6226, (800) 786-6278, FAX: (213) 887-8441
- Abet, Inc., Abet Laminati, 100 Hollister Rd., Teterboro, NJ 07608, (800) 228-2238, (201) 440-8006, FAX: 201-440-6373
- Abolite Lighting, Inc., LSI Industries, Inc., PO. Box 42728, 10000
 Alliance Rd., Cincinnati, OH 45242, (800) 837-5483, (513) 793-3200,
 FAX: 513-984-0147
- Accents In Stone, 3123 Lee Place, Belmore, NY 11710, (516) 781-2799, FAX: 516-781-0203 Accessories Intl. Inc., 9820 Drysdale,
- Accessories intr. inc., 9620 Diffsuare, Houston, TX 77041, (800) 669-7449, (713) 895-9292, FAX: 713-895-0189
- Accugraph, 5822 Cromo Dr., Ste. 9S, El Paso, TX 79912, (800) 678-1061, (915) 581-1171
- Accuride, 12311 Shoemaker Ave., Santa Fe Springs, CA 90670, (310) 903-0200, FAX: 310-903-0208
- Acme Office Group, Masco Inds., 211 Lombardy St., Brooklyn, NY 11222, (718) 387-6400, FAX: 718-388-0471

Acoustical Partitions Corp., P.O. Box 908, 144 Race St., Holvoke, MA 01040, (800) 628-8866, (413) 533-3986, FAX: 413-534-3913 Acoustical Wall Systems, 2321 Saginaw SE, Grand Rapids, MI 49506, (800) 747-9255, (616) 459-8864, FAX: 616-459-8864 Acrymet Industries, Inc., Paul Associates, 42-05 10th St., Long Island City, NY 11101, (718) 786-7654, FAX: 718-392-9242 Adams Elevator Equipment Co., 5640 Howard St., Skokie, IL 60077-2684, (800) 323-0796, (708) 675-0753, FAX: 708-982-5890 Adanlock Office Environments Superior Jamestown Corp., 55 Jones & Gifford Ave., Jamestown, NY 14701, (800) 223-4903, (716) 483-1551, FAX: 716-483-2558 Add Interior Sys., Inc., 6500 S. Avalon Blvd., Los Angeles, CA 90003-1934 (213) 752-0101, FAX: 213-752-0227 Adelphia Graphic Systems, 302 Commerce Dr., Exton, PA 19341. (215) 363-8150, FAX: 215-363-7029 Adjustable Fixture Co., 3726 N. Booth St., Milwaukee, WI 53212, (800) 558-2628, (414) 964-2626 Ado Intl., Box 3447, Spartanburg, SC 29304-3447, (803) 574-2731 Advance Fixture Mart, 1960 Swanson Ct., Gurnee, IL 60031, (800) 621-2500, (708) 249-6000, FAX: 708-249-6008 Advance Office Concepts, 507 Shoreview Park Rd., Shoreview MN 55126, (800) 637-4227, (612) 481-0151, FAX: 612-481-0816

Advance Transformer Co., North American Philips Corp., 10275 W. Higgins Rd., Rosemont, IL 60018, (708) 390-5000, FAX: 708-390-5109

- Advent Inds., Inc., 932 Market St., Paterson, NJ 07509, (201) 345-3309, FAX: 201-279-6916 Affordable Used Office Furniture, 480
- Canal St., New York, NY 10013

Agati, Inc., 2021 W Carrroll Ave., Chicago, IL 60612, (312) 829-1977, FAX: 312-829-8249

- Ajusto Equip. Co., P.O. Box 348, 20163 Haskins Rd., Bowling Green, OH 43402, (800) 543-4996, (419) 823-1861, FAX: 419-823-1305
- Alcan Building Products, 227 Town East Blvd., Mesquite, TX 75149, (800) 827-6045, (214) 285-8811, FAX: 214-289-1356
- Alcan Building Products, Alcan
 Aluminum Corp., PO. Box 1100,
 Warren, OH 75149, (800) 827-6045, (216) 393-1194, FAX: 704-393-3780
- All-Systems, Inc., 17871 Peru Rd., Dubuque, IA 52001-9801, (319) 556-0456
- Allied-Signal Fibers, Allied-Signal, P.O. Box 31, Petersburg, VA 23804, (804) 520-3000, (800) 545-ANSO
- (See ad on p. 107; Circle no. 29) Allseating Corp., 1275 Crestlawn Dr., Mississauga, Ontario, Canada L4W1A9, (416) 625-6853, (800) 563-3502, FAX:
- (416) 625-6953 (See ad on p. 113; Circle no. 33) Allyn Bank Equipment Co., Date-Write, 8248 Lehigh Ave., Morton Grove, IL 60053, (800) 328-7483, (708) 965-
- 7788, FAX: 708-965-7979 Altura Architectural Prods. (190) Capital Pkwy. Carrollton, TX 75006, (214) 242-3103, FAX: 214-245-1322
- Altura Studios, 525 W. 26th St., New York, NY 10001, (212) 564-1335
- Alucobond Technologies, Inc., 77 West Port Plaza, Ste. 421, Saint Louis, MO 63146, (800) 325-4963, (314) 878-2303, FAX: 314-878-7596
- Ambassador Carpets, P.O. Box 189, Chatsworth, GA 30705, (800) 762-9836, (404) 695-7411, FAX: 404-695-0529
- Ambiance Textiles, 520 Greenleaf St., Ft. Worth, TX 76107, (817) 336– 2310
- American Axminster Corp., P.O. Box 70095, Marietta, GA 30007, (404) 998-5869, FAX: 404-993-7654

- American Craftsmen, Inc., PO. Box 484, Hwy. 169 N., Industrial Park, Coffeyville, KS 67337, (800) 835-0687, (316) 251-3340, FAX: 316-251-0745
- American Furniture Mfrs. Assn., PO. Box HP-7, High Point, NC 27261. (919) 884-5000, FAX: 919-884-5303
- American Louver Co., 7700 N, Austin Ave., Skokie, IL 60077, (800) 323-4250, (708) 470-3300, FAX: 708-470-0420
- American Marazzi Tile, Inc., 359 Clay Rd., Sunnyvale, TX 75182-9710, (214) 226-0110, FAX: 214-226-2263
- American of Martinsville, Ladd Furn., Inc. Co., PO. Box 5971, 200 Hairston st., Martinsville, VA. 24115, (800) 753-1248, (703) 638-
- 2379, FAX: 703-638-8810 American Seating Co., Interior Systems Group, 901 Broadway,
- N.W., Grand Rapids, MI 49504, (800) 748-0268, (616) 732-6600, FAX: 616-732-6401
- American Wallcoverings Corp., 1051 Clinton St., Buffalo, NY
- Americraft Corp., 904 Fourth St. W., Palmetto, FL 34221, (800) 237-3984
- Ametex/Robert Allen Contract. 802 Maple Crest Rd., Edison, NJ 08820, (212) 696-0535, FAX: 212-779-0241
- Amotek/LUSA, Inc., 1730 State SL., Bridgeport, CT 06605-2040, (800) 242-4777, (203) 576-9086, FAX: 203-334-4684
- Amsterdam Corp., 150 E. 58th St., 9th FL, New York, NY 10155, (212) 644-1350, FAX: 212-935-6291
- Amtab Mtg. Co., 1747 W. Grand Ave., Chicago, IL 60622, (312) 421-3444, FAX: 312-421-3448 (See ad on p. 4; Circle no. 4)
- Amtico Flooring Div., American Biltrite, Inc., 3131 Princeton Pike, Lawrenceville, NJ 08648, (609)
- 896-3000, FAX: 609-895-1560 Anco Wood Specialties, 71-08 80th SL, Glendale, NY 11385, (800) 262-6963, (718) 326-2023, FAX: 718-326-9125

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Anderson Consulting, 69 W. Washington, Suite 2005, Chicago, IL 60602, (312) 507-6588, (See ad on p. 13; Circle no. 10) Anderson Desk Co., 5005 E. Philadelphia St., Ontario, CA 91761, (714) 984-3375 Anderson Hardwood Floors, P.O. Box 55, Clinton, SC 29325, (803) 833-6250, FAX: 803-833-6664 Anderson Hickey Co., Hanson Inds. Inc., P.O. Box 80, Henderson, TX 75653, (800) 950-3375, (214) 657-9531, FAX: 214-657-3617 Angus-Stuart, Inc., P.O. Box 1345, 635 E. Augus-Stmart, Inc., FO, Box 1345, 635 E. Ramsey, Banning, CA 92220-0914, (714) 849-6177, FAX: 714-849-7439 Anthro Corp., 3221 N.W. Yeon, Portland, OP 07210, (200) 225-2044, (502) OR 97210, (800) 325-3841, (503) 241-7113, FAX: 503-241-1619 APCO, 388 Grant St. S.E., Atlanta, GA 30312-2227, (404) 688-9000, FAX: 404-577-3847 (See ad on p. 112; Circle no. 32) Apco Graphics, 388 Grant St. S.E., Atlanta, GA 30312, (404) 688-9000 Appleton Lamplighter, P.O. Box 1434, 2664 American Dr., Appleton, WI 54913, (414) 739-9001, FAX: 414-The Applied Radiant Energy Corp.

Applied Radiant Energy Corp., 2432 Lakeside Dr., Lynchburg, VA 24501, (800) 283-5667, (804) 525-5252, FAX: 804-525-7437 5252, FAX: 804-525-7437 Arc-Com Fabrics, 33 Ramland South. Orangeburg, NY 10962-2689, (800) 223-5466, (914) 365-1100, FAX:

914-305-1205 Arcadia Chair, 15610 S. Main St., Gardena, CA 90248, (213) 532-914-365-1285 9100, FAX: 213-217-9110 Architectural Contract Mfg., 700 W. Pete Rose Way, Cincinnati, OH

45203, (513) 381-4221, FAX: 513-Architectural Supplements, a deSede of Switzerland Co., 93 Triangle St., Danbury, CT 06810, (800) 548-9610.

(203) 792-7400, FAX: 203-778-3991 Architectural Woodwork Institute, P.O. Box 1550, 13924 Braddock Rd.

DOX 1050, 13924 Braddock Rd., Centerville, VA 22020, (703) 222-1100, FAX: 703-222-2499 Architex Intl., Liz Jordan-Hill Inc., 625 W. Jackson Blvd., Chicago, II. 60606, (800) 621-0827, (312) 454-

1333, FAX: 312-454-1443 conas Corp., 580 Orwell St Mississanga ON. Canada L5A 3V7, (800) 387-9496. (416) 272-0727. EAX: 416-897-7470

Art. 410-697-7470 Art. Advisory Sves., Inc., 530 Park Ave., New York, NY 10021, (212) 935-1272, FAX: 212-755-3924 Art. Directions. Les. 99 Art Directions, Inc., The Original Cast

Lighting, 6120 Delmar Blvd., Saint Louis, MO 63112-1204, (314) 863-1895, FAX: 314-863-3278

Art People, Inc., 594 Broadway, New York, NY 10012, (800) 255-8788, (212) 431-4828, FAX: 212-219-2467

Source, 11548 W. Treeker Way, Milwaukee, WI 53214, (800) 553-0081. (414) 475-9040, FAX: 414-Art

Art Spectrum, Mitch Morse Gallery, Inc., 425 E. 58th Street, Ste. 32C. New York, NY 10022, (212) 593-1812. FAX: 212-980-4457 Artemide, Inc., 1980 New Highway, Farmingdale, NY 11735, (516)

694-9292

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Artisans' Guild, P.O. Box 345, High Point, NC 27261, (919) 841-4140. FAX: 919-885-4742 Artmark Fabrics Co., Inc., 480 Lancaster Pke., Frazer, PA 19355.

(800) 523-0362, (215) 647-3220, Artmet Systems, Inc., Div. of The EBCO Group, 8910 Yellowhead Trail, FAX: 800-666-3220

Group, 6910 renownead fran. Edmonton AB, Canada T5B 162. (403) 474-5451, FAX: 403-471-3165 Asset Systems Inc., 700 E. Diehl Rd., Ste. 151, Naperville, IL 60532.

Atelier Int., Ltd., Steelcase, Inc., 30-20 Thomson Ave., Long Island City, NY 11101. (800) 645-7254, (718) 392-0300, FAX: 718-392-1593 0300, FAX: 718-392-1593 Athol Mfg. Corp., PO. Box 105, Butner, NC 27509, (919) 575-6523, FAX:

Atlantic Furniture Systems, P.O. Box

151777, 4507 W. Alva Ave., Tampa, FL 33614, (800) 877-3274, (813) 874-6989, FAX: 813-875-5868 Atlantic Stairworks, Inc./Atlantic Intl. Inc. PO. Box 244, 1 Newbury Port, Newburyport, MA 01950, (508)

462-7502, FAX: 508-465-2618 402-1502, FAX: 500-405-2010 Atlas Soundolier, 1859 Intertech Dr., Fenton, MO 63026, (314) 349-3110

August, Inc., PO, Box 43, 354 Congress Park Dr., Centerville, OH 45459, (513) 434-2520, FAX: 513-434-9087 (513) 454-2520, FAX 313-454-506 Autograph Foliages, Inc., 1501 Euclid Ave., Ste. 435, Cleveland, OH 44115, (216) 696-6151, FAX: 216-

Avanart, Inc., Contract & Hospitality Furniture, 985 Linda Vista Dr., San Marcos, CA 92069. (619) 744-Narcos, GA 92009, 1019) 1944 7344, FAX: 619-744-6174 Avenger Designs, P.O. Box 712, Oakville,

ON, Canada 1.6J 5C1. (416) 829-3727, FAX: 416-827-3729 Avonite, 1945 Hwy. 304, Belen, NM

0011e, 1945; HWy, 504, Beren, IVM 87002, (800) 286-6483, (505) 864-3800, FAX: 505-864-7790 The Axcess Group, Inc., P.O. Box 307, Calhoun, GA 30703, (706) 602-

AXSYS Modular Office Systems, 2221 515 Mountar Office Systems, 2221 So. Standard Ave., Santa Ana, CA 92707, (800) 282-9797, (714) 432-9797, FAX: 800-872-9797 9191, PAX: 000-012-9191 Azrock Industries, Inc., PO-Box 78269-6060, 10999 IH-10 W. San Antonio, TX 78269-6060, (512) 558-6400, FAX: 512-558-6614

K

BASF Corp., Fibers Div., P.O. Drawer D. Williamsburg, VA 23187, (800) 446-8953, (804) 887-6000, FAX: 804-887-6582 Gee ad on p. 27; Circle no. 18) BASF Corp., 1675 Broadway, New Vork, NY 10019, (212) 408-9749, FAX: 212-408-9740

 FAX: 212–408-9740
 BASE Urethaue Div., 100 Cherry Hill
 Rd., Parsippany, NJ 07054, (800)
 526-1072, (201) 316-3000, FAX: BMK, Ltd., Western U.S., 1144-D

Chelsea Ave., Santa Monica, CA 90403, (213) 829-3389, FAX: 213-

BNI Systems, Inc., 16753 Boul, Hymus, Kirkland Que., Canada H9H 31.4, (514) 426-9733, FAX: 514-426-9735

35630. (800) 447-4446, (205) 766-B P C Industries, 125 Monitor St., Jersey City, NJ 07304-4121 6497, FAX: 800-766-7886 Bieffeplast, Gullans Intl., Inc., 67 Poland BPI Inc., HON Industries, 21608 85th Ave. So., St., Bridgeport, CT 06605, (203) Kent, WA 98031-1926, (206) 872-0396, 366-1846, FAX: 203-335-3196 (800) 876-4274, FAX: (206) 872-5290 Birum Corp., P.O. Box 110, am Corp., EO, BOX 110, Frenchtown, NJ 08825, (800) 452-4786, (908) 996-3113, FAX: 908-(See ad on p. 17; Circle no. 12) BackCare, 200 S. Des Plaines, Chicago, IL 60661, (312) 258-0888 Backsaver Prods., Co., 53 Jeffrey Ave., Holliston, MA 01746 Baker Furniture, Kohler Co., 1661 Monroe, N.W., Grand Rapids, MI 49505, (616) 361-7321, FAX: 616-Louis Baldinger & Sons, 19-02 Steinway Louis Baldinger & Sons, 19-02 Steinway St., Astoria, NY 11105, (718) 204-5700, FAX: 718-721-4986 Balt, PO, Box 713, Cameron, TX 76520, (847) 697-4055 Banci S.p.A., Via A. Ponchielli, 27, Florence Scandicci, Italy 1-50018, (817) 697-4955

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(557) 519-41, FAX: 557-551-27 Bangor Cork Co., Inc., William & D St., Pen Argyl, PA 18072, (215) 863-004, FAX: 215, 062, 075 9041, FAX: 215-863-6275 Bannerworks, Inc., 558/1st Ave., S., nerworks, inc., 558-181-AVC, 5 Seattle, WA 98104, (206) 622-8734, FAX: 206-622-5632 Barlow Tyrie, Ltd., Springwood Industrial Estate, Braintree Essex. England CM7 7RN Barmaid, 362 Midland Ave., Garfield. NJ 07026, (201) 478-7070, FAX: Charles Barone, Inc., 9505 W. Jefferson Blvd., Culver City, CA 90232, (213) 559-7211, FAX: 213-559-0132 The Barrit Corp., Castor & Sedgley Aves., Philadelphia, PA 19124, (215) 533-3900, FAX: 215-533-0422 Basta Sole Umbrellas, 4901 E. 12th Solie Uninternas, 4901 E. 1201 St. Oakland, CA 94601, (510) 436-6788, FAX: 510-436-3075 Bates & Bates, 3699 Industry Ave Lakewood, CA 90712, (213) 595-

8824, FAX: 213-988-0764 BEGA, 1285 Carpinteria, Santa Barbara, CA 93014, (800) 451-0410, (805) 684-0533, FAX: 805-684-6682 Gretchen Bellinger, Inc., PO, Box 64, 31 Ontario SL, Cohoes, NY 12047, (518) 235-2828, FAX: 518-235-4242 Ben Rose/Hendrick Textiles-Cortina Leathers, G&T Industries, 3415 Eastern Ave. S.E., Grand Rapids MI 49508, (800) 869-7673, (616) 247-1444, FAX: 616-452-8452 Bendix Mouldings, Inc., 37 Ramland
 Rd., S., Orangeburg, NY 10962,
 (800) 526-0240. (914) 365-1111. (800) 526-0240. (914) 305-111. FAX: 914-365-1218 Berco Inds., 1120 Montrose Ave., Saint Louis, MO 63104. (314) 772-4700. FAX: 314-772-6241 Person Robeiro, Jun. 979 Third Ave. Bergamo Fabrics, Inc., 979 Third Ave., New York, NY 10022, (212) 888-

3333, FAX: 212-888-3837 3535, P.O.: 212-000-3057
 Bernhard Woodwork Ltd., 3670
 Woodhead Dr., Northbrook, IL
 60062-1883, (708) 291-1040, FAX: Bernhardt Contract, Bernhardt Furn. Co., 1839 Morgantown Blvd., Lenoir, NC 28645, (704) 758-9811.

Best Lock Corp., 6161 E. 75th St., PO. FAX: 704-758-6259 6 LOCK COLD., DIOL E., FOUL SL, FO. Box 50444, Indianapolis, IN 46250, [317] 849-2250, FAX: 317-845-7651.

(317) 849-2250, FAX: 517-845-7051 Best Sign Systems Mfg., 1202 N, Park Ave., Montrose, CO 81401, (800) 235-2378, (303) 249-2378, FAX: 2022 240, 0202 303-249-0223

996-3675 Milton A. Bleier Corp., 333 Park Ave. S., New York, NY 10010, (800) 325-3437, (212) 533-1730, FAX; 212-Block House Co., Inc., 121 1st Ave., Red Lion, PA 17356; (800) 346-1126, (717) 246-3031, FAX: 717-Mort L. Bloom Design, 1570 1st Ave.. Rm. 3A, New York, NY 10028, (212) Bloomcraft, Inc., Bloomcraft Contract div., 51 Madison Ave., New York NY 10010, (212) 683-8900, FAX: 212-213-25172 Bloomsburg Carpet Inds., Inc., 919.3rd Ave., New York, NY 10022, (212) 688-7447, FAX: 212-688-9218 Badro Co., PO, Rey 400, Collisionatio Bodine Co., P.O. Box 460, Collierville, TN 38027-0460, (901) 653-7211 Boling Co., PO. Box 409, Siler City, NG

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Bevis Custom Furn., Inc., Hunt Mig-Co., P.O. Box 2280, Florence, AL

> 27344, (800) 669-2411, (919) 663-2400. FAX: 800-669-3596 Bolta Wallcovering, GenCorp Polymer Products, Three University Plaza, Hackensack, NJ 07601, (201) 489-0100, FAX: 201-489-4394 Bonaventure Furn. Inds. Ltd., 894 Bloomfield Ave., Montreal, PQ Canada H2V 3S7, (514) 270-7311. FAX: 514-270-7978 W.R. Bonsal Co., Building Products Div., P.O. Box 241148, 8201 Arrowridge Blvd., Charlotte, NC 28224-1148. (800) 334-0784, (704) 525-1621, FAX: 704-529-5261 Borroughs Mfg., Corp., 3002 N. Burdick St., Kalamazoo, MI 49007. (800) 748-0227, (616) 342-0161. FAX: 616-342-4161 Boston Retail Products, Boston Metal Products Corp., 400 Riverside Ave., Medford, MA 02155, (800) 225-1633, (617) 395-7417, FAX: 617-Agnes Bourne, Inc., Showplace Design Ctr., Two Henry Adams St., #220, San Francisco, GA 94103, (415) San Francisco, GA 94103, (415)
> 626-6883, FAX: 415-626-2489
> Boyd Lighting Co., 56 12th St., San
> Francisco, CA 94103, (415) 431-4300, FAX: 415-431-8603 Brandrud Furniture, Inc., 1502 20th St., N.W., Auburn, WA 98001, (206) 838-6500, FAX: 206-735-2576 Brayton Intl., PO, Box 7288, High Point, NC 27264, (919) 434-4151, FAX: 919-424-4240 4300, FAX: 415-431-8603 FAX: 919-434-4240 Brayton Textiles, PO, Box 7486, High Breitfus Business Environments, 3844 E. University Dr., #2, Phoenix, AZ 85034-7221, (602) 470-1112, FAX; 602-470-8588

Brentano Fabrics, 1868 Johns Dr. Glenview, IL 60025, (708) 657-8481
 Bretford Mfg., Inc., 9715 Soreng Ave, Schiller Park, IL 60176, (800) 343-1770, (708) 679, 2545, EAX, 709. 1779. (708) 678-2545, FAX: 708-678-0852

CONTRACT DESIGN 75



ANNUAL DIRECTORY & BUYER'S GUIDE

- Brewster Corp., P.O. Box B, Old Saybrook, CT 06475, (800) 243-8198, (203) 388-4441, FAX: 203-388-6593
- Brewster Wallcovering Co., Commercial Div., 67 Pacella Park Dr., Randolph, MA 02368, (800) 366-1700, (617) 963-4895, FAX: 617-963-4975
- Briekel Assocs., Inc., 515 Madison Ave., New York, NY 10022, (800) 456-4996, (212) 688-2233, FAX: 212-308-6642
- Bright Chair Co., 51 Railroad Ave., Middletown, NY 10940, (914) 343-2196, FAX: 914-343-4958
- British Carpet Mfrs. Assoc. Ltd., 72 Dean St., Royalty House, London, England W1V 5HB, (717) 349-853, FAX: 717-349-856
- The Brixey Corp., Contract Div., 30414 Ganado, Ste. A, Rancho Palos, CA 90274, (213) 544-6098, FAX: 213-544-4317
- Brodart Co., Library Furn, Div., 1609 Memorial Ave., Williamsport, PA 17705, (800) 233-8467, (717) 326-2461, FAX: 717-322-5372
- Bronzelite, 500 Wonder World Dr., San Marcos, TX 78667, (512) 392-5821, FAX: 512-353-5822
- Brookside Veneers, Ltd., PO. Box 4348, 215 Forrest St., Metuchen, NJ 08840-4348, (908) 494-3730, FAX: 908-548-0494
- D.S. Brown Co., 2107 W. Magnolia Blvd., Burbank, CA 91506, (818) 846-4616
- Brueton Industries, 145-68 228th St., Springfield Gardens, NY 11413, (718) 482-7373, (800) 221-6783, FAX: (718) 482-7469
- Buckstaff Co., 1127 So. Main St., Oshkosh, WI 54901, (800) 755-5890, (414) 235-5890, FAX: 414-235-2018
- Budd Looms, Inc., 306 E. 61st St., New York, NY 10021, (212) 758-4460, FAX: 212-888-2845
- Bulldog Wallcovering, Blumenthal Inc., 42-20 12th St., Long Island City, NY 11101, (718) 361-1234, FAX: 718-361-2257
- John Burch Co., 40 Cherry St., S.W., Grand Rapids, MI 49503, (800) 253-3741, (616) 459-8111
- Business Svc. Mktg. Intl., 196 E. Main St., Huntington, NY 11743, (516) 385-7212, FAX: 516-385-7212

C

- C & A Contract Wallcoverings, div. of Imperial Wallcoverings, 23645 Mercantile Rd., Cleveland, OH 44122, (800) 441-2244, (216) 292-3113, FAX: 800-472-6229 CADworks, Inc., 222 Third St., Ste.
- CADWORKS, MC., 222 Third St., Ste. 1320, Cambridge, MA 02142, (617) 868-6003, FAX: 617-354-3057
- CCN Intl., 200 Lehigh St., Geneva, NY 14456, (315) 789-4400, FAX: 315-789-0376
- CDA, Creative Wire, Inc., Creative Ambient Lghtng., Inc, 1430 Birchmont Rd., Scarborough ON, Canada MIP 2E8, (800) 456-4271. (416) 752-2301, FAX: 416-752-9653
- CDA Industries South, Inc., 1 CNN Center, Ste. 370, Atlanta, GA 30303-2705, (404) 659-7608, FAX: 404-577-6639

- CEA Enterprises, 336 N. Union Rd., Evansville, WI 53536-0076, (608) 455-4841, FAX: 608-882-6789
- CEO, Curran Executive Office Furniture Inc., 1410 Danmar St., High Point, NC 27260, (800) 334-8192, (919) 889-2818, FAX: 919-885-7457
- CF&A, Isles Ind., 895 Beacon St., Brea, CA 92621, (714) 529-3368, FAX: 714-990-0764
- C.I. Designs, P.O. Box 590, 574 Boston Ave., Medford, MA 02155, (617) 391-7800, FAX: 617-391-4691
- CIP Intl., 9575 LeSaint Dr., Fairfield, OH 45014, (800) 877-7373, (513) 874-9925, FAX: 513-874-6246
 The C S Group, 55 Winans Ave.,
- Cranford, NJ 07016 C-TEC, INC., 3433 Lousma Dr., S.E., Grand Rapids, MI 49548-2299,
- (616) 243-2211, FAX: 616-243-2202 Cadillac Graphics, Inc., 4521-N.E. 5th
- Terr., Fort Lauderdale, FL 33334, (800) 238-4444, (305) 772-2440 CALHOOK Sample Management
- Prods., Emerling & Co., 574 Weddell Dr., Ste. 9, Sunnyvale, CA 94089, (800) 241-4665, (408) 734-4665, FAX: 408-734-3804
- California Country Trees, 74-885 Joni Drive, Ste. 2, Palm Desert, CA 92260, (619) 341-7884, FAX: 619-341-3429
- Callaway Carpets & Rugs, Milliken & Co., P.O. Box 2956, Design Center, La Grange, GA 30241, (404) 883-5343, FAX: 404-883-5534
- Canada Wallcoverings, 49 Underwriters Rd., Toronto ON, Canada M1R 3B4, (416) 752-0000. FAX: 416-752-5284
- Cano Corp., 225 Industrial Rd., Fitchburg, MA 01420, (800) 237-1358. (508) 342-0953, FAX: 508-342-5082
- Canplas Inds., Inc., PO. Box 1800, 31 Paterson Rd., Barrie ON, Canada L4M 4V3, (705) 726-3361, FAX: 705-726-8991
- CAP/Sweet's Electronic Publishing, 99
 Monroe Ave, N.W., Ste. 400, Grand Rapids, MI 49503, (800) 227-0038, (616) 454-0000, FAX: 616-454-4140
- Capaul Corp., 1300 Division St., Plainfield, IL 60544, (800) 876-5884, (815) 436-8500, FAX: 800-444-5066
- Capitol Lighting Products Corp., 159 Alexander St., Yonkers. NY 10701, (800) 544-4866, (914) 969-3400, FAX: 914-969-4405
- Capri Lighting, Thomas Inds., 6430 E. Slauson Ave., Los Angeles, CA 90040, (213) 726-1800, FAX: 800-444-1886
- Captive Sea Aquariums, Nautilus Trading, 8687 Melrose Ave., B-109, Los Angeles, CA 90069, (213) 657-3232, FAX: 213-657-8498
- Carnegie Fabries, Inc., 110 N. Center Ave., Rockville Center, NY 11570, (800) 727-6770, (516) 678-6770, FAX; 516-678-6848
- Carolina Business Furniture, U.S. Furniture Inds., PO. Box 2127, High Point, NC 27261, (800) 763-0212, (919) 884-7375, FAX: 919-884-7000 Jack Cartwright, Inc., PO. Box 2798,
- High Point, NC 27261, (919) 889-9400 Casella Lighting, 111 Rhode Island,
- Casella Lignung, 111 Knode Island, San Francisco, CA 94103, (415) 626-9600, FAX: 415-626-4539

- CenterCore Inc., 435 Devon Park Dr., Suite 802, Wayne, PA 19087, (215) 975-9099, (800) 220-5640
- (See ad on p. 39; Circle no. 24) Century Chair, Century Furniture Co., P.O. Box 608, Hickory, NC 28603, (800) 852-5552, (704) 328-1851, FAX: 704-328-2176
- Certified Industrial Services. Inc., 4 Park Ave., New York, NY 10016, (212) 683-3233, FAX: 212-689-0196 Cervitor Kitchens, Inc., 10775 Lower Azusa Rd., El Monte, CA 91731,
- (800) 523-2666, (818) 443-0184, FAX: 818-443-0400 Guy Chaddock & Co., 660 S. Anderson
- St., Los Angeles, CA 90023, (213) 264-3924, FAX: 213-264-7425 The Chair Works, 3900 Texas Ave. S.,
- Ste. 107, College Station, TX 77845, (409) 693-7000, FAX: 409-764-1935
- Chaircraft, Inc., Hickory White Furniture Co., Rt. 13, Hwy. 127 N., Hickory, NC 28601, (704) 495-8291, FAX: 704-495-8661
- Chairmasters, Inc., 200 E. 146th St., Bronx, NY 10451, (212) 292-0600, FAX: 212-292-0613
- Charleston Industries, Petersen Aluminum Corp., 955 Estes Ave., Elk Grove Village, IL 60007, (800) 722-0209, (708) 228-7150, FAX: 800-722-4211
- Charlotte, Inc., 815 Front St., Belding, MI 48809, (616) 794-1700, FAX: 616-794-1710
- W.A. Charnstrom Co., 10901 Hampshire Ave. S., Minneapolis, MN 55438, (800) 328-2962, (612) 944-8555, FAX: 612-944-1546
- Charrette Corp., 31 Olympic Ave., Woburn, MA 01888, (617) 935-6010, (800) 367-3729, FAX: (617) 935-4387
- Charvoz, 180 Passaic Ave., Fairfield, NJ 07004, (800) 631-1186, (201) 227-6500, FAX: 201-227-5104
- Chatham Mfg., Inc., 101 S. Main St., Ste. 504, High Point, NC 27260, (919) 889-4469, FAX: 919-889-7578
- Chelsea Decorative Metal Co., 9603 Moonlight Dr., Houston, TX 77096, (713) 721-9200
- Chem-Tainer Inds., 361 Neptune Ave., North Babylon, NY 11704, (800) 645-5607, (516) 661-8300, FAX: 516-661-8209
- Cheney, 2445 S. Calhoun Rd., New Berlin, WI 53151
- Chestnut Ridge Foam, Inc., P.O. Box 781, Route 981 North, Latrobe, PA 15650, (800) 234-2734, (412) 537-9000, FAX: 412-537-9003
- Chicago Metallic Corp., 4849 S. Austin Ave., Chicago, II, 60638, (800) 323-7164, (708) 563-4600, FAX: 708-563-4552
- Chromcraft Furniture, Contract Furniture Div., #1 Quality I.n., Senatobia, MS 38668, (601) 562-8203, FAX: 800-336-1651 Claridge Products & Equipment, Inc.,
- Claridge Products & Equipment, Inc., PO. Box 910, 601 Highway 62-65 South, Harrison, AR 72602-0910, (501) 743-2200, FAX: 501-743-1908
- Clarin Corp., 927 N. Shore Dr., Lake Bluff, IL 60044, (800) 323-9062, (708) 295-2200, FAX: 708-234-9001
- Clark Contract Co., 847 W. Jackson, Chicago, IL 60607, (800) 666-1009. (312) 633-0900, FAX: 312-633-0634

- Classic Collections Fine Art, One Bridge St., Irvington, NY 10533, (914) 591-4500, FAX: 914-591-4828
- Classic Illuminations, 2743 9th St., Berkeley, CA 94710, (510) 849-1842, FAX: 510-849-2328
- Classico, Ltd., Hanco, Inc., 801 N. Clay St./P.O. Box 48, Peru, IN 49970, (317) 473-6691, FAX: 317-472-3548
- Clean City Squares, Inc., 324 S. Newstead Ave., Saint Louis, MO 63110, (800) 231-1327, (314) 652-8622, FAX: 314-652-3788
- Thayer Coggin Institutional, Inc., Thayer Coggin, Inc., 230 South Rd., High Point, NC 27262, (919) 841-6000, FAX: 919-841-3245
- Cold Spring Granite, 601 Lakeshore Pkwy., Minneapolis, MN 55343, (800) 328-5040, (612) 685-3621
- Golecraft Mfg. Co., Inc., A Business Accessories, Inc. Co., 3949 Walden Ave., Lancaster, NY 14086, (800) 622-2777, (716) 684-8555, FAX: 716-684-0963
- Color Mktg, Group, 4001 N, 9th St., Ste. 102, Arlington, VA 22203, (703) 528-7666, FAX; 703-522-1843
- Colortran, Inc., 1015 Chestnut St., Burbank, CA 91506, (818) 843-1200, FAX: 818-954-8520
- Columbia Lighting, USI Lighting, P.O. Box 2787, Spokane, WA 99220, (509) 924-7000, FAX: 509-924-0931
- Columbus Coated Fabrics, Borden Packaging & Indust Prods., 1280 N. Grant Ave., Columbus, OH 43216, (800) 521-5250, (614) 297-6000, FAX: 614-297-2996
- Combeau Inds., Div. of TSG, Inc., PO. Box 2141, 1006 19th St. S.W. Hickory, NC 28603, (704) 328-5535, FAX: 704-327-6974
- Comforto, Inc., a Haworth Portfolio Co., One Haworth Ctr., Holland, MI 49423, (800) 344-2600, (616) 393-3000, FAX: 616-393-1570
- Commercial Business Systems, P.O. Box 439, Paoli, IN 47454, (800) 543-5848, (812) 723-5653, FAX: 812-723-3880
- Commtex Wallcoverings, 91 Kelfield St., Unit 3, Etobicoke, ON, Canada M9W 5A3, (416) 247-2103, FAX: 416-247-6302
- Complete Interior Svcs. of PGH/NYC, Inc. (CIS), PO. Box 463, 100 Ann St., Oakmont, PA 15139-0463, (800) 274-2474, (412) 826-1800, FAX: 412-826-1899
- Con-Tech Lighting, Conservation Technology Ltd., 130 N. Waukegan Rd., Deerfield, IL 60015, (800) 728-0312, (708) 945-0303, FAX: 708-945-0096
- Concept Fabrics, Inc., 201 Commerce Pl., Randleman, NC 27317, (919) 498-7635, FAX: 919-498-2520
- Conde House, 200 Kansas SL, Ste. 225, San Francisco, CA 94103, (415) 864-8666, FAX: 415-864-5373
- Condi Furniture Mfg. Co., American Seating Co., 1965 E. Vista Bella Way, Compton, CA 90220, (800) 421-5015, (213) 774-8300, FAX: 213-637-7107
- Congoleum Corp., 3705 Quakerbridge Rd., 211 University Office Plaza II, Mercerville, NJ 08619, (609) 584-3000, FAX: 609-584-3607

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Gramer, Inc., 625 Adams St., Kansas City, KS 66105, (800) 366-6700, (913) 621-6700, FAX; 913-621-1133 ANUARY 1993

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 Datus Industries, Inc., PO. Box 1156, Milwaukee, WI 53201, (414) 342-3411, FAX: 414-342-4239 Crown Inds., 155 N. Park St., East Will IndS., 155 N. Faix St., East Orange, NJ 07017, (800) 255-5678, (201) 672-2277, FAX; 201-672-7536 Cumberland Furniture, I.M. Rosen & Davis Furniture Inds. Inc., PO. Box 2065, 2401 S. College Dr., High Co., Inc., 30-20 Thomson Ave., 4th E. Long Island City, NY 11101.
 (718) 937-6300, FAX: 718-784-3860 Cumberland Woodcraft Co., Inc., PO. FAX: 919-889-0031 Davson, A Rubbermaid Co., 1047 Drawer 609, Carlisle, PA 17013. (800) 367-1884. (717) 243-0063. Custom Laminations Inc., 932 Market SL. Paterson, NJ 07509, (201) 279-9134, FAX: 201-279-6916 Custom Lighting Concepts, 3791 N.E. 11 Ave., Pompano Beach, FL 33064, (305) 783-5292, FAX: 305-Custom Looms Rug Mills, Inc., 275 warner Ave., Roslyn Heights, NY 11577, (516) 484-0522, FAX: 212-Custom Resource Inc., P.O. Box 1779. Madison Sq. Sta., New York, NY 10159, (800) 782-7269, (212) D&E Wood Inds., 6399 Netherhart Rd., Mississauga ON, Canada L5T 188, (416) 670-6617, FAX: 416-670-2899 DFM/Dependable Furn. Mfg., 111 San Leandro Blvd., San Leandro, CA (510) 635-1111, FAX: 510-DO3 Systems, Inc., 2400 Sterling Ave., Eikhart, IN 46516-4906, (800) 283-3637, (219) 293-0621, FAX; 219-

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DUX Interiors. Inc., 305 E. 63rd St., New York, NY 10021, (212) 752-2007 EAN 200 DUE 0000 3897, FAX: 212-319-9638 Da-Lite Screen Co., Inc., 3100 North Detroit St., 3100 ST Rd. 15 N

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Warsaw, IN 46581, (800) 622-3737. (219) 267-8101, FAX: 219-267-7804 Dakota Jackson, 306 E. 61st St., New

Dakotah, Inc., PO, Box 120, North Park Ln., Webster, SD 57274-0120, (800) 325-6824, (605) 345-4646, FAX: 605-345-3300 Dat The 7824 House Box Double and Dal Tile, 7834 Hawn Fwy., Dallas, TX 75217, (214) 398-1411

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 Dazor Mg, Corp., 4483 Duncan Ave., Saint Louis, MO 63110, (800) 345-9103. (314) 652-2400, FAX: 314-Dec USA, Ltd., 115 N. Bryan Rd., Deco Gard Products, Inc., Members of CS Group, PO. Box 400, Rte. 405, Manny DA 17756 (2000) 200, 0400 Muncy, PA 17756, (800) 233-8493. (717) 546-2255, FAX: 717-546-5181 Decorative Firsts, P.O. Box 270, 213 W. Ist St., Huntingburg, IN 47542, (000) 004 2025, (000) 000 2004 (800) 334-3375, (812) 683-2804, Decoustics, Ltd., 65 Disco Rd., Rexdale OUSTICS, Ltd., OS DISCO KG., KCAUHR ON, Canada M9W 1M2, (800) 387-3809, (416) 675-3983, FAX: 416-Delco Assocs., Inc., P.O. Box 423, 55 CO ASSOCS., IIIC., CO, BOX (220, 60) Old Field Point Rd., Greenwich, CT 06836-0423, (800) 243-8528, (203) 661-5101, FAX: 203-661-9829 Denstor Mobile Storage Sys., Inc.

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991-9874 Design Resource Group, Inc., 1144 Quaker St., Dallas, TX 75207, (214) 634-7350, FAX: 214-634-0548

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 Chicago, IL 60650, (800) 999-3375,
 (312) 261-6666, FAX: 312-261-5151 Braunfels, TX 78130, (800) 729-3839, (512) 629-2900, FAX: 512-020-0711 Deutsch, Inc., 31 E. 32nd St., New York, NY 10016. (800) 223-4550. (212) 683-8746. FAX: 212-545-9877 083-8740, PAN 212-949-961 Devine Design, 1 Design Dr., North Kansas City, MO 64116, (800) 826-5496, (816) 221-9440, FAX; 816-Devon Editions, Devon Publishing Group, P.O. Box 80157, Seattle, WA 98108-0157, (800) 875-6966, (206) 98108-0157, (800) 875-0500, (20) 763-7010, FAX: 206-762-1389 DiBlanco Lighting, 3605 13th Ave., Brooklyn, NY 11218-3707, (718) 238-7153, FAX: 718-748-8592 Digital Techniques Inc., 10 B St., ual Techniques Inc., 10 B St., Burlington, MA 01803, (800) 248-1771, (617) 273-3495, FAX: 617-212-4098 Dimensional Plastics Corp., 1065 E, 26th St., Hialeah, FL 33013, (800) 833-2888, (305) 691-5961, FAX: Dina Art Go., 960 N. La Brea, Los Angeles, CA 90038, (800) 635-3523, (213) 882-6614, FAX: 714-Display & Exhibit Source/Architectural piay & EXHIBIT SOURCE/ArCHITECHITER Source, 11420 Ferrell Dr., Ste. 307, Dallas, TX 75234, (214) 869-9040, FAX: 274-432-9105 Diversified Sales, Inc./D.S.I., P.O. Box ersinen saies, inc/0.51, r.0, bux 364, 4505 Wyland Dr. Ste, 300, Elkhart, IN 46515, (800) 348-7596, (219) 293-5688, FAX: 219-293-Dixie Mfg. Co., PO. Box 59, 110 Colley Ave., Norfolk, VA 23510, (800) 868-3494, (804) 625-8251, FAX: 804-027=4069 D'Lights, 533 W. Windsor Rd., Glendale, CA 91204, (818) 956-5656, FAX: Dometic Sales Corp., P.O. Box 490, Elkhart, TN 46515, (219) 294-2511, FAX: 219-293-9686. Domtar Decorative Panels, Inc., Domtar, Inc., P.O. Box 7500, Uolinar, Inc., E.O. Dox 7300, Muskoka Rd 3, Huntsville, ON, Canada POA 1KO, (800) 461-2900, (705) 789-9683, FAX: 705-789-Donghia Furniture/Textiles, 485 Broadway, New York, NY 10013, (800) 366-4442, (212) 925-2777. (800) 366-442, (212) 925-2777, FAX: 212-925-4819 Dor-O-Matic, 7350 W, Wilson Ave., Hardwood Hts., IL 60656, (800) 543-4635, (708) 867-7400, FAX: 708-867-0291

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- Douglass Industries, Inc., P.O. Box 701, 412 Boston Ave., Egg Harbor City, NJ 08215, (800) 950-3684, (609) 965-6030, FAX: 609-965-7271
- Dow USA, Polyurethanes Group, 2864
 N. Dug Gap Rd., Dalton, GA 30720, (800) 847-4212, (404) 277-8106, FAX: 404-277-1094
- DuPont Co./Commercial Carpet Fibers, Chestnut Run Plz., Walnut Run 1006, Wilmington, DE 19880, (800) 438-7668, (302) 999-5560, FAX: 302-999-4261
- DuPont Co./Corian, 1007 Market St., External Affairs Dept.-B-11202, Wilmington, DE 19801, (302) 774-3797, FAX: 302-999-5080
- DuPont Co. Antron[®] Nylon, Flooring Systems Dept., Walnut Run Bldg., Wilmington, DE 19855-0722, (800) 438-7668, (302) 999-5560, FAX: 302-999-4261
- DuPont Co., Flooring Systems, Chestnut Run Plaza, WR-1006, Wilmington, DE 19880, (800) 438-7668, (302) 999-5560, FAX: 302-999-4261
- DuPont Co./Teflon, Chemicals & Pigments Dept., PO, Box 625, Holmdel, NJ 07733, (800) 441-9442, (908) 739-4562, FAX: 908-888-0836
- Du Quaine Lectern Mfg. Corp., PO. Box 56, 303 Dodge St., Kewaunee, WI 54216, (414) 388-3790
- Durable Corp., PO. Box 290, 75 N. Pleasant St., Norwalk, OH 44857, (800) 537-1603, (419) 668-8138, FAX: 800-537-6287
- Durham Mfg. Co. Inc., P.O. Box 230, Durham, CT 06422, (800) 243-3774, (203) 349-3427, FAX: 203-349-8572
- Durkan Patterned Carpet, P.O. Box 1006, 441 Virgil Dr., Dalton, GA 30723, (800) 241-4580, (404) 278-7037, FAX: 404-226-0360 (See ad on p. 37; Circle no. 23)
- Daniel C. Duross, Ltd., Exemplary Leathers & Fabrics, 5–7 N. Melcher St., Johnstown, NY 12095, (800) 323-5833, (518) 762-1910, FAX: 518-762-3955
- Dwyer Products Corp., 418 N. Calumet Ave., Michigan City, IN 46360, (800) 348-8508, (219) 874-5236, FAX: 219-874-2823



- EMU Inc., Contract Div., P.O. Box 6471, Bridgeport, CT 06606, (203) 384-8573, FAX: 203-384-8691
- ERG Intl., 361 North Bernoulli Circle, Oxnard, CA 93030, (800) 446-1186, (805) 981-9978, FAX: 805-981-9878
- ESSI Accoustical Prod. Co., P.O. Box 643, Cleveland, OH 44107, (216) 251-7888, FAX: 216-251-9933
- EST Co., Leggett & Platt, Inc., P.O. Box 25 F. Grafton, WI 53024-0025, (414) 377-3270, FAX: 414-375-7740
- Eagle Plywood & Door Mfrs., Inc., Artistry in Veneers, 450 Oak Tree Avc., South Plainfield, NJ 07080, (800) 524-2657, (908) 769-7650, FAX: 908-668-4317

78 CONTRACT DESIGN

- EckAdams Co., EAC Corp., 347 N. Lindbergh Blvd., Saint Louis, MO 63141, (800) 333-7328, (314) 993-8100, FAX: 314-993-1260 (See ad on cover 3; Circle no. 35)
- Teddy & Arthur Edelman, Ltd., P.O. Box 110, 28 Hawleyville Rd., Hawleyville, CT 06440-0110, (203) 426-3611, FAX: 203-426-3840
- Edgemold Corp., 354 W. South St., Oconomowoc, WI 53006, (414) 567-8085, FAX: 414-567-7935
- Edison Price Lighting, 409 E. 60th St., New York, NY 10022, (212) 838-5212, FAX: 212-888-7981
- Eggers Inds., P.O. Box 88, Two Rivers, WI 55241, (414) 793-1351, FAX: 414-793-2953
- Ekita, P.O. Box 140172, Austin, TX 78714, (512) 928-4700, FAX: 512-928-8004
- Electri-Cable Assembly., Inc.(ECA), 22 Prindle Hill Rd., Orange, CT 06477, (203) 799-7554, FAX: 203-799-7548
- Electrix, Inc., 45 Spring St., New Haven, CT 06519, (203) 776-5577, FAX: 203-624-7545 Electrohome Ltd., PO. Box 628,
- Buffalo, NY 14225-0628 Electrohome Projection Systems.
- Electrohome Ltd., 809 Wellington St. N., Kitchener ON, Canada N2G 4J6 Element Intl., 2600 Matheson Blvd. E.
- Mississauga ON, Canada L4W 4J1, (416) 629-0400, FAX: 416-624-5072
- Elite Woven Prods., Inc., P.O. Box 540, 99 LaBelle Blvd., Ste. Therese PQ. Canada J7E 4KZ, (514) 434-2257, FAX: 514-434-2259
- Elkhart Door, Inc., PO. Box 2177, Elkhart, IN 46515, (800) 348-7559, (219) 294-5428, FAX: 219-522-1881
- Elliptipar, inc., 145 Orange Ave., West Haven, CT 06516, (203) 932-2266, FAX: 203-932-4899
- Elvig Design, Inc., 1600 Freeway Blvd., Minneapolis, MN 55430, (612) 561-6711, FAX: 612-561-6818
- Emerling & Co., CALHOOK Sample Management Products, 574
- Weddell Dr., Ste. 9, Sunnyvale, CA 94089, (800) 422-4665, (408) 734-4665, FAX: 408-734-3804
- Endura Rubber Flooring, Biltrite Corp., PO. Box 9045, Waltham, MA 02254
- (617) 647-5375, FAX: 617-647-0919 Engineered Data Prods., Inc. (EDP),
- 2550 W. Midway Blvd., Broomfield, CO 80020, (800) 525-0193, (303) 465-2800, FAX: 303-465-4936
- Envel Design Corp., 1940 Cotner Ave., Los Angeles, CA 90025, (213) 478-2524, FAX: 213-478-5997
- Environmental Graphics, Inc., 11571 K-Tel Dr., Minnetonka, MN 55343, (800) 328-3869, (612) 938-1300, FAX: 612-938-4808
- Epic Metals Corp., 11 Talbot Ave., Rankin, PA 15104, (412) 351-3913, FAX: 412-351-2018
- Equipto, 225 S. Highland Ave., Aurora, IL 60507, (800) 323-0801, (708) 859-1000, FAX: 708-859-3255 Ergo Systems, Inc., 224 Pitkin St., East
- Ergo Systems, Inc., 224 Pitkin St., East Hartford, CT 06108, (203) 282-9767, FAX: 203-528-1843
- Essex Commercial Wallcovering, GenCorp Polymer Products, Three University Plaza, Hackensack, NJ 07601, (201) 489-0100, FAX: 201-489-4394

- Eurotex Inc., 165 W. Ontario St., Philadelphia, PA 19140, (800) 523-0731, (215) 739-8844, FAX: 215-423-0940
- Evans Consols, Inc., 2080 21st St. N.E., Calgary AB, Canada T2E 685, (403) 291-4444, FAX: 403-250-6549
- Everglide Caster Corp., 16320 Bloomfield Ave., Cerritos. CA 90701, (213) 926-3655, FAX: 213-926-6027
- Executive Furniture, Inc., PO. Box 167, 401 Country Rd., 400 West, Huntingburg, IN 47542, (800) 221-7469, (812) 683-3334, FAX: 812-683-5425
- Executive Office Concepts, Inc., 1715 Anderson Ave., Compton, CA 90220, (800) 421-5927, (310) 537-1657, FAX: 310-603-9100
- Executive Suite Furniture, Inc., 1400 E. Berry St., Fort Worth, TX 76119, (817) 921-5331, FAX: 817-927-8655

FEI, Southern Metal Industries, P.O. Box 219, Ringgold, GA 30736,

F

- (800) 241-5246, (404) 935-4024, FAX: 404-935-6854 F.R. Systems Intl., 3428 Queen St., R.R. #4, Brampton ON, Canada
- L6T 381, (416) 373-1922, FAX: 416-372-1045 Fab-U-Gard, P.O. Box 39430, Phoenix.
- AZ 85069, (800) 359-2215, (602) 252-3991
- Fabric Wallmount Systems, Inc., 11942 Sherman Rd., North Hollywood, CA 91605, (818) 765-3456
- Fabricut Contract, Fabricut, Inc., 9303 E. 46 St., Tulsa, OK 74145, (800) 999-5533, (918) 622-7700, FAX: 918-627-1916
- Facility Dynamics, 8150 Brookriver Dr., Ste, 208S, Dallas, TX 75247, (214) 638-5047
- Falcon Products, Inc., 9387 Dielman Industrial Dr., Saint Louis, MO 63132, (800) 873-3252, (314) 991-9200, FAX: 314-991-9227
- Fame Fabrics Inc., 261 5th Ave., New York, NY 10016, (212) 679-6868, FAX: 212-685-4590
- Fantagraph, One Knollcrest Dr., Cincinnati, OH 45237, (800) 888-5000, (513) 761-9255, FAX: 513-761-0043
- Faull & Son, P.O. Box 627, Niles, OH 44446, (216) 652-4341, FAX: 216-652-4342
- Faultless Caster Div., Babcock Inds., Inc., 1421 N. Garvin St., Evansville IN 47711, (800) 322-9329, (812) 425-1011, FAX: 812-421-7332
- Murray Feiss Corp., Feiss Inds., 125 Rose Feiss Blvd., Bronx, NY 10454. (212) 292-2024, FAX: 212-402-6084
- Fiberesin, 37031 E. Wisconsin Ave., Oconomowoc, WI 53066, (414) 567-4427, FAX: 414-567-4814
- Fiberglass Specialties Inc., 4401 Eastern Ave., Baltimore, MD 21224, (301) 675-2121
- Ficks Reed, 4900 Charlemar Dr., Cincinnati, OH 45227, (513) 561-2100, FAX: 513-561-1135
- Firesafe Products Corp., 276 Fifth Ave., New York, NY 10001, (212) 684-6740, FAX: 212-684-3006

- 555 Design, 1238 S. Ashland, Chicago, IL 60608, (708) 733-6777
- Fixtures Furn., P.O. Box 266346, 1642 Crystal, Kansas City, MO 64126, (800) 821-3500, (816) 241-4500, FAX: 816-241-4027 (See ad on p. 31; Circle no. 20)
- Flair Designs, Ltd., P.O. Box 606, 1701 N. Market, Kokomo, IN 46903, (317) 452-6000, FAX: 317-452-5882
- Fleetwood Fine Furniture Ltd., Zest Furniture Inds. Ltd., 75 Brown's Line, Toronto, Ont., Canada M8W3S5
- Flex-Y-Plan Inds., Inc., PO. Box CC, 6960 W. Ridge Rd., Fairview, PA 16415-0829, (800) 458-0552, (814) 474-1565, FAX: 814-474-2129
- Flexco Co., P.O. Box 81368, Atlanta, GA 30366, (800) 633-3151, (404) 454-9440, FAX: 205-381-0322
- Flexi-Wall Systems, P.O. Box 88, Liberty, SC 29657, (800) 843-5394, (803) 843-3104, FAX: 803-843-9318
- Flexlite, Inc., 92 Northfield Ave., Edison, NJ 08837, (800) 932-9899, (908) 417-0777, FAX: 908-225-7454
- Flexsteel Inds., Inc., Contract Div., P.O. Box 877, Dubuque, IA 52004, (319) 556-7730, FAX: 319-536-8345
- Flos, Inc., 200 McKay Rd., Huntington Station, NY 11746, (516) 549-2745, FAX: 516-549-4220
- Flute, Inc., 1500 S. Western Ave., Chicago, IL 60608, (800) 227-2154, (312) 738-0622, FAX: 312-738-9756
- Foliage Plant Systems, Inc., P.O. Box 727, 219 ChangeBridge Rd., Pine brook, NJ 07058-0727, (800) 488-4377, (201) 263-3200, FAX: 201-263-3205
- Fong Bros, Co., 5731 S. Alameda St., Los Angeles, CA 90058, (213) 583-6481, FAX: 213-583-8650
- Forbo-Arborite, Inc., 385 Lafleur Ave., LaSalle PQ, Canada H8R 3H7, (514) 366-2710, FAX: 514-363-0903
- Forbo Industries, Inc., Humbolt Ind. Park, P.O. Box 667, Hazleton, PA 18201, (800) 842-7839, (717) 459-0771, FAX: 717-450-0258
- Formglas Interiors, Inc., 250 Rayette Rd., Unit 4, Concord ON, Canada L4K 2G6, (416) 669-5111, FAX: 416-669-9483
- Forum Contract Carpet, Buchanan Inds., Inc., PO, Box 2509, Dalton, GA 30722-2509, (404) 277-3066, FAX: 404-277-3355
- Foundation for Interior Design Education Research. 60 Monroe Ctr., N.W., Grand Rapids, MI 49503, (616) 458-0400, FAX: 616-776-3587
- Frankel Assocs, Inc., 1948 Troutman St., Ridgewood, NY 11385, (800) 221-4670, (718) 386-2455, FAX: 718-386-3186
- Franklin Picture Co., 4300 N. Knox Ave., Chicago, IL 60641, (312) 286-9070, FAX: 312-286-3774
- Franklin-Potter Assocs., 3681 Cold Spring Creamery Rd., Doylestown, PA 18901, (215) 668-4999
- Fraser Contract Furniture, Inc., 8310 Devonshire Rd., Montreal PQ, Canada H4P 2P7, (514) 737-6550, FAX: 514-737-2423
- Fredrick Ramond, Inc., 16121 S. Carmenita Rd., Cerritos, CA 90701, (800) 421-3517, (213) 926-1361, FAX: 213-926-1015

ANNUAL DIRECTORY & BUYER'S GUIDE

- French Reflections, Inc., Miroir Brot USA, 820 S. Robertson Blvd., Los Angeles, CA 90035, (800) 421-4404, (213) 204-4400, FAX: 213-652-8494Freudenberg Building Systems, Inc., Nora Rubber Flooring, 94 Glenn St., Lawrence, MA 01843, (800) 332-6672, (508) 689-0530, FAX: 508-688-4087
- Fritz Chemical Co., Fritztile/P.O. Drawer 17040, Dallas TX 75214, 500 Sam Houston, Dallas, TX 75149, (800) 955-1323, (214) 285-5471, FAX: 214-270-0179
- Froelich Leather Craft Co., Inc., 63-20 Austin St., Rego Park, NY 11374, (800) 632-2228, (718) 897-7000, FAX: 718-275-5057
- Fuller Contract Accessories, Corp., 50
 Seaview Blvd., Port Washington, NY 11050, (800) 847-4112, (516)
 625-1350, FAX: 516-625-1355
 Furnichair, Inc., 6931 Stanford Ave.,
- Los Angeles, CA 90001 Furniture Rental Assocs., 12 W. 32nd
- St., New York, NY 10001, (800) -, (212) 868–0300, FAX: 212-594-5414 FutureVision, 30 Hicks Lane, Old
- Westbury, NY 11568, (516) 334-8688

G

- GF Office Furniture, Ltd., 6655 Seville Dr., Canfield, OH 44406, (800) 624-9751, (216) 533-7799, FAX: 216-533-8251
- GMT Floor Tile, Inc., 1255 Oak Point Ave., Bronx, NY 10474, (800) 221-8986, (212) 991-8500, FAX: 212-617-3118
- GTE Prods. Corp., 1 Jackson St., Wellsboro, PA 16901, (717) 724-8200
- Gainey Ceramics, 1200 Arrow Hwy., LaVerne, CA 91750, (800) 451-8155, (714) 593-3533, FAX: 714-596-9337
- Naomi Gale Wall Systems, I. Silverman & Son, Inc., P.O. Box 111, New York, NY 10044-0202, (212) 421-2118, FAX: 212-486-7644
- Garavaenta, P.O. Box L-1, Blaine, WA 98230
- Gargoyles, Ltd., 512 S. 3rd St., Philadelphia, PA 19147, (215) 629-
- 1700, FAX: 215-592-8441 Garreit Leather Corp., PO. Box 29, 359 Niagara St., Buffalo, NY 14201-0029, (800) 342-7738, (716) 852-7720, FAX: 716-852-7739
- Gasser Chair Co., Inc., 4136 Logan Way, Youngstown, OH 44505, (800) 323-2234, (216) 759-2234, FAX: 216-759-9844
- Gatchouse Furniture Studios. Gatchouse Rd., Holyoke, MA 01040, (413) 536-2034, FAX: 413-535-1389
- GE Lighting, Nela Park, Gleveland, OH 44112, (800) 523-5520, (216) 266-3900, FAX: 216-266-2925
- Geiger Intl., Inc., 7005 Fulton Ind. Blvd., Atlanta, GA 30336, (800) 444-8812, (404) 344-1100, FAX; 404-346-5202
- Gem Inds., Inc., P.O. Box 400, 525 Parker St., Gardner, MA 01440-0400, (508) 632-6800, FAX: 508-632-7439
- Gemini Furn., 14-150 Britannia Rd., E., Mississauga ON, Canada L4Z 186, (416) 890-0720, FAX: 416-890-6678

JANUARY 1993

- GenCorp Polymer Prods., Fabricated Plastics, 1722 Indian Wood Cir., Ste. A, Maumee, OH 43537, (419) 891-1500, FAX: 419-891-4437
- Genon Wallcovering, GenCorp Polymer Products, 3 University Plaza, Hackensack, NJ 07601, (201) 489-
- 0100, FAX: 201-489-4394 Georgia Marble Co., Structural Div., P.O. Box 9, Nelson, GA 30151, (800) 334-0122, (404) 735-2591,
- FAX: 404-735-4456 Georgian Art Lighting Designs, Inc., P.O. Box 325, Lawrenceville, GA 30246, (404) 963-6221, FAX: 404-
- 963-6225 Gesika Furniture, Inc., 155 A Matheson Blvd., W. Mississauga Ont., Canada L5R 3L5, (416) 507-0184, FAX: 416-507-4529
- Giati Designs, Inc., P.O. Box 30695, Santa Barbara, CA 93130
- Gilbert Intl., Inc., 1400 E. Berry St., Fort Worth, TX 76119, (817) 921-5331, FAX: 817-927-8655
- Gilford Wallcovering Inc., 234 Spring St., Jeffersonville, IN 47130, (800) 852-5454, (812) 288-7900, FAX: 812-288-0872
- Girsberger Industries, Pacific Design Center, Space B 273, 8687 Melrose Ave., Smithfield, NC 27577, (919) 934-0545, FAX: 919-934-7765
- Glaro, Inc., P.O. Box 3039, Smithtown, NY 11787, (516) 234-1717, FAX: 516-234-9510
- Glassform Duraform, Vantage Inc., 1435 S. Santa Fe Ave., Compton, CA 90221-4915, (800) 842-1121, (213) 603-8991, FAX: 213-762-9410
- Glasspec Corp., 10344 S.W. 187th St., Miami, FL 33157, (800) 328-0888, (305) 255-8444, FAX: 305-232-8246 The Glidden Co., ICI Paints, 925 Euclid
- Ave., Cleveland, OH 44115, (216) 344-8216, FAX: 216-344-8744 Global Specialty, 123 Columbia Ct., N.,
- Chaska, MN 55318, (612) 448-6566, FAX: 612-448-2613 The Global Group, 560 Supertest Rd.,
- Downsview ON, Canada M3J 2M6, (416) 661-3660, FAX: 416-661-4300 Gordon Mfg. Co., Leggett & Platt, 5250
- 52nd St. SE, Grand Rapids, MI 49512, (800) 227-8501, (616) 698-6060, FAX: 616-698-0231
- Grahl Industries, Inc., One Grahl Dr., Coldwater, MI 49036, (312) 527-2057, FAX: 312-527-0882 The Granitech Corp., P.O. Box 1780.
- Fairfield, IA 52556, (800) 323-8139, (515) 472-6161, FAX: 515-472-6100
- Grant Hardware, Grant Industries, 1607 Anaconda, Harrisonville, MO 64701. (800) 777-1772. (816) 887-3456, FAX: 816-887-2228
- Graphic Encounter, Inc., 4621 W. Washington Blvd., Los Angeles, CA 90016, (800) 472-7445, (213) 930-2410, FAX: 213-930-2417
- Gregson Furniture Inds., PO, Box 1269, 206 E, Frazier Ave., Liberty, NC 27298, (919) 622-2201, FAX: 919-622-5000
- Grey Watkins, Ltd., 979 Third Ave., New York, NY 10021, (212) 371-2333, FAX: 212-371-2358
- Grohe America, Inc., Friedrich Grohe., 900 Lively Blvd., Wood Dale, IL 60191, (708) 350-2600, FAX: 708-350-2615

- Grosfillex, Inc., Contract Div., Old West Penn Ave., Robesonia, PA 19551, (800) 523-8493, (215) 693-5835, FAX: 215-693-8254
- Gross Stabil Corp., P.O. Box 368, 333 Race St., Coldwater, MI 49036, (517) 279-8040, FAX: 517-278-5523
- Group Four Furniture, Inc., 25-5 Connell Ct., Toronto ON, Canada M8Z 1E8, (416) 251-1128, FAX: 416-251-6285
- Gulden Gallery Investment Replicas, P.O. Box 66, Legacy Lane, Aspers, PA 17304, (717) 677-6146, FAX: 717-677-4314
- The Gunlocke Co., Hon Inds., One Gunlocke Dr., Wayland, NY 14572, (800) 828-6300, (716) 728-5111, FAX: 716-728-8350
- Gutmann, Inc., PO. Box 1569, 605 Education Rd., Cornwall ON, Canada K6H 5V6, (613) 932-0108, FAX: 613-938-8982

- HAG Inc., 108 Landmark Dr.,
- Greensboro, NC 27409, (800) 334-4839, (919) 668-9544, FAX: 919-668-7331
- H&S Sales, Inc., 16350 Manning Way, Cerritos, CA 90701, (213) 404-4943, FAX: 213-404-5271
- H.D.I., 46 Mill Plain Rd., Danbury, CT 06811, (800) 431-1904, (203) 743-5161, FAX: 203-797-1528
- HLF Furniture, Inc., 44001 Van Born Rd., Belleville, MI 48111-1149, (313) 697-3000, FAX: 313-697-3008
- The HON Co., PO. Box 769, 200 Oak St., Muscatine, IA 52761-0769, (319) 264-7100, FAX: 319-264-7505
- Hafele America, Co., P.O. Box 4000, 3901 Cheyenne Dr., Archdale, NC 27263, (800) 334-1873, (919) 889-2322, FAX: 919-431-3831
- Halcon Corp., 1811 2nd Ave., N.W., Stewartville, MN 55976, (800) 593-4235, (507) 533-4235, FAX: 507-533-9349
- EE. Hale Mfg. Co., P.O. Box 751, Herkimer, NY 13350, (800) 873-4253, (315) 866-4250, FAX: 315-866-6417
- Haller Systems, Inc., 1701 Kaiser Ave., Irvine, CA 92714, (714) 660-1555, FAX: 714-660-7078
- Halo Lighting, Cooper Lighting, 400 Busse Rd., Elk Grove Village, IL 60007, (708) 956-8400, FAX: 708-956-1537
- Hamilton Adams Linen, Hamilton Adams Imports, Etd., 101 County Ave., Secaucus, NJ 07096, (800) 882-3267, (201) 866-3250, FAX: 201-868-6943
- Robin Constable Hanson, 11311 Stanwood Dr., Los Angeles, CA 90066, (310) 398-8100, FAX: 310-397-6164
- The Harbinger Co., P.O. Box 1209, 721 River St., Calhoun, GA 30701, (800) 241-4216, (404) 625-0918, FAX: 404-625-1621
- Harbor Universal, Inc., 1500 S. Evergreen Ave., Los Angeles, CA 90023, (213) 261-3000, FAX: 213-263-4647
- Harbor Universal, Inc., 1900 Marina Blvd., San Leandro, CA 94577, (415) 352-2100, FAX: 415-357-8704

- Harbour House Bar Crafting, 737 Canal St., Bldg. #16, Stamford, CT 06902, (203) 348-6906, FAX; 203-348-6190
- Harden, 13915 S. Main St., Los Angeles, CA 90061, (800) 877-7850, (213) 532-7850, FAX: 213-532-9699
- Harden Furn. Contract Div., Harden Furniture Co., 1 Mill Pond Way, McConnellsville, NY 13401, (315) 675-3600, FAX: 315-245-2884 (See ad on p. 25; Circle no. 17)
- Hardrox, Inc., 7102 D Calabria Ct., San Diego, CA 92122-5500, (214) 747-7130, FAX: 214-747-7133
- Hardwood Plywood Mfrs. Assn., PO, Box 2789, Reston, VA 22090, (703) 435-2900, FAX: 703-435-2537
- Hardwood Visuals, Howe Furniture Corp., 5900 Main St., N.E., Fridley, MN 55432, (800) 634-9279, (612) 571-4521, FAX: 612-571-2958
- Harmony Carpets, Harmony Intl. Corp. 5747 28th St SE, Grand Rapids, MI 49546, (616) 949-6342, FAX: 616-949-1102
- Harris-Hub Co., Legget & Platt, Inc., 7200 S. Mason Ave., Chicago, IL 60638, (800) 373-7437, (708) 594-8900, FAX: 708-594-9409
- Harris-Tarkett, Inc., Stora Group, P.O. Box 300, 2225 Eddie Williams Dr., Johnson City, TN 37605-0300, (615) 928-3122, FAX: 615-928-9445
- Hartco, P.O. Box 1001, c/o Tibbals Flooring Co., Oneida, TN 37841-1001, (615) 569-8526, FAX: 615-569-6215
- Harter Group, 1129 Merchandise Mart, Chicago, IL 60654; (800) 543-5449, (312) 527-4886; FAX: 312-527-4992
- Harvard Interiors Mfg. Co., Harvard Industries, Inc., 4321 Semple Ave., Saint Louis, MO 63120, (800) 227-3161, (314) 382-5590, FAX: 314-382-8102
- Gee ad on p. 103; Circle no. 27) Haskell of Pittsburgh, Inc., 231 Haskell I.n., Verona, PA 15147, (800) 334-8888, (412) 828-6000; FAX: 412-828-6262
- 620-6202 Hastings Tile & Il Bagno Collection, 230 Park Ave. S, New York, NY 10003, (212) 674-9700, FAX: 212-674-8083
- Haworth, Inc., One Haworth Ctr., Holland, Ml 49423-9576, (800) 344-2600, (616) 393-3000, FAX: 616-393-1570
- (See ad on p. 11; Circle no, 8) Haydock Caster, Co., 7500 N. Caldwell Ave., Niles, IL 60648, (708) 647-
- 0022, FAX: 708-647-0030 Helikon Furniture Co., Inc., Herman
- Miller Inc., 607 Norwich Ave., Taftville, CT 06380, (800) 824-6729, (203) 886-2301, FAX: 203-823-1108
- Henningson, Durham & Richardson, Inc., HDR, Inc., 8404 Indian Hills Dr., Omaha, NE 68114, (402) 399-1000, FAX: 402-399-1238
- Hercules, Inc., 3169 Holcomb Bridge Rd., Ste. 700, Norcross, GA 30071 (800) 241-0340, (404) 447-9120, FAX: 404-449-1232
- Hermes Leather Corp., 45 W. 34th St. New York, NY 10001, (212) 947-1153, FAX: 212-967-2701
- Hesco by B Group, America PL, Bldg. 238, Jeffersonville, IN 47130, (812) 288-1122, FAX: 812-288-9118
- Hettich America, P.O. Box 489, 1607 Anaconda Rd., Harrisonville, MO 64701-0489, (800) 777-1772, (816) 887-3456, FAX: 816-887-2228



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Hickory Furn. Mart, 2220 Hwy 70 SE, Hickory, NC 28602, (800) 462-6278, (704) 322-3510, FAX: 704-322-1132

Hickory Leather Co., Inc., PO. Box 263, Sanford, NC 27330, (919) 775-4004, FAX: 919-775-2761

High Point Furniture Inds., Inc., P.O. Box 2063, High Point, NC 27261, (800) 447-3462, (919) 431-7101, FAX: 919-434-1964

Hoboken Wood Floors, 70 Demarest Dr., Wayne, NJ 07470, (800) 222-1068, (201) 694-2888, FAX: 201-694-6885

Holland Industries, Inc., P.O. Box 299, Huntingburg, IN 47542, (812) 683-5011, FAX: 812-683-2606

Homestead Inds., Inc., Contract Div., Sullivan St., Claremont, NH 03743, (800) 752-2069, (603) 543-1631, FAX: 603-543-3528

HON Industries, P.O. Box 769, 200 Oak St., Muscatine, IA 52761, (319) 264-7100, FAX: (319) 264-7505

Horton Automatics, 4242 Baldwin Blvd., Corpus Christi, TX 78405, (512) 888-5591, FAX: 512-888-6510

Howe Furniture Corp., 12 Cambridge Dr., Trumbull, CT 06611, (203) 374-7833, FAX: 203-374-2287

Hubbell Inc., Wiring Device Division, P.O. Box 3999 1613 State St., Bridgeport, CT 06605, (203) 337-3100, FAX: 203-579-2892

Hubbell Lighting, 2000 Electric Way, Christiansburg, VA 24073-2000, (703) 382-6111, FAX: 703-382-1526

Hufcor, Inc., PO. Box 591, 2101 Kennedy Rd., Janesville, WI 53547, (800) 356-6968, (608) 756-1241, FAX: 608-756-1246

Hufnagel Software, P.O. Box 747, Clarion, PA 16214, (814) 226-5600, FAX: 814-226-5551

Hunt Contract Furniture, P.O. Box 500, 128 Webatuck Rd., Wingdale, NY 12594, (800) 431-3281, (914) 832-6601, FAX: 914-832-3994

Hunt Mfg. Co., 230 S. Broad St., Philadelphia, PA 19102, (215) 732-7700, FAX: 215-875-5252

ICI Fibres, ICI Americas, 910 N. Elm St., Greensboro, NC 27401-1513, (800) 849-4424, (919) 379-0050, FAX: 919-378-0470

IPF Intt., Inc., P.O. Box 768, 11-13 Maryland Ave., Paterson, NJ 07533, (800) 524-2158, (201) 345-7440, FAX: 201-345-7532

 IPI Targetti, Illuminating Experiences, 233 Cleveland Ave., Highland Park, NJ 08904, (800) 526-6990, (908) 745-5858, FAX: 908-745-9710
 ISE (Intl. Source of Ergonomics), 1241

ISE (Intl. Source of Ergonomics), 1241 Jarvis Ave., Elk Grove Village, IL 60007, (800) 262-7483, (708) 952-1202, FAX: 708-952-0762

Ideation, Inc., Deco Projekt Store Fixturing, 222 S. State St., Ann Arbor, MI 48104, (800) 521-3088, (313) 761-4360, FAX: 313-761-1457

IFC/Dunbar, 675 E. 16th St., Holland, MI 49423, (616) 393-8008, FAX: 616-393-8010

Illuminating Engineering Society of North America, 345 E. 47th St., 9th Fl., New York, NY 10017-2377. (212) 705-7926, FAX: 212-705-7641 Impert Inds., Inc., Electra-Tec Div., 557 W. M-89 Hwy., Otsego, MI 49078-9996, (800) 225-3532, (616) 694-2058, FAX: 616-694-5880

Indal Furniture Systems, Div. of Indal, Ltd., 350 Clayson Rd., Weston ON, Canada M9M 2L5, (800) 387-5813, (416) 745-2244, FAX: 416-745-3278 Indiana Cash Drawer Co., P.O. Box 236,

1315 S. Miller St., Shelbyville, IN 46176, (800) 227-4379, (317) 398-6643, FAX: 317-392-0958

Industrial Acoustics Co., Inc., 1160 Commerce Ave., Bronx, NY 10462, (718) 931-8000, FAX: 718-863-1138

Inline Systems, Next Office Systems, Inc., 310 Applewood Crescent, Concord ON, Canada L4K 4J3, (800) 461-5991, (416) 660-3516, FAX: 416-660-5734

Innerface Architectural Signage, Inc., 5320 Webb Pkwy., Lilburn, GA 30247-5943, (800) 445-4796, (404) 921-5566, FAX: 404-279-1327

Innovations in Wallcoverings, Inc., 22 W. 21st St., New York, NY 10010, (800) 227-8053, (212) 691-9600, FAX: 212-691-9795

Inside Outfitters, Inc., 2155 Dublin Road, Columbus, OH 43228, (800) 742-3372, (614) 487-1555, FAX: 614-487-1333

Instant Turf Industries, Inc., National Carpet Mills, PO. Box 748, 1615 Environs Ln., Dalton, GA 30720, (800) 241-4539, (404) 226-6969, FAX: 404-226-6243

Interceramic, USA, 1624 W. Crosby Rd., Ste, 120, Carrollton, TX 75006, (214) 446-0703, FAX: 214-242-2488

Interface Flooring Systems, Inc., Interface, Inc., PO, Box 1503, Orchard Hill Rd., La Grange, GA 30241, (800) 334-1759, (706) 882-1891, FAX: 706-882-0500

Intergraph Corp., 1W17D6, Huntsville, AL 35894-0001, (800) 826-3515, (205) 730-2000, FAX: 205-730-9550

Interior Acoustics, 176 Route 206 E, Somerville, NJ 08876, (800) 221-0580, (908) 874-4155, FAX: 908-874-4525

Interior Construction Supply, 31906 31st PL, S.W., Federal Way, WA 98023, (800) 543-1729, (206) 661-8838, FAX: 206-661-8838

Interior Facilities Consulting, Inc., 21445 Merridian, Grosse Ile, MI 48138, (313) 676-5113, FAX: 313-964-6674

Interior-Scape, Inc., Floral Design Ctr., 27 Sugar Hollow Rd., Rte. 7, Danbury, CT 06810, (203) 792-6062, FAX: 203-790-7209

Interior Systems, Inc., 6500 S. Avalon Blvd., Los Angeles, CA 90003, (213) 752-0101, FAX: 213-752-0227

Intermetro Inds. Corp., N. Washington St., Wilkes-Barre, PA 18705, (800) 321-1414, (717) 825-2741, FAX: 717-823-0250

The Interna Collection, Ltd., 430 W. Erie, Chicago, IL 60610, (800) 468-3762, (312) 280-4800, FAX: 312-280-9555

Intl. Fabrics, Shelby Williams Inds., Inc., PO. Box 1448, 1011 Porter St., High Point, NC 27261, (800) 334-7399, (919) 841-4868, FAX: 919-841-5202 Intl. Honeycomb Corp., 75 Tri-State, Lincolnshireark, IL 60069-4459, (708) 317-1991

International Marble, 3104 S. 52nd Street, Tempe, AZ 85282, (602) 470-1715, FAX: 602-438-1550 Intl. Terra Cotta, 690 N, Robertson

Blvd., Los Angeles, CA 90069, (800) 331-5329, (310) 657-3752, FAX: 310-659-0865

Intersan Mfg., Co., PO, Box 19104, Phoenix, AZ 85005, (800) 999-3101, (602) 254-3101, FAX: 602-253-7070

Interspec Fireproof Fabrics, Inc., Interspec Div., PO. Box 172, Aflenwood, NJ 08720, (800) 526-2800, (908) 938-4114, FAX: 201-938-9083

Intrends Intl., 31 Warren Place, Mount Vernon, NY 10550, (914) 968-4999, FAX: 914-968-6505

Intrex Corp., a deSede of Switzerland Co., 93 Triangle St., Danbury, CT 06810, (800) 548-6910, (203) 792-7400, FAX: 203-778-3991

Invincible Metal Furniture, P.O. Box 607, 26th & Franklin Sts., Manitowoc, WI 54220, (800) 558-4417, (414) 682-4601, FAX: 414-682-7316

Invironments Office Systems, 3402 W. Cocopah, Phoenix, AZ 85009, (800) 862-7111, (602) 269-0800, FAX: 602-269-3010

Inwood Office Furniture, P.O. Box 646, Jasper, IN 47547-0646, (812) 482-6121, FAX: 812-482-9732

Ipocork, Ltd., 1280 Roberts Blvd., Suite 403, Kennesaw, GA 30144, (800) 828-2675, (404) 421-9567, FAX: 404-421-9421

The Ironmonger, Inc., 1822 N. Sheffield Ave., Chicago, IL 60614, (800) 621-1937, (312) 935-2784, FAX: 312-348-3579

Isicad, 1920 W. Corporate Way, Anaheim, CA 92803-6122, (714) 533-8910, FAX: 714-533-8642

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JAB, c/o Stroheim & Romann, 31-33 Thomson Ave., Long Island City, NY 11101, (718) 706-7000, FAX: 718-361-0159

J&J Inds., Inc., PO. Box 1287, J & J Dr., Dalton, GA 30720. (800) 241-4586, (404) 278-4454, FAX: 800-628-4329

J.D. Contract, Jackson of Danville, PO. Box 169, Danville, KY 40422, (800) 522-7632, (606) 236-2604, FAX: 606-236-6922

JDM - Juhasz Design & Mfg., div. Juhasz, Inc., 4515 W. Adams Blvd., Los Angeles, CA 90016, (213) 731-6789, FAX: 213-731-1004

JG Furniture Systems, Inc., 121 Park Ave., Quakertown, PA 18951, (215) 538-5800, FAX: 215-536-7365

J.H. Lighting & Brass Works Inc., 1817 Addison Way, Hayward, CA 94544, (510) 786-9110, FAX: 510-786-9507

Jackson of Danville, Box 169, Danville, KY 40422, (606) 236-2604

Jacuzzi Whirlpool Bath, 2121 N. California Blvd., Walnut Creek, CA 94596, (800) 678-6889, (510) 938-7070, FAX: 510-938-3025 Adam James Textiles, Inc., Div of Jim Lynne Co., Inc., PO. Box 1010, 59 Gilpin Ave., Hauppauge, NY 11788, (800) 645-5044, (516) 582-4300, FAX: 516-522-4112

Jasper Desk Co., P.O. Box 111, Jasper, IN 47547, (800) 365-7994, (812) 482-4132, FAX: 812-482-9552 Jasper Seating Co., 932 Mill St.,

Jasper, IN 47546, (800) 622-5661, (812) 482-3204, FAX: 812-482-1548

Jasper Wood Products, Inc., P.O. Box 271, Jasper, IN 47546, (812) 482-3454, FAX: 812-482-9340

Jayden, Inc., P.O. Box 200, 915 Gainsborough Rd, Hyde Park ON, Canada NOM 1ZO, (519) 471-3010, FAX: 519-471-1935

Jeter Systems Corp., 1560 Firestone Pkwy., Akron, OH 44301-1696, (800) 321-8261, (216) 773-8971, FAX: 800-336-3453

Joerns Healthcare, Inc., Sunrise Medical, 5555 Joerns Dr., Stevens Point, WI 54481, (800) 826-0270, (715) 341-3600, FAX: 715-341-3962

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

Johnson Controls, Inc., Controls Group, P.O. Box 423, 507 E. Michigan St., Milwaukee, WI 53201, (800) 972-8040, (414) 274-4000, FAX: 414-274-5135

Johnson Inds., Inc., 1424 Davis Rd., Elgin, IL 60123, (800) 346-5555, (708) 695-1242, FAX: 708-695-8920

Johnsonite, Duramax, Inc., 16910 Munn Rd., Chagrin, OH 44023, (800) 899-8916, (216) 543-8916, FAX: 216-543-8920

J. Josephson, Inc., 20 Horizon Blvd., South Hackensack, NJ 07606, (201) 440-7000, FAX: 201-440-7109

Juno Lighting, Inc., PO. Box 5065, 2001 S. Mt. Prospect Rd., Des Plaines, IL 60017-5065, (800) 323-5068, (708) 827-9880, FAX: 708-827-2925

K

KCR Fabrics, Inc., 4915 Oakton, Skokie, II, 60077, (708) 675-4287, FAX: 708-675-4289

KI, 1330 Bellevue St., Green Bay, WI 54308-8100, (414) 468-8100, FAX: (414) 468-0280 (See ad on p. 33; Circle no. 21)

K P T USA, P.O. Box 468, State Rd. 54 East, Bloomfield, IN 47424, (812) 384-3563, FAX: 812-384-4222

Kaleidoscope Intl., Ltd., 261 Fifth Ave., 5th Fl., New York, NY 10016, (800) 343-2687, (212) 889-4315, FAX: 212-481-0125

Kallista, Inc., 2701 Merced St., San Leandro, CA 94577, (510) 895-6400, FAX: 510-895-6990

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

Karastan Bigelow, Fieldcrest Cannon, Inc., PO. Box 27050, Greensboro, NC 27425-7050, (800) 476-7713, (919) 665-4000, FAX: 919-665-4246

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

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Kasparians, Inc., 1708 N. Tyler Ave., South El Monte, CA 91733, (818) 444-0101, FAX: 818-444-5342

Kaufman Contract, 201 Balsam St., Collingwood ON, Canada L9Y 3Y7, (800) 465-3633, (705) 445-6000, FAX: 705-445-2708
Keilhauer Contract Seating, 946

Warden Ave., Toronto ON, Canada MIL 4C9, (416) 759-5665, FAX: 416-759-5723

Kelsey-Kane Lighting Mfg. Co., P.O. Box 4065 Sunrise Station, Fort Lauderdale, FL 33338, (305) 772-3187 Kenlin Enterprises, 1530 Old Skokie

Rd., Highland Park, IL 60035, (708) 831-2300, FAX: 708-831-3257 Kentile Floors, Inc., Kentile Road,

South Plainfield, NJ 07080, (800) 553-6845, (908) 757-3000, FAX: 908-757-8953 Kentucky Millwork, Kentucky Wood

Floors, P.O. Box 33276, Louisville, KY 40232, (800) 235-5235, (502) 451-6024, FAX: 502-451-6027

Kewaunee Scientific Corp., P.O. Box 5400, Statesville, NC 28677, (704) 873-7202, FAX: 800-932-3296 Kewnote Architectural Accession

Keynote Architectural Accessories, Inc., 30 Pine St., Pittsburgh, PA 15223, (800) 368-1006, (412) 781-1006, FAX: 412-781-7840 Klesling-Hess Finishing Co., 300 W.

Bristol St., Philadelphia, PA 19140, (215) 457-0906, FAX: 215-455-3110

Kimball International Inc., 1180 E. 16th St., Jasper, IN 47546, (800) 482-1616, (812) 482-8090, FAX: 812-482-8188 (See ad on p. 14-15)

King Arthur, Inc., Shelby Williams Inds., Inc., PO. Box 6040, 401 Meacham Rd., Statesville, NC 28677, (800) 257-7244, (704) 872-0300, FAX: 704-872-4194

King Refrigerator Corp., 7602 Woodhaven Blvd., Glendale, NY 11385, (718) 897-2200, FAX: 718-830-9440

Kirsch, Cooper Inds., Inc., 309 N, Prospect St., Sturgis, MI 49091, (800) 528-1407, (616) 659-2311

Knape & Vogt Mfg., Co., 2700 Oak Ind.
 Dr., N.E., Grand Rapids, MI 49505,
 (800) 253-1561, (616) 459-3311,
 FAX: 616-459-3290

The Knoll Group, Westinghouse Electric Corp., 655 Madison Ave., New York, NY 10021, (800) 445-5045, (212) 207-2200, FAX: 212-207-2202

Knurr USA, Inc., 1890 N. Voyager Ave., Simi Valley, CA 93063, (805) 526-7733, FAX: 805-584-8371

Kohler Co., 444 Highland Dr., Kohler, WI 53044, (414) 457-4441, FAX: 414-457-1271

Kojo, Koni Fabrics, 18100 Kovacs Ci., Huntington Beach, CA 92648, (800) 367-5664, (714) 841-5656, FAX: 714-842-4739

Kolkka, 1175 Shasta St., Redwood City, CA 94063, (415) 327-5001 Kolomesa, Back, 6415

Kolnmesse, Postfach 210760, D-5000 Koln 1, Germany , (221) 821-2494, FAX: 221-821-2105 Koroseal Walkowski

Koroseal Wallcoverings, RJF International Corp., 8375 Embassy Pkwy., Fairlawn, OH 44333, (800) 828-4556, (216) 668-7600, FAX: 216-668-7701

Korpine Div., Willamette Inds. Inc., PO. Box 1245, Bend, OR 97709, (503) 382-6001, FAX: 503-389-0971

JANUARY 1993

Kraft Hardware, 306 E. 61st St., New York, NY 10021, (212) 838-2214, FAX: 212-750-0981

Kristan Assoc., 12 Greenway Plz., Ste. 1100, Houston, TX 77046-1286, (713) 961-3040, FAX: 713-961-3626

Kroin, Inc., 180 Fawcett St., Cambridge, MA 02138, (617) 492-

4000, FAX: 617-492-4001 Kron U.S.A, 1631 S. Dixie Hwy., Pompano Beach, FL 33060, (800) 321-5766, (305) 941-0800, FAX:

305-942-7744 Kwik-Wall Co., P.O. Box 3267, Springfield, IL 62708, (217) 522-

5553, FAX: 217-522-1170 Kwik-File, 500 73rd Ave. N.W., Fridley, MN 55432, (800) 328-5711, (612) 572-1980, FAX: 612-572-0168

L&B Contract Industries, P.O. Box 405, Perris, CA 92572, (800) 969-0777, (714) 657-3533, FAX: 800-969-9009

L.B. Plastics, Inc., P.O. Box 907, Hwy. 150, Plaza Dr., Mooresville, NC 28115, (800) 752-7739, (704) 663-1543, FAX: 704-664-2989

L.U.I. Corp., PO. Box 26005, 5500 E. Lombard St., Baltimore, MD 21224, (800) 638-4111, (301) 522-4135, FAX: 301-522-2934

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

Z-Boy Cohir Co., 1284 N. Telegraph Rd., Monroe, MI 48161, (313) 242-4700, FAX: 313-241-3966 Lackawanna Leather, PO, Boy 939.

Conover, NC 28613-0939, (800) 421-7553, (704) 322-2015, FAX: 704-322-1429

LaCor Wicker, 10541 Park Ave., Garden Grove, CA 92640, (800) 552-5432, (714) 638-2585, FAX: 714-638-2591 Laminart, Inc., 1330 Mark St., Elk

Grove Village, IL 60007, (800) 323-7624, (708) 860-4300, FAX: 708-860-9199 Lanark Vinyl Wallcovering, GenCorp

Polymer Products, Three University Plaza, Hackensack, NJ 07601, (201) 489-0100, FAX: 201-489-4394

Landscape Forms, Inc., 431 Lawndale Ave., Kalamazoo, MI 49001, (616) 381-0396, (800) 521-2546, FAX: (616) 381-3455 (See ad on p. 40; Circle no. 25) Latco Ceramic Tile, 2943 Gleneden St.

Latco Ceramic Tile, 2943 Gleneden St., Los Angeles, CA 90039, (213) 664-1171, FAX: 213-665-6971

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

Laufen Intl., Keramik Holding AG Laufen, P.O. Box 6600, 4942 E. 66th St. N., Tulsa, OK 74156, (800) 331-3651, (918) 428-3851, FAX: 918-428-1279

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

Lawrence Metal Products, Inc., P.O. Box 400 M, Dept. C, 260 S. Spur Dr., Bayshore, NY 11706, (800) 441-0019, (516) 666-0300, FAX: 516-666-0336

(See ad on p. 16; Circle no. 11) Lawrin Contract Lighting, Box 728, 149

Aponaug Rd., Kosciusko, MS 39090

Le Pavillon Francais, P.O. Box 565006, Dallas, TX 75356-5006, (214) 747-1169

Leather-Link, Inc., 1638 Westchester Dr., Ste. 102, High Point, NC 27262, (800) 624-8673, (919) 841-5166, FAX: 919-841-5366

Ledalite Architectural Prods., 9087-A 198th St., Langley BC, Canada V3A 4P8, (604) 888-6811, FAX: 604-888-2003

Lee Jofa, 800 Central Blvd., Carlstadt, NJ 07072, (201) 438-8444, FAX: 201-438-7034

Lees Commercial Carpets Div., Burlington Ind., Inc., 3330 W. Friendly Ave., Greensboro, NC 27410, (800) 523-5647, (919) 379-2000, FAX; 919-379-2466

Leggett & Platt, PO, Box 757, Carthage, MO 64836, (417) 358-8131 Leisurelite Inds. Inc. 1780 W 4th

Leisurelite Inds., Inc., 1780 W. 4th Ave., Hialeah, FL 33010, (800) 729-8889, (305) 888-7444, FAX: 305-884-0649 Lenzt of Houston, 7026 Empire

Central, Houston, 7028 Empire Central, Houston, TX 77040, (713) 937-0040, FAX: 713-937-7902

Lettering Specialists, Inc., P.O. Box 3410, Skokie, IL 60076, (708) 674-3414, FAX: 708-674-9571

Level Mfg. Co., Inc., 28 Front St., Winchendon, MA 01475, (800) 225-6372, (508) 297-1961, FAX: 508-297-4049

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

Lighting Services, Inc., Industrial Park, Rte. 9W, Stony Point, NY 10980-1996, (914) 942-2800, FAX: 914-942-2177

Lightworks, 3345 W. Hunting Park Ave., Philadelphia, PA 19132-1888, (215) 223-9200, FAX: 215-227-7332

Lista Intl. Corp., P.O. Box 507, 106 Lowland, Holliston, MA 01746-6170, (800) 722-3020, (508) 429-1350, FAX: 508-626-0353 Litecontrol, P.O. Box 100, 100 Hawks

Ave., Hanson, MA 02541, (617) 294-0100, FAX: 617-293-2849 Litelab Corp., 251 Elm St., Buffalo, NY

14203, (800) 238-4120, (716) 856-4300, FAX: 716-856-0156

LiteTouch. Inc., 3550 S. 700 West, Salt Lake City, UT 84119, (801) 268-8668, FAX: 801-268-9200

Litetronics, 5317 W. 123rd St., Alsip, IL 60658, (708) 371-4955, FAX: 708-371-0627

Lloyd/Flanders, P.O. Box 550, 3010 10th St., Menominee, MI 49858, (906) 863-4491, (800) 526-9894, FAX:(906) 863-6700 (See ad on p. 116; Circle no. 34)

Lodestar, 231 E. 58th St., New York, NY 10022, (212) 935-2290

Loewenstein Inc., P.O. Box 10369, 1801 N. Andrews Ext., Pompano Beach, FL 33061-6369, (305) 960-1100, FAX: 305-960-0409

F.W. Lombard Co., 34 S. Pleasant St., Ashburnham, MA 01430, (508) 827-5333, FAX: 508-827-6553

London Contemporary Art, 729 Pinecrest, Prospect Heights, IL 60070, (800) 366-2788, (708) 459-3990, FAX: 708-459-3997

Lonseal, Inc., 928 E. 238th St., Carson, CA 90745, (800) 832-7111, (213) 870-7111, FAX: 213-830-9986 Lotus Carpets, Columbus Mills Inc., P.O. Box 8028, Columbus, GA 31907, (800) 222-1437, (404) 324-0111, FAX: 404-596-9037

LouverDrape, Inc., Home Fashions Inc., 1100 Colorado Ave., Santa Monica, CA 90401, (800) 421-6666, (310) 450-6100, FAX: 310-450-3937

Lucifer Lighting, 414 Live Oak St., San Antonio, TX 78202, (512) 227-7329 Ludlow Composites Corp., 2100

Commerce Dr., Fremont, OH 43420, (800) 628-5463, (419) 332-5531, FAX: 800-544-2806

Lumex, Inc., Lumex, Inc., 100 Spence St., Bay Shore, NY 11706-2290, (800) 645-5272, (516) 273-2200, FAX: 516-273-5681

Lundia, MII, Inc., 600 Capitol Wy. Jacksonville, IL 62650, (800) 726-9663, (217) 243-8585, FAX: 800-869-9663

Lutron Electronics, 7200 Suter Rd., Coopersburg, PA 18938-1299, (800) 523-9466, (215) 282-3800, FAX: 215-282-3090

Lux Steel, 2135 Industrial Pkwy., Elkhart, IN 46516, (800) 334-7426, (219) 295-0229, FAX; 219-294-4043

Luxo Lamp Corp., PO. Box 951, 36 Midland Ave., Port Chester, NY 10573, (800) 222-5896, (914) 937-4433, FAX: 914-937-7016 Luzzi Unlimited Inc., 19 W. 21st St.,

Luzzi Unlimited Inc., 19 W. 21st St., New York, NY 10010, (212) 645-5934, FAX: 212-463-7629

Lyco, Inc., Remanufactured Office Furniture, 540 N. Main St., Manchester, CT 06040, (203) 646-3575, FAX: 203-645-1116

J.M. Lynne Co., P.O. Box 1010, 59 Gilpin Ave., Smithtown, NY 11787, (800) 645-5044, (516) 582-4300, FAX: 516-582-4112

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M&M Engraving, Inc., 5320 Ivanhoe Dr., Kalamazoo, MI 49002-1500, (800) 535-6066, (616) 344-3908, FAX: 800-535-6066

MDC Wallcoverings, EPKO Inds., Inc., 1200 Arthur Ave., Elk Grove Village, IL 60007, (800) 621-4006, (708) 437-4000, FAX: 708-437-4017

MPC. Inc., Noise Control Products Div., 835 Canterbury Rd., Westlake, OH 44145, (216) 835-1405, FAX: 216-835-9313

MTS Seating, P.O. Box 2001, 1244 W. Dean Rd., Temperance, MI 48182, (313) 847-3875, FAX: 313-847-0993

Macro Electronics Corp., 1611 Headway Circle, Bldg, 1, Austin, TX 78754-5137, (512) 837-5100, FAX: 512-837-1040

Magna Design, Inc., P.O. Box 1354, 5804 204th St. S.W., Lynnwood, WA 98046, (800) 233-2304, (206) 776-2181, FAX: 206-778-5466

Magna Visual Inc., 9400 Watson Rd., Saint Louis, MO 63126, (800) 622-6273, (314) 843-3399, FAX: 314-843-0000

Magnuson Group, 161 Tower Dr., Burr Ridge, IL 60521, (708) 850-9148 Maharam/Vertical Surfaces, P.O. Box

6900, 45 Rasons Ct., Hauppauge, NY 11788, (800) 645-3943, (516) 582-3434, FAX: 516-582-1026

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Mainstreet Menu Systems, P. O. Box 0748, 1375 N. Barker Rd., Brookfield, WI 53008-0748, (800) 782-6222, FAX: 414-782-6515 Major Partitions, Inc., P.O. Box 2167,

Irwindale, CA 91706, (213) 686-1998, FAX: 818-969-1048 Mallin Co., 2665 Leonis Blvd., Los

Angeles, CA 90058, (213) 589-6591, FAX: 213-585-2355 Manheim-Weitz, Manheim Galleries,

Mannehm-Weitz, Mannehm Galeries, 13736 Beta Rd., Dallas, TX 75244, (800) 327-1624, (214) 387-4578, FAX: 214-387-4580

Manley Holding Co., P.O. Box 29317, 10632 Tesshire Dr., St. Louis, MO 63126, (314) 843-5848, FAX: 314-943-5858

Mannington Ceramic Tile Co., Mannington Mills Inc., PO. Box 1777, Lexington, NC 27293, (704) 249-3931, FAX: 704-249-8928

Mannington Commercial Carpets, Mannington Carpet Corp., PO. Box 364, Calhoun, GA 30703-0364, (800) 241-2262, (404) 629-7351, FAX: 404-629-2365

Mannington Mills, PO. Box 30, Mannington Rd., Salem, NJ 08079, (609) 339-5812, FAX: 609-339-5875 Mantles & Mouldings, Partners &

Thompson, Inc., 24 Fort Salenga Rd., Centerport, NY 11721, (516) 261-8000, FAX: 516-261-8045 Marcus Inds., 639 S. Washington,

Naperville, IL 60540, (312) 342-5227, FAX: 708-369-8370 MarketCenter, 230 Fifth Ave., New

York, NY 10001, (212) 532-4555, FAX: 212-545-0435 Martey Mouldings, P.O. Box 610,

Marion, VA 24354, (800) 368-3117, (703) 783-8161, FAX: 703-783-8169 Marlite, PO, Box 250, 202 Harger St.,

Dover. OH 44622, (216) 343-6621, FAX: 216-343-7296

Marsh Chalkboard Co., Marsh Lumber Co., Inc., PO. Box 467, Dover, OH 44622, (800) 426-4244, (216) 343-8825, FAX: 216-343-9515

Martin/Brattrud, Inc., 1224 W. 132nd St., Gardena, CA 90247, (213) 770-4171, FAX: 213-770-4503

Martin Design Intl., The Martin Group, 4444 Lawton, Detroit, MI 48208, (800) 366-7337, (313) 895-0700, FAX: 313-729-7841

The Marvel Group, Inc., Office Products Div., 3843 W. 43rd St., Chicago, IL 60632, (800) 621-8846, (312) 523-4804, FAX: 800-237-0358

Marvel Inds., Northland Corp., P.O. Box 997, Richmond, IN 47375-0997, (800) 428-6644, (317) 962-2521, FAX: 317-962-2493

Masland Carpets, Inc., PO. Box 11467, Mobile, AL 36671, (800) 633-0468, (205) 675-9050, FAX: 205-675-5808

Master Metal Works, 1805 Potrero Ave., South El Monte, CA 91733, (800) 659-0818, (818) 444-8188, FAX: 818-444-0238

Matel Mfg., Inc., 12811 S. Figueroa St., Los Angeles, CA 90062, (213) 217-9111, FAX: 213-538-8949

Material Design & Resources, 320 Chestnut St., Roselle, NJ 07203, (908) 298-8555, FAX: (908) 298-8555 (See ad on p. 12; Circle no. 9)

Matthews Intl. Corp., Arch. Prods. Dept., 1315 W. Liberty Ave., Pittsburgh, PA 15226, (800) 245-6574, (412) 571-

82 CONTRACT DESIGN

5500, FAX: 412-571-5561

The Maya Romanoff Corp., 1730 W. Greenleaf Ave., Chicago, IL 60626, (312) 465-6909, FAX: 312-465-7089

Mayline Co., Inc., P.O. Box 728, 619 N. Commerce St., Sheboygan, WI 53082-0728, (414) 457-5537, FAX; 414-457-7388

McDonald Prods. Corp., 2685 Walden, Buffalo, NY 14225, (800) 753-8548, (716) 684-7200, FAX: 716-684-2053

McGuire Co., 120 Bryant, San Francisco, CA 94103 Mecoshade Systems, 42-03 35th St.

Long Island City, NY 11101, (718) 729-2020, FAX: 800-899-8081 Megatrade Corp., 11091 N.W. 27th St.

Miami, FL 33172 Mepla, Inc., Mepla-Werke Lautenscklaeger KG-W. Germany, PO, Box 1469, High Point, NC 27261, (800) 45-, (919) 883-7121, FAX: 919-884-0148

Mercer Products Co., Inc., P.O. Box 1240, Eustis, FL 32727-1240, (800) 447-8442, (904) 357-4119, FAX: 800-832-5398

Meridian, Inc., PO. Box 768, 18558 171st Ave., Spring Lake, MI 49456, (800) 541-2912, (616) 846-0280, FAX: 616-846-9236

Mero Systems Group, P.O. Box 610, Germantown, WI 53022, (414) 255-6553

Metal-Fab, Inc., P.O. Box 1138, Wichita, KS 67201, (800) 835-2830, (316) 943-2351, FAX: 316-943-2717

Metalsmiths Co., Ltd., 61 Telson Rd., Markham, ON, Canada L3R 1E4, (416) 475-3380

Metalux Lighting, Cooper Lighting, Souther Field Rd., Americus, GA 31709, (912) 924-8000, FAX: 912-924-5507

Metcor Mfg., Inc., 60 McLean Ave., Yonkers, NY 10705, (800) 999-1223, (914) 963-4444, FAX: 914-963-2580

Metropolitan Ceramics, Metropolitan Inds., Inc., P.O. Box 9240, Canton, OH 44711, (216) 484-4876, FAX: 216-484-4880

Metropolitan Furniture Corp., Steelcase, Inc., 1635 Rollings Rd., Burlingame, CA 94010-9781, (415) 697-7900, FAX: 415-697-2818

Meyda Stained Glass Studio, 1123 Stack St., Utica, NY 13502, (800) 222-4009, (315) 724-7266, FAX: 315-724-5170

Miami Intl. Merchandise Mart, 777 N.W. 72nd Ave., Miami, FL 33126, (800) 323-2337, (305) 261-2900, FAX: 305-261-3659

Michael O, Plastic Designs, Ltd., 1855 Griffin Rd., Dania, FL 33526, (305) 921-7075, FAX: 305-921-7075 MicroComputer Accessories, 9920-La Cienega Blyd, PO. Box 17032,

Cienega Bivd., P.O. Box 17032, Inglewood, CA 90308-7032, (800) 521-8270, (213) 301-9400, FAX; 213-306-8379

Midmark, 60 Vista Dr., Versailles, OH 45380, (800) 643-6275, (513) 526-3662, FAX: 513-526-5542

Midwest-Custom Brass, 34691 Wilson Rd., Ingleside, IL 60041, (708) 546-2200, FAX: 708-546-0238 Milcare, Inc., a Herman Miller Co., 8500 Byron Rd. Zeeland Mi

8500 Byron Rd., Zeeland, Ml 49464, (616) 530-4300 Mill Business Furniture, Inc., P.O. Box 3185, 205 Mill Dr., Cookeville, TN 38502-3185, (800) 423-3910, (615) 526-9745, FAX: 615-526-8208
 Herman Miller, Inc., 8500 Byron Rd., Zeeland, MI 49464, (800) 851-1196, (616) 772-3300, FAX: 616-

772-5385 Howard Miller Clock Co., 860 E. Main St., Zeeland, MI 49464, (616) 772-9131, FAX: 616-772-1670

Milliken Contract Carpets, 201 Lukken Industrial Dr. W. La Grange, GA 30240, (800) 241-2327, (404) 883-5511, FAX: 404-883-5906

Mort West Mills, Crest Carpet Co., 205 Lexington Ave., New York, NY 10016, (212) 889-5588, FAX: 212-889-2006

Missouri Oak Chair Co., P.O. Box 1857, Lee's Summit, MO 64063, (800) 225-4935, (816) 246-4040, FAX: 816-246-7910

Patrick Mitchell Corp., PO. Box 88943, 18370 Olympic Avenue, Seattle, WA 98188, (800) 426-4827, (206) 575-4216, FAX: 206-575-4643

Mobi Contract Furniture, P.O. Box 303, Fort Washington, PA 19034, (800) 523-2470, (215) 641-1414, FAX: 215-628-9557

 Doug Mockett & Co. Inc., PO. Box 3333, Manhattan Beach, CA 90266, (800) 523-1269, (213) 318-2491, FAX: 800-235-7743

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

Modar, Inc., Sub. Knape & Vogt Mfg. Co., 1394 E. Empire Ave., Benton Harbor, MI 49106, (800) 253-6186, (616) 925-0671, FAX: 616-925-0200

Mode Corp., 14700 Doolittle Dr., San Leandro, CA 94577, (510) 895-6600, FAX: 510-352-5390

Modern Contract Furniture, Inc., P.O. Box 278, 424 Main St., Gardner, MA 01440, (800) 225-6370, (508) 632-4700, FAX: 508-632-8037

Modern Plastics Corp., 152 Horton St., Wilkes-Barre, PA 18702, (717) 822-1124, FAX: 717-823-9666

Modernfold, Inc., P.O. Box 310, New Castle, IN 47362, (800) 869-9685, (317) 529-1450, FAX: 317-521-6204

ModuForm, Inc., PO. Box 400, 172 Industrial Rd., Fitchburg, MA 01420, (800) 221-6638, (508) 345-7942, FAX: 508-345-0188

Modular Office Design, Inc., 18715 141st Aye, N.E., Woodinville, WA 98072, (800) 659-5631, (206) 486-5631, FAX: 206-486-4444

Modulex, Inc., 2920 Wolff St., Racine, WI 53404, (800) 632-4321, (414) 632-5330, FAX: 414-632-1851

Mohawk Commercial Carpet, 1755 The Exchange, Atlanta, GA 30339, (800) 554-6637, (404) 951-6000, FAX: 404-951-6152

Molla Collections, Inc., 16301 N.W. 15th Ave., Miami, FL 33169, (800) 356-8643, (305) 624-4411, FAX: 305-624-4411

Momentum Textiles, 16300 Shoemaker Ave., Cerritos, CA 90701, (213) 404-3411, FAX: 213-404-7939

Mondo Rubber Intl., Inc., 2655 Francis Hughes, Laval, PQ, Canada H7L 388, (800) 361-3747, (514) 967-5800, FAX: 514-663-7927 Monel Contract Furniture, Inc., P.O. Box 291, Oakland Gardens, NY 11364, (718) 225-8535, FAX: 718-423-4806

Monsanto, 320 Interstate North Parkway, Atlanta, GA 30339, (800) 543-5377, (404) 951-7600, FAX: 404-951-7680 (See ad on p. 72: Circle no. 26)

Monteverdi-Young, Inc., 8687 Melrose Ave., 235, Los Angeles, CA 90210, (213) 659-7220, FAX: 213-659-7222

Montisa Office Furn., Northland Corp., PO. Box 400 701 Ranney Dr., Greenville, MI 48838, (800) 843-4494, (616) 754-5601, FAX: 616-754-0970

Thos. Moser Cabinetmakers, PO. Box 1237, Auburn, ME 04211-1273, (207) 784-3332

Motoh America, Inc., Motoh Industries Ltd., 500 W. Algonquin, Mount Prospect, IL 60056, (708) 952-8880, FAX: 708-952-8808

Motorola Lighting, Inc., Motorola, Inc., 887 Deerfield Pkwy., Buffalo Grove, IL 60089, (800) 654-0089, (708) 215-6300, FAX: 708-215-6444

Mueller, a Haworth Portfolio Co., One Haworth Ctr., Holland, MI 49423, (800) 344-2600, (616) 393-3000, FAX: 616-393-1570

Multicolor Specialties Inc., 2101 S. 54th Ave., Cicero, IL 60650, (708) 656-5586, FAX: 708-656-5055

Multiworld Lighting, 5645 F General Washington Dr. Alexandria, VA 22312, (703) 354-9706, FAX: 703-354-1016

R.C. Musson Rubber Co., P.O. Box 7038, 1320 E. Archwood, Akron, 0H 44306, (800) 321-2381, (216) 773-7651, FAX: 216-773-3254

Mutoh America, Inc., Mutoh America Ltd., 500 W. Alginquin, Mount Prospect, IL 60056, (708) 952-8880, FAX: 708-952-8808

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NEO Design, Inc., PO. Drawer H, 115 Broad St., LaGrange, GA 30240, (404) 884-8005

NM Industries, Basic American Medical, 4355 International Blvd., Norcross, GA 30093, (800) 554-9224, (404) 923-8302, FAX: 404-923-0839

Naco Fabrics, 90-2 Plant Ave., Hauppauge, NY 11788, (800) 645-5146, (516) 231-8200, FAX: 516-231-0861

Nanik, P.O. Box 1766, 7200 W. Stewart Ave., Wausau, WI 54401, (715) 843-4653, FAX: 715-842-3510

Natl, Assn. of Display Inds., 470 Park Ave. S., New York, NY 10016, (212) 213-2662, FAX: 212-889-0727

Natl, Assn. of Store Fixture Mfrs., 1776 N. Pine Island Rd., Ste. 102, Plantation, FL 33322, (305) 424-1443, FAX: 305-473-8268

Natl. Council of Acoustical Consultants. PO. Box 359, 66 Morcis Ave., Springfield, NJ 07081, (201) 379-1100, FAX: 201-379-6507

National Office Furniture Co., Kimball International, Inc., 1600 Royal St., Jasper, IN 47549, (800) 482-1616, (812) 482-1600, FAX: 812-482-8800

Natl. Products, 912 Baxter Ave., Louisville, KY 40204, (502) 583-3038, FAX: 502-584-1022

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- Natl. Specialty Lighting, 333 Exchange Dr., Arlington, TX 76011, (800) 527-2923, (817) 860-2681, FAX: 817-860-9055
- Naturescapes, Inc., P.O. Box 306, Newport, RI 02840, (401) 846-7150, FAX: 401-846-2539
- J.A. Nearing Co., Inc., 9390 Davis Ave., Laurel, MD 20723, (800) 323-6933, (301) 498-5700, FAX: 301-497-9751
- Nello Wall Systems, Bettinger West, Inc., 7079 Brookdale Dr., Baltimore, MD 21227, (800) 628-2128, (410) 796-3750, FAX: 410-796-4629
- Nelson-Harkins Inds., 5301 N. Kedzie Ave., Chicago, IL 60625, (800) 882-8989, (312) 478-6243, FAX: 312-478-8227
- Nemschoff Chairs, Inc., P.O. Box 129, 2218 W. Water, Sheboygan, WI 53082-0129, (414) 457-7726, FAX: 414-457-7537
- Neo-Ray Lighting Prods., Inc., 537 Johnson Ave., Brooklyn, NY 11237, (800) 221-0946, (718) 456-7400, FAX: 718-456-5492
- Neon Americana, 510 Leonard St., N.W., Grand Rapids, MI 49504, (616) 774-2869, FAX: 616-774-0382
- Nessen Lighting, Inc., J.J., 420 Railroad Way, Mamaroneck, NY 10543, (914) 698-7799, FAX: 914-698-5577
- Nestler, 170 N. Branden Dr., Glendale Heights, IL 60139, (708) 529-4441, FAX: 708-529-8559
- Netwell Marketing, 6125 Blue Circle Dr., Minneapolis, MN 55343, (612) 861-2290
- Neudorfer, Inc., P.O. Box 501, Waterbury, VT 05676, (802) 244-5338
- Neutral Posture Ergonomics, 2301 Fountain Ave., Bryan, TX 77801, (409) 822-5080
- Nevamar Corp., Intl. Paper Co., 8339 Telegraph Rd., Odenton, MD 21113, (800) 638-4380, (410) 551-5000, FAX: 410-551-0357
- Nevers Industries, 14125 21st Ave. N., Minneapolis, MN 55447, (800) 242-2443, (612) 553-1632, FAX: 612-553-1770
- Nevins, Inc., 1170 Silber Rd., Houston, TX 77055-7126, (800) 231-2744, (713) 681-4274, FAX: 713-681-5113
- (H3) 601-4274, FAX: 713-681-5113
 Niedermaier Design, 2828 N. Paulina, Chicago, II, 60657, (312) 528-8123, FAX: 312-528-0236
- Nienkamper, 257 Finchdene Sq., Unit 6, Toronto ON, Canada M1X 1B9, (800) 668-9318, (416) 298-5700, FAX: 416-298-9535
- Nilfisk of America, 300 Technology Dr., Malvern, PA 19355
- Nishiyama Corp. of America, Inc., 305 Northerm Blvd., Great Neck, NY 11021, (516) 466-7570, FAX: 516-466-7572 (See ad on p. 18; Circle no. 13)
- Noise Control Products, div. Industrial Noise Control, 835 Canterbury Rd., Cleveland, OH 44145-1420, (216) 835-1405
- Norix Group, Inc., P.O. Box 639, Batavia, IL 60510, (800) 234-4900, (708) 879-6160, FAX: 708-879-6168
- Norsons Inds., Inc., 57 Mill St., Brooklyn, NY 11231, (800) 438-6776, (718) 522-6060, FAX: 718-260-8615
- Northwest Home Furnishings Mart, 121 Boren Ave., N., Seattle, WA 98109, (206) 343-8100

- Norton Inds., Inc., 1366 W. 117th St., Lakewood, OH 44107, (216) 228-6650, FAX: 216-228-9065
- Nova Office Furniture, Inc., 421 W. Industrial Ave., Effingham, IL 62401, (217) 342-7070, FAX: 217-342-7006
- Novikoff, 2100 E. Richmond, Fort
 Worth, TX 76104, (800) 333-3332,
 (817) 535-0826, FAX: 817-531-1290
 Novitas, Inc., 1657 Euclid St., Santa
- Monica, CA 90404, (310) 452-7890, FAX: 310-452-6168 Nucraft Furniture Co., Grand Rapids
- Facility, 5151 W. River Dr., Comstock Park, MI 49321, (800) 453-0100, (616) 784-6016, FAX: 616-784-4402

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- OFS Office Furniture By Styline, Styline Inds., 431 Fourth St., Huntingburg, IN 47542, (800) 521-5381, (812) 683-4848, FAX: 812-683-0256
- OSI, GF Office Furniture, 1034 S. Kostner Ave., Chicago, IL 60624, (800) 445-9663, (312) 638-3400, FAX: 312-638-4047
- O'Brien Partition Co., Inc., P.O. Box 300200, 5301 E. 59th St., Kansas City, MO 64130-0200, (800) 821-3595, (816) 523-7416, FAX: 816-363-7034
- October Co., Inc., PO, Box 71, 51 Ferry St., Easthampton, MA 01027, (800) 628-9346, (413) 527-9380, FAX: 413-527-0091
- Office Master, Inc., 3717 D. San Gabriel River Pkwy., Pico Rivers, CA 90660, (310) 692-1995, FAX: 310-692-2487
- Office Planners Users Group, PO. Box 11182, Philadelphia, PA 19136, (215) 335-9400
- Office Specialty-Storwal, 67 Toll Rd., Holland Landing ON, Canada L0G 1H0, (416) 836-6000 Ohline Corp., 1930 W. 139th St.,
- Gardena, CA 90249, (213) 327-4630, FAX: 213-538-5742
- Old Hickory Furniture Co. Inc., 403 S.
 Noble St., Shelbyville, IN 46176, (800) 398-2275, (317) 398-3151,
 FAX: 317-398-2275
- Omni International, Inc., PO: Box 1409, 12th St. S.W., Vernon, AL 35592, (800) 844-6664, (205) 695-9173, FAX: 205-695-6465
- Omni Intl, Inc., 10 Strawberry Ln., Huntington, NY 11743, (516) 385-0280
- On The Level Co., Inc., 1444 Davis Rd., Elgin, IL 60123-1322, (800) 445-4337, (708) 888-8220, FAX: 708-888-8241
- Opto Intl., Inc., 65 E. Palatine Rd., Ste. 215, Prospect Heights, IL 60070, (708) 541-6786, FAX: 708-541-8160 Oravisual, P.O. Box 137, Warsaw, IN
- 46580, (219) 267-8101 Othmar Klem Cabinet Co., P.O. Box
- 116. Saint Anthony, IN 47575. (812) 326-2361

PEP Lighting, Powered Emergency Prods. Co., PO, Box 1037, Brattleboro, VT 05302, (802) 254-6242, FAX: 802-254-7616 PPG Inds., 1 PPG Pl., Pittsburgh, PA 15272, (412) 434-3131, FAX: 412-434-2821

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- PS Decor, Photographic Specialties, 1718 Washington Ave. N., Minneapolis, MN 55411, (800) 848-4912, (612) 522-7741, FAX: 612-522-1934 P/Kaufmann Contract, Bioomcraft.
- Braemore Textiles, P/Kaufmann Fabrics, 51 Madison Ave., New York, NY 10010, (212) 686-6470, FAX: 212-532-2081
- Pace Prints, 32 E. 57th St., New York, NY 10022, (212) 421-3237, FAX: 212-421-0835
- Pacific Carpet Mills Corp., 119 W. 57th St., Ste. 1501, New York, NY 10019, (212) 489-1393, FAX: 212-489-1495
- Packard Inds., Inc., 1515 U.S. 31 North, Niles, MI 49120, (800) 253-0866, (616) 684-2550, FAX: 616-684-2422
- Palazzetti, Inc., 515 Madison Ave., New York, NY 10022, (212) 832-1199, FAX: 212-832-1459
- Pallas Textiles, Div. of KI, P.O. Box 8100, Green Bay, WI 54308, (414) 468-8100, FAX: (414) 468-2661
- Panduit, 17301 S. Ridgeland Ave., Tinley Park, IL 60477, (708) 532-1800, FAX: 708-532-1811
- Panel Concepts, Inc., Standard Pacific Corp., 3001 S. Yale St., Santa Ana, CA 92704-6469, (800) 854-6919, (714) 433-3300, FAX: 714-433-3379
- Paoli, Inc., P.O. Box 30, Paoli, IN 47454, (800) 457-7415, (812) 723-2791, FAX: 812-723-3880 (See degramme 4, Circle eg. 20)
- (See ad on cover 4; Circle no. 36) Parisi Bompadre, Inc., 3031 Red Lion Rd., Philadelphia, PA 19114-1123, (215) 632-4495, FAX: 215-632-1660
- Patcraft Mills, Queen Carpet Corp., PO. Box1527 201 Industrial Blvd., Datton, CA 20722 (200) 241 4014
- Dalton, GA 30722, (800) 241-4014, (404) 227-2133, FAX: 404-277-4433 Paul Assocs., 42-05 10th St., Long
- Island City, NY 11101, (718) 784-2244, FAX: 718-392-9242
- Peer, Inc., 241 W. Palatine Rd., Wheeling, IL 60090, (708) 870-3300, FAX: 708-870-3337
- Peerless Lighting Corp., P.O. Box 2556, Berkeley, CA 94702, (510) 845-2760, FAX: 510-845-2760
- Pennsylvania Woven Carpet Mills, Inc., 401 E. Allegheny Ave., Philadelphia, PA 19134, (215) 425-
- 5833. FAX: 215-634-2543 Pent, Inc., GDI (Group Dekko Intl.), P.O. Box 246. Kendallville, IN 46793
- Box 246, Kendallville, IN 46793, (219) 347-5828, FAX: 219-347-2028 Peter Pepper Products, Inc., 17929 S, Susana Rd., Compton, CA 90224,
- (310) 639-0390, FAX: 310-639-6013
 Perma-Groove, Inc., PO. Box 1016, 21365 Hamburg Ave., Lakeville, MN 55044-1016, (612) 469-4961, FAX: 612-469-4972
- PermaGrain Products, Inc., 13 W. 3rd St., Media, PA 19063, (215) 565-1575, FAX: 215-565-1530
- Persnickety Mfg. By Design Inc., Contract Business & Inst. Furniture, 985 Linda Vista Dr., San Marcos, CA 92069-2611, (619) 744-6565, FAX: 619-744-6174
- Petrafina, Inc., 964 Third Ave., New York, NY 10155, (212) 319-4900, FAX: 212-319-4904

Pfanstiel Hardware Co. Inc., P. O. Box 640, Rte. 52, Jeffersonville, NY 12748, (914) 482-4445, FAX: 914-482-3226

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- Phifer Wire Prods., Inc., P.O. Box 1700, Tuscaloosa, AL 35403-1700, (800) 633-5955, (205) 345-2120, FAX: 205-759-4450
- Philadelphia Enameling Works, Inc., 6100 City Avenue, Ste. 405, Philadelphia, PA 19131, (215) 879-2229, FAX: 215-879-2516
- Philips Lighting Co., No. American Philips Corp., 200 Franklin Sq. Dr., Somerset, NJ 08873, (800) 631-1259, (201) 563-3000, FAX: 201-563-3641
- Phoenix Designs, Inc., Herman Miller, Inc., 10875 Chicago Dr., Zeeland, MI 49464, (800) 253-2733, (616) 772-1630, FAX: 616-772-4129
- Photographic Specialties, Inc., 1718 Washington Ave. N., Minneapolis, MN 55411, (800) 848-4912, (612) 522-7741, FAX: 612-522-1934
- Picture Peddlar, 7332 Laurel Canyon Blvd., North Hollywood, CA 91605, (818) 982-6677, FAX: 818-982-6790
- Pipp Mobile Systems, 2862 Clydon, SW, Grand Rapids, MI 49509, (800) 234-7477, (616) 530-8828, FAX: 616-530-8400
- Pittsburgh Corning Corp., Barbara Lowrie, 800 Presque Isle Dr., Pittsburgh, PA 15239, (412) 327-6100, FAX: 412-733-5890
- Planter Technology, 999 Independence Ave., Mountain View, CA 94043, (800) 542-2282, (415) 962-8982, FAX: 415-962-8875
- Playscapes Children's Environments, 2600 Daniels St., Madison, WI 53704, (800) 248-7529, (608) 222-9600, FAX: 608-222-8100
- Plymold Seating, Foldcraft Co., 615 Centennial Dr., Kenyon, MN 55946-1290, (800) 533-0480, (507) 789-5111, FAX: 507-789-6192
- Pollack & Assocs., 19 W. 24th St., New York, NY 10010, (212) 627-7766, FAX: 212-924-8396
- Polomyx Industries, Inc., 400 Charter Way, North Billerica, MA 01862, (800) 729-7656, (508) 663-0050, FAX: 508-663-2885
- Polychromic Designs, P.O. Box 354, Bellmore, NY 11710, (516) 643-4227
- Pompeli Furniture, Miami Metal Products, Inc., 255 N.W. 25th St., Miami, FL 33127, (305) 576-3600, FAX: 305-576-2339
- Porcher, Inc., The Merchandise Mart 13-160, Chicago, IL 60654, (312) 923-0995, FAX: 312-923-1184
- Porter Carpet Mills, Inc., Richmond Carpet Mills, PO. Box 810, Rte. #1 Hackett Mill Rd., Ringold, GA 30736, (800) 241-2071, (404) 965-4355, FAX: 404-965-7067
- Posturmate Inc., 139 Burke Ln., Kneeland, CA 95549, (707) 445-4841
- Prairie Fish, 1435 W. Fargo, Chicago, IL 60626, (312) 465-6355, FAX: 312-465-2373
- Preferred Seat Mfg., Co., 1429 Park St., South Plainfield, CT 06106, (203) 951-6993
- PreFinish Metals, 2300 E. Pratt Blvd., Elk Grove Village, IL 60007, (800) 364-7587, (708) 439-2210, FAX: 708-640-8544



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Primescape Products, P.O. Box 710, Deerfield, IL 60015, (800) 872-4361, (708) 634-4125, FAX: 708-634-4126

- Prince Street Technologies, 36 Enterprise Blvd., Atlanta, GA 30336, (800) 221-3684, (404) 691-0507, FAX: 404-696-3622
- Prismatique Designs, Ltd., 265 Davenport Rd., Toronto, ON, Canada M5R 1J9, (416) 961-7333, FAX: 416-925-3295
- Pritchett Wilson Group Inc., 136-56 39th Ave., Ste. 440, Flushing, NY 11354, (718) 539-2080, FAX: 718-463-3437 Profile Press, 240 W. Gilman St.,
- Madison, WI 53703, (800) 445-4659, (608) 256-5537, FAX: 608-256-5429
- Progress Lighting, Erie Ave. & G St., Philadelphia, PA 19134-1386, (215) 289-1200, FAX: 215-537-0887
- ProLight, 581 Ottawa Ave., Holland, MI 49423, (616) 396-2556, FAX: 616-396-0686
- Protocol Furniture, 5301 Sun Valley Dr. Fort Worth, TX 76119, (800) 782-6374, (817) 572-2266, FAX: 817-483-8507
- Pyromedia, 7911 Tenth Ave. So., Seattle, WA 98108



Quebec Government House, 17 W. 50th St., New York, NY 10020-2210
Quorum Intl., P.O. Box 7634, Fort Worth, TX 76111, (800) 443-4626, (817) 834-8176, FAX: 800-934-8176
Quorum Office Furniture, The Marvel Group. Inc., 3800 West 44th St., Chicago, IL 60632, (800) 541-5191, (312) 523-8968, FAX: 800-237-0358

R

- RAF Associates, Inc., 1820 N.E. 146th St., North Miami, FL 33181, (305) 940-2707, FAX: 305-940-2815
- R B I, P. O. Box 722, Dalton, GA 30722-0722, (404) 226-3217, FAX: 404-278-3565
- The RCA Rubber Co., P.O. Box 2940, 1833 E. Market St., Akron, OH 44305-0240, (800) 321-2340, (216) 784-1291, FAX: 216-784-2899
- RJF Intl. Corp., Koroseal Wallcoverings, 3875 Embassy Pkwy., Akron, OH 44333, (216) 668-7600, FAX: 216-668-7701
- RPI Designs, 7079 Peck Rd., Marlette, MI 48453, (517) 635-7465, FAX: 517-635-2988
- R-Way Furniture Co., Inc., P.O. Box 718, Sheboygan, WI 53082-0718, (414) 457-4833, FAX: 414-457-4908
- The Radix Corp., PO. Box 369, Pembina, ND 58271, (204) 661-2273, FAX: 204-661-4616
- Ram Products Co., 1111 N. Centerville Rd., PO. Box 340, Sturgis, MI 49091, (800) 253-2064, (616) 651-9351, FAX: 616-651-1467
- Rauland-Borg Corp., 3450 W. Oakton St., Skokie, IL 60076, (708) 679-0900, FAX: 708-679-0925
- Recticel Foam, P.O. Box 1915, Morristown, TN 37877, (800) 333-4716, (615) 587-4470, FAX: 615-587-5955

- Redco Mfg., P.O. Box 1608, Grand Rapids, MI 49501, (800) 530-9825, (616). 245-1116, FAX: 616-245-9336 Reece Galleries, Inc., 24 W. 57th St.,
- New York, NY 10019, (212) 333-5830, FAX: 212-333-7366
- Reeve Co., P.O. Box 276, Pico Rivera, CA 90660, (213) 723-4791, FAX: 213-949-3862
- Regency House, Showplace Design Ctr., 2 Henry Adams St., San Francisco, CA 94103
- Reliance Upholstery Supply Co., Inc., 137 E. Alondra Blvd., Gardena, CA 90247, (800) 522-5252, (213) 321-2300
- Remanufactured Business Furn., RBF, 5055 Natural Bridge, Saint Louis, MO 63115, (314) 383-7003, FAX: 314-383-5791
- Republic Steel Corp., Indl. Prods. Div., 1038 Belden Ave., N.E., Canton, OH 44705, (216) 493-2795
- Richards-Wilcox, 600 S. Lake St., Aurora, IL 60506, (708) 897-6951, FAX: 708-897-6994
- Richmond Carpet Mill, Inc., PO, Box 669, Hackett Mill Rd., Rte. 1, Ringgold, GA 30736, (800) 241-2278, (404) 935-3829, FAX: 404-965-7067
- Richmond Textiles, Inc., 900 N. Franklin, Ste. 306, Chicago, IL 60610, (312) 944-8787, FAX: 312-944-8910
- Ring King Visibles, P.O. Box 599, 2210
 Second Ave., Muscatine, IA 52761-0599, (800) 553-9647, (319) 263-8144, FAX: 319-264-5585
 Ro-Tile, Inc., 1615 S. Stockton St.,
- Lodi, CA 95240, (800) 688-1380, (209) 334-1380, FAX: 209-334-3136 Robbins Hardwood Flooring, 4785
- Eastern Ave., Cincinnati, OH 45226, (513) 871-8510, FAX: 513-871-8069
- Rockland Mills, Inc., Rockland Industries, Inc., P.O. Box 17293, Baltimore, MD 21203, (800) 638-6390, (301) 522-2505, FAX: 301-522-2545
- Rodolph, Inc., P.O. Box 1249, Sonoma. CA 95476, (707) 935-0316, FAX: 707-935-0190
- Roppe Corp., 1602 N. Union SL, Fostoria, OH 44830, (800) 537-9527, (419) 435-8546, FAX: 419-435-1056
- (See ad on p. 21; Circle no.16) Rosemount Office Systems, Inc., Emerson Electric Co., 21785 Hamburg Ave., Lakeville, MN 55044-9035, (800) 328-6446, (612) 469-4416, FAX: 612-469-5981
- Rovo Chair of Canada, P.O. Box 415, 1175 Squire Beach Rd., #1B, Pickering ON, Canada L1V 2R6
- (See ad on p. 2; Circle no. 2) Roxter Corp., 10-11 40th Ave., Long Island City, NY 11101, (718) 392-5060, FAX: 718-392-9811
- Rudd Industries, Inc., 45250 Severn Way, Sterling, VA 22170, (703) 406-8800, FAX: 703-406-8806
- Rudd Intl., Textiles Div., 13934-44 Park Center Rd., Herndon, VA 22071.
 (703) 471-9140, FAX: 703-435-2473
 Rufon Co., CRF Inds., PO. Box 288, 18 Cassell Rd., Souderton, PA 18964.
 (800) 227-8566, (215) 723-1106, FAX: 215-723-1182

S

- S&S Mills, Inc., P.O. Box 1568, Dalton, GA 30722-0568, (800) 241-4013, (706) 277-3677, FAX: 706-277-3922
- SEPCO Inds., 491 Wortman Ave., Brooklyn, NY 11208, (800) 227-1598, (718) 257-2800, FAX: 718-257-2144
- SICO Inc., P.O. Box 1169, 7525 Cahill Rd., Minneapolis, MN 55440, (800) 328-6138, (612) 941-1700, FAX: 612-941-6737
- SM Automatic, 10301 Jefferson Blvd., Culver City, CA 90232, (800) 533-3040, (213) 559-6405, FAX: 213-559-9764
- SMED Mfg., Inc., 4315 54th Ave., S.E., Calgary AB, Canada T2C 2A2, (800) 661-3169, (403) 279-1400, FAX: 403-236-2858
- SPI Lighting, Inc., P.O. Box 635, 10400 N. Enterprise Dr., Mequon, WI 53092, (414) 242-1420, FAX: 414-242-6414
- STAMP Contract & Leisure Seating, Inc., 150 W. 22nd St., New York, NY 10011-2421, (212) 206-6337, FAX: 212-633-8218
- SW Textiles, Shelby Williams Inds., Inc., P.O. Box 1028, Morristown, TN 37816-1028, (615) 586-7000, FAX: 615-586-2260
- Sable Enterprises, 230 Park Ave. S., Ste. 521, New York, NY 10169, (212) 286-8877, FAX: 212-286-9551
- Safco Products, 9300 W. Research Center Rd., New Hope, MN 55428, (800) 328-3020, (612) 536-6700, FAX: 612-536-6777
- Sainberg & Co., Inc., P.O. Box 49, 63-20 Austin St., Rego Park, NY 11374, (800) 632-2228, (718) 897-7000, FAX: 718-275-5057 (See ad on p. 29; Circle no. 19)
- Salman, Inc., 2440 Artesia Ave., Fullerton, CA 92633, (800) 537-8909, (714) 994-0990, FAX: 714-680-6710
- Samsonite Furniture Co., Lineal Group, Inc., 201 Samsonite Blvd., Murfreesboro, TN 37129, (800) 527-6278, (615) 893-0300, FAX: 615-890-1019
- San Francisco Mart. 1355 Market St., San Francisco, CA 94103, (800) 879-6278, (415) 552-2311, FAX: 415-558-9589
- Sauder Mfg., Co., Sauder Woodworking Co., 600 Middle St., Archbold, OH 43502, (800) 537-1530, (419) 446-9384, FAX: 419-446-2590
- Schmidt America, Ltd., PO. Box 2764, 2349 English Rd., High Point, NC 27261, (919) 884-5005, FAX: 919-884-4191
- Schneider Banks, 1108 Commercial St., Athens, TX 75751. (214) 631-1211, FAX: 214-631-7210
- ES. Contract, Div. of Schumacher & Co., 79 Madison Ave., New York, NY 10016, (800) 572-0032, (212) 213-7900, FAX: 212-213-7986
- Schwab Corp., P.O. Box 5088, 3000 Main St., Lafayette, IN 47903, (800) 428-7678, (317) 447-9470, FAX: 317-447-8278
- Sci-O-Tech Co., Contract Div., 501 Richardson Dr., Lancaster, PA 17603, (717) 397-0308, FAX: 717-397-0165

- Scope Furniture, Ltd., 407 W. 13th St., New York, NY 10014, (212) 243-0488, FAX: 212-255-0208
- Scott Machine Development Corp., P.O. Box 88, Rte. 206, Walton, NY 13856, (607) 865-6511, FAX: 607-865-7269
- Scott Sign Systems, Inc., P.O. Box 1047, Tallevast, FL 34270, (800) 237-9447, (813) 355-5171, FAX: 813-351-1787
- Seabrook Wallcoverings, P.O. Box 22597, 1325 Farmville Rd., Memphis, TN 38122, (800) 238-9152, (901) 320-3500, FAX: 901-320-3674
- Seagrave Coatings Corp., 320 Paterson Plank Rd., Carlstadt, NJ 07072, (800) 426-0496, (201) 933-1000, FAX: 201-933-3646
- Seating Concepts, P.O. Box 216, 313 Naperville Rd., Plainfield, IL 60544, (800) 421-2036, (815) 436-8866, FAX: 815-436-6920
- Selby Furniture Hardware Co., Inc., 321 Rider Ave., Bronx, NY 10451, (212) 993-3700, FAX: 212-993-3143
- Selex Contract Carpets, Galaxy Carpet Mills, Industrial Blvd., Chatsworth, GA 30705, (800) 648-1126, (706) 695-9611, FAX: 706-695-0507
- Sellers & Josephson, Shelby Williams Inds., Inc., 335 Chestnut St., Norwood, NJ 07648, (201) 767-6977, FAX: 201-767-9369
- Sentinel Lighting, Airey Thompson Co., 3653 Sierra Pine Ave., Los Angeles, CA 90023, (213) 264-1533, FAX: 213-265-1929
- Serta, Inc., 2800 River Rd., Des Plaines, IL 60018, (708) 699-9300, FAX: 708-699-8380
- Serta Mattress Co., Sleepmaster Products Co., Inc., 280 Wilson Ave., Newark, NJ 07105, (800) 524-0856, (201) 589-4800, FAX: 201-344-3007
- Sewelson's Carpets Intl., 8687 Melrose Ave., Ste. G-880, Los Angeles, CA 90069, (213) 652-7521, FAX: 213-659-1261
- Shafer Commercial Seating, Inc., 4101 E, 48th Ave., Denver, CO 80216, (303) 322-7792, FAX: 303-393-1836
- Shaw Commercial Carpets, Shaw Inds., Inc., PO. Drawer 2128, Dalton, GA 30722-2128, (404) 278-3812
- Shelby Williams Inds., Inc., 5303 East Tennessee Blvd., Morristown, TN 37813, (615) 586-7000, FAX: 615-586-2260 (See ad on p. 109; Circle no. 30)
- Shepherd Products U.S. Inc., 203 Kerth St., Saint Joseph, MI 49085, (616) 983-7351, FAX: 616-983-3091
- Sherwin Williams, 101 Prospect Ave., Cleveland, OH 44115, (800) 336-1110, (216) 566-3000, FAX: 216-566-1392
- Ship'N Out Co., Route 22, RD 6, Brewster, NY 10509, (800) 431-8242, (914) 278-6878, FAX: 914-278-6472
- Siebe Environmental Controls, PO. Box 2940, Loves Park, IL 61132, (815) 877-0241, FAX: 815-877-1675
- Signature Office Furniture, Inc., 6033 S. Central Ave., Los Angeles, CA 90001, (800) 735-1190, (213) 233-4132, FAX: 213-233-5412
- Signets, Inc., 7280 Industrial Park Blvd., Mentor, OH 44060, (800) 486-6368, (216) 946-8676, FAX: 216-946-4646

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- Signtex, Inc., Rte. 2, Box 19C, VFW Rd., Grasonville, MD 21638, (800) 344-6779, (410) 827-9696, FAX: 410-827-9657
- Silent Gliss USA, Inc., P.O. Box 405, 4060 Bay Creek Church Rd. S.W., Loganville, GA 30249, (800) 241-2217, (404) 466-4811, FAX: 404-466-4814
- Siltron Illumination, Inc., P.O. Box 280, Cucamonga, CA 91730, (800) 874-3392, (714) 941-3500, FAX: 800-284-1789
- Sina Pearson Textiles, 37 W. 17th St., New York, NY 10011 Sincel of America, Inc., 167 Universit
- Sincol of America, Inc., 167 University Pkwy., Pomona, CA 91768, (714) 594-1423, FAX: 714-594-9895
- Sitecraft, Inc., 40-25 Crescent St., Long Island City, NY 11101, (800) 221-1448, (718) 729-4900, FAX: 718-482-0661
- Sitmatic, 6219 Randolph St., Los Angeles, CA 90040, (800) 288-1492, (213) 721-1000, FAX: 213-725-7190
- The Slidex Corp., 78 Pitney Rd., Lancaster, PA 17602, (717) 295-1444, FAX: 717-295-3072
- Sligh Furniture Co., 1201 Industrial Ave., Holland, MI 49423, (616) 392-7101, FAX: 616-392-9495
- Smith & Watson, 305 E. 63rd St., New York, NY 10021, (212) 355-5615, FAX: 212-371-5624
- Smith Metal Arts Co. Inc., 1721 Elmwood Ave., Buffalo, NY 14207-2480, (716) 873-3083, FAX: 716-873-3926
- Smith System Mfg. Co., P.O. Box 64515, Saint Paul, MN 55164, (800) 328-1061, (612) 482-0260, FAX: 612-482-0053
- Snaptex Inc., 84 Reservoir Park Dr., Rockland, MA 02370, (617) 871-4951
- Sol-R-Veil, Inc., 135 E. 144th St., Bronx, NY 10456-5435, (212) 665-9200, FAX: 212-665-9672
- Sonex Acoustical Products. IIIbruck/USA. Inc., 3800 Washington Ave. No, Minneapolis. MN 55412, (800) 662-0032, (612) 521-3555, FAX: 612-521-1010
- Souveran Fabrics Corp., 212 5th Ave., New York, NY 10010, (800) 366-2506, (212) 686-2006, FAX: 212-689-9425
- Spacemaster Lighting, Garcy Corp., 1400 N. 25th Ave., Meirose Park, IL 60160, (708) 345-2500, FAX: 708-345-3823
- Spacesaver Corp., 1450 Janesville Ave., Fort Atkinson, WI 53538, (800) 492-3434, (414) 563-6362, FAX: 414-563-2702
- (See ad on p. 6-7; Circle no. 6) Spandex USA, P.O. Box 1891, 1857 Walnut St., Allentown, PA 18105, (800) 331-1891, (215) 434-9889, FAX: 215-434-9868
- Spanjer Brothers, 1160 N. Howe St., Chicago, IL 60610, (800) 774-6537, (312) 664-2900, FAX: 312-664-7879
- Spanjer Sign Corp., 189 Chrystie St., New York, NY 10002, (212) 473-2507
- Spaulding Lighting, Inc., Sub. of Hanson, 1736 Dreman Ave., Cincinnati, OH 45223, (513) 541-3486, FAX: 513-541-1454
- Specifier Products Inc., 1818 John Dr., Glenview, IL 60025, (708) 729-2277, FAX: 708-729-2286

- Sponge Cushion, Inc., 902 Armstrong St., Morris, IL 60450, (800) 435-4062, (815) 942-2300, FAX: 815-942-9636
- Sport Seating Co., Inc., PO. Box 449, 1540 Chestnut St., Emmaus, PA 18049-0449, (800) 345-3141, (215) 967-5450, FAX: 215-965-5798 Spradling International, Inc., P.O. Box 639, Hwy,
- 11 N., Trussville, AL 35173, (800) 333-0955, (205) 655-7424, FAX: 205-655-7434 (See ad on cover 2, 1; Circle no. 1) Springer-Penguin, Inc., P.O. Box 199,
- Mount Vernon, NY 10550, (800) 835-8500, (914) 699-3200, FAX: 914-699-3231 Springs Inds., Ultrasuede Brand Fabrics,
- 104 W. 40th St., 4th Fl., New York, NY 10018. (800) 451-9471, (212) 556-6422, FAX: 212-556-6520 Springs Window Fashions Division,
- Inc., Springs Inds., Inc., P.O. Box 500, Rte. 405, Montgomery, PA 17752-0500, (800) 544-4749, (717)
- 547-6671, FAX: 717-547-6162 Stafast Products, Inc., 505 Lake Shore Blvd., Painesville, OH 44077, (800) 782-3278, (216) 357-5546, FAX: 216-357-7137
- Staff Lighting Corp., P.O. Box 1020, Rte. 9W N., Highland, NY 12528, (914) 691-6262, FAX: 914-691-628
- (914) 691-6262, FAX: 914-691-6289 Stakmore Co., Inc., Elm St., Owego, NY 13827, (607) 687-1616, FAX: 607-687-0049
- Stamco, P.O. Box 2085, 420 S. Ballinger, Fort Worth, TX 76113, (817) 332-8311, FAX: 817-332-8313
- Starfire Lighting, Inc., 317 St. Pauls Ave., Jersey City, NJ 07306, (800) 443-8823, (201) 656-7888, FAX: 201-656-0666
- Stark Carpet Corp., 979 3rd Ave., New York, NY 10022, (212) 752-9000, FAX: 212-758-4342
- Statesville Chair Co., Classic Leather, Inc., P.O. Box 245, Hwy. 90 E., Hiddenite, NC 28636, (704) 632-1800, FAX: 704-632-7833
- Steeltech Electropainting, Inc., 1705 W. 32 Pl., Hialeah, FL 33012, (800) 638-4413, (305) 434-4400, FAX: 305-821-1959
- Steil, Inc., 4710 44th St., Grand Rapids, MI 49512, (800) 544-0200, (616) 940-0140, FAX: 616-940-0140
- Stoncera, Ltd., 1422 S. Allec St., #C, Anaheim, CA 92805, (714) 535-8285, FAX: 714-535-8280
- o.203, FAX: 714-535-8280 Stone Tech Intl., 2970 Blystone Ln., Ste. 104, Dallas, TX 75220, (214) 956-8998
- Stratford Hall, Inc., 459 S. Calhoun St., Fort Worth, TX 76104, (817) 332-1465, FAX: 817-870-2174
- Stratton Commercial Carpets, Shaw Inds., Inc., PO. Drawer 2128, Dalton, GA 30722-2128 (404) 278-2912
- GA 30722-2128, (404) 278-3812 StretchWall Prods., Inc., 42-03 35th St., Long Island City, NY 11101, (718) 729-2020, FAX: 800-899-8081
- Stroheim & Romann Inc., 3111 Thomson Ave., Long Island City, NY 11101, (718) 706-7000, FAX: 718-361-0159
- Stylex Business, Inc., P.O. Box 38, Delanco, NJ 08075, (800) 257-5742, (609) 461-5600, FAX: 609-461-5574 Stylmark, 6536 Main St. N.F.
- Stylmark, 6536 Main St., N.E., Minneapolis, MN 55432, (800) 328-2495, (612) 574-7474, FAX: 612-574-1415

Suede-Tex, Decorators Walk, 245 Newtown Rd., Plainview, NY 11803.

- (516) 249-7466, FAX: 516-249-9585
 Summit Furniture. Inc., 5 Harris Ct. Bidg, W. Monterey, CA 93940, (408) 375-7811, FAX: 408-375-0940
- Sunbelt Decor. 525 Partee St., Magnolia, AR 71753, (800) 729-8063, (501) 234-7676, FAX: 501-234-7299
- Sunbelt Precision Cabinetry, 525 Partee St., Magnolia, AR 71753, (800) 729-8063, (501) 234-7676, FAX: 501-234-7299
- Sunbilt Solar Products by Sussman, 109-10 180th St., Jamaica, NY 11433, (718) 297-6040, FAX: 718-297-3090
- Sunburst Intl., Metal Tech, Inc., 7635 W. Second Ct., Hialeah, FL 33014-4334, (800) 325-3260, (305) 823-3480, FAX: 305-823-7785
- Sunwall of America, Borden, Inc., 2925 Courtyards Dr., Noreross, GA 30071-1555, (800) 523-8006, (404) 447-5212, FAX: 404-246-6521
- Superba Caster Corp., 7503 N. Caldwell, Niles, IL 60648, (708) 647-0027, FAX: 708-647-0030
- Superior Chaircraft, JSJ Seating Corp., PO. Box 725, Belton, TX 76513, (800) 551-3227, (817) 939-3517, FAX: 817-939-1630
- Superior Electric, Co., 383 Middle St., Bristol, CT 06010, (203) 582-9561, FAX: 203-584-1483
- Surface Technology, 7106 Truman Rd., Kansas City, MO 64126, (816) 241-2982
- Suspa, Inc., 3970 Roger B. Chaffee Dr. S.E., Grand Rapids, MI 49548-3497, (616) 241-4200, FAX: 616-531-3310
- Swan Brass Beds, 2417 E. 24th St., Los Angeles, CA 90058, (800) 421-0141, (213) 584-8905, FAX: 213-584-8786
- Swedeline Intl., Inc., 27130 B Paseo Espada, Ste. 503, San Juan Capistrano, CA 92675, (714) 493-8775, FAX: 714-493-8675
- Swivelier Co., Inc., 33 Rte, 304, Nanuet, NY 10954-2988, (914) 623-3471, FAX: 914-623-1861
- Sylvan Designs, 8921 Quartz Ave., Northridge, CA 91324, (818) 998-6868, FAX: 818-998-7241
- Syma Systems, Inc., 1880 Princeton Ave., Lawrenceville, NJ 08648, (800) 233-7962, (609) 393-1900, FAX: 609-393-0237
- SynFin Inds., a TSG Co., TSG, Inc., 1400 Welsh Rd., North Wales, PA 19446, (215) 628-2000, FAX: 215-
- 641-1325 Synthetic Finishings, a TSG Co., Div. of TSG, Inc., PO, Box 2141, 545 23rd St., SW, Long View, NC 28603, (704) 328-5522, FAX: 704-328-2179
- Syracuse China Corp., P.O. Box 4820, 2900 Court St., Syracuse, NY 13221, (800) 448-5711, (315) 455-5671, FAX: 315-455-6783
- 5671, FAX: 315-455-6763 System 2/90, Inc., 5510 33rd St., S.E., Grand Rapids, MI 49512, (800) 777-4310, (616) 949-4310, FAX: 616-949-5959
- Systems Installations, Co., 446 Grandville Ave., S.W., Grand Rapids, MI 49503, (800) 456-0924, (616) 459-7293, FAX: 616-459-2053

Systems Mfg. Corp., PO. Box 343, 13 Broad St., Binghamton, NY 13902, (800) 762-7587, (607) 723-6344, FAX: 607-723-6360



- TSG Inc., Synfin Div., 1400 Welsh Rd., North Wales, PA 19454, (215) 628-2000, FAX: 215-641-1325
- Talk-A-Phone Co., 5013 N. Kedzie Ave., Chicago, IL 60625, (312) 539-1100, FAX: 312-539-1241
- Tana-Tex, 5009 N. Winthrop Ave., Chicago, IL 60640, (312) 561-9270, FAX: 312-561-5469
- Tapestries, Ltd., 710 N. Elm St., High Point, NC 27262, (919) 883-9864, FAX: 919-884-1137
- Tarkett, Inc., P.O. Box 264, 800 Lanidex Plz., Parsippany, NJ 07054, (201) 428-9000, FAX: 201-428-8017
- Tasso, 1239 E. Newport Ctr. Dr., Ste. 118, Deerfield Beach, FL 33442, (800) 888-2776, (305) 429-3883, FAX: 305-429-8208
- Tavola International, 15438 Ventura Blvd., Sherman Oaks, CA 91403, (818) 783-1357, FAX: 818-783-2259
- Taylor Textiles, Inc., The Taylor Companies, 75 Taylor St., Bedford, OH 44146, (216) 232-0700, FAX: 216-439-6720
- Tech Lighting, 2542 N. Elston, Chicago, II. 60647, (312) 486-6464, FAX: 312-252-4264
- Technical Glass Products, 2425 Carillon Point, Kirkland, WA 98033, (800) 426-0279, (206) 822-4514, FAX: 206-822-4684
- Technichair Corp., 15 N. Main St., Port Chester, NY 10573, (914) 937-0333, FAX: 914-937-0421
- Techniques-in-Wood, Eltrex Inds. Inc. 8 Cairn St., Rochester, NY 14611, (800) 828-5880, (716) 328-3800, FAX: 716-328-3805
- Tec nolite, Inc., 1802 1st St., San Fernando, CA 91340, (818) 365-9358, FAX: 818-365-1240
- Techtonic Corp., P.O. Box 264, 2315 Parview Rd., Middleton, WI 53562, (608) 836-7717, FAX: 608-831-2662
- Tectum, Inc., P.O. Box 920, 105 S. Sixth St., Newark, OH 43055, (614) 345-9691, FAX: 614-349-9305
- Teknion Furniture Systems, Inc., 1150 Flint Rd., Downsview ON, Canada M3J 2J5, (416) 661-3370, FAX: 416-661-4586
- Telescope Casual Furniture, Inc., 85 Church St., Granville, NY 12832, (518) 642-1100, FAX: 518-642-2536
- Tella Systems, Inc., Patella Inds. Inc., 161 Stirling Ave., Ła Salle, PQ, Canada H8R 3P3, (514) 364-0511, FAX: 514-364-4177
- Tenex, 1850 E. Estes, Elk Grove Village, IL 60007, (800) 323-6699, (708) 439-4020, FAX: 708-439-4088 (See ad on p. 5; Circle no. 5)
- Tepromark Intl., Inc., 206 Mosher Ave., Woodmere, NY 11598, (800) 645-2622, (516) 569-4533, FAX: 516-295-5991
- Terra Furniture, Inc., 17855 Arenth Ave., City of Industry, CA 91748, (818) 912-8523, FAX: 818-964-1083 Texwood Furniture Corp., PO. Box
- 6280, Austin, TX 78762, (512) 385-3323, FAX: 512-385-3383

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ANNUAL DIRECTORY & BUYER'S GUIDE

- This End Up Furn. Co., 28901 Clemens Rd., Westlake, OH 44145, (800) 627-7181, (216) 892-4020, FAX: 216-892-0822
- Thonet Industries, Shelby Williams, 403 Meacham Rd., Statesville, NC 28687, (800) 551-6702, (704) 878-2222, FAX: 704-873-6124
- The Thrasher Group, Inc., 2201 Van DeMan St., Baltimore, MD 21224, (410) 633-6980, FAX: 410-633-3577
- 3D Isis, P.O. Box 13283, Kansas City, MO 64199-3283, (816) 221-6311 2C Memory Comp. Marmet S A 2963
- 3G Mermet Corp., Mermet S.A., 3963 Virginia Ave., Cincinnati, OH 45227, (800) 847-7243, (513) 561-1181, FAX: 513-561-1850
- 3M, Scotchgard Prods., 3M Center, Bldg. 301-1E-03, Saint Paul, MN 55144-1000, (612) 733-1100
- Thrislington Cubicles Inc., 11611 Hart St., North Hollywood, CA 91605, (818) 890-1111, FAX: 818-890-2323
- Thybony Wallcoverings, 3720 N. Kedzie Ave., Chicago, IL 60618, (800) 888-2110, (312) 463-3005, FAX: 312-463-8988
- Tiffany Office Furniture, 1015 Corporate Sq., Ste. 105, Saint Louis, MO 63132, (800) 331-6315, (314) 991-1700, FAX: 314-432-2450
- Tiles, Inc., 235 E. Pittsburgh Avenue, Miłwaukee, WI 53204, (414) 271-4477
- Times Square Lighting, Industrial Park, Rte, 9W, Stony Point, NY 10980-1904, (914) 947-3034, FAX: 914-947-3047
- Tolj International, 55 Mall Dr., Commack, NY 11725, (800) 446-5476, (516) 864-4343, FAX: 516-864-9710
- Toltec Fabrics, Inc., 295 Fifth Ave., New York, NY 10016, (212) 684-2380, FAX: 212-684-2522
- Topsiders, Inc., 11325 Reed Hartman Hwy., Ste. 120, Cincinnati, OH 45241, (800) 533-7661, (513) 489-7770, FAX: 513-489-2794
- Toshiba Lighting, 1010 Johnson Dr., Buffalo Grove, IL 60089-6900, (708) 541-9400
- Total Leather Care, 3311 Royal Ave., Oceanside, NY 11572
- Tower Vinyl Wallcovering, GenCorp Polymer Products, Three University Plaza, Hackensack, NJ 07601, (201) 489-0100, FAX: 201-489-4394
- Trade Comm. of Spain, 2655 Le Jeune Rd., Ste. 1114, Coral Gables, FL 33134, (305) 446-4387, FAX: 305-446-2602
- Tradewinds Outdoor Furniture Corp., 16301 N.W. 15th Ave., Sunshine State Ind. Park, Miami, FL 33169, (800) 356-8643, (305) 624-4411, FAX: 305-624-1447
- Transwall Corp., P.O. Box 1930, 1220 Wilson Dr. Brandywine Industrial PK., West Chester, PA 19380, (215) 429-1400, FAX: 215-429-1411 Treasure Garden, 13401 Brooks Dr.,
- Baldwin Park, CA 91706, (818) 814-0168, FAX: 818-814-2001
- Trendway Corp., P.O. Box 9016, 13467 Quincy St., Holland, MI 49422-9016, (800) 748-0234, (616) 399-3900, FAX: 616-399-5099
- Tri-Guards, Inc., 953 Seton Ct., Wheeling, IL 60090, (800) 783-8445, (708) 537-8444, FAX: 708-537-8507

- Triarch Inds., Inc., 10605 Stebbins Cir., Houston, TX 77043, (800) 537-6111, (713) 468-0202, FAX: 713-468-3102
 TrimbleHouse Corp., 4658 S. Old Peachtree Rd., Norcross, GA 30071, (800) 241-4317, (404) 448-1972, FAX: 404-447-9250
- Tropic Craft Aluminum Furniture Mfrs., 4251 S. Pine Ave., Ocala, FL 32671, (800) 327-1541, (904) 368-6993, FAX: 904-368-2471
- Tropitone Furniture Co., Inc., 5 Marconi, Irvine, CA 92718, (714) 951-2010, FAX: 714-951-0716 Trosby, Inc., 81 Peachtree Park Dr., Atlanta, GA 30309, (800) 243-5141, (404) 351-4400, FAX: 404-
- 355-8061 Tru Vue, Inc., Apogee Enterprises, 1315 N. North Branc St., Chicago, IL 60622, (800) 624-8339, (312) 943-4200, FAX: 312-943-2938 Tubular Specialties Mfg., Inc., 13011 S.
- Spring St., Los Angeles, CA 90061, (800) 421-2961, (310) 515-4801, FAX: 310-217-0653
- Tuohy Furniture Corp., 42 St. Albans PL, Chatfield, MN 55923, (800) 533-1696, (507) 867-4280, FAX: 507-867-4303
- U.S. Axminster, Inc., P.O. Box 877, 1856 Artistry Ln., Greenville, MS 38702, (601) 332-1581, FAX: 601-
- 332-1581 U.S. Ceramic Tile Co., 10233 Sandyville Rd. S.E., East Sparta, OH 44626, (800) 321-0684, (216) 866-5531, FAX: 216-866-5340
- USG Interiors, Inc., USG. Corp., PO. Box 806278, Chicago, IL 60680-4124, (800) 950-3839, (312) 606-4000, FAX: 312-606-4093
- U.S. Modular Carpet, 6536 28th St., S.E., Grand Rapids, MI 49506, (616) 949-6342
- U.S. Seating Products, Inc., 4165 Silver Star Rd., Orlando, FL 32808, (800) 476-7328, (407) 299-4020, FAX: 407-297-6287
- U. S. Testing, 291 Fairfield Ave., Fairfield, NJ 07004, (201) 575-5252
- U.S. Vinyl & Carpet Mfg. Corp., 477 W. 38th St., Houston, TX 77018, (800) 633-6425, (713) 697-7741, FAX: 713-694-0380
- Unifor, Inc., Intl. Design Ctr., Ctr. Two, 30-20 Thomson Ave., Ste. 706, Long Island City, NY 11101, (718) 706-7575, FAX: 718-729-9117
- Uniroyal Engineered Prods., 1 Sarasota Tower, Ste. 900, 2 N. Tamiami Trail, Sarasota, FL 34236, (813) 361-2112, FAX: 813-361-2127
- Unistrut Space Frame Systems, Inc., Unistrut Corp., 45081 Geddes Rd., Canton, MI 48188, (800) 544-1459, (313) 397-0019, FAX: 313-397-8996 United Ceramic Tile, 923 Motor Pkws.
- Happauge, NY 11788, (800) 367-8453, (516) 582-3300, FAX: 516-582-3327
- United Chair Co., PO. Box 96, 114
 Churchill Ave, NW, Leeds, AL 35094, (205) 699-5181, FAX: 205-699-4435
 United Lighting & Ceiling Corp., 513
 Independent Rd., Oakland, CA
 94621, (510) 569-6700, FAX: 510-638-9100

- United Metal Receptacle Corp., 14th & Laurel Sts., Pottsville, PA 17901. (717) 622-7715
- United Marketing, Inc., PO. Box 870, 14 & Laurel St., Pottsville, PA 17901-0870, (800) 233-0314, (717) 622-7715, FAX: 717-622-3817
- United Technical Prods., Inc., 960 Turnpike St., Canton, MA 02021, (800) 225-6052, (617) 821-1752, FAX: 617-821-4127
- United Technologies, Molded Products Group, 9795 Crosspointe Blvd. Ste. 190, Indianapolis, IN 46256. (800) 229-2562, (317) 842-5671. FAX: 317-842-6014
- Unitex Inds. Inc., 6611 W. North Ave., Oak Park, IL 60302, (800) 621-0736, (708) 524-0664, FAX: 708-524-0771
- Upholstery Modes, Inc., P.O. Box 590, 574 Boston Ave., Medford, MA 02155, (617) 391-7800, FAX: 617-391-4691
- VPI, Floor Products Div., 3123 S. 9th St., Sheboygan, WI 53081, (414) 458-4664, FAX: 414-458-1368
- (See ad on p. 4; Circle no. 3) Valente Enterprises, 9380 Waples, #104, San Diego, CA 92121, (619) 455-0106
- Valley View Specialtics Co., 13834 S. Kostner Ave., Crestwood, IL 60445, (800) 323-9369, (708) 597-0885, FAX: 708-597-9959
- Valli & Colombo, P.O. Box 245, Duarte, CA 91010, (800) 423-7161, (818) 359-2569, FAX: 818-358-0743
- Van San Corp., 16735 E. Johnson Dr., City of Industry, CA 91745, (800) 423-1829, (818) 961-7211, FAX: 818-369-9510
- Vanguard Studios, Inc., P.O. Box C4521, Pacoima, CA 91333-4521, (818) 896-7551, FAX: 818-899-2835
- Vecta, Div. of Steelcase, P.O. Box 534013, Grand Prarie, TX 75053, (214) 641-2860, FAX: (214) 660-1746
- (See ad on p. 111; Circle no. 31) Veneer Products Ltd., 30-30 Thomson Ave., IDCNY Center 1, Long Island City, NY 11101, (800) 535-5307. (718) 482-8448, FAX: 718-392-3005
- Verosol USA, Inc., PO. Box 517, 215 Beecham Dr., Pittsburgh, PA 15230, (800) 837-6765, (412) 922-4300, FAX: 412-922-5556
- Versteel, P.O. Box 850, Jasper, IN 47547-0850, (300) 876-2120, (812) 634-2120, FAX: 812-482-9318
- (See ad on p. 35; Circle no. 22) Victorian Lighting Works, P.O. Box 469, 251 S. Pennsylvania Ave., Centre Hall, PA 16828, (814) 364-9577 Viking Metal Cabinet Co. Inc., 5321 W.
- 65th St., Chicago, IL 60638, (708) 594-1111, FAX: 708-594-1028 Virginia Metal Inds., Inc., The United
- Co., P.O. Box 709 12314 Old Gordonsville Rd2, Orange, VA 22960, (800) 533-9255, (703) 672-2800, FAX: 703-672-3158 Visa Lighting Corp., The Oldenburg Group, 8600
 - isa Lighting Corp., The Oldenburg Group, 860
 W. Bradley Rd., Milwaukee, WI 53224,
 (414) 354-6600, FAX: 414-354-7436
 (See ad on p. 19; Circle no. 14)

- Vista Mfg., Inc., FM 2449 E., Box 428, Ponder, TX 76259, (817) 479-2787, FAX: 817-479-8139
- Vitra Seating, Inc., IDCNY, 30-20 Thomson Ave., Long Island City, NY 11101, (800) 336-9780, (212) 935-0365, FAX: 212-888-5565
- Vogel Peterson Furn., Co., ACCO U.S.A., 7373 Hunt Ave., Garden Grove, CA 92641, (714) 895-7373, FAX: 714-895-5820
- Voko U.S., Inc., Voko Franz Voat & Co., 564 Alpha Dr., Pittsburgh, PA 15238, (412) 963-8656, FAX: 412-963-0188
- Von Schrader, 1600 Junction Ave., Racine, WI 53403, (800) 626-6916, (414) 634-1956, FAX: 414-634-2228
- Vycon Contract Wallcovering, J. Josephson, Inc., 20 Horizon Blvd., S. Hackensack, NJ 07606, (800) 252-5432, (201) 440-7000, FAX: 201-440-7109

W

- W W Graphics, 5211 W. Adams Blvd., Los Angeles, CA 90016, (213) 931-1201, FAX: 213-931-1052
- Waldimann Lighting Co., 9 W. Century Dr., Wheeling, IL 60090, (800) 634-0007, (708) 520-1060, FAX: 708-520-1730
- Walker, Butler Mfg, Co., EO, Box 1828, Parkersburg, WV 26102, (304) 485-1611
- Walker & Zanger, Inc., 31 Warren Place, Mount Vernon, NY 10550, (914) 667-1600, FAX: 914-667-6244
- Walker Display, Inc., 250 S. Lake Avc., Duluth, MN 55802, (800) 234-7614, (218) 722-5945, FAX: 218-722-5053
- Wall Fabrics, Inc., PO. Box 1949, 932 Market St., Paterson, NJ 07509, (201) 279-9255, FAX: 201-279-6916
- Wall Fashion, Inc., 16350 Manning Way, Cerritos, CA 90701, (800) 325-9255, (310) 926-0199, FAX: 310-404-7105
- Walsh & Simmons Scating, 2511 Iowa St., Saint Louis, MO 63104, (800) 727-0364, (314) 664-1215, FAX: 314-664-0703
- Ward Architectural Products, 900 Broadway, New York, NY 10003, (212) 979-5363, FAX: 212-979-5365
- Waterloo Furniture Components, 501 Manitou Dr., Kitchener Ont, Canada N2C 1L2, (519) 748-5060, FAX: 519-748-4095
- Watson Furniture Systems, 12715 Miller Rd., N.E., Bainbridge Island, WA 98110, (206) 842-6601, FAX: 206-842-4758
- Wausau Tile, Inc., PO. Box 1520, Wausau, WI 54402-1520, (800) 388-8728, (715) 359-3121, FAX: 715-355-4627
- Weatherend Estate Furniture. Imagineering, Inc., PO. Box 648, Rockland, ME 04841, (207) 596-6483, FAX: 207-594-4968
- David R, Webb Co., Inc., 206 S. Holland St., Edinburgh, IN 46124, (812) 526-2601, FAX: 812-526-5842
- West Coast Inds., 3150 18th St., San Francisco, CA 94110, (800) 243-3150, (415) 621-6656, FAX: 415-552-5368

88 CONTRACT DESIGN

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ANNUAL

- Westin-Nielsen Corp., 4301 White Bear Pkwy., Saint Paul, MN 55110, (800) 626-1234, (612) 426-4625, FAX: 612-426-5810 (See ad on p. 9; Circle no. 7)
- Westnofa Contract, Westnofa USA, Inc., 7040 N. Austin Ave., Niles, IL 60648, (312) 647-7415, FAX: 312-647-7715
- White Storage & Retrieval Sys., 30 Boright Ave., Kenilworth, NJ 07033, (908) 272-8888, FAX: 908-272-7081
- Whitecrest Carpet, 400 Cross Plains Blvd SE, Dalton, GA 30720, (800) 274-4632, (404) 277-3414, FAX: 404-277-1078
- Whitehall Furniture, Inc., PO. Box 745, Owensboro, KY 42302, (502) 683-3585, FAX: 800-888-5817
- The Whitney Collection, The Whitney Corp., 1200 Howard Ave., Ste. 103, Burlingame, CA 94010, (415) 696-8342, FAX: 415-347-4934 The Wicker Works, 267 8th St., San
- Francisco, CA 94103-3910, (415) 626-6730, FAX: 415-626-8138
- Wieland Furniture Co., 13737 N. Main St., Grabill, IN 46741, (800) 333-6584, (219) 627-3686, FAX: 219-627-6496
- Willamette Inds., Inc., Duraflake, P.O. Box 428, Albany, OR 97321, (503) 928-3341, FAX: 503-928-4116
- Willow-Tex, Inc., 38-01 23rd Ave., Long Island City, NY 11105, (800) 221-1537, (718) 726-9890, FAX: 718-726-9896
- Wilsonart, Premark Intl., Inc., P.O. Box 6110, Temple, TX 76503-6110, (800) 433-3222, (817) 778-2711, FAX: 817-770-2384
- Window Treatment Svcs., PO. Box 2583, Clifton, NJ 07015, (201) 546-2975, FAX: 201-340-3710
- Windsor Designs, 37 Great Valley Pkwy., Malvern, PA 19355, (215) 640-1212, FAX: 215-640-5896
- Winn Art Group, Devon Publishing
 Group, PO. Box 80096, Seattle, WA
 98108-0096, (800) 875-4150, (206)
 763-9544, FAX: 206-762-1389
 Winona Lighting, PO. Box 1205, Winona,
- MN 55987, (800) 328-5291, (507) 454-5113, FAX: 507-452-8528
- Winona Mfg., P.O. Box 1283, 24 Laird St., Winona, MN 55987, (800) 826-2687, (507) 454-3511, FAX: 507-454-4801
- The Wiremold Co., P.O. Box 330639, 60 Woodlawn St., West Hartford, CT 06133-0639, (800) 621-0049, (203) 233-6251, FAX: 203-232-2062
- Wolf-Gordon, Inc., Wallcoverings & Upholstery, 33-00.47th Ave., Long Island City, NY 11101, (800) 347-0550, (718) 361-6611, FAX: 718-361-1090
- Wolff Wire Corp., Straits Steel & Wire Co., PO. Box 668, 992 N. Rome St., Ludington, MI 49431, (800) 948-0190, (616) 845-1574, FAX: 616-843-8096
- Wood Artisans, 167 Saw Mill River Rd., Yonkers, NY 10701, (914) 965-1112, FAX: (914) 268-2440
- (See ad on p. 20; Circle no. 15) Wood Design, Intl. Furniture Systems, Inc., Beechwood Ave., French Lick, IN 47432, (800) 457-4511, (812) 936-9977, FAX: 812-936-9979
- S.R. Wood, Inc., 1801 Progress Way, Clarksville, IN 47129-9205, (812) 288-9201, FAX: 812-288-5225

Working Walls, Inc., 100 Hayes Dr., Ste. B, Cleveland, OH 44131, (216) 749-7850, FAX: 216-749-7855

DIRECTORY

- Wright Line, Inc., Applied Power, Inc., 160 Gold Star Blvd., Worcester, MA
- 01606-2028, (800) 225-7348, (508) 852-4300, FAX: 508-853-8904 Wyandot Seating Div., PO. Box 969,
- 118 River St., Bucyrus, OH 44820.
 (800) 233-4974, (419) 562-1000,
 FAX: 419-562-5121
 Glenn J. Wylie & Assocs., Ltd., Wylie
- Interior Systems, 1190 Fewster Dr., Mississauga ON, Canada L4W 1A1, (416) 238-1619, FAX: 416-238-5623

Xebron Corp., P.O. Box 7909, 221 Felch St., Ann Arbor, MI 48107, (313) 994-0100, FAX: 313-663-3299

Y

- Yates Furniture Systems, 44 Drexel Dr., Bay Shore, NY 11706, (800) 645-5156, (516) 231-4681, FAX: 516-231-4218
- Yemm & Hart, 173 Madison, 308, Marquand, MO 63655-9610, (314) 783-5434, FAX: 314-783-5434 Yorklite Electronics, Inc., 3161 State
- Rd., Bensalem, PA 19020. (215) 244-4201, FAX: 215-244-4208

Zax, Inc., 2613-F N. Greenview.

- Chicago, IL 60614, (800) 237-2050, (312) 528-4355, FAX: 303-377-1749
 Zero US Corp., Industrial Cir., Lincoln
- Zero US Corp., Industrial Cir., Lincoln, RI 02865-2612, (401) 724-4470, FAX: 401-724-1190 Zip-Jack Inds., Ltd., dba Zip-Jack
- Zip-Jack muss, 140., 00a Zip-Jack Umbrellas, 141 S. Central Ave., Rte. 9A, Elmsford, NY 10523, (914) 592-2000, FAX: 914-592-3023 Zumtobel Lighting Inc. 141 page
- Zumtobel Lighting, Inc., 141 Lanza Ave., Bldg, 16D, Garfield, NJ 07026, (201) 340-8900, FAX: 201-340-9898

ASSOCIATIONS

- ARIDO, Assn. Registered Interior Designers of Ontario, 717 Church St., Toronto ON, Canada M4W 2M5, (416) 921-2127, FAX: 416-921-3660
- American Institute of Architects Press (AIA), 1735 New York Ave. N.W., Washington, DC 20006, (800) 365-2724, (202) 626-7575, FAX: 800-678-7102
- American Institute of Bldg. Design, P.O. Box 2299, Shelton, CT 06484, (203) 227-3640
- American Society for Hospital Engineering, American Hospital Assn., 840 N. Lake Shore Dr., Chicago, II. 60611, (312) 280-
- 5223, FAX: 312-280-6786 BIFMA, 2335 Burton S.E., Grand Rapids, MI 49506, (616) 243-1681, FAX: 616-243-1011
- California Redwood Assn., 405 Enfrente Dr., Ste. 200, Novato, CA
 - 94949. (415) 382-0662

Color Assn. of the U.S., 409 W. 44th St., New York, NY 10036, (212) 582-6884, FAX: 212-757-4557

BUYER'

S

- Fine Hardwood Veneer Assn., 5603 W. Raymond St., Ste. O. Indianapolis, IN 46241, (317) 244-3311, FAX: 317-244-3386
- Institute of Business Designers, 341 Merchandise Mart, Chicago, IL 60654, (312) 467-1950, FAX; 312-467-0779
- Intl. Assn. of Lighting Designers, 18 E. 16th St., Ste. 208, New York, NY 10003, (212) 206-1281, FAX: 212-206-1327
- Intl. Furnishings & Design Assn., P.O. Box 58045, 107 World Trade Center, Dallas, TX 75258-8045, (214) 747-2406, FAX: 214-747-2407
- Intl. Society of Interior Designers, 433 S. Spring St., Ste. 1014, Los Angeles, CA 90013, (213) 680-4240, FAX: 213-680-7704
- Italian Tile Center, Italian Trade Commission, 499 Park Ave., 6th FL, New York, NY 10022, (212) 980-1500, FAX: 212-758-1050
- Marble Institute of America, 33505 State St., Farmington, MI 48335, (313) 476-5558, FAX: 313-476-1630
- R. S. Means Co., Inc., 100 Construction Plaza, Kingston, MA 02364, (800) 448-8182, (614) 585-7880, FAX: 617-585-7466
- Natl. Assn. of Educational Buyers, Inc., 450 Wireless Blvd., Hauppauge, NY 11788, (516) 273-2600, FAX: 516-273-2305
- Natl. Assn. of Mirror Mfrs., 9005 Congressional Ct., Potomac, MD 20854, (301) 365-4080, FAX: 301-365-7705
- Natl. Assn. of Store Fixture Mfrs., 1776 N. Pine Island Rd., Ste. 102, Plantation, FL 33322, (305) 424-1443, FAX: 305-473-8268
- Natl. Council of Acoustical Consultants, PO. Box 359, 66 Morris Ave., Springfield, NJ 07081, (201) 379-1100, FAX: 201-379-6507
- Natl. Electrical Contractors Assn., 3 Bethesda Metro Ctr., Ste. 1100, Bethesda, MD 20814, (301) 657-3110, FAX: 301-215-4500
- Natl. Electrical Mfrs. Assn., 2101 L St., N.W., Ste. 300, Washington, DC 20037, (202) 457-8400, FAX: 202-457-8411
- Natl. Fire Protection Assn., One Batterymarch Park, Quincy, MA 02269-9101, (800) 344-3555, (617) 770-3000, FAX: 617-770-0700
- Natl. Office Prods. Assn., 301 N. Fairfax St., Alexandria, VA 22314, (800) 542-6672, (703) 549-9040, FAX: 703-683-7552
- Resilient Floor Covering Institute, 966 Hungerford Dr., Ste. 12-B, Rockville, MD 20850, (301) 340-8580, FAX: 301-340-7283
- Scottish Woolen Publicity Council. Scottish Woolen Industry, 45 Moray Place, Edinburgh, Scotland EH3 6EQ, (312) 253-149, FAX: 312-204-942
- The Installation Contractor's Council (TICC), 31 Cedar Ln., Hillsdale, NJ 07642, (201) 385-5412, FAX: 201-664-1429
- Tile Council of America, Inc., PO. Box 326, Princeton, NJ 08542-0326, (609) 921-7050, FAX: 609-452-7255

Trade Comm. of Spain, 2655 Le Jeune Rd., Ste. 1114, Coral Gables, FL 33134, (305) 446-4387, FAX: 305-446-2602

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Wallcoverings Assn., 401 N. Michigan Ave., Chicago, IL 60611, (312) 644-6610, FAX: 312-527-6636

TRADE MARTS

- Boston Design Center, One Design Center PL, Ste. 337, Boston, MA 02210. (617) 338-5062, FAX: 617-482-8449
- Contract Design Center, Showplace Square Design Center, 600 Townsend St., San Francisco, CA 94103, (415) 864-8541, FAX: 415-626-1433
- Decorative Center Houston, 5120 Woodway, #7030, Houston, TX 77056, (713) 961-9292, FAX: 713-963-8603
- The Design Center at Montgomery Park, 2701 N.W. Vaughn St., 6th Fl., Portland, OR 97210, (503) 228-7275, FAX: 503-273-8356
- Design Center at the Ice House, 1801 Wynkoop St., Ste, 100, Denver, CO 80202, (303) 298-9191, FAX: 303-295-7428
- Headway Trade Fairs, Ltd., 907 Great Eagle Centre, 23 Harbour Rd., Hong Kong, China, (852) 827-5121, FAX: 852-827-7064
- Interior Showplace, Ltd., 1020 Auahi St., Bldg. 6, Honolulu, HI 96814, (808) 524-5420, FAX: 808-538-0324
- Intl. Market Square, 275 Market St., Minneapolis, MN 55405, (612) 338-6250, FAX: 612-338-1813
- Italian Trade Commission, P.O. Box 56689, Atlanta, GA 30342, (404) 525-0660, FAX: 404-525-5112
- Lenora Square, Professional Design Showrooms, 1000 Lenora St., Ste. 300, Seattle, WA 98121, (206) 621-7500
- The Marketplace Design Center, 2400 Market St., Philadelphia, PA 19103, (215) 561-5000, FAX: 215-561-0225
- The Merchandise Mart, Merchandise Mart Plaza, Ste. 470, Chicago, IL 60654, (800) 342-6278, (312) 527-4141, FAX: 312-527-7782
- Michigan Design Center, Danto Investment Co., 1700 Stutz Dr., Ste. 25, Troy, MI 48084, (313) 649-4772, FAX: 313-649-1224
- New York Merchandisc Mart, 41 Madison Ave., New York, NY 10010, (212) 686-1203, FAX: 212-779-7105
- Pacific Design Center, 8687 Melrose Ave., Los Angeles, CA 90069, (310) 657-0800, FAX: 310-652-8576
- (See ad on p. 105; Circle no. 28) Piedmont Center, 10 Piedmont Center, Stc. 300, 3495 Piedmont Rd., Atlanta, GA 30305, (404) 841-3667, FAX: 404-841-3687
- San Francisco Mart. 1355 Market St., San Francisco, CA 94103, (800) 879-6278, (415) 552-2311, FAX: 415-558-9589
- Showplace & Gallería Design Ctrs., Gallería Design Ctr., 2 Henry Adams St., San Francisco, CA 94103, (415) 864-4500, FAX: 415-553-3963



BUYER'S GUIDE ANNUAL DIRECTORY 8

CLASSIFIED PRODUCT LISTING

Accessories

010-art

010-art	
020—ashtrays, urns	
030—bath, toilet accessories	la.
040-bulletin boards, chalkboard	18
050—clocks	
060—coat racks	
070-desk accessories	
080-kitchen accessories	
090—lecterns	
100-planters	
110—projection screens	
120—retail display fixtures	
130—signage	
140—trash receptacles	
AC Graphics	(010, 040)
Aaron Brothers Corporate Art Div.	(010)
	(030, 080)
Accessories Intl. Inc.	(100, 120)
Acoustical Wall Systems	(040)
Acrymet Industries, Inc.	(030)
Adelphia Graphic Systems	(130)
	(120, 130)
	050, 070.
	130, 140)
Alucobond Technologies, Inc.	(010, 130)
APCO	(130)
(See advertisement on p. 112; Circle no	
Architectural Supplements	(020, 100,
	140)
Art Advisory Svcs., Inc.	(010)
Art Source	(010)
	(010)
Art Spectrum	
Autograph Foliages, Inc.	(100)
Avonite	(130)
B P C Industries (070	. 120, 130)
Baker Furniture	(070)
Balt	(040, 070)
Bangor Cork Co., Inc.	(040)
Bannerworks, Inc.	(010)
Barlow Tyrie, Ltd.	(100)
Bevis Custom Furn., Inc.	(090)
Birum Corp.	(070)
	(070) (010)
Milton A. Bleier Corp.	(010)
Milton A. Bleier Corp. Mort L. Bloom Design	(010) (010)
Milton A. Bleier Corp. Mort L. Bloom Design Boston Retail Products	(010) (010) (120)
Milton A. Bleier Corp. Mort L. Bloom Design Boston Retail Products Agnes Bourne, Inc.	(010) (010) (120) (010)
Milton A. Bleier Corp. Mort L. Bloom Design Boston Retail Products Agnes Bourne, Inc. Brejtfus Business Environments	(010) (010) (120) (010) (010)
Milton A. Bleier Corp. Mort L. Bloom Design Boston Retail Products Agnes Bourne, Inc.	(010) (010) (120) (010) (010) (010)
Milton A. Bleier Corp. Mort L. Bloom Design Boston Retail Products Agnes Bourne, Inc. Brejtfus Business Environments	(010) (010) (120) (010) (010) (010) (070)
Milton A. Bleier Corp. Mort L. Bloom Design Boston Retail Products Agnes Bourne, Inc. Breitfus Business Environments Buildog Wallcovering Business Svc. Mktg. Intl.	(010) (010) (120) (010) (010) (010) (070)
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Milton A. Bleier Corp. Mort L. Bloom Design Boston Retail Products Agnes Bourne, Inc. Breitfus Business Environments Buildog Wallcovering Business Svc. Mktg. Intl.	(010) (010) (120) (010) (010) (010) (070) (120, 130)), 120, 130,
Milton A. Bleier Corp. Mort L. Bloom Design Boston Retail Products Agnes Bourne, Inc. Breitfus Business Environments Buildog Wallcovering Business Svc. Mktg. Intl. CDA CDA Industries South, Inc. (050	(010) (010) (120) (010) (010) (010) (070) (120, 130)), 120, 130, 140)
Milton A. Bleier Corp. Mort L. Bloom Design Boston Retail Products Agnes Bourne, Inc. Breitfus Business Environments Buildog Wallcovering Business Svc. Mktg. Intl. CDA CDA Industries South, Inc. (050 CEA Enterprises	(010) (010) (120) (010) (010) (010) (070) (120, 130) (120, 130, 140) (010)
Milton A. Bleier Corp. Mort L. Bloom Design Boston Retail Products Agnes Bourne, Inc. Brejtfus Business Environments Bulldog Wallcovering Business Svc. Mktg. Intl. CDA CDA Industries South, Inc. (050 CEA Enterprises Cadillac Graphics, Inc.	(010) (010) (120) (010) (010) (010) (070) (120, 130) 0, 120, 130, 140) (010) (130)
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Du Quaine Lectern Mfg. Corp.	(090)
ESSI Accoustical Prod. Co.	(040)
Emerling & Co.	(120)
	(010, 040)
Equipto	(120)
Executive Suite Furniture, Inc.	(090)
Flute, Inc.	(010, 100)
Foliage Plant Systems, Inc.	(100)
Franklin Picture Co.	(010)
Froelich Leather Craft Co., Inc.	
Trochen trainer Grutt Soft inte	130, 140)
Fuller Contract Accessories, Co	
Tunci contract Accessories, co)70, 100, 140)
FutureVision	(010)
Gainey Ceramics	(100)
)90, 100, 120)
Gilbert Intl., Inc. (0 Glaro, Inc. (020, 040, 070,	
Glassform Duraform (020, 040, 070,	070 100 140)
Glasspec Corp. (0	(100, 100, 140) (120, 100, 140)
Graphic Encounter, Inc.	(010)
Grohe America, Inc.	(030, 080)
Robin Constable Hanson	(010)
Harden	(030)
	040, 090, 110)
Hickory Furniture Mart	
	(070)
Hunt Mfg. Co. Indiana Cash Drawer Co.	(010)
	. Inc. (130)
Innerface Architectural Signage	
Interior Acoustics	(040)
The Interna Collection, Ltd.	(020, 030) (060, 110)
Inwood Office Furniture	(060, 140)
The Ironmonger, Inc.	(030, 060)
KI	(100, 140)
(See advertisement on p. 33; Circle	no. 21)
Kallista, Inc.	(030)
Jodi Kanter, Custom Designs in	Weaving
	(010)
Karman Ltd. Architectural Sign	is (130)
Keynote Architectural Accessor	
	100, 130, 140)
The Knoll Group	(070)
Kohler Co.	(030)
	(030)
Kraft Hardware	
Laminart, Inc.	(120)
Landscape Forms, Inc.	(020, 100, 140)
(See advertisement on p. 40; Circle	no. 25)
(See advertisement on p. 40; Circle Lavi Industries	no. 25) (130)
(See advertisement on p. 40; Circle	no. 25) (130) (020, 060, 090,
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Pace Prints	(010)
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Peter Pepper Products. Inc	
050, 060, 070,	100, 110, 120, 140)
Petrafina, Inc. (020, 030, 0	050, 070, 080, 100)
Pfanstiel Hardware Co. Inc	
Philadelphia Enameling We	orks, Inc. (130)
Photographic Specialties, I	Inc. (010, 130)
Picture Peddlar	(010)
Planter Technology	(100)
Playscapes Children's Envi	
Plymold Seating	(040, 140)
Polychromic Designs	(040)
Porcher, Ltd.	(030)
Primescape Products	(020, 100, 140)
RPI Designs	(020, 100, 140)
Ram Products Co.	(080, 120)
Reece Galleries, Inc.	(010)
Sable Enterprises (0	010, 020, 050, 070,
	090, 100, 130)
Safco Products	(010, 070)
Sainberg & Co., Inc.	(020, 070, 140)
(See advertisement on p. 29;	
San Francisco Mart	(030, 080) nt Corp. (130)
Scott Machine Developme	(130)
Scott Sign Systems, Inc. Ship'N Out Co.	(060)
Signtex, Inc.	(130)
Sitecraft, Inc.	(100)
Smith Metal Arts Co. Inc.	(020, 050, 070,
Children and an and an and	140)
Smith System Mfg. Co.	(090)
Spandex USA	(130)
Spanjer Brothers	(110, 130)
Stylmark	(120)
Syma Systems, Inc.	(120)
System 2/90, Inc.	(130)
Tapestries, Ltd.	(010)
Tenex	(070, 140)
(See advertisement on p. 5; C	
Topsiders, Inc.	(100)
Tru Vue. Inc.	(010)
Tubular Specialties Mfg., I	
Unistrut Space Frame Sys	
United Ceramic Tile	(030, 080)
United Marketing, Inc.	(020, 030, 100, 140)
Valley View Specialting Co	
Valley View Specialties Co Van San Corp.	(040, 090)
Vanguard Studios, Inc.	(010, 050)
Vogel Peterson Furniture (
W W Graphics	(010)
Walker & Zanger, Inc.	(020)
Walker Display, Inc.	(010)
Wausau Tile, Inc.	(020, 100)
Winn Art Group	(010)
Wolff Wire Corp.	(070)
Working Walls, Inc.	(040, 120)
Glenn J. Wylie & Assocs	
al anti-termine	120, 130)
Xebron Corp.	(040, 130)
Zero US Corp.	(120)
The second	

ARCHITECTURAL BUDMENTS

010-acoustical ceiling tiles 020-decorative ceiling panels 030—columns, pilasters, beams 040—door hardware 050-doors 060—glass 070—greenhouses 080—HVAC register grills 090-moldings 100—railings 110—skylights 120-stairs 120—starts 130—walls, demountable, movable 140—walls, drywall 150—walls, folding 160-windows Accents In S Accessories (030) (030, 040)

Accessories Intl. Inc.	
Accuride	
Acoustical Partitions Corp.	

(040) (130)

Acoustical Wall Systems	(010, 130)
Acrymet Industries, Inc.	(040)
Adams Elevator Equipment Co.	
Adanlock Office Environments	(050, 130)
Advance Fixture Mart (0	(60, 100, 130) (10, 020, 110)
Alcan Building Products (0 Alcan Building Products	(020, 110)
Alucobond Technologies, Inc.	(020, 030)
Appleton Lamplighter	(100)
Architectural Supplements	(130)
Architectural Woodwork Institut	
	20, 130, 160)
Atlantic Stairworks, Inc./Atlanti	c Intl., Inc.
An unseld on	(100, 120) (090)
Avonite B P C Industries (0	(030)
Bannerworks, Inc.	(020)
Bendix Mouldings, Inc.	(090)
	40, 050, 130)
Brejtfus Business Environments	
Bulldog Wallcovering	(020, 090)
CDA COAL Couth Inc. ((020)
CDA Industries South, Inc. (0	130, 150
Capaul Corp.	(010, 020)
CenterCore Inc.	(130)
(See advertisement on p. 39; Circle	
Chelsea Decorative Metal Co.	(020)
Chicago Metallic Corp.	(020)
Columbus Coated Fabrics	(130)
Complete Interior Svcs. of PGH	130, 140, 150)
(CIS) (010, 020, Control Bits Corp.	(040)
Conwed Designscape	(010, 020
Cornelius Architectural Prods.,	
	100
Corporate Acoustic Systems, L	
Cumberland Woodcraft Co., Inc	(020
	090, 100, 120 (020
Danjell Creations, Inc. Deco Gard Products, Inc.	(100
Denver Design Center	(020
Designer Moulding	(090)
Detex Corp.	(040)
	060, 110, 160
Dina Art Co.	(050
Dor-O-Matic Eagle Plywood & Door Mfrs., In	
Edison Price Lighting	
Eggers Inds.	(050, 090
Elvig Design, Inc.	(020
Envel Design Corp.	(020
Equipto	(100, 120
Firesafe Products Corp.	(130, 150
Forbo Industries, Inc.	(010, 130 020, 030, 090
Formglas Interiors, Inc. (Gatehouse Furniture Studios	(050)
Glaro, Inc.	(100
The Granitech Corp.	(030
Grant Hardware	(040
Harbour House Bar Crafting	(030, 090
Hufcor, Inc.	(130, 150
Interior Acoustics	(010 (090
Interior Construction Supply	(090
Interior-Scape, Inc. The Ironmonger, Inc.	(040
Johnsonite	(090
KI	(130
(See advertisement on p. 33; Circle	no 21)
Kentucky Millwork (030, 050,	
	090, 120, 160
Keynote Architectural Accesso	090, 120, 160 ries, Inc.
Keynote Architectural Accesso	090, 120, 160 ries, Inc. (040
Keynote Architectural Accesso Kwik-Wall Co.	090, 120, 160 ries, Inc. (040 (130, 150
Keynote Architectural Accesso	090, 120, 160 ries, Inc. (040

Laminart, Inc.	(050)
Lavi Industries	(100)
Lawrence Metal Products, Inc.	(100)
(See advertisement on p. 16; Circ	le no. 11)
MPC, Inc.	(010, 020, 130)
Major Partitions, Inc.	(130)
	. 090, 100, 120)
Marley Mouldings	(090)
Mepla, Inc.	(040)
Midwest Custom Brass	(100, 120)
Modernfold, Inc.	(130, 150)
Natl, Assn. of Display Inds.	(140)
Natl, Assn. of Store Fixture N	lfrs. (030,
	090, 130)
J.A. Nearing Co., Inc.	(070)
Nello Wall Systems	(020, 130, 150)



IREC D E 5 Y R F

(0.40)

(040)

(020)

Northwest Home Furnishings Mart (020)030, 060, 090, 130, 150, 160) Norton Inds., Inc. (020, 110) O'Brien Partition Co. Inc. (130) Old Hickory Furniture Co. Inc. (040)Opto Intl., Inc. (090) Packard Inds., Inc. (130) Parisi Bompadre, Inc. (030 090 100) Paul Assocs. (040)Persnickety Mfg. By Design Inc. (130)Petrafina, Inc. (030 090) Pfanstiel Hardware Co. Inc. (0.40)(060, 160) Pittsburgh Corning Corn. Polychromic Designs (130) The RCA Rubber Co. (120 (020, 030, 060) Ram Products Co. Robbins Hardwood Flooring (090)Roppe Corp. (090) (See advertisement on p. 21; Circle no. 16) (140, 150) Sellers & Josephson Ship'N Out Co. (100)Sonex Acoustical Products (010, 020) StretchWall Prods., Inc. (010) Stylmark (090)Sunbilt Solar Products by Sussman. Ind (070, 110, 160) (130) Syma Systems, Inc. Systems Installations Co. (130) Technical Glass Products (060, 160) Tectum, Inc. (010) Tiles, Inc. (020, 030, 090, 140) Transwall Corp. (130)Trendway Corp. (130) Triarch Inds., Inc. (020) Tru Vue Inc. (060) Tubular Specialties Mfg., Inc. (100)(010, 020, 130) USG Interiors, Inc. Unifor, Inc. (130) Unistrut Space Frame Systems, Inc. (030)United Lighting & Ceiling Corp. (020) Valli & Colombo (040)Virginia Metal Inds Inc. (130) Walker & Zanger, Inc. (090, 150) Ward Architectural Products (010, 020 030, 050, 080, 090, 140) Wausau Tile, Inc. (120)The Wicker Works (060) Working Walls, Inc. (010, 020, 130, 140) Glenn J. Wylie & Assocs, Ltd. (100) Yates Furniture Systems (130)

BEDS

010-education, dormitory 020-health care 030-hotel 040-mattresses Block House Co., Inc. (010, 020) (030) Agnes Bourne, Inc. Chestnut Ridge Foam Inc. (040) Complete Interior Svcs. of PGH/NYC, Inc. (CIS) (020) Councill (030) Create-A-Bed. Inc. (010 020 030) DUX Interiors, Inc. (040)Designer Imports Intl., Inc. (030) 1020 030 040 DuPont Co./Teflon Firesafe Products Corp. (010, 020, 030, 040) Gem Inds., Inc. (010, 020) Glassform Duraform (010) Glasspec Corp. (010) Guiden Gallery Investment Replicas (030)Harris-Hub Co. (010, 020, 030, 040) Hickory Furniture Mart (010, 030) Hunt Contract Furniture IPF Intl Inc. (030)Italian Trade Commission J.D. Contract (020, 030) Joerns Healthcare, Inc. (020) Leggett & Platt (010) Lumex, Inc (020)Modern Contract Furniture, Inc. (010) ModuForm, Inc. (010) NM Industries (010, 040) Nemschoff Chairs, Inc. (010) Northwest Home Furnishings Mart (010 020, 030, 040) Old Hickory Furniture Co. Inc. (030) Omni International, Inc. (010) RAF Associates, Inc. (010, 020, 030, 040) R-Way Furniture Co., Inc. (010, 030, 040)

SICO Inc. (010, 030, 040) San Francisco Mart Selby Furniture Hardware Co., Inc (010, 020, 030, 040) Serta, Inc. Serta Mattress Co. (010, 020, 030, 040) Shelby Williams Inds., Inc. (See advertisement on p. 109; Circle no. 30) Swan Brass Beds Thaver Coggin Institutional Inc. This End Up Furn, Co.

CARPET AND CARPET COMPONENTS

COMPONENTS	
010-antimicrobial, stain-resis	ant static
treatments	tant, static
020—area rugs	
030-backing	
040-broadloom carpet	
050—carpet tile	
060—fiber	
070—Oriental rugs	
080—underlayment	
Accents In Stone	(040, 050)
Allied-Signal Fibers	(060)
(See advertisement on p. 107; Circle n	
Ambassador Carpets	(040)
American Axminster Corp.	(020, 040)
BASF Corp.	(060)
(See advertisement on p. 27; Circle no	
BMK, Ltd.	(040)
Bloomsburg Carpet Inds., Inc. British Carpet Mfrs. Assoc. Ltd.	(010, 040) (040, 050)
Budd Looms Inc	(010 020)
Callaway Carpets & Rugs (020	040 080
Custom Looms Rug Mills, Inc.	(020)
Denver Design Center	(010, 020)
Denver Merchandise Mart	
Dixie Mfg. Co.	(080)
Dorsett Carpet Mills	
Douglass Industries, Inc. Dow USA	(040)
DuPont Co./Commercial Carpet Fi	(030)
Dur om Go./ Gommercian Garper Fi	(010, 060)
DuPont Co. Antron [®] Nylon	(010)
DuPont Co.	(010, 060)
Durable Corp.	(020, 070)
Durkan Patterned Carpet	
(See advertisement on p. 37; Circle no.	
Eurotex Inc. Fab-U-Gard	(040, 050)
Firesafe Products Corp.	(010) (030, 080)
Forum Contract Carpet	(010, 040)
Fritz Chemical Co.	(080)
The Harbinger Co.	(010, 040)
ICI Fibres	(060)
Interface Flooring Systems, Inc.	(010, 040,
1811 database to com	050)
J&J Industries, Inc. (010 Karastan Bigelow (010, 020, 040	. 040, 060)
Kristan Assoc.	, 000, 010)
Lotus Carpets	(010, 030)
Mannington Commercial Carpets	(010.
	040, 050)
Masland Carpets, Inc. (010	. 020, 040)
Miami Intl. Merchandise Mart	(020, 070)
Milliken Contract Carpets	(0.10)
Mohawk Commercial Carpet Monsanto	(040)
(See advertisement on p. 72; Circle no.	(060)
Nello Wall Systems	(010, 050)
Northwest Home Furnishings Mart	
020, 040, 050, 060	
Pacific Carpet Mills Corp.	(020)
Palazzetti, Inc.	(020)
Pateraft Mills	(040)
Pennsylvania Woven Carpet Mills,	
(020) Porter Carpet Mills, Inc.	(040, 050) (040)
	(010, 040)
Reliance Upholstery Supply Co., In	(010, 040) c. (080)
Richmond Carpet Mill, Inc.	(010)
S&S Mills, Inc.	(040, 080)
San Francisco Mart	(010, 020)
ES. Contract	(020)

Selex Contract Carnets

Stark Carpet Corp.

3M

Shaw Commercial Carpets

Stratton Commercial Carpets

(040)

(010)

(040, 050)

(040, 050)

(020, 030, 040, 050,

060, 070, 080)

U.S. Axminster, Inc (040) U.S. Vinyl & Carpet Mfg. Corp. (020 040) United Technical Prods., Inc. (010, 040, 050) Von Schrader (010) Whitecrest Carpet (040)

CASEGOODS

010-armoires 020-banking 030-breakfronts sideboards 040-clinical, patient room casegoods 050-custom cabinetmaking 060-dressers, chests 070-religious 080-retail 090-scientific laboratory 100—shelving 110—storage cabinets 120-wall storage systems Accessories Intl. Inc. (030-060) (050, 080, 100, 110, Advance Fixture Mart 120) (030, 050, 080, 110) Agati, Inc. Alucobond Technologies, Inc. (100)(010, 040, 110 American of Martinsville Amsterdam Corp. (090) Anthro Corp. (090) Architectural Woodwork Institute (010) 020, 040, 050, 070, 080) Artmet Systems, Inc. (100, 110) Atelier Int., Ltd. (030, 110, 120) (010, 030, 060, 120) Baker Furniture Bernhard Woodwork Ltd. (020, 050, 120) Birum Corp. Block House Co., Inc. (110)(040, 060) Borroughs Mfg., Corp. (100, 110)Agnes Bourne, Inc. (010, 050, 060, 100) 110) Brandrud Furniture, Inc. Brodart Co. (100)Buckstaff Co CCN Intl. Certified Industrial Services, Inc. (100)Guy Chaddock & Co. CorryHiebert Corp. (120) Councill (010, 020, 030) Craftsman Office Furniture Co. (020, 050) Create-A-Bed, Inc. (120) Creative Dimensions Co. (110)DFM/Dependable Furn. Mfg. DUX Interiors, Inc. (110, 120) (110) Data-Mate, Inc. Davis Furniture Inds. Inc. (020)Delco Assocs., Inc. (050, 100, 110) Denver Design Center (010, 060, 100, 110 120) (010, 030, 060, Denver Merchandise Mart 080, 100, 120) Design Resource Group, Inc. (050)(010 030 050 Designer Imports Intl. Inc. (060)Display & Exhibit Source/Architectural Source (080) Durham Mfg. Co. Inc. (110)Dwyer Products Corp. (110) Elvig Design, Inc. (050) Engineered Data Prods., Inc. (EDP) (020 110) (080, 100, 110, 120) Equipto Evans Consols, Inc. (050)(100, 110, 120) Executive Furniture. Inc. FEI (100, 120) Falcon Products, Inc. (030, 050) GF Office Furniture, Ltd. (110, 120)Naomi Gale Wall Systems (050, 100, 120) Geiger IntL. Inc (100, 110, 120) Gem Inds Inc (060) (020, 050, 100, 110, The Gunlocke Co. 120)(010, 020, 040, 060, HEF Furniture. Inc. 090, 100, 110, 120) Halcon Corp. (100, 110, 120) Haller Systems, Inc. (020, 050, 080, 090 100 1100 Harbor Universal, Inc (100, 110)Harden Furn. Contract Div. (010, 030, 060, 100, 110, 120) (See advertisement on p. 25; Circle no. 17) Hardrox, Inc. (050)Harter Group (020)

Haworth, Inc. (110) (See advertisement on p. 11; Circle no. 8) Helikon Furniture Co., Inc. (050, 110, 120) Hesco by B Group Hickory Furniture Mart Holland Industries, Inc. (100, 110) Hunt Contract Furniture (010, 020, 050, 060) IPF Intl., Inc. (010, 030, 060) Impert Inds., Inc. (090, 100, 110, 120) (100, 110, 120) Intermetro Inds. Corp. The Interna Collection, Ltd. (010 030 050,060) Intrends Intl. (100) Invincible Metal Furniture (020, 110) Inwood Office Furniture (090)Italian Trade Commission JDM - Juhasz Design & Mfg. (010, 030) 050, 060) Joerns Healthcare, Inc. (060)(030, 050, 120) Kaufman Contract Kentucky Millwork (050)Kewaunee Scientific Corp. (090) Kimball International (010, 060, 110, 120) (See advertisement on p. 14-15) (100, 110, 120) Knape & Vogt Mfg., Co. Kristan Assoc La Lune Collection (010, 050) LaCor Wicker Laminart, Inc. Lista Intl. Corp. (110)(010, 040, 060) Lumex, Inc. Lundia (100) Magna Design, Inc. (020, 100, 110) Manheim-Weitz (010, 030, 050) Matel Mfg., Inc. (020) Mepla, Inc. (100) Meridian, Inc. (110) Metalsmiths Co., Ltd. Metropolitan Furniture Corp. (050) (030)Miami Intl. Merchandise Mart (060) Midmark (040, 050, 100, 110, 120) Modern Contract Furniture, Inc. (040, 060) Modern Plastics Corp. ModuForm, Inc. (010, 040, 060) Montisa Office Furn (100, 110)Thos. Moser Cabinetmakers (010) Mueller, a Haworth Portfolio Co. (020, 110, 120) NM Industries (060) Natl. Assn. of Store Fixture Mfrs. Nemschoff Chairs, Inc. (040)Nienkamper (020) Norsons Inds., Inc. (050, 120)Northwest Home Furnishings Mart (010 030, 050, 060, 070, 080, 100, 110, 120) Norton Inds., Inc. (050, 080, 100, 110) (020, 050) Novikoff Nucraft Furniture Co. (100, 110)(010, 020, 030, 050, 060, 070, 080, OSL 090, 100, 110, 120) Old Hickory Furniture Co. Inc. (010, 030, 050, 060, 080) Palazzetti, Inc. (010, 030, 060, 080, 100, 110, 120) (010, 020, 030, 110 Panel Concepts, Inc. 120) Parisi Bompadre, Inc. (050)Peter Pepper Products, Inc. (100) Persnickety Mfg. By Design Inc. (020, 050, 090, 100, 110, 120) Pipp Mobile Systems (080) Playscapes Children's Environments (040)Prairie Fish (010, 030, 050, 060, 070, 080) RAF Associates, Inc. (010, 040, 060, 100. 110, 120) R-Way Furniture Co., Inc. (010, 050, 060) (100) Richards-Wilcox Rosemount Office Systems, Inc. (100, 110) SICO Inc. (080, 120) San Francisco Mart Signature Office Furniture, Inc. (020) Sligh Furniture Co. (120)Smith System Mfg. Co. (100) Spacesaver Corp. (100)(See advertisement on p. 6-7; Circle no. 6) Syma Systems, Inc. (050)Systems Mfg. Corp. (110)Techniques-in-Wood (050)Tella Systems, Inc. (010, 050, 100, 110, 120) Terra Furniture, Inc (010, 060) (050, 100, 110, The Thrasher Group, Inc. 120)



ANNUAL DIR	ECTORY &	BUYER'S GUIDE
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Tuohy Furniture Corp.	(020, 100, 110)
United Technologies	(040)
Viking Metal Cabinet Co. Inc.	(050, 100,
and the large of the line of the large of	110)
Watson Furniture Systems	(100, 110)
White Storage & Retrieval Sys	. (100)
Wolff Wire Corp.	(100, 120)
	10, 030, 050, 060)
(See advertisement on p. 20; Circ	le no. 15)
Wood Design	
Glenn J. Wylie & Assocs., Ltd.	. (020)
Yemm & Hart	(100, 110, 120)

CASUAL/OUTDOOR FURNITURE

010-seating 020_tables

020-tables	
And and the loss	(010 020)
Accessories Intl. Inc.	(010, 020) (010, 020)
Avenger Designs Barlow Tyrie, Ltd.	(010, 020) (010, 020)
Basta Sole Umbrellas	(010, 020)
Agnes Bourne, Inc.	(010, 020)
Brayton Intl.	(020)
C.I. Designs	(010, 020)
Clean City Squares, Inc.	(010)
Continental Creative Sales, Inc.	(010, 020)
Creative Edge	(020)
Crestmark Intl.	(010, 020)
Denver Design Center	(010, 020)
Denver Merchandise Mart	(010)
DuPont Co./Teflon	(010)
EMU Inc.	(010, 020)
Falcon Products, Inc.	(010, 020) (010)
Fixtures Furn. (See advertisement on p. 31; Circle no.	
Fong Bros. Co.	(010, 020)
Gilbert Intl., Inc.	(010, 020)
Grosfillex Contract Furniture	(010, 020)
Hickory Furniture Mart	(010, 020)
Intrends Intl.	(010, 020)
Jayden, Inc.	(010, 020)
KI	(010, 020)
(See advertisement on p. 33; Circle no.	21)
Kroin, Inc.	(010, 020)
La Lune Collection	(010, 020)
Landscape Forms, Inc.	(010, 020)
(See advertisement on p. 40; Circle no.	
Leisurelite Inds., Inc.	(010, 020)
Lloyd/Flanders	(010, 020)
(See advertisement on p. 116; Circle n	
Molla Collections, Inc.	(010, 020)
Thos. Moser Cabinetmakers	
	(010)
Norix Group, Inc.	(010, 020)
	(010, 020) t (010,
Nortx Group, Inc. Northwest Home Furnishings Mar	(010, 020) t (010, 020)
Norix Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc.	(010, 020) t (010, 020) (010, 020)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc.	(010, 020) t (010, 020) (010, 020) (010, 020)
Norix Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc.	(010, 020) t (010, 020) (010, 020) (010, 020) (010, 020)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymold Seating	(010, 020) t (010, 020) (010, 020) (010, 020)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymoid Seating Pompeii Furniture	(010, 020) t (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) (010, 020)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymold Seating	(010, 020) t (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) (010, 020)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymoid Seating Pompeii Furniture	(010, 020) t (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) g, Inc.
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymoid Seating Pompeii Furniture STAMP Contract & Leisure Seatin Shafer Commercial Seating, Inc. Shelby Williams Inds., Inc.	(010, 020) t (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) g, Inc. (010, 020) (010, 020) (010, 020)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymold Seating Pompeii Furniture STAMP Contract & Leisure Seatin Shafler Commercial Seating, Inc. Shelby Williams Inds., Inc. (See advertisement on p. 109; Circle n	(010, 020) t (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) g, Inc. (010, 020) (010, 020) (010, 020) (010, 020) 0, 30)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymoid Seating Pompeii Furniture STAMP Contract & Leisure Seatin Shafer Commercial Seating, Inc. Shelpy Williams Inds., Inc. (See advertisement on p. 109; Circle n Sitecraft, Inc.	(010, 020) t (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) 0.30) (010, 020)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymoid Seating Pompeii Furniture STAMP Contract & Leisure Seatin Shafer Commercial Seating, Inc. Shelby Williams Inds., Inc. Shelby Williams Inds., Inc. Gsee advertisement on p. 109; Circle n Sitecraft, Inc. Sport Seating Co., Inc.	(010, 020) t (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) (010, 020) g, Inc. (010, 020) (010, 020) (010, 020) (010, 020) (010) (010)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymold Seating Pompeii Furniture STAMP Contract & Leisure Seatin Shafer Commercial Seating, Inc. Shelby Williams Inds., Inc. (See advertisement on p. 109; Circle n Sitercaft, Inc. Sport Seating Co., Inc. Summit Furniture, Inc.	(010, 020) t (010, 020) (010, 020)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymold Seating Pompeli Furniture STAMP Contract & Leisure Seatin Shafer Commercial Seating, Inc. Shelby Williams Inds., Inc. Gse advertisement on p. 109; Circle n Sitecraft, Inc. Synth Seating Co., Inc. Summit Furniture, Inc. Sunbel: Decor, Inc.	(010, 020) t (010, 020) (010, 020)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymoid Seating Pompeii Furniture STAMP Contract & Leisure Seatin Shafer Commercial Seating, Inc. Shefpy Wiliams Inds., Inc. Gee advertisement on p. 109; Circle n Sitecraft, Inc. Sport Seating Co., Inc. Sumbit Decor, Inc. Sunbilt Decor, Inc. Sunbilt Decor, Inc.	(010, 020) t (010, 020) (010, 020)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymold Seating Pompeii Furniture STAMP Contract & Leisure Seatin Shafer Commercial Seating, Inc. Shefby Williams Inds., Inc. (See advertisement on p. 109; Circle n Stecraft, Inc. Sport Seating Co., Inc. Summir Furniture, Inc. Sumbelt Decor, Inc. Sumburst Intl. Swan Brass Beds	(010, 020) t (010, 020) (010, 020) (020)
Nortx Group, Inc. Northwest Home Furnishings Mar Old Hickory Furniture Co. Inc. Palazzetti, Inc. Peter Pepper Products, Inc. Plymold Seating Pompeii Furniture STAMP Contract & Leisure Seatin Shafler Commercial Seating, Inc. Shelby Williams Inds., Inc. Gee advertisement on p. 109; Circle n Sitecraft, Inc. Sport Seating Co., Inc. Sumbil: Purniture, Inc. Sunburst Intl. Swan Brass Beds Telescope Casual Furniture, Inc.	(010, 020) t (010, 020) (010, 020) (020) (020) (010, 020)
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CONSULTANTS

010-acoustics 020-audio-visual 030-color 040-construction management 050-data processing 060-electrical engineering 070-facility management 080-furniture 090-graphic design 100-lighting 110-mechanical engineering 120-security 130—structural engineering 140-telecommunications (030, 040, 080) Accents In Stone Adelphia Graphic Systems (090) (020, 080) Anthro Corp. APCO (090) (See advertisement on p. 112; Circle no. 32) Atlantic Stairworks, Inc./Atlantic Intl., Inc (130) Andersen Consulting (See advertisement on p. 13; Circle no. 10) (090)**BPC** Industries Agnes Bourne, Inc. (090) Brejtfus Business Environments (090) Mice. but (070, 080) Agnes Bourne, Inc. (030) CAP/Sweet's Electronic Publishing (070) (040 Certified Industrial Services, Inc. 070, 080) **Charleston Industries** (090)Complete Interior Svcs. of PGH/NYC, Inc. (040, 070, 080) (CIS) Continental Lighting Services, Inc. (100) Control Bits Corp. (120)Corporate Art Assocs., Ltd. Corporate Sign Systems, Inc. (090)Data One Inc. (070)Delco Assocs., Inc (080) Denver Design Center (080) Electri-Cable Assembly., Inc.(ECA) (060 140) Elvig Design, Inc. Environmental Graphics, Inc. (080)(090)Ergo Systems, Inc. (080)Evans Consols, Inc. (050)E R. Systems Intl. (080)Firesafe Products Corp. (080) Hardrox, Inc. (020 080) Ideation, Inc. Industrial Acoustics Co., Inc. (090)(010) (010) Interior Acoustics Johnson Controls, Inc. (060, 070, 110, 120) Kristan Assoc Natl. Council of Acoustical Consultants (010, 020) Neutral Posture Ergonomics (080)Northwest Home Furnishings Mart (030. 050, 070, 080, 090, 100) Philips Lighting Co. (100) (040, 080, 090) Prairie Fish Pritchett Wilson Group Inc. (100)(090) Profile Press Safco Products (080)Siebe Environmental Controls (070) Sonex Acoustical Products (010) Sunbelt Decor, Inc. (070. 080, 110) Systems Installations Co. (070)(120)Talk-A-Phone Co. (080) Tavola International Tectum, Inc (010)United Lighting & Ceiling Corp. (100)(080)Upholstery Modes, Inc. Working Walls, Inc. (010) DESKS AND

CREDENZAS

(010, 020)

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(020)

010-clerical/operational	
020-middle management	t/professional
030—executive	
040-hotel guest room	
050—school classroom, d	ormitory
Assanta In Ctone	(030, 040)
Accents In Stone	
Accessories Intl. Inc.	(030, 040)
Acoustical Partitions Corp.	(010, 020, 030)
Advance Office Concents	(010 020 030)

Agati, Inc.	(020, 030)
All-Systems, Inc.	(010, 020, 030)
American of Martinsvil	
American Seating Co.	(020, 030)
Anderson Hickey Co.	(010, 020)
Anthro Corp.	(010)
Architectural Woodwor	
	020, 030)
Artmet Systems, Inc.	(010, 020, 030, 050)
Atener Int., Ltd.	(020, 030)
Atlantic Furniture Syste	ems (020)
BPI Inc.	(010, 020)
(See advertisement on p.	17; Circle no. 12)
Baker Furniture	(010, 020, 030)
Bernhard Woodwork Li	d. (030, 040)
Bernhardt Contract	(020, 030)
Bevis Custom Furn., In	c. (010, 020, 050)
boung to.	(010, 020, 030, 030)
Brandrud Furniture, In	c. (030)
Brayton Intl.	(010, 020, 030)
Bretford Mfg., Inc.	(010, 020, 030, 050)
Brueton Industries	(020, 030)
Buckstaff Co.	
Business Svc. Mktg. In	(010, 020, 030)
CCN Intl.	(010 020 020)
CF&A C L Docime	(010, 020, 030) (030)
C.I. Designs	(010, 020, 030)
Cano Corp. CenterCore Inc.	(010, 020, 030)
(See advertisement on p. 1	
Certified Industrial Ser	
Cervitor Kitchens, Inc.	(030, 040)
Guy Chaddock & Co.	(000, 010)
Charlotte, Inc.	(030)
Colecraft Mfg. Co., Inc.	(010, 020)
Condi	(030)
CorryHiebert Corp.	(010, 020, 030)
Councill	(030, 040)
Craftsman Office Furni	ture Co. (010, 020,
	030)
Creative Dimensions C	o. (010, 020, 030)
DO3 Systems, Inc.	(030)
Dansanna Intl.	(010, 020, 030, 050)
Dar/Ran Furniture Inda	s. (010, 020, 030)
Data-Mate Inc	(010 020)
Dura marc, mes	(010, 020)
Datus Industries, Inc.	(010, 020)
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Inwood Office Furniture	(010, 020, 030	
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The Knoll Group	(030	
Kroin, Inc.	(020, 050	
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OPS - Office Purniture By Sty OSI (010, 020 Old Hickory Furniture Co. Inc Omai International. Inc. Palazzetti, Inc. Panel Concepts. Inc. Panel Concepts. Inc. Parisi Bompadre, Inc. Persnickety Mfg. By Design I Phoenix Designs, Inc. Polychromic Designs Pompeii Furniture Prairie Fish Prismatique Designs, Ltd. Quorum Office Furniture RAF Associates, Inc. (010 R-Way Furniture Co., Inc. Rosemount Office Systems, SMED Mfg., Inc. Sable Enterprises Salman, Inc. Signature Office Furniture, In Sligh Furniture Co. (010 Stylex Business, Inc. Swan Brass Beds Systems Mfg. Corp. Tavola International Techniques-in-Wood Teknion Furniture Systems, Tella Systems, Inc. Terra Furniture, Inc. This End Up Furn. Co. The Thrasher Group, Inc. Tiffany Office Purniture Trendway Corp. Trosby, Inc. Tooby Furniture Corp.	(03) (1) (02) (03) (010, 020, 03) (010, 020	
OPS - Office Purniture By Six OSI (010, 020 Old Hickory Furniture Co. Ind Omni International. Inc. Palazzetti. Inc. Panel Concepts. Inc. Palazzetti. Inc. Parisi Bompadre, Inc. Persnickety Mfg. By Design I Phoenix Designs, Inc. Polychromic Designs Pompeii Furniture Prairic Fish Prismatique Designs, Ltd. Quorum Office Furniture RAF Associates, Inc. (010 R-Way Furniture Co., Inc. Rosemount Office Systems, SMED Mfg., Inc. Sable Enterprises Salman, Inc. Signature Office Furniture, In Signature Systems, Inc. Swan Brass Beds Systems Mfg. Corp. Tavola International Techniques-in-Wood Teknion Furniture Systems, Tella Systems, Inc. Terra Furniture, Inc. This End Up Furn. Co. The Thrasher Group, Inc. Tiffany Office Furniture Trendway Corp. Trosby, Inc. Tuoly Furniture Corp. Unifor, Inc.	(030 (010, 020, 033 (010, 02	
OPS - Office Purniture By Sty OSI (010, 020 Old Hickory Furniture Co. Inc Omai International. Inc. Palazzetti, Inc. Panel Concepts. Inc. Panel Concepts. Inc. Parisi Bompadre, Inc. Persnickety Mfg. By Design I Phoenix Designs, Inc. Polychromic Designs Pompeii Furniture Prairie Fish Prismatique Designs, Ltd. Quorum Office Furniture RAF Associates, Inc. (010 R-Way Furniture Co., Inc. Rosemount Office Systems, SMED Mfg., Inc. Sable Enterprises Salman, Inc. Signature Office Furniture, In Sligh Furniture Co. (010 Stylex Business, Inc. Swan Brass Beds Systems Mfg. Corp. Tavola International Techniques-in-Wood Teknion Furniture Systems, Tella Systems, Inc. Terra Furniture, Inc. This End Up Furn. Co. The Thrasher Group, Inc. Tiffany Office Purniture Trendway Corp. Trosby, Inc. Tooby Furniture Corp.	(030 (010, 020, 033 (010, 02	

(030)

(020, 030, 040)

(010, 020)

(030, 040)

Walker & Zanger, Inc. Watson Furniture Systems

Zip-Jack Inds., Ltd.

Wausau Tile, Inc. Weatherend Estate Furniture

NNUAL DIRECTORY & BUYER'S GUIDE

9 9 (

 Watson Furniture Systems
 (010, 020, 050)

 Wood Artisans
 0010, 020, 030, 040)

 (See advertisement on p. 20; Circle no. 15)

 Wright Line, Inc.
 (010, 020, 030)

 Vernm & Hart
 (010, 020, 030)

DRAFTING ROOM Supplies

010-CAD hardware, software 020-drafting instruments, supplies 030-drafting tables 040-drafting chairs, stools 050-storage cabinets Amotek/LUSA, Inc. (040)Anco Wood Specialties (020, 030) Anthro Corp. (030)Atlantic Furniture Systems (030) Avenger Designs (040)**BioFit Engineered Seating** (040)Brayton Intl. (040) CF8A (040)CALHOOK Sample Management Prods. (030) Cano Corp. CAP/Sweet's Electronic Publishing (040 (010)Charrette Corp. (040) Charvoz Chromcraft Furniture (040)Cramer, Inc. (040)Data-Mate, Inc (050) Dazor Mfg. Corp (020) Denver Design Center Durham Mfg. Co. Inc. (050)(050)EckAdams Co. (040) (See advertisement on cover 3; Circle no. 35) (020)Electrix, Inc. Emerling & Co. (030) Equipto (050)Fixtures Furn. (See advertisement on p. 31; Circle no. 20) (040)Gemini Furn. (040)HAG Inc. Haller Systems, Inc. (040)(030)Harvard Interiors Mfg. Co. (040) (See advertisement on p. 103; Circle no. 27) (010) Intergraph Corp. (010)Isicad Jayden, Inc. (040) Mayline Co., Inc (020, 030, 050) MicroComputer Accessories, Inc. (030)Montisa Office Furn. (050)Mutoh America, Inc. (010, 020)(010, 020, 030, 040, 050) Nestler (010, 020 Neutral Posture Ergonomics (040) (030, 040) Palazzetti, Inc. Persnickety Mfg. By Design Inc. (030, 040, 050) Quorum Office Furniture (040)Safco Products (030, 050) Sitmatic (040)Smith System Mfg. Co. (030)lechnichair Corp. (0.40) Vitra Scating, Inc (040) Watson Furniture Systems (050)Wright Line, Inc. (040, 050) Wyandot Seating Div. (040)

EDUCATION

Adams Elevator Equipment Co. Adelphia Graphic Systems Adjustable Fixture Co. Advance Transformer Co. Alcan Building Products All-Systems, Inc. Allied-Signal Fibers (See advertisement on p. 107; Circle no. 29) Allseating (See advertisement on p. 113; Circle no. 33) Alucobond Technologies, Inc American Axminster Corp. American Marazzi Tile, Inc American Seating Co. Ametex/Robert Allen Contract Fabrics Amtico Flooring Div. Anderson Hickey Co. APCO (See advertisement on p. 112; Circle no. 32) Appleton Lamplighter Arc-Com Fabrics

Architex Intl. Art Advisory Svcs., Inc. Artisans' Guild Artmark Fabrics Co., Inc. Atlantic Furniture Systems Atlantic Stairworks, Inc./Atlantic Intl., Inc. August, Inc. Avonite BASF Corp. (See advertisement on p. 27; Circle no. 18) BMK, Ltd. Balt Bangor Cork Co., Inc. Bannerworks, Inc. Ben Rose/Hendrick Textiles-Cortina Leathers Berco Inds. Block House Co., Inc. Bloomsburg Carpet Inds., Inc. Bolta Wallcovering **Boston Retail Products** Boyd Lighting Co. Breitfus Business Environments Brodart Co. Buckstaff Co. C & A Contract Wallcoverings C.I. Designs Cadillac Graphics, Inc. Capaul Corp. Carnegie Fabrics, Inc. Cervitor Kitchens, Inc. Chairmasters, Inc. Charleston Industries Chatham Mfg., Inc. Chestnut Ridge Foam, Inc. Claridge Products & Equipment, Inc. Clarin Corp. Classic Illuminations Colortran, Inc. Columbus Coated Fabrics Combeau Inds. Complete Interior Svcs. of PGH/NYC. Inc. (CIS) Condi Congoleum Corp. Conwed Designscape Coral of Chicago Cornelius Architectural Prods., Inc. Corporate Acoustic Systems, Ltd. Creative Seating Da-Lite Screen Co., Inc. Datus Industries, Inc. Dazor Mfg. Corp. Deco Gard Products, Inc. Denver Design Center Design Trac, Inc. Detex Corp. Dow USA Dupont Co./Commercial Carpet Fibers Dupont Co. Antron(R) Nylon DuPont Co. DuPont Co./Teflon Du Quaine Lectern Mfg. Corp. Dwyer Products Corp. EMU Inc. ERG Intl. Eggers Inds Electrix, Inc. Elkhart Door, Inc. Environmental Graphics, Inc Essex Commercial Wallcovering Eurotex Inc. E R. Systems Intl. Falcon Products, Inc. Firesafe Products Corp. Fixtures Furn. (See advertisement on p. 31; Circle no. 20) Flexco Co. Flexsteel Inds., Inc. Forbo-Arborite, Inc. Forum Contract Carpet Foundation for Interior Design Education

Research Prankel Assocs, Inc. Freudenberg Building Systems, Inc. Fritz Chemical Co. Future/Vision GE Lighting Genon Wallcovering Glaro, Inc. The Glidden Co. The Glidden Co. The Global Group The Granutech Corp.

Grant Hardware Group Four Furniture, Inc. H.D.I. HLF Furniture, Inc. Harbor Universal, Inc. Howe Furniture Corp. Hufcor, Inc. Hunt Contract Furniture Hunt Mfg. Co. Interface Flooring Systems, Inc. Intergraph Corp. Interior Acoustics Intermetro Inds. Corp. The Interna Collection, Ltd. Intrends Intl. The Ironmonger, Inc. Adam James Textiles, Inc. Jasper Desk Co. Jasper Seating Co Jayden, Inc. Johnson Controls, Inc. KI (See advertisement on p. 33; Circle no. 21) Karastan Bigelow Karman Ltd. Architectural Signs Kenlin Enterprises Kentile Floors, Inc Kewaunee Scientific Corp. Keynote Architectural Accessories, Inc. Kojo Koroseal Wallcoverings Kwik-Wall Co. L&B Contract Industries Laminart, Inc. Lanark Vinyl Wallcovering Landscape Forms, Inc. (See advertisement on p. 40; Circle no. 25) Lawrence Metal Products, Inc. (See advertisement on p. 16; Circle no. 11) Ledalite Architectural Prods. Lettering Specialists, Inc. Lighting Services, Inc. Litecontrol E W. Lombard Co. LouverDrape, Inc. MPC, Inc. Maharam/Vertical Surfaces Major Partitions, Inc. Mannington Commercial Carpets Mantles & Mouldings Marcus Inds. Marsh Chalkboard Co. Masland Carpets, Inc. Mayline Co., Inc. Metalux Lighting Metropolitan Ceramics Mill Business Furniture. Inc. Doug Mockett & Co. Inc. Modern Contract Furniture, Inc. Modernfold, Inc ModuForm, Inc. Mohawk Commercial Carpet Monsanto (See advertisement on p. 72; Circle no. 26) Thos. Moser Cabinetmakers Motorola Lighting, Inc. Mutoh America, Inc. NM Industries Natl. Fire Protection Assn. Neo-Ray Lighting Prods., Inc. Neudorfer, Inc. Norsons Inds., Inc. Nova Office Furniture, Inc. OSI Office Planners Users Group PS Decor Pallas Textiles Patcraft Mills Peerless Lighting Corp. Persnickety Mfg. By Design Inc. Philips Lighting Co. Photographic Specialties, Inc. Pipp Mobile Systems Pittsburgh Corning Corp. Planter Technology Playscapes Children's Environments Polychromic Designs Porter Carpet Mills, Inc. Protocol Furniture **RPI** Designs R-Way Furniture Co., Inc. Richards-Wilcox Richmond Carpet Mill, Inc.

Rudd Industries, Inc. SPI Lighting, Inc Samsonite Furniture Co. Sauder Mfg., Co. Scott Machine Development Corp. Seabrook Wallcoverings, Inc. Seagrave Coatings Corp. Serta Mattress Co. Siebe Environmental Controls Signets, Inc. Sincol of America, Inc. The Slidex Corp. Smith System Mfg. Co. Sonex Acoustical Products Spacesaver Corp. (See advertisement on p. 6-7; Circle no. 6) Spradling International, Inc. (See advertisement on cover 2, 1; Circle no. 1) Springer-Penguin, Inc Springs Window Fashions Division, Inc. Sunbelt Decor, Inc. Sunbelt Precision Cabinetry SynFin Inds., a TSG Co. Synthetic Finishings, a TSG Co. System 2/90, Inc. Tarkett, Inc. Technical Glass Products Tectum, Inc. Thonet Industries The Thrasher Group, Inc. 3G Mermet Corp. Tiles, Inc. Toli International Toltec Fabrics, Inc. **Tower Vinyl Wallcovering** Triarch Inds., Inc. TrimbleHouse Corp. Tropitone Furniture Co., Inc. USG Interiors, Inc. Unistrut Space Frame Systems, Inc. United Technologies Unitex Inds. Inc. Upholstery Modes, Inc. VPI (See advertisement on p. 4; Circle no. 3) Vecta (See advertisement on p. 111; Circle no. 31) Viking Metal Cabinet Co. Inc. Virginia Metal Inds., Inc. Visa Lighting Corp. (See advertisement on p. 19; Circle no. 14) Von Schrader Vycon Contract Wallcovering Walker Display, Inc Ward Architectural Products Wausau Tile, Inc Weatherend Estate Furniture Westnofa Contract White Storage & Retrieval Sys. Whitecrest Carpet Wieland Furniture Co. Willamette Inds., Inc. The Wiremold Co. Wolff Wire Corp. Wood Artisans (See advertisement on p. 20; Circle no. 15) Wood Design S.R. Wood Inc. Wyandot Seating Div.

FABRIC AND FABRIC Components

Xebron Corp.

Zero US Corp.

010—backing 020—contract textiles 030—fiber 040—finishes 050—fireproof, stain-resistant, waterproof treatments 060—interlining 070—leather vinyl

 Advent Inds., Inc.
 (020)

 Ametex/Robert Allen Contract Fabrics
 (010, 020, 040, 050)

 Arc-Com Fabrics
 (020)

 Architex Intl.
 (020, 070)

 Artmark Fabrics Co., Inc.
 (010, 020, 040, 050)

Athol Mfg. Corp.

ANNUAL DIRECTORY & BUYER'S GUIDE

August, Inc.	(020)
BASF Corp. (See advertisement on p. 27; Circle	(020, 030) no. 18)
Baker Furniture	(020)
Charles Barone, Inc.	(020)
)10, 020, 030,)40, 050, 070)
Ben Rose/Hendrick Textiles-Cor	
(020, 070) Bergamo Fabrics, Inc.	(020)
Bernhardt Contract	(070)
Bloomcraft, Inc.	(020, 050)
Agnes Bourne, Inc. (0 Brickel Assocs., Inc.	20, 040, 070) (020, 070)
Bright Chair Co.	(020)
John Burch Co. (010, 020, 0	030, 040, 050, 060, 070)
C & A Contract Wallcoverings	(050)
Carnegie Fabrics, Inc.	(020)
Jack Cartwright, Inc. Chatham Mfg., Inc. (010, 0	(020, 070) (020, 030, 040)
	050)
Commtex Wallcoverings Complete Interior Svcs. of PGH	(020) /NYC_Inc
(CIS) (010, 020, 030, 0	40, 050, 060)
Concept Fabrics, Inc. Coral of Chicago (0	(020))10, 020, 060)
Counterpoint Fabrics, Inc.	(020)
Custom Laminations Inc. (010, 040, 050, 060)
Custom Resource Inc.	(070)
DO3 Systems. Inc.	(020)
Denver Design Center Design Tex Fabrics, Inc.	(020) (020)
Donghia Furniture/Textiles	(020)
	(20, 050, 070) (20, 040, 050)
Daniel C. Duross, Ltd.	(020, 070)
E.R. Systems Intl. (010, 0	020, 030, 040,
Fab-U-Gard	(050) (050)
Fabric Wallmount Systems, Inc.	
Fabricut Contract (010, 0)20, 040, 050, 060)
Fantagraph	(020)
	010, 020, 030,
	050, 060, 070) 020, 050, 060)
Froelich Leather Craft Co., Inc.	(070)
Garrett Leather Corp. GenCorp Polymer Prods.	(070)
Gilford Wallcovering, Inc.	(050, 070)
The Glidden Co. Grey Watkins, Ltd.	(040) (020)
Hercules, Inc.	(020)
Hermes Leather Corp.	(070)
Hickory Furniture Mart Homestead Inds., Inc.	(020)
Inside Outfitters, Inc.	(020)
Intl. Fabrics Interspec Fireproof Fabrics, Inc	(070)
micropee rueproor rustico, in	050)
Adam James Textiles, Inc. KCR Fabrics, Inc.	(020)
KUK PADRICS, IIIC.	(020, 070) (020, 070, 080)
(See advertisement on p. 33; Circle	no. 21)
The Knoll Group Kojo	(020) (020)
Lackawanna Leather	(070)
J.M. Lynne Co. MDC Wallcoverings	(020) (020)
Maharam/Vertical Surfaces	(020)
The Maya Romanoff Corp. The Merchandise Mart ((070) 010, 020, 030,
	040, 050, 070)
Naco Fabrics	(020)
P/Kaufmann Contract Pallas Textiles	(020, 050) (020)
Phifer Wire Prods., Inc.	(020)
Pollack & Assocs. Richmond Textiles, Inc.	(020)
	040, 050, 060)
Rodolph, Inc.	(020)
Rudd Industries. Inc. SW Textiles (020,	(020) 040, 050, 070)
Sainberg & Co., Inc.	(070)
(See advertisement on p. 29; Circle Schmidt America, Ltd.	no. 19) (070)
Schneider Banks	(050)
ES. Contract Shelby Williams Inds., Inc.	(020, 070) (020, 070)
(See advertisement on p. 109; Circ	le no. 30)
Souveran Fabrics Corp.	020, 050, 070)

Spradling International, Inc.	(070)
(See advertisement on cover	2, 1; Circle no. 1)
Springs Inds.	(020)
Stratford Hall, Inc.	(020)
	010, 020, 050, 060)
SynFin Inds., a TSG Co.	
Synthetic Finishings, a TS	G Co. (020, 040,
	050)
Taylor Textiles, Inc.	(020, 070)
3M	(040)
Toltec Fabrics, Inc.	(020)
Uniroyal Engineered Prod	8.
Unitex Inds. Inc.	(010, 020, 050)
Walker & Zanger, Inc.	(070)
Wall Fabrics, Inc.	(020)
The Whitney Collection	(020)
Willow-Tex, Inc.	(020, 050, 070)
Working Walls, Inc.	(050)
Zax, Inc.	(020, 070)

FILES

010-automated	
020—lateral	
030—mobile	
040-vertical	
010 Terticu	
Adanlock Office Environments	(020)
American Seating Co.	(020, 040)
Atlantic Furniture Systems	(020, 030, 040)
Baker Furniture	(020, 030, 040)
Bernhardt Contract	(020, (040)
Birum Corp.	(020, 040) (020)
Boling Co.	
Borroughs Mfg., Corp.	(020, 030)
CenterCore Inc.	(020)
(See advertisement on p. 39; Circl	e no. 24)
Certified Industrial Services, I	
	020, 030, 040)
Charlotte, Inc.	(020)
Charrette Corp.	
Colecraft Mfg. Co., Inc.	(020)
Complete Interior Svcs. of PG	H/NYC, Inc.
(CIS) (010,	020, 030, 040) (020, 030, 040)
Conwed Designscape	(020, 030, 040)
CorryHiebert Corp.	(020, 040)
Craftsman Office Furniture Co	
	(020, 030, 040)
	(020, 030, 040)
DO3 Systems, Inc.	(020)
Data-Mate, Inc.	(030, 040)
Decorative Firsts	(020)
Denver Design Center (010,	
Durham Mfg. Co. Inc.	(020, 040)
Engineered Data Prods., Inc. ((EDP) (020,
Engineereu Data rrous., me. ((040)
Executive Furniture, Inc.	(020, 030, 040)
Executive Office Concepts, Inc	c. (020, 030, 040)
12123	
FEI OFFICIE Damiliana IM	(030, 040)
	(020, 030, 040)
Geiger Intl., Inc.	(020, 040)
The Global Group	(030, 040)
	(020, 030, 040)
The HON Co.	(020, 030, 040)
Haller Systems, Inc.	(020, 030)
Harbor Universal, Inc.	(020, 030)
Harden Furn. Contract Div.	(020, 040)
(See advertisement on p. 25; Circl Haskell of Pittsburgh, Inc.	le no. 17)
Haskell of Pittsburgh, Inc.	
Haworth, Inc.	(020)
(See advertisement on p. 11; Circl	le no. 8)
Hesco by B Group	(020, 040)
High Point Furniture Inds., Inc	
	040)
Holland Industries, Inc.	(020)
Inline Systems	(030)
Invincible Metal Furniture	(020. 030,
	040)
Inwood Office Furniture	(020)
Jeter Systems Corp.	(010, 020, 030)
KI	(020, 030)
(See advertisement on p. 33; Circ	
Kaufman Contract	(020)
Lundia	(020, 030)
The Marvel Group, Inc.	(020, 030)
Mayline Co., Inc.	(020, 040)
Meridian, Inc.	(020, 030, 040)
MicroComputer Accessories,	Inc. (030)
Herman Miller, Inc.	(020, 030, 040)
Monteverdi-Young, Inc.	(020, 030, 040)
Montisa Office Furn.	(020, 030, 040)
montasa onico rana.	(020, 000, 040)

National Office Furniture Co. (020	0, 030, 040)
Norsons Inds., Inc.	(020, 040)
Novikoff	(020)
Nucraft Furniture Co.	(020)
OFS - Office Furniture By Styline	(020)
Office Specialty-Storwal (020	0, 030, 040)
Omni International, Inc.	(020, 030)
Panel Concepts, Inc.	(020, 030)
Persnickety Mfg. By Design Inc.	(020, 030,
	040)
Phoenix Designs, Inc.	(020)
Pipp Mobile Systems	(020, 030)
Polychromic Designs	(030)
Ouorum Office Furniture	(020, 030)
R-Way Furniture Co., Inc.	(020)
Remanufactured Business Furn.	(020, 040)
Richards-Wilcox	(030)
Sable Enterprises	(030, 040)
Safco Products	(040)
Signature Office Furniture, Inc.	(020, 030,
	040)
Sligh Furniture Co. (020	0, 030, 040)
Spacesaver Corp.	(020, 030)
(See advertisement on p. 6-7; Circle n	0. 6)
Springer-Penguin, Inc.	(020)
Stylex Business, Inc.	(040)
Systems Mfg. Corp.	(020)
The Thrasher Group, Inc.	(020, 030)
Trendway Corp.	(020, 030)
Voko U.S., Inc.	(020, 030)
Watson Furniture Systems	(020)
White Storage & Retrieval Sys.	(010, 020,
	(030)
Wolff Wire Corp.	(040)
	0, 030, 040)
Yemm & Hart (02)	0, 030, 040)

FLOORING

010-brick	
020—cork	
030—rubber	
040-stone	
050-terrazzo	
060—tile	
070-vinyl	
080-wood	
	010 050 000
Accents In Stone (010, 030,	
	070)
American Marazzi Tile, Inc.	(060)
Amsterdam Corp.	(060)
	030, 060, 070)
Angus-Stuart, Inc.	(080)
The Applied Radiant Energy Co	orp. (080)
Azrock Industries, Inc. (030, 060, 070)
W.R. Bonsal Co. (020, 040, 060)
Certified Industrial Services, In	nc. (060, 070)
Complete Interior Svcs. of PGF	I/NYC, Inc.
	020, 060, 070)
Congoleum Corp.	(070)
Continental Creative Sales, Inc	
Creative Edge	(040, 060)
	050, 060, 080)
Eggers Inds.	(080)
Endura Rubber Flooring	(030)
Flexco Co.	(030, 070)
Forbo Industries, Inc.	(020, 070)
Freudenberg Building Systems	
Fritz Chemical Co.	(050)
GMT Floor Tile, Inc.	(060)
Georgia Marble Co.	(040)
Gilford Wallcovering, Inc.	(060, 070)
	(040, 050, 060)
Harris-Tarkett, Inc.	(080)
Hastings Tile & Il Bagno Collec	
Hoboken Wood Floors (020.	
	080)
Interface Flooring Systems, In-	c. (060)
International Marble	(040)
lpocork, Ltd.	(020)
Johnsonite	(030)
Kentile Floors, Inc.	(060, 070)
Kentucky Millwork	(080)
Kristan Assoc.	
Latco Ceramic Tile	(060)
Laufen Intl.	(060)
Lonseal, Inc.	(070)
Mannington Ceramic Tile Co.	(060)
	(030, 060, 070)
Metropolitan Ceramics	(060)
Mondo Rubber Intl., Inc.	(030)
R.C. Musson Rubber Co.	(030, 070)
N.G. MUSSOII KUDDEI GO.	(000, 010)

Natl. Assn. of Display Inds.	
Northwest Home Furnishings	Mart (030,
	0, 050, 060, 070)
PermaGrain Products, Inc.	(040, 070, 080)
Petrafina, Inc.	(040)
The RCA Rubber Co.	(030)
Ro-Tile, Inc.	
Robbins Hardwood Flooring	(080)
Roppe Corp.	(030, 060)
See advertisement on p. 21; Cirr	cle no. 16)
San Francisco Mart	
Sincol of America, Inc.	(070)
Stark Carpet Corp.	(060, 070, 080)
Stoncera, Ltd.	(040)
Farkett, Inc.	(060, 070)
lepromark Intl., Inc.	(070)
foli International	(060, 070)
U.S. Ceramic Tile Co.	(060)
United Ceramic Tile	(040, 060)
/PI	(070)
See advertisement on p. 4; Circl	e no. 3)
Walker & Zanger, Inc.	(040, 050, 060)
Ward Architectural Products	
Wausau Tile, Inc.	(050, 060)
Zax, Inc.	(060)

FURNITURE Components

010-casters	
020-chair frames	
030-chair swivel/tilt/height mechan	isms
040-drawer pulls, knobs	
050—drawer glides, slides	
060—fiber board	
070—ganging hardware	
080-lacquers, varnishes	
090—paint	
100—particle board	
110—plastic laminates	
120—table bases	
130—upholstery materials	
140-wood, solid	
150—wood, veneers	
State of the second state of the	
Abet, Inc.	(110)
Accessories Intl. Inc.	(120)
Accuride	(050)
Acrymet Industries, Inc.	(040)
American Craftsmen, Inc.	(130)
Amtab Mfg. Co.	(120)
(See advertisement on p. 4; Circle no. 4)	10.10
Architectural Woodwork Institute	(040,
050, 070, 080, 110, 140	
Athol Mfg. Corp.	(130)
Avonite	(110)
BASF Corp.	(130)
(See advertisement on p. 27; Circle no. 18)	
B P C Industries	(120)
Balt	(010)
Banci S.p.A.	(020)
Berco Inds. (070	
BioFit Engineered Seating	(030)
Agnes Bourne, Inc. (010, 020, 120	
	, 150)
	, 130)
), 100)
Casella Lighting	(120)
Chairmasters, Inc.	(120)
W.A. Charnstrom Co.	
Chestnut Ridge Foam, Inc.	0.000
), 070)
Complete Interior Svcs. of PGH/NYC. It	IC.
(CIS) (010, 020, 030, 040, 050, 060	
080, 090, 100, 110, 120, 130, 140	
Continental Creative Sales, Inc.	(120)
Continental Engineering	(020)
Coral of Chicago	(130)
DFM/Dependable Furn. Mfg,	(130)
DUX Interiors, Inc.	(030)
Denver Design Center	(120)
Designer Imports Intl., Inc.	(020)
Domtar Decorative Panels, Inc. (100	
Daniel C. Duross, Ltd.	(130)
EST Co. (010, 03)	
Eagle Plywood & Door Mfrs., Inc.	(060
100, 110	
Eggers Inds.	(150)
Elvig Design, Inc.	(080)
Everglide Caster Corp. (010, 020	(130
Fabricut Contract	
Fantagraph	(130



ANNUAL DIRECTORY & BUYER'S GUIDE

Faull & Son	(030)
Faultless Caster Div.	(010, 030)
Fiberesin	(110)
Firesafe Products Corp.	(130)
Fixtures Furn.	(120)
(See advertisement on p. 31; Circle	e no. 20)
GenCorp Polymer Prods.	(130)
Global Specialty	(140, 150)
Gordon Mfg. Co.	(010, 030, 120)
Grant Hardware	(050)
Grosfillex Contract Furniture	(020, 120)
Gross Stabil Corp.	(010)
H.D.I.	(050)
Hafele America, Co. (010, 020,	030, 040, 050,
	070)
EE. Hale Mfg. Co.	(150)
Haydock Caster, Co.	(010)
Hickory Leather Co., Inc.	(020)
Hunt Contract Furniture	(120)
IPF Intl., Inc.	(020)
Indiana Cash Drawer Co.	
JDM - Juhasz Design & Mfg.	(020, 030)
Joerns Healthcare, Inc.	(040, 050, 120)
KI	(120)
(See advertisement on p. 33; Circle	e no. 21)
	(030, 040, 050)
Knape & Vogt Mfg., Co.	(050)
Korpine Div.	(100)
L&B Contract Industries	(120)
L.B. Plastics, Inc.	(040, 050)
Laminart, Inc.	(110, 150)
Leather-Link, Inc.	(130)
Leggett & Platt (010,	030, 120, 130)
Master Metal Works	(040, 070, 120)
Mepla, Inc.	(040, 050)
Missouri Oak Chair Co.	(120, 140)
Doug Mockett & Co. Inc.	(040, 120)
Nevamar Corp.	(110)
October Co., Inc.	(110)
October Co., Inc. Old Hickory Furniture Co. Inc.	(110) (020, 040, 120)
Old Hickory Furniture Co. Inc.	(020, 040, 120)
Old Hickory Furniture Co. Inc. On The Level Co., Inc.	(020, 040, 120) (010, 070)
Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs.	(020, 040, 120) (010, 070) (040)
Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Pfanstiel Hardware Co. Inc.	(020, 040, 120) (010, 070) (040) (040)
Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Pfanstiel Hardware Co. Inc. Plymoid Seating	(020, 040, 120) (010, 070) (040) (040) (120)
Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Pfanstiel Hardware Co. Inc. Plymold Seating Pompeii Furniture	(020, 040, 120) (010, 070) (040) (040) (120) (020, 120)
Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Pfanstiel Hardware Co. Inc. Plymold Seating Pompeti Furniture Reliance Upholstery Supply Co	(020, 040, 120) (010, 070) (040) (040) (120) (020, 120) Inc. (130)
Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Planstiel Hardware Co. Inc. Plymold Seating Pompeli Furniture Reliance Upholstery Supply Co Richmond Textiles, Inc.	(020, 040, 120) (010, 070) (040) (040) (120) (020, 120) ., Inc. (130) (130)
Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Planstiel Hardware Co. Inc. Plymold Seating Pompeli Furniture Reliance Upholstery Supply Co Richmond Textiles, Inc. Selby Furniture Hardware Co.,	(020, 040, 120) (010, 070) (040) (040) (120) (020, 120) (020, 120) (130) Inc. (010,
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Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Planstiel Hardware Co. Inc. Plymold Seating Pompeti Furniture Retiance Upholstery Supply Co Richmond Textiles, Inc. Selby Furniture Hardware Co., O30, Shafer Commercial Seating. In	(020, 040, 120) (010, 070) (040) (120) (020, 120) (020, 120) (130) Inc. (130) Inc. (010, 040, 050, 070) c. (010,
Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Pfanstiel Hardware Co. Inc. Plymold Seating Pompeil Furniture Reliance Upholstery Supply Co Richmond Textiles, Inc. Selby Furniture Hardware Co., 030, Shafer Commercial Seating. In 020, 030, 060,	(020, 040, 120) (010, 070) (040) (040) (120) (020, 120) (020, 120) (130) Inc. (010, 040, 050, 070) c. (010, 070, 100, 120)
Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Pfanstiel Hardware Co. Inc. Plymold Seating Pompeti Furniture Reliance Upholstery Supply Co Richmond Textiles, Inc. Selby Furniture Hardware Co., 030, Shafer Commercial Seating, In 020, 030, 060, Shepherd Products U.S. Inc.	(020, 040, 120) (010, 070) (040) (040) (120) (020, 120) (130) Inc. (130) Inc. (010, 040, 050, 070) c. (010, 070, 100, 120) (010, 030)
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Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Pfanstiel Hardware Co. Inc. Plymold Seating Pompeti Furniture Reliance Upholstery Supply Co Richmond Textiles, Inc. Selby Furniture Hardware Co., 030, Shafer Commercial Seating, Inc. O20, 030, 060, 060, Shepherd Products, Inc. Stafast Products, Inc. Stafast Products, Inc. Steeltech Electropainting, Inc. Superba Caster Corp. Suspa, Inc. Technichair Corp. Technichair Corp. Technichair Corp. Technichair Corp. Technichair Corp. Technichair Corp. Multi Technologies Vecta Csea advertisement on p. 111; Circ Veneer Products Ltd.	(020, 040, 120) (010, 070) (040) (040) (020, 120) (020, 120) (010, 010, 010) (010, 010, 010) (010, 030) (010, 030) (010) (030) (120, 140) (030) (120, 140) (040) (120, 140) (040) (120, 140) (040) (120, 140) (120, 140)
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Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Pfanstiel Hardware Co. Inc. Plymold Seating Pompeti Furniture Reliance Upholstery Supply Co Richmond Textiles, Inc. Selby Furniture Hardware Co., 030, Shafer Commercial Seating. In 020, 030, 060, Shepherd Products U.S. Inc. Stafast Products U.S. Inc. Stafast Products U.S. Inc. Steetlech Electropainting, Inc. Superba Caster Corp. Suspa, Inc. Technichair Corp. Techniques-in-Wood Technoic Corp. 3M Tuohy Furniture Corp. United Technologies Vecla Cise advertisement on p. 111; Circ Veneer Products Ltd. Versteel	(020, 040, 120) (010, 070) (040) (120) (020, 120) (020, 120) (020, 120) (010, 030) (010, 030) (070, 100, 120) (010, 030) (070) (010) (030) (030) (030) (030) (030) (130, 140, 150) (120, 140) (120) te no, 31) (140, 150) (120) te no, 31) (140, 150) (120) te no, 22)
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Old Hickory Furniture Co. Inc. On The Level Co., Inc. Paul Assocs. Pfanstiel Hardware Co. Inc. Plymold Seating Pompeti Furniture Reliance Upholstery Supply Co Richmond Textiles, Inc. Setby Furniture Hardware Co., 030, Shafer Commercial Seating. In 020, 030, 060, Shepherd Products U.S. Inc. Stafast Products U.S. Inc. Stafast Products U.S. Inc. Steetlech Electropainting, Inc. Superba Caster Corp. Suspa, Inc. Technichair Corp. Techniques-in-Wood Techtonic Corp. 3M Tuohy Furniture Corp. United Technologies Vecta Use advertisement on p. 111; Circ Veneer Products Ltd. Versteel Walker & Zanger, Inc. (010).	(020, 040, 120) (010, 070) (040) (040) (020, 120) (020, 120) (020, 120) (020, 120) (040, 050, 070) (c. (010, 070, 100, 120) (010, 030) (07
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HEALTH CARE

AC Graphics AGI Industries. Inc. Acrymet Industries. Inc. Adams Elevator Equipment Co. Addelphia Graphic Systems Adelphia Graphic Systems Adipustable Fixture Co. Advance Transformer Co. Advance Transformer Co. Alcan Building Products Allesating (See advertisement on p. 113; Circle no. 33) Alucobond Technologies. Inc.

Ambassador Carpets American Axminster Corp American Graftsmen, Inc American Marazzi Tile, Inc American of Martinsville American Seating Co American Society for Hospital Engineering Ametex/Robert Allen Contract Fabrics Amotek/LUSA, Inc. Amsterdam Corp. Amtab Mfg. Co. (See advertisement on p. 4; Circle no. 4) Amtico Flooring Div. Andersen Consulting (See advertisement on p. 13; Circle no. 10) APC0 (See advertisement on p. 112; Circle no. 32) Appleton Lamplighter Arc-Com Fabrics Architectural Supplements Architex Intl. Art Advisory Svcs., Inc Art Source Art Spectrum Artmark Fabrics Co., Inc. Atlantic Stairworks, Inc./Atlantic Intl., Inc. August, Inc Avenger Designs Avonite Azrock Industries, Inc. BASF Corp. (See advertisement on p. 27; Circle no. 18) BMK, Ltd Louis Baldinger & Sons Balt Bangor Cork Co., Inc Bannerworks, Inc. Ben Rose/Hendrick Textiles-Cortina Leathers Berco Inds. Bernhardt Contract Milton A. Bleier Corp. Bloomsburg Carpet Inds., Inc Bolta Wallcovering Boston Retail Products Boyd Lighting Co. Brandrud Furniture, Inc Brejtfus Business Environments Brewster Wallcovering Co. British Carpet Mfrs. Assoc. Ltd. Budd Looms, Inc. Bulldog Wallcovering C & A Contract Wallcoverings C.I. Designs Cadillac Graphics, Inc. Capaul Corp. Captive Sea Aquariums Carnegie Fabrics, Inc. Cervitor Kitchens, Inc. Chairmasters, Inc **Charleston Industries** Charlotte, Inc. Chatham Mfg., Inc. Chestnut Ridge Foam, Inc. **Columbus Coated Fabrics** Combeau Inds Complete Interior Sycs. of PGH/NYC, Inc. (CIS) Concept Fabrics, Inc. Condi Congoleum Corp. Continental Creative Sales, Inc. Control Bits Corp. Conwed Designscape Coral of Chicago Cornelius Architectural Prods., Inc. Corporate Sign Systems, Inc. Counterpoint Fabrics, Inc. Create-A-Bed, Inc Creative Seating Crestmark Intl. Crestwood Mfg. Inc Custom Laminations Inc. DFM/Dependable Furn. Mfg. DO3 Systems, Inc Peter Danko & Assocs., Inc Data One Inc. Dazor Mfg. Corp. Deco Gard Products. Inc. Denver Design Center

Design Tex Fabrics, Inc

Digital Techniques Inc

Design Trac. Inc

Devon Editions

Detex Corp.

Dor-O-Matie Douglass Industries, Inc Dow USA Dupont Co./Commercial Carpet Fibers Dupont Co. Antron(R) Nylon DuPont Co. DuPont Co./Teflon **Dwyer Products Corp** EMU Inc ERG Intl. Edgemold Corp. Eggers Inds Electrix, Inc. Elkhart Door, Inc. Environmental Graphics, Inc Essex Commercial Wallcovering Eurotex Inc. Executive Office Concepts, Inc. E.R. Systems Intl. Falcon Products, Inc. Fantagraph Faultless Caster Div. Firesafe Products Corp. Fixtures Furn. (See advertisement on p. 31; Circle no. 20) Flexco Co. Flexsteel Inds., Inc Forbo-Arborite, Inc. Forbo Industries, Inc. Forum Contract Carpet Frankel Assocs, Inc Freudenberg Building Systems, Inc. Fritz Chemical Co. Fuller Contract Accessories, Corp. FutureVision GF Office Furniture, Ltd. GE Lighting Gemini Furn. GenCorp Polymer Prods. Genon Wallcovering Gilford Wallcovering, Inc. Glaro, Inc. The Glidden Co. The Global Group Grahl Industries, Inc The Granitech Corp. Grant Hardware Gregson Furniture Inds Grey Watkins, Ltd. Grohe America, Inc. Group Four Furniture, Inc. HDI HLF Furniture, Inc Hafele America, Co. Robin Constable Hanson Harden Furn. Contract Div. (See advertisement on p. 25; Circle no. 17) Harris-Hub Co. Hickory Leather Co., Inc. Howe Furniture Corp. Hufcor, Inc. IPF Intl., Inc. **IPI** Targetti Illuminating Engineering Society of North America Inside Outfitters, Inc Interface Flooring Systems, Inc Intergraph Corp. Interior Systems, Inc Intermetro Inds. Corp. The Interna Collection, Ltd. Intersan Mfg., Co. Intrends Intl. Ipocork, Ltd. The Ironmonger. Inc. Adam James Textiles, Inc. Jasper Seating Co. Joerns Healthcare, Inc Johnson Controls, Inc. KCR Fabrics, Inc. (See advertisement on p. 33; Circle no. 21) Jodi Kanter, Custom Designs in Weaving Karastan Bigelow Karman Ltd. Architectural Signs Kentile Floors, Inc. Kewaunee Scientific Corp. Keynote Architectural Accessories, Inc. Kojo Koroseal Wallcoverings Kwik-Wall Co. L&B Contract Industries La-Z-Boy Contract Furniture Grp.

Laminart, Inc

Landscape Forms, Inc. (See advertisement on p. 40; Circle no. 25) Latco Ceramic Tile Lawrence Metal Products, Inc. (See advertisement on p. 16; Circle no. 11) Leather-Link, Inc. Ledalite Architectural Prods. Lettering Specialists, Inc Level Mfg. Co., Inc. Lighting Services, Inc. Litecontrol Lonseal, Inc. Lotus Carpets LouverDrape, Inc. Lumex, Inc Lundia Luxo Lamp Corp. MDC Wallcoverings MPC, Inc. Maharam/Vertical Surfaces Mannington Commercial Carpets Mantles & Mouldings Marcus Inds. Masland Carpets, Inc. The Maya Romanoff Corp. Metalux Lighting Metropolitan Ceramics Metropolitan Furniture Corp. Mill Business Furniture, Inc. Herman Miller, Inc Doug Mockett & Co. Inc. Modern Contract Furniture, Inc. ModuForm, Inc Mohawk Commercial Carpet Monsanto (See advertisement on p. 72; Circle no. 26) Thos. Moser Cabinetmakers NM Industries Natl. Fire Protection Assn. Neo-Ray Lighting Prods., Inc. Nessen Lighting, Inc Neudorfer, Inc Nevamar Corp. Nishiyama Corp. of America, Inc. (See advertisement on p. 18; Circle no. 13) Norix Group, Inc Norton Inds., Inc Old Hickory Furniture Co. Inc On The Level Co., Inc PS Decor P/Kaufmann Contract Pallas Textiles Packard Inds., Inc. Parisi Bompadre, Inc. Patcraft Mills Peerless Lighting Corp. Peter Pepper Products, Inc. PermaGrain Products, Inc. Persnickety Mfg. By Design Inc Philadelphia Enameling Works, Inc. Philips Lighting Co. Photographic Specialties, Inc Pipp Mobile Systems Pittsburgh Corning Corp. Planter Technology Playscapes Children's Environments Porter Carpet Mills, Inc Primescape Products Protocol Furniture **RPI** Design The Radix Corp Redco Mfg. Remanufactured Business Furn. **Richards-Wilcox** Richmond Carpet Mill, Inc. Rudd Industries, Inc. SPI Lighting, Inc Samsonite Furniture Co. Scott Machine Development Corp. Seabrook Wallcoverings, Inc. Seagrave Coatings Corp. Serta, Inc. Serta Mattress Co. Shafer Commercial Seating, Inc Shelby Williams Inds., Inc. (See advertisement on p. 109; Circle no. 30) Siebe Environmental Controls Signets, Inc. Signtex, Inc. Sincol of America, Inc The Slidex Corp. Smith System Mfg. Co.

Lanark Vinyl Wallcovering



ANNUAL DIRECTORY & BUYER'S GUIDE

Spacesaver Corp. (See advertisement on p. 6-7; Circle no. 6) Spandex USA Spanjer Brothers Spradling International, Inc. (See advertisement on cover 2, 1; Circle no. 1) Springs Window Fashions Division, Inc. Sunbelt Decor, Inc. Sunbelt Precision Cabinetry Sunbilt Solar Products by Sussman, Inc. Sunburst Intl. Sunwall of America Swivelier Co., Inc. Sylvan Designs SynFin Inds., a TSG Co. Synthetic Finishings, a TSG Co. System 2/90, Inc. Tarkett, Inc. Taylor Textiles, Inc. **Technical Glass Products** Techtonic Corp. Thayer Coggin Institutional, Inc. This End Up Furn. Co. Thonet Industries 3G Mermet Corp. Tiles, Inc. Toli International Toltec Fabrics, Inc. Tower Vinyl Wallcovering Triarch Inds., Inc. Tropitone Furniture Co., Inc. Tuohy Furniture Corp. U.S. Axminster, Inc. USG Interiors, Inc. Unistrut Space Frame Systems, Inc. United Marketing, Inc. United Technologies Unitex Inds. Inc. Upholstery Modes, Inc. VPI (See advertisement on p. 4; Circle no. 3) Vecta (See advertisement on p. 111; Circle no. 31) Visa Lighting Corp. (See advertisement on p. 19; Circle no. 14) Von Schrader Vycon Contract Wallcovering W W Graphics Wall Fashion, Inc. Ward Architectural Products Wausau Tile, Inc. Weatherend Estate Furniture Westin-Nielsen Corp. (See advertisement on p. 9; Circle no. 7) Westnofa Contract White Storage & Retrieval Sys. Whitecrest Carpet Wieland Furniture Co. Willow-Tex, Inc. Winn Art Group The Wiremold Co. Wolf-Gordon, Inc. Wolff Wire Corp. S.R. Wood, Inc. Working Walls, Inc. Wyandot Seating Div.

HOSPITALITY

Aaron Brothers Corporate Art Div. Abolite Lighting, Inc. Accents In Stone Accessories Intl. Inc. Acrymet Industries, Inc. Adelphia Graphic Systems Advance Transformer Co. Allied-Signal Fibers (See advertisement on p. 107; Circle no. 29) Allseating (See advertisement on p. 113; Circle no. 33) Alucobond Technologies, Inc. Ambassador Carpets American Axminster Corp American Craftsmen, Inc. American Marazzi Tile, Inc American of Martinsville Ametex/Robert Allen Contract Fabrics Amsterdam Corp. Amtab Mfg. Co. (See advertisement on p. 4; Circle no. 4) APCO (See advertisement on p. 112; Circle no. 32)

Appleton Lamplighter Arc-Com Fabrics Architectural Supplements Architex Intl. Arconas Corp. Art Advisory Svcs., Inc. Art People, Inc. Art Source Art Spectrum Atlantic Stairworks, Inc./Atlantic Intl., Inc. Avanart, Inc. Avenger Designs Avonite BASF Corp. (See advertisement on p. 27; Circle no. 18) BMK, Ltd. Baker Furniture Louis Baldinger & Sons Banci S.p.A. Bannerworks, Inc. Barlow Tyrie, Ltd. Charles Barone, Inc. The Barrit Corp. Basta Sole Umbrellas Gretchen Bellinger, Inc. Ben Rose/Hendrick Textiles-Cortina Leathers Berco Inds. Bergamo Fabrics, Inc. Bernhardt Contract Milton A. Bleier Corp. Mort L. Bloom Design Bloomsburg Carpet Inds., Inc. Bolta Wallcovering Boston Retail Products Agnes Bourne, Inc. Boyd Lighting Co. Brejtfus Business Environments Brewster Wallcovering Co. British Carpet Mfrs. Assoc. Ltd. Budd Looms, Inc. Bulldog Wallcovering C & A Contract Wallcoverings C.I. Designs Cadillac Graphics, Inc. Callaway Carpets & Rugs Capaul Corp. Capitol Lighting Products Corp. Captive Sea Aquariums Carnegie Fabrics, Inc. Casella Lighting Cervitor Kitchens, Inc. Chaircraft, Inc Chairmasters, Inc. Charlotte, Inc. Chatham Mfg., Inc Chestnut Ridge Foam, Inc. Classic Illuminations Classico, Ltd. Colortran, Inc Columbus Coated Fabrics Combeau Inds. Commtex Wallcoverings Complete Interior Svcs. of PGH/NYC, Inc. (CIS) Conde House Condi Conrad Imports, Inc. Continental Creative Sales, Inc. Conwed Designscape Copperworks Coral of Chicago Cornelius Architectural Prods., Inc. Corporate Sign Systems, Inc. Councill Counterpoint Fabrics, Inc. Greate-A-Bed, Inc. Creative Seating Crestmark Intl. Custom Laminations Inc. Custom Looms Rug Mills, Inc. Custom Resource Inc. DO3 Systems, Inc. DUX Interiors, Inc. Peter Danko & Assocs., Inc. Deco Gard Products, Inc. Denver Design Center Design Tex Fabrics, Inc. Design Trac, Inc. Designer Imports Intl., Inc. Detex Corp. Devon Editions **D'Lights**

Douglass Industries, Inc.

Dow USA DuPont Co./Commercial Carpet Fibers DuPont Co. Antron[®] Nylon DuPont Co. DuPont Co./Teflon Durkan Patterned Carpet (See advertisement on p. 37; Circle no. 23) Dwyer Products Corp. EMU Inc ERG Intl. Elkhart Door, Inc. Environmental Graphics, Inc. Essex Commercial Wallcovering Eurotex Inc. Executive Office Concepts, Inc. E R. Systems Intl. Fabricut Contract Falcon Products, Inc. Fantagraph Murray Feiss Corp. Firesafe Products Corp. Fixtures Furn. (See advertisement on p. 31; Circle no. 20) Flexco Co. Flexsteel Inds., Inc. Flute, Inc. Forbo-Arborite, Inc Forbo Industries, Inc. Forum Contract Carpet Frankel Assocs, Inc. Freudenberg Building Systems, Inc. Fritz Chemical Co. FutureVision Gasser Chair Co., Inc. GE Lighting Gemini Furn. GenCorp Polymer Prods. Genon Wallcovering Georgian Art Lighting Designs, Inc. Gilford Wallcovering, Inc. Glaro, Inc. Glassform Duraform Glasspec Corp. The Glidden Co. The Global Group The Granitech Corp Grant Hardware Gregson Furniture Inds. Grey Watkins, Ltd. Grohe America, Inc Grosfillex Contract Furniture Group Four Furniture, Inc. Gulden Gallery Investment Replicas H.D.I. Hafele America, Co. Robin Constable Hanson Harbour House Bar Crafting Harden Harden Furn. Contract Div. (See advertisement on p. 25; Circle no. 17) Hardrox, Inc. Harris-Hub Co. Headway Trade Fairs, Ltd. Hickory Furniture Mart Hickory Leather Co., Inc. Howe Furniture Corp. Hufcor, Inc. Hunt Contract Furniture IPF Intl., Inc. **IPI** Targetti Illuminating Engineering Society of North America Innovations in Wallcoverings, Inc. Inside Outfitters, Inc. Interface Flooring Systems, Inc. Intergraph Corp. Intermetro Inds. Corp. The Interna Collection, Ltd. International Marble Intrends Intl. The Ironmonger, Inc. Italian Trade Commission JDM - Juhasz Design & Mfg. J.H. Lighting & Brass Works Inc. Jacuzzi Whirlpool Bath Adam James Textiles, Inc. Jasper Desk Co. Jasper Seating Co. Jayden, Inc. Juno Lighting, Inc. (See advertisement on p. 33; Circle no. 21)

Kallista Inc.

Jodi Kanter, Custom Designs in Weaving Karastan Bigelow Karman Ltd, Architectural Signs Kenlin Enterprises Kentile Floors, Inc. Kentucky Millwork Keynote Architectural Accessories, Inc. Kimball International (See advertisement on p. 14-15) Kojo Koroseal Wallcoverings Kraft Hardware Kwik-Wall Co. L&B Contract Industries La Lune Collection La-Z-Boy Contract Furniture Grp. LaCor Wicker Laminart, Inc. Lanark Vinyl Wallcovering Landscape Forms, Inc. (See advertisement on p. 40; Circle no. 25) Latco Ceramic Tile Lavi Industries Lavience Metal Products, Inc. (See advertisement on p. 16; Circle no. 11) Leather-Link, Inc. Lettering Specialists, Inc. Level Mfg. Co., Inc. Lighting Services, Inc. Lightworks Litelab Corp. Lotus Carpets LouverDrape, Inc Luzzi Unlimited Inc. MDC Wallcoverings MPC, Inc. MTS Seating Macro Electronics Corp. Maharam/Vertical Surfaces Manheim-Weitz Mantles & Mouldings Marcus Inds. Masland Carpets, Inc. Master Metal Works Matel Mfg., Inc. The Maya Romanoff Corp. The Merchandise Mart Metalux Lighting Metropolitan Ceramics Metropolitan Furniture Corp. Michael O Midwest Custom Brass Mill Business Furniture, Inc. Patrick Mitchell Corp. Doug Mockett & Co. Inc. Modern Contract Furniture, Inc. Mohawk Commercial Carpet Monel Contract Furniture, Inc. Monsanto (See advertisement on p. 72; Circle no. 26) Multiworld Lighting Naco Fabrics Natl, Fire Protection Assn. Neo-Ray Lighting Prods., Inc. Neon Americana Neudorfer, Inc. Nevamar Corp. Nishiyama Corp. of America, Inc. (See advertisement on p. 18; Circle no. 13) Northwest Home Furnishings Mart Ohline Corp. Old Hickory Furniture Co. Inc. On The Level Co., Inc PS Decor P/Kaufmann Contract Pacific Carpet Mills Corp. Pallas Textiles Parisi Bompadre, Inc. Patcraft Mills Paul Assocs. Peter Pepper Products, Inc. PermaGrain Products, Inc. Philadelphia Enameling Works, Inc. Philips Lighting Co. Photographic Specialties, Inc. Pittsburgh Corning Corp. Planter Technology Playscapes Children's Environments Plymold Seating Pompeii Furniture Porter Carpet Mills, Inc.

Prairie Fish

Primescape Products

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Prismatique Designs, Ltd. Progress Lighting RAF Associates, Inc. R-Way Furniture Co., Inc. Redco Mfg. Richmond Carpet Mill, Inc. Richmond Textiles, Inc. Rockland Mills, Inc. Rodolph, Inc. SPI Lighting, Inc STAMP Contract & Leisure Seating, Inc. Samsonite Furniture Co. Schneider Banks **FS.** Contract Scott Machine Development Corp. Seabrook Wallcoverings, Inc. Seagrave Coatings Corp. Sellers & Josephson Serta, Inc Serta Mattress Co. Shafer Commercial Seating, Inc. Shelby Williams Inds., Inc. (See advertisement on p. 109; Circle no. 30) Ship'N Out Co. Siebe Environmental Controls Signets, Inc. Siltron Illumination, Inc. Sincol of America, Inc. Sonex Acoustical Products Spradling International, Inc. (See advertisement on cover 2, 1; Circle no. 1) Springs Inds. Springs Window Fashions Division, Inc. Starfire Lighting, Inc. Stark Carpet Corp. Statesville Chair Co. Stoncera, Ltd. Sunbilt Solar Products by Sussman, Inc. Sunburst Intl. Sylvan Designs SynFin Inds., a TSG Co. Synthetic Finishings, a TSG Co. System 2/90, Inc. Tapestries, Ltd. Taylor Textiles, Inc. Technical Glass Products Techtonic Corp. Thayer Coggin Institutional, Inc. 3G Mermet Corp. 3M Tiles, Inc. Toli International Toltec Fabrics, Inc. Tower Vinyl Wallcovering Triarch Inds., Inc. TrimbleHouse Corp. Tropitone Furniture Co., Inc. U.S. Axminster, Inc. USG Interiors, Inc. U.S. Vinyl & Carpet Mfg. Corp. Unistrut Space Frame Systems, Inc. United Technologies Unitex Inds. Inc Upholstery Modes, Inc. VPI (See advertisement on p. 4; Circle no. 3) Valley View Specialties Co. Visa Lighting Corp.

(See advertisement on p. 19; Circle no. 14) Vista Mfg., Inc. Von Schrader Vycon Contract Wallcovering WW Graphics Walker & Zanger, Inc. Wall Fabrics, Inc. Wall Fashion, Inc. Ward Architectural Products Wansan Tile, Inc. Weatherend Estate Furniture West Coast Inds. Westin-Nielsen Corp (See advertisement on p. 9; Circle no. 7) Westnofa Contract Whitecrest Carpet The Whitney Collection Willamette Inds., Inc. Willow-Tex Inc. Winn Art Group Winona Lighting Winona Mfg. Wolf-Gordon, Inc. Wood Artisans

JANUARY 1993

S.R. Wood, Inc.

(See advertisement on p. 20; Circle no. 32)

Wyandot Seating Div. Xebron Corp. Zax, Inc. Zip-Jack Inds., Ltd.

KITCHEN AND BATH

010-bath hardware
020-bathtubs
030-dishwashers
040—faucet sets
050-kitchen hardware
060—refrigerators
070—shower enclosures
080—sinks
090-stoves, ovens, cook tops
100-washing machines, dryers
e e e e e e e e e e e e e e e e e e e
Accents In Stone (010, 020, 030, 040, 050,
060, 070, 080, 090, 100)
Acrymet Industries, Inc. (010)
Avonite (070)
Cervitor Kitchens, Inc. (060, 080, 090)
Dimensional Plastics Corp. (070)
Dwyer Products Corp. (060, 090)
Grant Hardware (050)
Grohe America, Inc. (040)
Harden (010, 040)
Hastings Tile & Il Bagno Collection (010.
020, 030, 040, 050, 060, 070, 080,
090,100)
The Interna Collection, Ltd. (010)
Intersan Mfg., Co. (040, 070, 080)
The Ironmonger, Inc. (010)
Jacuzzi Whirlpool Bath (010, 020, 040, 070)
Kallista, Inc. (020, 040, 070, 080)
King Refrigerator Corp. (030, 060, 080, 090)
Knape & Vogt Mfg., Co. (050)
Kohler Co. (020, 040, 070, 080)

(010, 020, 040, 050, 070, Kraft Hardware 080) Kristan Assoc. Kroin, Inc. (010, 040, 050, 080) Marvel Inds. (060)Mepla, Inc. (050)(010, 040, 050, 070, 080) Paul Assocs Pfanstiel Hardware Co. Inc. (010.050) Pittsburgh Corning Corp. (070) Porcher, Ltd. (010, 020, 040, 050, 080) San Francisco Mart Springer-Penguin, Inc. (060)Tubular Specialties Mfg., Inc. United Ceramic Tile (020 (010)(020, 040, 070, 080)

LIGHTING AND LIGHTING Components

010-ballasts

020-chandeliers, pendant lamps 030-controls 040-desk, floor, table lamps 050—high-intensity diffusion bulbs 060—incandescent bulbs 070-fluorescent tubes 080-recessed fluorescent fixtures 090-recessed incandescent fixtures 100-track lighting, spot lighting 110-wall sconces Abolite Lighting. Inc. (020, 050, 090, 110) Accessories Intl. Inc. Adjustable Fixture Co. (020, 040, 110) (040) Advance Transformer Co. (010) American Louver Co. (080)Appleton Lamplighter (020, 110) Art Directions, Inc. (020, 110, Art Directions, Inc. (010, 020, 030, 040, 050, Artemide, Inc. (010, 020, 030, 040, 050, Artemide, Inc. (010, 020, 030, 040, 000, 100, 110) 060, 070, 080, 090, 100, 110) (110) B P C Industries Louis Baldinger & Sons (110) (020, 110) Banci S.p.A. Mort L. Bloom Design (020, 040, 110) (020, 040, 110) Bodine Co. (010. 070) Boston Retail Products (020, 100) (040, 100, 110) Agnes Bourne, Inc. Boyd Lighting Co. (020, 040, 110) Camplas Inds., Inc Capitol Lighting Products Corp. (010, 060, 070)

Capri Lighting (080, 090, 100) **Casella Lighting** (020, 040, 110) Classic Illuminations (020, 110)Colortran, Inc. (030) Columbia Lighting (080, 110)Complete Interior Svcs. of PGH/NYC, Inc. (CIS) Con-Tech Lighting (090, 100)Continental Lighting Services, Inc. (010. 030, 050, 060, 070, 080, 090, 100) Contract Lighting System (020, 040, 110) Copperworks (110)Cornelius Architectural Prods. (080, 090, 110) Creative Edge (110) Dansk Lights Inc. (020, 040, 110) Dazor Mfg. Corp. (040) Denver Design Center (020, 040, 080, 090, 100, 110) DiBianco Lighting (020, 040, 090, 100, 110) (020, 040, 110) D'Lights Edison Price Lighting (090, 100)Electri-Cable Assembly., Inc. (ECA) (040) Electrix, Inc. (040, 100, 110) Elliptipar, inc. (020, 040, 080, 090, 100, 110) Murgay Boiss Com Murray Feiss Corp. (020, 040, 080, 090, 100, 110) (020, 040, 100, 110) Flos, Inc. Flute, Inc. Fredrick Ramond, Inc. (040, 110) (020, 040, 090, 110) French Reflections, Inc. GE Lighting (010, 020, 000, 000, 010) Georgian Art Lighting Designs (020, 110) (090, 100, 110) Haworth, Inc. (040)(See advertisement on p. 11; Circle no. 8) Hubbell Inc. (030)(080, 090, 100) Hubbell Lighting **IPI** Targetti (020, 040, 090, 110) Ideation. Inc. (080)Illuminating Engineering Society of North America The Interna Collection, Ltd. (020, 040)Italian Trade Commission J.H. Lighting & Brass Works Inc. (020. 040, 110) (080, 090, 100) Juno Lighting, Inc. Keynote Architectural Accessories, Inc. (080, 090, 110) Ledalite Architectural Prods. (070)Lighting Bug, Ltd. Lighting Services, Inc. (030, 040, 090, 100) Lightworks (020, 110) Litecontrol Litelab Corp. (010, 030, 100) LiteTouch, Inc. (030)(010, 030) Lutron Electronics (020, 040, 110) Luxo Lamp Corp. Macro Electronics Corp. (010, 030) Metalux Lighting Miami Intl. Merchandise Mart (080)(040)Michael O (040, 110) Motorola Lighting, Inc. (010)Multiworld Lighting (020, 040, 090, 100, 110)Natl. Assn. of Display Inds. Natl. Specialty Lighting Neo-Ray Lighting Prods., Inc. (020, 070, 080) Neon Americana (110)(020, 040, 110) Nessen Lighting, Inc. Nicdermaier Design (020, Northwest Home Furnishings Mart (020, 040, 110) (020. 040, 050, 110) Norton Inds., Inc. (110)Novitas, Inc. Palazzetti, Inc. (040, 110) Paul Assocs. (020, 040, 110) Peerless Lighting Corp. (020, 110)Philips Lighting Co. (060, 070)Prairie Fish (040, 110) PreFinish Metals Pritchett Wilson Group Inc. (040) (020, 080, 100, 110) Progress Lighting Quorum Inti. (020) (040, 090, 100, 110) (020, 110) Roxter Corp. SPI Lighting, Inc. Sentinel Lighting (100, 110)Siltron Illumination, Inc. Spacemaster Lighting (030, 040)Spaulding Lighting, Inc. (110) Starfire Lighting, Inc. (020, 080, 090, 100, 110) (020, 090, 100) Swivelier Co., Inc. Sylvan Designs (020, 030, 060, 090, 100) Tech Lighting (020, 100, 110)Tec nolite. Inc

ade Comm. of Spain (0	020, 040, 080,	
	100, 110)	
imbleHouse Corp.	(020, 110)	
ited Lighting & Ceiling Corp.	(080)	
nguard Studios, Inc.	(040)	
sa Lighting Corp. (020, 040,	, 080, 090, 110)	
ee advertisement on p. 19; Circle	no. 14)	
sta Mfg., Inc.		
	030, 040, 070)	
e Wicker Works	(040)	
nona Lighting	(020, 110)	
imtobel Lighting, Inc. (040,	080, 090, 110)	

OFFICE AGI Industries. Inc.

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Accessories Intl. Inc. Accuride Acoustical Partitions Corp. Acoustical Wall Systems Acrymet Industries, Inc. Adams Elevator Equipment Co. Adamlock Office Environments Adelphia Graphic Systems Advance Transformer Co. Agati, Inc. Alcan Building Products Alcan Building Products All-Systems, Inc. Allied-Signal Fibers (See advertisement on p. 107; Circle no. 29) Allseating (See advertisement on p. 113; Circle no. 33) Allyn Bank Equipment Co. Alucobond Technologies, Inc. American Axminster Corp. American Louver Co. American Marazzi Tile, Inc. American Seating Co. Ametex/Robert Allen Contract Fabrics Amotek/LUSA, Inc. Amtico Flooring Div. Anderson Hickey Co. Anthro Corp. APCO (See advertisement on p. 112; Circle no. 32) Appleton Lamplighter Arc-Com Fabrics Architectural Supplements Architectural Woodwork Institute Architex Intl. Arconas Corp. Art Advisory Svcs., Inc. Art People, Inc. Art Source Artmark Fabrics Co., Inc. Atelier Int., Ltd. Atlantic Furniture Systems Atlantic Stairworks, Inc./Atlantic Intl., Inc. August, Inc. Avenger Designs Avonite AXSYS Modular Office Systems Azrock Industries, Inc. BASF Corp. (See advertisement on p. 27; Circle no. 18) BMK, Ltd. **BPC** Industries BPI Inc. (See advertisement on p. 17; Circle no. 12) **Baker Furniture** Louis Baldinger & Sons Balt Bangor Cork Co., Inc. Bannerworks. Inc. Barlow Tyrie, Ltd. Barmaid The Barrit Corp. Ben Rose/Hendrick Textiles-Cortina Leathers Berco Inds. Bergamo Fabrics, Inc. Bernhard Woodwork Ltd. Bernhardt Contract Bevis Custom Furn., Inc. Milton A. Bleier Corp, Bloomsburg Carpet Inds., Inc. Boling Co. Bolta Wallcovering Borroughs Mfg., Corp. **Boston Retail Products** Agnes Bourne, Inc. Boyd Lighting Co. Brandrud Furniture, Inc.



ANNUAL DIRECTORY & BUYER'S GUIDE

Brayton Intl. **Brejtfus Business Environments** Brewster Corp. Brewster Wallcovering Co. Bright Chair Co. British Carpet Mfrs, Assoc. Ltd. Brueton Industries Budd Looms, Inc. Bulldog Wallcovering John Burch Co. Business Svc. Mktg. Intl. C & A Contract Wallcoverings CCN Intl. CEO C.I. Designs C-TEC, INC. Cadillac Graphics, Inc Cano Corp. CAP/Sweet's Electronic Publishing Capaul Corp. Capitol Lighting Products Corp. Captive Sea Aquariums Carnegie Fabrics, Inc. Jack Cartwright, Inc. **Casella** Lighting CenterCore Inc. (See advertisement on p. 39; Circle no. 24) Certified Industrial Services, Inc Cervitor Kitchens, Inc. Guy Chaddock & Co. Chaircraft, Inc Chairmasters, Inc. Charrette Corp Charvoz Chatham Mfg., Inc. Chestnut Ridge Foam, Inc. **Chromcraft Furniture** Claridge Products & Equipment, Inc. Classic Illuminations Colecraft Mfg. Co., Inc. **Columbus Coated Fabrics** Combeau Inds. Comforto, Inc., a Haworth Portfolio Co. **Commercial Business Systems** Commtex Wallcoverings Complete Interior Svcs. of PGH/NYC, Inc. (CIS) Concept Fabrics, Inc. Condi Congoleum Corp. Conrad Imports, Inc **Continental Engineering Conwed** Designscape Coral of Chicago Corel Corporate Seating Inc. Cornelius Architectural Prods., Inc. Corporate Acoustic Systems, Ltd. Corporate Sign Systems, Inc. CorryHiebert Corp. Councill Craftsman Office Furniture Co. Creative Dimensions Co Crestwood Mfg. Inc. Custom Laminations Inc Custom Looms Rug Mills, Inc. Custom Resource Inc DFM/Dependable Furn. Mfg. DO3 Systems, Inc DUX Interiors, Inc Da-Lite Screen Co., Inc. Peter Danko & Assocs., Inc. Dar/Ran Furniture Inds. Data One Inc. Datus Industries, Inc Davis Furniture Inds. Inc. Dayson Dazor Mfg. Corp **Decorative Firsts** Denver Design Center Design Resource Group, Inc Desk Pro, Inc. Detex Corp. Devon Editions Digital Techniques Inc Domtar Decorative Panels, Inc Donghia Furniture/Textiles Douglass Industries, Inc. Dow USA Dupont Co./Commercial Carpet Fibers Dupont Co. Antron(R) Nylon DuPont Co. DuPont Co./Teflon

Dwyer Products Corp. EMU Inc ERG Intl. ESSI Accoustical Prod. Co. Eagle Plywood & Door Mfrs., Inc. EckAdams Co. (See advertisement on cover 3; Circle no. 35) Edgemold Corp. Edison Price Lighting Eggers Inds Electri-Cable Assembly., Inc.(ECA) Electrix, Inc. Elkhart Door, Inc. Elliptipar, inc. Engineered Data Prods., Inc. (EDP) Environmental Graphics, Inc. Ergo Systems, Inc Essex Commercial Wallcovering Eurotex Inc Evans Consols, Inc. Everglide Caster Corp Executive Furniture, Inc. Executive Office Concepts, Inc. Executive Suite Furniture, Inc. FEI E R. Systems Intl. Falcon Products, Inc. Fantagraph Faultless Caster Div Firesafe Products Corp. Fixtures Furn. (See advertisement on p. 31; Circle no. 20) Flexco Co Flos, Inc. Flute, Inc Forbo-Arborite, Inc. Forbo Industries, Inc Forum Contract Carpet Frankel Assocs, Inc. Fraser Contract Furniture, Inc. Freudenberg Building Systems, Inc. Froelich Leather Craft Co., Inc. Fuller Contract Accessories, Corp. FutureVision GF Office Furniture, Ltd. Gatehouse Furniture Studios **GE** Lighting Geiger Intl., Inc. Gemini Furn. GenCorp Polymer Prods. Genon Wallcovering Gilford Wallcovering, Inc. Girsberger Industries Glaro, Inc. **Glassform** Duraform The Glidden Co. The Global Group Grahl Industries, Inc The Granitech Corp. Grant Hardware Gregson Furniture Inds. Grey Watkins, Ltd. Guiden Gallery Investment Replicas The Gunlocke Co. HAG Inc. H.D.I. HLF Furniture, Inc. The HON Co. Hafele America, Co. Haller Systems, Inc. Robin Constable Hanson Harbor Universal, Inc. Harbor Universal, Inc Harden Furn. Contract Div. (See advertisement on p. 25; Circle no. 17) Hardrox, Inc. Hardwood Visuals Harter Group Harvard Interiors Mfg. Co. (See advertisement on p. 103; Circle no. 27) Haskell of Pittsburgh, Inc Headway Trade Fairs, Ltd. Helikon Furniture Co., Inc. Hesco by B Group Hickory Furniture Mart Hickory Leather Co., Inc. High Point Furniture Inds., Inc Holland Industries, Inc. Homestead Inds., Inc. Howe Furniture Corp. Hufcor, Inc. Hunt Mfg. Co. IPF Intl., Inc.

IPI Targetti ISE (Intl. Source of Ergonomics) Illuminating Engineering Society of North America Innovations in Wallcoverings, Inc. Inside Outfitters, Inc. Interface Flooring Systems, Inc. Intergraph Corp. Interior Acoustics Interior Showplace, Ltd. Intermetro Inds. Corp. The Interna Collection, Ltd. Intersan Mfg., Co. Intrends Intl. Intrex Corp. Invincible Metal Furniture Invironments Office Systems Inwood Office Furniture Inocork, Ltd. The Ironmonger, Inc Italian Trade Commission J.H. Lighting & Brass Works Inc. Adam James Textiles, Inc. Jasper Desk Co. Jasper Seating Co. Jayden, Inc. Jofco, Inc. Johnson Controls, Inc. Juno Lighting, Inc. KCR Fabrics, Inc. KI (See advertisement on p. 33; Circle no. 21) Jodi Kanter, Custom Designs in Weaving Karastan Bigelow Karman Ltd. Architectural Signs Kaufman Contract Kenlin Enterprises Kentile Floors, Inc. Kentucky Millwork Keynote Architectural Accessories, Inc. Kimball International (See advertisement on p. 14-15) Knape & Vogt Mfg., Co. The Knoll Group Koroseal Wallcoverings Kristan Assoc. Kroin, Inc. Kron U.S.A Kwik-Wall Co. L&B Contract Industries La-Z-Boy Contract Furniture Grp. Laminart, Inc. Lanark Vinyt Wallcovering Landscape Forms, Inc. (See advertisement on p. 40; Circle no. 25) Latco Ceramic Tile Lawrence Metal Products, Inc. (See advertisement on p. 16; Circle no. 11) Leather-Link, Inc. Ledalite Architectural Prods Lettering Specialists, Inc. Lighting Services, Inc. Lightworks Litecontrol Litelab Corp. Lotus Carpets LouverDrape, Inc. Lundia Lutron Electronics Luxo Lamp Corp. Luzzi Unlimited Inc J.M. Lynne Co. M&M Engraving, Inc. MDC Wallcoverings MPC. Inc. Magna Design, Inc. Maharam/Vertical Surfaces Major Partitions, Inc. Manheim-Weitz Manley Holding Co. Mannington Commercial Carpets Mantles & Mouldings Marcus Inds. Marsh Chalkboard Co. The Marvel Group, Inc. Masland Carpets, Inc. Master Metal Works Matel Mfg., Inc. The Maya Romanoff Corp. Mayline Co., Inc. McDonald Prods. Corp. Meridian, Inc Metalsmiths Co., Ltd.

Metropolitan Ceramics Metropolitan Furniture Corp. Michael O MicroComputer Accessories, Inc. Midwest Custom Brass Mill Business Furniture, Inc Herman Miller, Inc. Patrick Mitchell Corp Doug Mockett & Co. Inc. Mode Corp. Modernfold, Inc. Mohawk Commercial Carpet Monel Contract Furniture, Inc. Monsanto (See advertisement on p. 72; Circle no. 26) Monteverdi-Young, Inc. Montisa Office Furn. Thos. Moser Cabinetmakers Motorola Lighting, Inc. Mueller, a Haworth Portfolio Co. Multiworld Lighting Mutoh America, Inc Natl, Fire Protection Assn. Nello Wall Systems Neo-Ray Lighting Prods., Inc. Nessen Lighting, Inc Nestler Neudorfer, Inc. Neutral Posture Ergonomics Nevers Industries Niedermaier Design Nienkamper Nienkamper Nishiyama Corp. of America, Inc. (See advertisement on p. 18; Circle no. 13) Norsons Inds., Inc. Northwest Home Furnishings Mart Norton Inds., Inc. Nova Office Furniture, Inc. Novikoff Nucraft Furniture Co. OFS - Office Furniture By Styline OSI O'Brien Partition Co., Inc. Office Master, Inc. Office Specialty-Storwal Omni International, Inc. PPG Inds PS Decor Packard Inds., Inc. Pallas Textiles Panduit Panel Concepts, Inc. Paoli, Inc. (See advertisement on cover 4; Circle no. 36) Parisi Bompadre, Inc. Patcraft Mills Paul Assocs. Peerless Lighting Corp. Peter Pepper Products, Inc. PermaGrain Products, Inc. Persnickety Mfg. By Design Inc. Petrafina, Inc. Philadelphia Enameling Works. Inc. Philips Lighting Co. Phoenix Designs, Inc. Photographic Specialties, Inc. Pipp Mobile Systems Pittsburgh Corning Corp. Planter Technology Playscapes Children's Environments Pollack & Assocs. Polychromic Designs Porter Carpet Mills, Inc. Prairie Fish Primescape Products Prince Street Technologies Prismatique Designs, Ltd. Pritchett Wilson Group Inc. Progress Lighting Quorum Office Furniture R-Way Furniture Co., Inc Ram Products Co. Redco Mfg. Remanufactured Business Furn. **Richards-Wilcox** Richmond Carpet Mill, Inc. Rodolph, Inc. Rovo Chair (See advertisement on p. 2; Circle no. 2) Rudd Industries, Inc. S&S Mills, Inc SMED Mfg., Inc.

Metalux Lighting



Δ NNUAL DIRECT B UYER'S GUIDE

SPI Lighting Inc. Sable Enterprises Safco Products Sainberg & Co., Inc. (See advertisement on p. 29; Circle no. 19) Salman, Inc. Samsonite Furniture Co. San Francisco Mart Schmidt America, Ltd. ES. Contract Scott Machine Development Corp. Seabrook Wallcoverings, Inc. Seagrave Coatings Corp. Selby Furniture Hardware Co., Inc. Shelby Williams Inds., Inc. (See advertisement on p. 109; Circle no. 30) Siebe Environmental Controls Signature Office Furniture, Inc. Signets, Inc Signtex, Inc. Sincol of America, Inc. Sitmatic Sligh Furniture Co. Smith Metal Arts Co. Inc Smith System Mfg. Co. Sonex Acoustical Products Souveran Fabrics Corp. Spacesaver Corp. (See advertisement on p. 6-7; Circle no. 6) Spandex USA Spanjer Brothers Spaulding Lighting, Inc. Spradling International, Inc. (See advertisement on cover 2, 1; Circle no. 1) Springer-Penguin, Inc. Springs Inds. Springs Window Fashions Division, Inc. Stameo Stark Carpet Corp. Statesville Chair Co. Stoncera, Ltd. Stratford Hall, Inc. Sunbelt Decor, Inc. Sunbelt Precision Cabinetry Sunbilt Solar Products by Sussman, Inc. Sunwall of America SynFin Inds., a TSG Co. Synthetic Finishings, a TSG Co. System 2/90, Inc. Systems Mfg. Corp. Tarkett, Inc. Tavola International Taylor Textiles, Inc. Technical Glass Products Technichair Corp. Techniques-in-Wood Techtonic Corp. Tectum, Inc. Teknion Furniture Systems, Inc. Tella Systems, Inc. Tenex (See advertisement on p. 5; Circle no. 5)

Thayer Coggin Institutional, Inc. Thonet Industries 3G Mermet Corp. 3M Tiffany Office Furniture Tiles, Inc. Toli International Toltec Fabrics, Inc Topsiders, Inc. **Tower Vinyl Wallcovering** Transwall Corp. Trendway Corp. Triarch Inds., Inc Tuohy Furniture Corp. U.S. Axminster, Inc. USG Interiors, Inc. Unistrut Space Frame Systems, Inc. United Chair Co. United Marketing, Inc. United Technical Prods., Inc. United Technologies pholstery Modes, Inc. VPI (See advertisement on p. 4; Circle no. 3) Valley View Specialties Co. Vecta

(See advertisement on p. 111; Circle no. 31) Veneer Products Ltd. Verosol USA, Inc. Versteel

(See advertisement on p. 35; Circle no. 22) Viking Metal Cabinet Co. Inc.

Virginia Metal Inds., Inc Visa Lighting Corp. (See advertisement on p. 19; Circle no. 14) Vitra Seating, Inc. Vogel Peterson Furniture Co. Voko U.S., Inc Von Schrader Vycon Contract Wallcovering W W Graphics Walker & Zanger, Inc. Walker Display, Inc. Wall Fabrics, Inc. Wall Fashion, Inc Ward Architectural Products Watson Furniture Systems Wausau Tile, Inc. Weatherend Estate Furniture David R. Webb Co., Inc. Westin-Nielsen Corp. (See advertisement on p. 9; Circle no. 7) White Storage & Retrieval Sys Whitecrest Carpet Whitehall Furniture, Inc. The Whitney Collection Wieland Furniture Co. Willamette Inds., Inc. Willow-Tex, Inc. Winn Art Group The Wiremold Co. Wolf-Gordon, Inc Wolff Wire Corp. Wood Artisans (See advertisement on p. 20; Circle no. 15) Wood Design S.R. Wood, Inc. Working Walls, Inc. Wright Line, Inc. Wyandot Seating Div Yates Furniture Systems Yemm & Hart Zax, Inc. Zero US Corp.

OPEN PLAN FURNITURE SYSTEMS

010-accessories 020-casegoods 030-lighting 040-partitions 050-screens 060-sound systems Acoustical Partitions Corp. (010, 020, 030 040.050) Acoustical Wall Systems (010, 040)Adanlock Office Environments Advance Office Concepts (020, 040)(010 020 030 040.050.060) All-Systems, Inc. (030, 040) (020, 030, 040) American Seating Co. (010, 020, 040, 050) Artmet Systems, Inc. Atlantic Furniture Systems (050) AXSYS Modular Office Systems (010, 030, 040 0500 (010, 020, 040, 050) BPI Inc. (See advertisement on p. 17; Circle no. 12)
 Bevis Custom Furn., Inc.
 (040, 050)
 Birum Corp.
 (010, 020, 030, 040, 050, 060)
 Borroughs Mfg., Corp.
 (020)
 Agnes Bourne, Inc. Bretford Mfg., Inc. (060) (050)Brewster Corp. (040)CDA (030)Cano Corp. (010, 020, 030, 040, 050) Capaul Corp. (040) CenterCore Inc. (030, 040) (See advertisement on p. 39; Circle no. 24) Certified Industrial Services, Inc. (020.040) Charrette Corp. Claridge Products & Equipment, Inc. (040) Complete Interior Svcs. of PGH/NYC, Inc. (CIS) (010, 020, 030, 040, 050, 060) Conwed Designscape (030, 040, 050) Corporate Acoustic Systems, Ltd. CorryHiebert Corp. (050)(020)Cramer, Inc. (010, 020, 030, 040) Dansanna Intl. (040, 050, 060) Dar/Ran Furniture Inds. (020) Dazor Mfg. Corp. (030)Delco Assocs., Inc. (010) Denver Design Center (010, 020, 030, 040,

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Dimensional Plastics Corp.	(040)
Eggers Inds. Electri-Cable Assembly., Inc.(ECA)	(020) (030)
Executive Office Concepts, Inc. (010	. 020,
030.040 FEI (010.030.040	
	. 050)
Firesafe Products Corp. (040	, 050)
Flex-Y-Plan Inds., Inc. (010, 020, 040 GF Office Furniture, Ltd. (010	
010 010 010 010 010 010 010 010 010 010	. 020.
Geiger Intl., Inc. (020	. 040)
The Global Group (010, 020, 030, 040	
The Gunlocke Co. (020, 040 HLF Furniture, Inc. (020, 040	
Haller Systems, Inc.	(020)
Harter Group (010, 020, 040 Haworth, Inc. (010, 020, 030	
(See advertisement on p. 11; Circle no. 8)	, 0407
Indal Furniture Systems (040	. 050)
Inline Systems Interior Acoustics	(020) (060)
Invincible Metal Furniture (010, 020	
Invironments Office Systems	040)
KI	(040) (040)
(See advertisement on p. 33; Circle no. 21)	-
Kimball International (See advertisement on p. 14-15)	
Kristan Assoc.	
	(010)
Magna Design, Inc. (020, 030, 040, Major Partitions, Inc. (040,	
Marsh Chalkboard Co.	(040)
	(020)
The Marvel Group, Inc. (010, Matel Mfg., Inc.	(010)
McDonald Prods. Corp. (010,	
	(010)
Herman Miller, Inc. (010, 020, 040, Mode Corp. (010, 020, 030, 040, 050,	050)
Modernfold, Inc. (040,	050)
Natl. Assn. of Store Fixture Mfrs. National Office Furniture Co. (020,	(020)
Nello Wall Systems (010, 020, 030, 040,	
Nessen Lighting, Inc.	(030)
Northwest Home Furnishings Mart 020, 030, 040,	(010, 050)
OSI (020, 040,	
O'Brien Partition Co., Inc. (020, 040,	
Omni International, Inc. (010, Packard Inds., Inc. (010, 020, 030,	020)
Panel Concepts, Inc. (010.	
Peerless Lighting Corp. Persnickety Mfg. By Design Inc. (020,	(030)
Phoenix Designs, Inc. (020, 030,	
Polychromic Designs (010, 020,	
Pritchett Wilson Group Inc. 040.	050)
Quorum Office Furniture (010, 030, 040.	050)
Remanufactured Business Furn. (010,	
Rosemount Office Systems, Inc. (010,	
030, 040,	050)
SMED Mfg., Inc. (020, Sable Enterprises (010, 020, 030, 040,	050)
	060)
Sainberg & Co., Inc. See advertisement on p. 29; Circle no. 19)	(010)
Salman, Inc. (020,	040)
Sonex Acoustical Products (040)
	030)
Syma Systems, Inc. (020) 050)
Systems Installations Co. (040)
fechniques-in-Wood (010, 020, 040, feknion Furniture Systems, Inc. (010, 1	
enex	010)
See advertisement on p. 5; Circle no. 5)	
The Thrasher Group, Inc. (020, 1 Topsiders, Inc. (020, 1)	040) 010)
ranswall-Corp. (040,	
rendway Corp. (010, 020, 030, 0 Inifor, Inc. (010, 020, 040, 0	050)
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)40)
oko U.S., Inc. (010, 020, ()40))50))10))40)
Valker Display, Inc. ((040) 050) 010) 040) 010)
Valker Display, Inc. ((Vorking Walls, Inc. ((Vright Line, Inc. (010, 020, ()40))50))10))40))10))40))40)
Valker Display, Inc. (0 Vorking Walls, Inc. (0 Vright Line, Inc. (010, 020, 0 ilenn J, Wylie & Assocs., Ltd. (030, 040, 6)40))50))10))40))40))40))40))40)
Valker Display, Inc. (f) Vorking Walls, Inc. (f) Vright Line, Inc. (f) Jean J. Wylie & Assocs., Ltd. (630, 040, f) ates Furniture Systems (040, f))40))50))10))40))40))40))40))40)
Valker Display, Inc. (f) Vorking Walls, Inc. (f) Vright Line, Inc. (f) Jean J. Wylie & Assocs., Ltd. (630, 040, f) ates Furniture Systems (040, f))40))50))10))40))40))40))40))40))50)

POWER/VOICE/DATA DISTRIBUTION SYSTEMS

010-cellular duct 020-flat wiring 030-power pole 040-raised/access floor 050-underfloor duct C-TEC, INC CenterCore Inc. (See advertisement on p. 39; Circle no. 24) Electri-Cable Assembly., Inc.(ECA) Epic Metals Corp. (010, 050) Haworth, Inc. (See advertisement on p. 11) Hubbell Inc. Intrex Corp Karman Ltd. Arc Modern Contract

Hubbell Inc.	(020, 030)
Intrex Corp.	(010)
Karman Ltd. Architectural Signs	(010)
Modern Contract Furniture, Inc.	(040)
Nello Wall Systems	(040)
Panduit	
Talk-A-Phone Co.	
USG Interiors, Inc.	(040)
Unifor, Inc.	
Walker (010.	020, 050)
The Wiremold Co.	(030, 050)

(040)

(030)

(030)

RETAIL

Abet. Inc. Abolite Lighting, Inc. Accents In Stone Accessories Intl. Inc. Adelphia Graphic Systems Advance Fixture Mart Advance Transformer Co. Advent Inds., Inc. Alcan Building Products Alcan Building Products **Allied-Signal Fibers** (See advertisement on p. 107; Circle no. 29) Allseating (See advertisement on p. 113; Circle no. 33) Alucobond Technologies, Inc American Axminster Corp. American Marazzi Tile, Inc. Amsterdam Corp. Amtico Flooring Div. Andersen Consulting (See advertisement on p. 13; Circle no. 10) Anderson Hickey Co APCO (See advertisement on p. 112; Circle no. 32) Appleton Lamplighter The Applied Radiant Energy Corp. Art People, Inc. Artmark Fabrics Co., Inc. Atlantic Stairworks, Inc./Atlantic Intl., Inc. Autograph Foliages, Inc. Avonite Balt Banci S.p.A. Bannerworks, Inc Barlow Tyrie, Ltd. Basta Sole Umbrellas Ben Rose/Hendrick Textiles-Cortina Leathers Bolta Wallcovering Boston Retail Products Boyd Lighting Co. Brejtfus Business Environments Bulldog Wallcovering Capaul Corp. Capitol Lighting Products Corp. Captive Sea Aquariums Carnegie Fabrics, Inc. Casella Lighting Guy Chaddock & Co. Chairmasters, Inc. Chelsea Decorative Metal Co. Colortran, Inc. Columbus Coated Fabrics Combeau Inds. Complete Interior Svcs. of PGH/NYC, Inc. (CIS) Con-Tech Lighting Continental Lighting Services, Inc Conwed Designscape Coral of Chicago Corporate Sign Systems, Inc.



G UIDE YER ' S DIRECTO R NNUA

Creative Edge Cumberland Woodcraft Co., Inc. Denver Merchandise Mart Designer Moulding Desk Pro, Inc. Detex Corp. **Devon Editions** Dimensional Plastics Corp. Dow USA Dupont Co./Commercial Carpet Fibers Dupont Co. Antron(R) Nylon DuPont Co. DuPont Co./Teflon Daniel C. Duross, Ltd. EMU Inc. Electrix, Inc Elliptipar, inc. Environmental Graphics, Inc. Essex Commercial Wallcovering Fab-U-Gard Murray Feiss Corp. Firesafe Products Corp. Flexco Co. Flexlite, Inc. Flos, Inc. Flute, Inc Forbo-Arborite, Inc. Formglas Interiors, Inc. Fredrick Ramond, Inc. Freudenberg Building Systems, Inc. Fritz Chemical Co. FutureVision GE Lighting Genon Wallcovering Georgian Art Lighting Designs, Inc. Glaro, Inc. The Glidden Co. The Global Group The Granitech Corp. Grey Watkins, Ltd. Guiden Gallery Investment Replicas HDI Hardrox, Inc. Harris-Tarkett, Inc. Hartco Headway Trade Fairs, Ltd. Hunt Mfg. Co. **IPI** Targetti Ideation, Inc. Indiana Cash Drawer Co. Innovations in Wallcoverings, Inc. Interface Flooring Systems, Inc. Intergraph Corp. Intermetro Inds. Corp. The Interna Collection, Ltd. Intrends Intl. Ipocork. Ltd. The Ironmonger, Inc. Italian Trade Commission Adam James Textiles, Inc. Juno Lighting, Inc. Karastan Bigelow Kentile Floors, Inc Kentucky Millwork Keynote Architectural Accessories, Inc. Koroseal Wallcoverings La Lune Collection Laminart, Inc. Lanark Vinyl Wallcovering Landscape Forms, Inc. (See advertisement on p. 40; Circle no. 25) Latco Ceramic Tile Laufen Intl. Lavi Industrie Lawrence Metal Products, Inc. (See advertisement on p. 16; Circle no. 11) Lighting Services, Inc. Lightworks Litelab Corp. Lonseal. Inc. Lotus Carpets Lundia Luxo Lamp Corp. Luzzi Unlimited Inc. Mannington Commercial Carpets Mantles & Mouldings Marlite Masland Carpets, Inc. The Maya Romanoff Corp. Mercer Products Co., Inc. Metalux Lighting Metropolitan Ceramics Miami Intl. Merchandise Mart

Michael O Midwest Custom Brass Mill Business Furniture, Inc. Howard Miller Clock Co. Missouri Oak Chair Co. Doug Mockett & Co. Inc Mohawk Commercial Carpet Mondo Rubber Intl., Inc. Monel Contract Furniture, Inc. Monsanto (See advertisement on p. 72; Circle no. 26) Motorola Lighting, Inc. Multiworld Lighting Nanik Natl. Assn. of Display Inds. Natl. Assn. of Store Fixture Mfrs. Natl. Office Prods. Assn. Neo-Ray Lighting Prods., Inc. Neon Americana Nevamar Corp. Nishiyama Corp. of America, Inc. (See advertisement on p. 18; Circle no. 13) Northwest Home Furnishings Mart Norton Inds. Inc. Office Master, Inc. Ohline Corp. Old Hickory Furniture Co. Inc. PS Decor Patcraft Mills Perma-Groove, Inc. PermaGrain Products, Inc. Petrafina, Inc. Pfanstiel Hardware Co. Inc. Philips Lighting Co. Photographic Specialties, Inc. Pipp Mobile Systems Pittsburgh Corning Corp. Playscapes Children's Environments Polychromic Designs Prairie Fish Ouorum Intl. Reece Galleries, Inc. Richmond Carpet Mill, Inc. Rodolph, Inc. Roxter Corp. SPI Lighting, Inc. Samsonite Furniture Co. San Francisco Mart Seabrook Wallcoverings, Inc. Seagrave Coatings Corp. Sellers & Josephson Siebe Environmental Controls Sligh Furniture Co. Souveran Fabrics Corp. Stafast Products, Inc. Statesville Chair Co. Stoncera, Ltd. Stylmark Sunbelt Decor, Inc. Sunbelt Precision Cabinetry Sunbilt Solar Products by Sussman, Inc. Swan Brass Beds Swivelier Co., Inc. Sylvan Designs SynFin Inds., a TSG Co. Synthetic Finishings, a TSG Co. Tech Lighting Technical Glass Products Tepromark Intl., Inc. Thonet Industries Tiles, Inc. **Tower Vinyl Wallcovering** Triarch Inds., Inc. TrimbleHouse Corp. Tropitone Furniture Co., Inc. Tru Vue, Inc. USG Interiors, Inc. Unistrut Space Frame Systems, Inc. United Ceramic Tile Upholstery Modes, Inc. Valli & Colombo Visa Lighting Corp. (See advertisement on p. 19; Circle no. 14) Vycon Contract Wallcovering W W Graphics Walker & Zanger, Inc Ward Architectural Products Wausau Tile, Inc. Weatherend Estate Furniture West Coast Inds. Westnofa Contract Whitecrest Carpet Window Treatment Svcs.

Winn Art Group Winona Mfg. S.R. Wood, Inc. Xebron Corp. Zero US Corp Zip-Jack Inds., Ltd.

SEATING

010-auditorium 020-cafeteria 030-clinical, patient room seating 040-conference/training 050-dining 060-classroom 070—guest, executive 080—guest, office and institutional -hotel guest room 100-lounge/reception, executive 110-lounge/reception, office, institutional 120-religious 130-task, clerical/operational 140-task, executive 150-task, middle management/professional AGI Industries, Inc. (040, 070, 080, 100, 110, 140) (050, 070, 080, 090, Accessories Intl. Inc. 100, 110) (030, 100, 110) Add Interior Sys., Inc. (040, 070, 080, 140) Agati, Inc. Allseating (010, 020, 030, 040, 050, 060, 070, 080, 090, 100, 110, 130, 140, 150) (See advertisement on p. 113; Circle no. 33) American Craftsmen, Inc. (030, 090, 100. 110)(030, 050, 090, American of Martinsville 100, 110) (010, 020, 040, 060, American Seating Co. 130, 140, 150) (030, 040, 070, 080, Amotek/LUSA, Inc. 100, 110, 130, 140, 150) Anderson Hickey Co. (070, 080, 130, 140, 150) (040, 070, 080, 100, 110, Arcadia Chair 130, 140, 150) (030, 040, 050, 070, 080, Arconas Corp. 090, 100, 110, 140, 150) (060) Artisans' Guild (060, 080, 130, 140, 150) Artmet Systems, Inc. (010, 020, 040, 050, 070, Atelier Int., Ltd. 080, 100, 110, 130, 140, 150) August, Inc. (100, 110) Avenger Designs (010, 020, 030, 040, 050, 060, 070, 080) (040, 070, 080, 130, 140, 150) BPI Inc. (See advertisement on p. 17; Circle no. 12) Baker Furniture (050, 070, 100, 110) (040, 050, 070, 080, 090, The Barrit Corp. 100, 110)(020, 040, 070, 080, Bernhardt Contract 100, 110) Bevis Custom Furn., Inc. (040, 130, 140, 150) BioFit Engineered Seating (130, 140, 150) Block House Co., Inc. (020, 030, 040, 050, 080, 100, 110) Boling Co. (020, 030, 040, 050, 060, 070, 080, 090, 110, 120, 130, 140, 150) Bonaventure Furn. Inds. Ltd. (050, 070, Inds. Ltd. (050, 070, 080, 090, 100, 110, 150) Agnes Bourne, Inc. (020, 050, 070, 090, 100) Brandrud Furniture, Inc. (030, 040, 070. 080, 100) Brickel Assocs., Inc. (050, 070, 080, 100, 110, 140) Bright Chair (040, 050, 070, 080, 100, 110) (080, 110) Brodart Co. Brown Co. (020, 030, 040, 050, 060, 070, 080, 100, 110, 120, 130, 140, 150) D.S. Brown Co. Brueton Industries (040, 050, 090, 100, 110) Buckstaff Co. CCN Intl. (070) (040, 070, 080, 100, 110) CEO -(130, 140, 150) (130, 140, 150) (050, 070, 080, 090, 100, CF&A C.I. Designs 110) Cano Corp. (040, 070, 080, 100, 130, 140, 150) Carolina Business Furniture (070, 100, 110, 130, 140) Jack Cartwright, Inc. (010, 020, 030, 040.

050, 060, 070, 080, 090, 100, 110, 120, 130, 140, 150)

(040, 130, 150) CenterCore Inc. (See advertisement on p. 39; Circle no. 24) Certified Industrial Services, Inc. (010, 060, 070, 080, 090, 130, 140, 150) Guy Chaddock & Co. (030, 050, 060, 090, 100) (030, 050, 050, 100, 110) (040, 070, 080, 100) Charlotte, Inc. Charrette Corp. (030, 040, 070, 080, 100, 110, 130, 140, 150) Charvoz Chromcraft Furniture (020, 030, 040, 060, 070, 080, 090, 100, 110, 130, 140, 150) Clarin Corp. (010, 020, 040, 050, 060, 100, 110, 120, 130) (020, 050, 110) Classico, Ltd. Colescart Mg, Co., Inc. (040, 100, 110) Comforto, a Haworth Portfolio Co. (040, 050, 060, 070, 080, 100, 110, 130, 140, 150)
 060, 070, 080, 100, 110, 130, 140, 150)

 Commercial Business Systems
 (040, 070, 080, 000, 100, 130, 150)

 O80, 090, 100, 110, 130, 140, 150)

 Complete Interior Svcs. of PGH/NYC, Inc.

 (CIS)
 (130, 140, 150)
 Conde House (020, 030, 040, 050, 070, 080, 090, 100, 110) (030, 070, 110) Condi Continental Creative Sales, Inc. (020, 040, (050)(040, 080, Corel Corporate Seating Inc. 130, 140, 150)
 CorryHiebert Corp. (070, 080, 130, 140, 150)

 Councill
 (040, 050, 070, 080, 100, 110)

 Craftsman Office Furniture Co.
 (040, 070, 080, 100, 110)

 Cramer, Inc.
 (020, 030, 040, 060)
 Cramer, Inc. Creative Seating (030, 050, 090, 100) (030, 080, 090, 100, Crestwood Mfg. Inc. 110, 130, 140, 150) (040, 050, 070, 080, Custom Resource Inc. 090, 100, 110) DFM/Dependable Furn. Mfg. DO3 Systems, Inc. (020, 040, 050, 060, D03 Systems, Inc. (020, 040, 050, 060, 070, 080, 090, 100, 110, 130, 140, 150) DUX Interiors, Inc. (050)Peter Danko & Assocs. (020, 050, 080, 110) (020, 060) Datus Industries, Inc. Davis Furniture Inds, Inc. (040, 070, 100) Delco Assocs, Inc. (130, 140, 150) Denver Design Ctr. (010, 020, 030, 040, 050, 060, 070, 080, 090, 100, 110, 130, 140, 150) Design Trac, Inc. (020, 030, 040, 050, 060) (040, 050, 070, 090, 100, 110) Designer Imports Intl., Inc. Donghia Furniture/Textiles (050, 070, 100) (010, 030, 050, 070, DuPont Co./Teflon 080, 090, 100, 110) (040, 070, 080, 090, Daniel C. Duross, Ltd. 100, 110, 150) EMU Inc (020, 050)(020, 030, 040, 060, 070, 080, 090, 100, 110, 130, 140, 150) ERG Intl. EckAdams Co. (080, 130, 140, 150)
 Gsee advertisement on cover 3; Circle no. 35)

 Executive Furniture, Inc.
 (040, 070, 080, 100, 110, 130, 140, 150)
 Executive Office Concepts (020, 030, 040, 050, 070, 080, 090, 100, 110, 120, 130, 140, 150) (050, 080, 130, 140) FEI (See advertisement on p. 31; Circle no. 20) Flair Designs (010, 020, 030, 040, 050, 100) Flexsteel Inds., Inc. (030, 050, 090, 110) (050, 090, 100) (050, 090) Fong Bros. Co. Fraser Contract Furniture, Inc. (040, 070. 100, 140, 150) (020, 030, GF Office Furniture, Ltd. 040, 050, 070, 080, 130, 140, 150 Gasser Chair Co., Inc. (020, 040, 050) Gatehouse Furniture Studios (050, 070) Geiger Intl., Inc. (040, 070, 080, 100, 110, 130, 140, 150) (110)Gem Inds., Inc. (030, 040, 050, 070) Gemini Furn. (070, 100, 110) Gilbert Intl., Inc. **Girsberger Industries** (020, 070, 080, 130, 140, 150) (050, 110)Glasspec Corp.

ANNUAL DIRECTORY & BUYER'S GUIDE

The Global Group (010 020 030 040 050, 060, 070, 080, 090, 100, 110, 130, 140, 150 (040, 080, 100, Grahl Industries. Inc. 110, 130, 140, 150) (030, 040, 070, Gregson Furniture Inds. 080, 090, 100, 110, 120, 130, 140, 150) Grosfillex Contract Furniture iture (020, 040, 050, 080, 090, 110) Group Four Furniture, Inc. (020, 040, 050 060, 070, 080, 100, 110) Gulden Gallery Investment Replicas (040, 050, 070, 090, 100) (040, 060, 070, 080, The Gunlocke Co. 100, 110, 130, 140, 150) HAG Inc. (020, 030, 040, 060, 070, 080 100, 110, 130, 140, 150) The HON Co. (040, 070, 080, 110, 120, 130, 140, 150) Harbour House Bar Crafting (050) Harden Furn. Contract Div. (040, 070, 080, 090, 100, 110, 130, 140, 150) (See advertisement on p. 25; Circle no. 17) Harter Group (040, 070, 080, 100, 130) 140, 150) Harvard Interiors Mfg. Co. (010, 020, 030, 040, 060, 070, 080, 130, 140, 150) (See advertisement on p. 103; Circle no. 27) Haskell of Pittsburgh, Inc. (020, 040, 070, 080, 100, 110, 130, 140, 150) Haworth, Inc. (040, 070, 080, 130, 140, 150) (See advertisement on p. 11; Circle no. 8) (070, 080, 100, Helikon Furniture Co., Inc. 110, 140) Hickory Leather Co. (020, 030, 040, 050, 070, 080, 090, 100, 110, 120, 130, 140, 150) High Point Furniture Inds., Inc. (040, 070, 080, 100, 110, 130, 140, 150) Hunt Contract Furniture (020, 050, 060, 080, 100) (040, 050, 110) IPF Intl., Inc. ISE (Intl. Source of Ergonomics) (130. 140, 150) Impert Inds., Inc. (140, 150)Interior Systems, Inc. (030, 100, 110) The Interna Collection, Ltd. (020, 040, 050, 060, 070, 080, 090, 100, 110) Intrends Intl. (010, 020, 030, 040, 050, 060, 070, 080, 090, 100, 110, 120, 130, 140, 150) Intrex Corp. (100)Invincible Metal Furniture (040, 070, 080, 130, 140, 150) Italian Trade Commission JDM - Juhasz Design & Mfg. (050 070 080, 090, 100, 110) Jasper Seating Co. (080, 110) (010, 020, 030, 040, 050, Jayden, Inc. 060 070 080) Joerns Healthcare, Inc. (030, 050, 110) Jofco, Inc. (100, 110) KI (010, 020, 030, 040, 060, 070, 080, 090, 100, 110, 130, 140) (See advertisement on p. 33; Circle no. 21) Kasparians, Inc. (010, 030, 040, 070, 080, 090, 100, 110, 130, 140, 150) (040, 070, 080, 090, Kaufman Contract 100, 110, 140) Keilhauer Contract Seating (070, 100, 110, 130, 140, 150) Kimball International (See advertisement on p. 14-15) King Arthur. Inc. (020, 030, 040, 050, 070, 090, 110, 130, 140, 150) The Knoll Group (080) Kristan Assoc. Kroin, Inc. (020, 040, 050, 060, 070, 080) Kron U.S.A (040, 070, 080, 090, 100, 110, 130, 140, 150) L&B Contract Industries (020, 050, 090 100, 110) La Lune Collection (050) La-Z-Boy Contract Furniture Grp. (030 080, 090, 150) LaCor Wicker (050, 070, 090, 100) Landscape Forms, Inc. (020, 110) (See advertisement on p. 40; Circle no. 25) (070, 090, 100) (020, 040, 050, 060) (020, 050, 070, 080, 110) Lee Jofa Level Mfg. Co., Inc. Lloyd/Flanders (See advertisement on p. 116; Circle no. 34) (020, 030, 040, 050, E W. Lombard Co. 060.080) Lumex. Inc. (030, 110)

Luzzi Unlimited Inc. (070, 080, 100) MTS Seating (020, 040, 050, 080, 090, 110, 120) Magna Design, Inc. (040, 070, 080, 100, 110) Manheim-Weitz (040, 050, 070, 090, 100, Marcus Inds. (030, 060, 080, 090, 110) Martin Design Intl. (080, 108, 090, 110) The Marcus Comparison (1997) Martin Design Intl. (080, 130, 140, 150) The Marvel Group, Inc. (080, 130, 140, 150) Metalsmiths Co., Ltd. (140) Metropolitan Furniture Corp. (020, 040, 070, 090, 100, 110, 130, 140, 150) 070, 090, 100, 110, 130, 140, 150) Michael O (020, 040, 050, 070, 100) Mill Business Furniture, Inc. (040, 060, 070, 080, 090, 110, 120, 130, 140, 150) Herman Miller, Inc. (040, 050, 060, 070, 080, 100, 110, 130, 140, 150) Missaul Och Cheir (cc.) Missouri Oak Chair Co. (050)Modern Contract Furniture, Inc. (080, 110) Molla Collections, Inc. (020, 040, 050, 110) Monel Contract Furniture, Inc. (020, 050, 070, 090, 100) Monteverdi-Young, Inc. (070)Thos. Moser Cabinetmakers (040, 050, 070, 080, 100, 110) Mueller, a Haworth Portfolio Co. (040, 070, 080, 100, 110, 130, 140, 150) National Office Furniture Co. (030, 050, 060) 070, 000 070, 080, 100, 110, 130, 140, 150) Neutral Posture Ergonomics (130, 150) Niedermains Posture (130, 150) Niedermaier Design (040, 050, 070, 090, 100, 110) Nienkamper (050, 070, 080, 100, 110, 130, 140, 150) Norix Group, Inc. (020, 080, 110) Northwest Home Furnishings Mart (020) 030, 040, 050, 060, 070, 080, 090, 100, 110, 130, 140, 150) Novikoff (040, 070, 080, 100, 110, 140) OFS - Office Furniture By Styline (040, 070, 080, 100, 110) Office Master, Inc. (040, 070, 080, 090, 100, 110, 130, 140, 150) Old Hickory Furniture Co. (050, 090, 110) (040, 050, 070, 080, 100, Palazzetti, Inc. 110, 130, 140, 150) Panel Concepts, Inc (040, 070, 080, 100, 110 130 140 150) Paoli, Inc. (010, 020, 030, 040, 050, 070, 080, 090, 100, 110, 130, 140, 150) (See advertisement on cover 4; Circle no. 36) Parisi Bompadre, Inc. (020, 050) (050, 070, 100) Paul Assocs. Persnickety Mfg. By Design Inc. (020, 040, 070, 080, 100, 110, 130, 140, 150) Playscapes Children's Environments (030, 100, 110) Plymold Seating (020, 030, 040, 050, 060, 070, 080, 090, 110) Pompeii Furniture (020, 050, 090, 100, 110) Prairie Fish (040, 050, 070, 080, 090, 100, 110, 120) (020, 030, 040, 050, Protocol Furniture 060, 080, 110) (070, 130, 140 Quorum Office Furniture 150) (030, 050, 070, 080, RAF Associates, Inc. 090, 100, 110, 130, 140, 150) **RPI Designs** (080, 110) R-Way Furniture Co., Inc. (040, 070, 080, 090, 100, 110) Remanufactured Business Furn. (080, 130, 140 150) Rosemount Office Systems, Inc. (040, 130, 140, 150) (130, 140, 150) Boyo Chair (See advertisement on p. 2; Circle no. 2) Rudd Industries, Inc. (020, 040, 050, 070. 080, 130, 140, 150) SMED Mfg., Inc. (150) STAMP Contract & Leisure Seating. Inc. (020, 050) (010, 020, 040, 050, Sable Enterprises 070, 080, 100, 110, 130, 140, 150) Salman, Inc. (040, 070, 080, 100, 110 140, 150) Samsonite Furniture Co. (020, 040, 060) 110, 140, 150)

Sauder Mfg., Co. (020, 040, 060, 110, 120)

Scope Furniture, Ltd. (070, 080, 100, 110)

Shafer Commercial Seating, Inc. (020 040, 050, 060, 070) Shelby Williams Inds., Inc. Shelby Williams Inds., Inc. (020, 040, 050, 070, 080, 090, 100, 110, 130, 140, 150) (See advertisement on p. 109; Circle no. 30) Sitmatic (020, 070, 080, 110, 130, 140, 150) Sligh Furniture Co. (040, 070, 080, 130, 150) Smith System Mfg. Co. (060) Sport Seating Co., Inc. (010, 030) (040, 050, 090) Stakmore Co., Inc. Statesville Chair Co. (050, 070, 080, 090, 100, 110, 150) Stylex Business, Inc. (040)Summit Furniture Inc. (040, 050, 080, 090, 100) (020, 050, 090, 100) Sunburst Intl Technichair Corp. (130, 140, 150) (030, 040, 050, 100 Terra Furniture, Inc. 130, 140, 150) Thayer Coggin Institutional, Inc. (040, 070, 080, 110, 140, 150) Thonet Industries (020, 030, 040, 050, 060, 070, 080, 100, 110, 130, 140, 150) Tiffany Office Furniture (070, 130, 140, 150) (010, 040, 050, Trade Comm. of Spain 060, 080, 100, 140) Trendway Corp. (040, 080, 110, 130, 140, 150) Tropic Craft Aluminum Furniture Mfrs. (020, 050) Tropitone Furniture Co. (030, 050, 100, 110) Tuohy Furniture Corp. U.S. Seating Products, Inc. (020, 050, 090) United Chair Co. (030, 040, 060, 070, 080 100, 110, 130, 140, 150) Upholstery Modes, Inc. (050, 070, 080, 090, 100, 110) Vecta (020, 040, 050, 060, 070, 080, 100, 110, 130, 140, 150) (See advertisement on p. 111; Circle no. 31) Vitra Seating, Inc. (040, 070, 080, 100, 110, 130, 140, 150) Vogel Peterson Furniture Co. (040, 070) 080, 110, 130, 140, 150) Voko U.S., Inc. (040, 070, 080, 130, 140, 150) Walker & Zanger, Inc. (020, 030, 040, 050, 060, 070, 080, 090, 100, 110, 130, 140) Walsh & Simmons Seating (110) Weatherend Estate Furniture West Coast Inds. (020, 050)Westin-Nielsen Corp. (080) (See advertisement on p. 9; Circle no. 7) Westnofa Contract (010, 020, 030, 040 050, 060, 080, 100, 110, 120) Whitehall Furniture, Inc. (040, 100, 110, 130, 140, 150) Wieland Furniture Co. (030, 100, 110) Wood Artisans (020, 050, 070, 080, 090, 140, 150) (See advertisement on p. 20; Circle no. 15) Wood Design (030, 050) Wright Line, Inc. (070, 080, 130, 150) Wyandot Seating Div. Div. (130, 140, 150) (020, 040, 050, 070, 080 Yemm & Hart 100, 110, 130, 140, 150) TABLES 010-cafeteria/dining

020—conference/training 030—library 040-occasional 050-patient overbed 060-school 070-scientific laboratory AGI Industries, Inc. (040) Accents In Stone Accessories Intl. Inc. (020, 040, 070) (010, 020, 030, 040) Acoustical Partitions Corp. (020)(020, 030, 040) Agati, Inc. American of Martinsville (040) (010, 020) American Seating Co. Amsterdam Corp. (070)Amtab Mfg. Co. (010, 020, 030, 060) (See advertisement on p. 4; Circle no. 4) Arcadia Chair (010, 020, 030, 040) Arcadia Chair (01 Architectural Supplements Architectural Supplements (010, 040) Architectural Woodwork Institute (020) Artmet Systems Inc. Artmet Systems, Inc. (020, 030) (010, 020, 040) Atelier Int Ltd Atlantic Furniture Systems (020)

Avanart, Inc. (010, 020), 030	0.040	0, 050.
11	1		0. 070)
Avenger Designs		(010), 020)
B P C Industries BPI Inc.		(020	0. 040) (020)
(See advertisement on p. 17; Circ	le no	12)	(020)
Baker Furniture	ne no.), 040)
Banci S.p.A.			(010)
Berco Inds. (010, 020			
Bernhard Woodwork Ltd.	(010	, 020), 030,
Bernhardt Contract		(020	070) (, 040)
Bevis Custom Furn. (010 Block House Co., Inc. (010	020	. 040	0.060)
Block House Co., Inc. (010	, 020	, 030	0, 040.
			060)
Boling Co. Bonaventure Furn. Inds. Ltd.			0,060), 020,
Donaventure Futh. Inds. Edd.		(010	040)
Agnes Bourne, Inc.	(020	, 030	, 040)
Brandrud Furniture, Inc.		000	(020)
Bretford Mfg., Inc. Brickel Assocs., Inc.	(020		, 060) , 040)
Brodart Co.			(030)
Brueton Industries			, 040)
Buckstaff Co.		in	0.40
CCN Intl. C.I. Designs			. 040)
			. 040)
Casella Lighting			(040)
CenterCore Inc.			(020)
(See advertisement on p. 39; Circl Guy Chaddock & Co.	le no.	24)	
Chairmasters, Inc.			(010)
Charrette Corp.			(010)
Chromcraft Furniture		(020	, 040)
Classico, Ltd.	inin	000	(010)
Colecraft Mfg. Co., Inc.			030, 070)
Complete Interior Svcs. of PGH	L/NYC	Inc	(CIS)
			(070)
	(020,		040)
Condi	1		(020)
Continental Creative Sales, In Councill			(010) 040)
Cramer, Inc. (010,			
Creative Dimensions Co.	11-		(020)
Crown Inds.	1-1-		(010)
DO3 Systems, Inc. Dansanna Intl.	1010	(010,	020)
Dar/Ran Furniture Inds.	(010,	(020,	030) 040)
Datus Industries, Inc.			060)
Davis Furniture Inds. Inc.			(020)
Decorative Firsts	-	(020,	040)
Denver Design Center (010, Design Resource Group, Inc.	020.	030,	040)
beingh recontrol or oup, me.	1	030.	040)
Design Trac. Inc. (020, 030,	040,	050,	060)
Designer Imports Intl., Inc.	1-1		040)
EMU Inc. ERG Intl.			(010) (040)
Eagle Plywood & Door Mfrs., h	nc.		(040)
Edgemold Corp.			
Eggers Inds.	1.1	(020,	
Elvig Design, Inc.	1		(020)
Executive Furniture, Inc. Executive Office Concepts, Inc		(020, (010, 010))	040) 020.
	030	040	060)
Falcon Products (010, 020,	030,	040,	060)
Fixtures Furn. (See advertisement on p. 31; Circle		(010.	020)
Flexsteel Inds., Inc.	3 no. 2		(060)
Flute, Inc.			(040)
Gasser Chair Co., Inc.	3	010.	
Gatehouse Furniture Studios	-	(010,	
Geiger Intl., Inc.			040)
Gemini Furn. (010.	020	020,	040)
Gilbert Intl., Inc.	1	020.	040)
Glasspec Corp.			010)
The Global Group (010,			
Grosfillex Contract Furniture		050, 040,	
Gulden Gallery Investment Rep	licas	040.	010.
		020.	040)
The Gunlocke Co. (010.)	020,	030,	040)
HLF Furniture, Inc. (010, 0 The HON Co.	040, 1		
Halcon Corp. (010 (020		020)
Haller Systems, Inc. (020,	040.	060,	070)
Harbour House Bar Crafting		(010)
Harden Furn, Contract Div.	Non V	(020,	040)
(See advertisement on p. 25; Circle Hardrox, Inc. (1)	no. 1 010, (0400
Hardwood Visuals			020)
		D.C.T.	11111

(130, 140, 150)

Lux Steel



YER'S GUIDE DIRECTOR в U ANNUAL & Y

Haskell of Pittsburgh, Inc.	(010)
Haworth, Inc.	(020)
(See advertisement on p. 11; Circle no. 8)	
Helikon Furniture Co., Inc. (010, 020	
), 020)), 040)
Holland Industries, Inc. (020, 030	
Howe Furniture Corp. (010	0. 020)
Hunt Contract Furniture (010, 020	
), 060)), 040)
), 040)
The Interna Collection, Ltd. (010), 020,
), 040)
Intrends Intl. (010, 020	0.040)
Intrex Corp. (02) Invincible Metal Furniture	(020)
Inwood Office Furniture (020, 03	
	0. 070)
Italian Trade Commission	(0.40)
JDM - Juhasz Design & Mfg. Jasper Seating Co. (030, 04)	(040)
), ()20)
Joerns Healthcare, Inc.	(040)
	0, 020)
(See advertisement on p. 33; Circle no. 21) Kasparians, Inc.	(040)
Kaufman Contract	(040)
Kewaunee Scientific Corp. (06	0, 070)
Kimball International	
(See advertisement on p. 14-15) King Arthur, Inc. (010, 020, 030, 04)	0, 050.
King multin me. (only or or or or or or	060)
The Knoll Group	(020)
Kroin, Inc. (010, 020, 03	0,060) 0,040)
	0, 040)
Laminart, Inc.	
Landscape Forms, Inc.	(010)
(See advertisement on p. 40; Circle no. 25)	0.060
Level Mfg. Co., Inc. (010, 02 Uoyd/Flanders	(040)
(See advertisement on p. 116; Circle no. 34	
F. W. Lombard Co. (010, 020, 03	
	0,070)
Lumex, Inc. (04	0,050)
Luzzi Unlimited Inc.	(040)
Luzzi Unlimited Inc.	(040) 0, 020)
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Protocol Furniture (010, 020 RAF Associates, Inc.	
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	(020, 040)
RPI Designs	(040)
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Remanufactured Business Fu	rn. (020)
Rudd Industries, Inc.	(010, 020, 030)
SICO Inc.	(010, 020, 060)
STAMP Contract & Leisure Se	
	(010)
Sable Enterprises	(010, 020, 040)
Salman, Inc.	(020)
Samsonite Furniture Co.	(020)
	(010, 020, 030)
Sauder Mfg., Co.	
Scope Furniture, Ltd.	(020, 040)
Shelby Williams Inds., Inc.	(010, 040)
(See advertisement on p. 109; Ci	rcle no. 30)
Signature Office Furniture. In	
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m. Out day Comm	
The Slidex Corp.	(050)
Sligh Furniture Co.	(020, 040)
Smith System Mfg. Co.	(060)
Springer-Penguin, Inc.	(020)
Stakmore Co., Inc.	(040)
Stamco	(020)
	(010, 040)
Summit Furniture, Inc.	
Sunbelt Precision Cabinetry	(010, 020)
Sunburst Intl.	(010, 040)
Swan Brass Beds	(040)
Swedeline Intl., Inc.	(010, 040)
Tavola International	(020)
	(020, 040)
Tella Systems, Inc.	
Terra Furniture, Inc.	(020, 040)
This End Up Furn. Co.	
Thonet Industries (010	0.020, 030, 040
The Thrasher Group, Inc.	(010, 020, 030,
The interact of one of the	040, 060)
Wends Comm. of Spain	
Trade Comm. of Spain	(010, 040)
Tuohy Furniture Corp.	(010, 020, 030,
	040)
Unifor, Inc.	(010, 020, 060)
United Technologies	(070)
Upholstery Modes, Inc.	(010, 020, 030,
ophoistery modes, me.	
	040)
Van San Corp.	(020)
Vecta (010, 0	20, 030, 040, 060)
(See advertisement on p. 111; C	ircle no. 31)
Versteel ((010, 020, 040, 060)
(See advertisement on p. 35; Cir	
Vitra Seating, Inc.	(020)
	(020) (020)
Vitra Seating, Inc. Voko U.S., Inc.	(020)
Vitra Seating, Inc. Voko U.S., Inc. Walker & Zanger, Inc.	(020) (020) (010, 020, 040)
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Avonite Bangor Cork Co., Inc.

(020)

Charles Barone, Inc.	(080, 090, 100)
Gretchen Bellinger, Inc.	(100)
	(080, 100)
Bolta Wallcovering	
	(020, 050, 070)
Boston Retail Products	(080)
Brejtfus Business Environmen	
	110)
Brewster Wallcovering Co.	
Bulldog Wallcovering	(090, 100)
C & A Contract Wallcoverings	(080, 100,
	110)
Carnegie Fabrics, Inc.	(100)
Columbus Coated Fabrics	
Combeau Inds.	(100)
	(080, 090, 100)
Complete Interior Svcs. of PG	
	000 000 100
(CIS) (020, 030, 040, 070	
	110)
Concept Fabrics. Inc.	(100)
Continental Creative Sales, In	
Conwed Designscape	(110)
Coral of Chicago	(100)
Cumberland Woodcraft Co., In	
	110)
Custom Laminations Inc.	(040)
Custom Resource Inc.	(100)
Deco Gard Products, Inc.	(100)
Denver Design Center (040	, 090, 100, 110)
Design Tex Fabrics, Inc.	(100)
DuPont Co./Teflon	(100)
Daniel C. Duross, Ltd.	(100)
ESSI Accoustical Prod. Co.	(110)
Eagle Plywood & Door Mfrs	
Eagle Flywood & Door Mirs.,	110)
Emmony India	(110)
Eggers Inds.	
Environmental Graphics, Inc.	(090, 100)
Essex Commercial Wallcoveri	
Eurotex Inc.	(100)
Fiberesin	(040)
Firesafe Products Corp.	(090, 100)
Flexi-Wall Systems	(100)
Forbo-Arborite, Inc.	(040)
Forbo Industries, Inc.	(080, 100)
Formglas Interiors, Inc.	(050)
Genon Wallcovering	(080, 100)
Georgia Marble Co.	(050)
	(020, 080, 100,
Childred Hancovering, inc.	(020, 080, 100, 110)
	110)
The Glidden Co.	(030, 100)
The Glidden Co. Global Specialty	110) (030, 100) (050, 100, 110)
The Glidden Co. Global Specialty The Granitech Corp.	110) (030, 100) (050, 100, 110) (050, 060, 070)
The Glidden Co. Global Specialty The Granitech Corp. Grey Watkins, Ltd.	110) (030, 100) (050, 100, 110) (050, 060, 070) (090)
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The Glidden Co. Global Specialty The Granitech Corp. Grey Watkins, Ltd. H&S Sales, Inc. (050 Hastings Tile & II Bagno Colle Innovations in Wallcoverings.	110) (030, 100) (050, 100, 140) (050, 060, 070) (09) (09
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The Glidden Co. Global Specialty The Granitech Corp. Grey Watkins, Ltd. H&S Sales, Inc. (050 Hastings Tile & Il Bagno Colle Innovations in Wallcoverings. Interior Construction Supply International Marble	110) (030, 100) (050, 100, 110) (050, 060, 070) (090) (070, 080, 100) (070) Inc. (070) Inc. (080, (080) (050)
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WINDOW TREATMENTS

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030-shades			
040-Venetian blinds			
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Charles Barone, Inc.			(010)
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On the Ground—with Health Care's Heavyweights

As carpet and vinyl duke it out to become the health care flooring of choice, designers think they both have their places-and here's why

By Jennifer Thiele

ife is tough on the hospital floor. Few applications place as many demands on floor covering as health care installations, where numerous specific requirements and all the worst possible abuses exist. Whether from heavy pedestrian and equipment traffic, spillage of staining substances, frequent or improper maintenance, health care flooring will take a pounding, requiring it to be functional and highly durable. Current efforts to create a "healing environment" with residential or hospitality-oriented interior design also call for products that are user-friendly and attractive.

FECHNOLOGY

Health care environments encompass a broad range of interiors, from offices, lobbies and lounges to clinical areas like patient rooms, laboratories and operating theaters. Today designers are finding that an equally broad range of flooring options are available to suit various needs. Thanks to technological improvements and sheer marketing sense among flooring manufacturers, the bland, whitetiled floor has given way to infinitely more

exciting possibilities. "We really use every flooring type imaginable in health care," notes Jean Buckley, an associate at Tsoi/Kobus & Associates architects in Cambridge, Mass.

Function precedes aesthetics in healthcare requirements, and "cleanability and ease of maintenance" top the list of criteria for flooring materials, according to Diana Kissil, director of interior design at Anshen & Allen in San Francisco. Though these basic properties have always been important, they are even more so given the realities of today's healthcare environment, which has not been spared the cost-control measures and staff downsizings affecting other industries. "Inexpensive maintenance is becoming more important because of labor cutbacks and rising labor costs," observes Les Warren, product manager/commercial specialties for Tarkett.

With staff members having less time to maintain facilities, health care administrators desperately need products that clean up easily, resist staining and don't support bacterial growth. "Health care facilities seek flooring products that can be easily maintained by short staffs, or by people who haven't actually been trained to maintain them properly," says Nila Leiserowitz, vice



The corridors and patient rooms at St. Clare's Riverside Medical Center (above) in Denville, N.J., takes on a more welcoming atmosphere with Armstrong Possibilities vinyl flooring, designed to look like carpeting while retaining the easy maintenance properties of vinyl. Designer Rosemary Haas used a combination of complementary patterns to create a custom-designed look and visually tie the spaces together.

president and director of interior design at the Chicago office of Perkins & Will. Obviously, many products will not make the grade.

Setting technical limits: When does flooring want to fail?

Manufacturers like Jeffrey Kurtz, commercial marketing manager for Mannington Commercial, would argue with good reason that "All products have their limitations when not applied or maintained properly," leaving a complicated gap between what designers and clients ideally demand and what manufacturers can reasonably supply. Long-term appearance retention is critical, for example, even under the most abusive circumstances. "Even if a product may not wear out," Leiserowitz notes, "it can get very ugly." Thus, manufacturers of both hard and soft flooring have powerful incentives to supply the health care industry with new products that require low maintenance and look good over a normal life cycle.

According to Warren, vinyl flooring has always been inherently antimicrobial, easy to clean and odor- and stainresistant. In terms of actual composition, vinyls have changed little over time. Yet the explosion of new color palettes and design options for resilient flooring is introducing patterns that can better hide any soiling or staining that may occur. "Multiple colors and patterns not only make the flooring so much more interesting, but they also hide dirt," says Buckley. "You see the same thing happening with sheet vinyls, vinyl composition tile and carpeting."

Carpet itself has undergone significant functional improvements in recent years that make it easier to maintain for health care use. Not only has solutiondyed nylon fiber technology dramatically increased carpet's ability to resist stains,

soiling and fading. Antimicrobial finishes also offer barriers against harmful microorganisms and promote odor abatement.

"Because flooring is such a large, visible aspect of the design, it is selected before many of the other finish materials, and often serves as the basis for the entire finish palette," says Buckley. In an institutional environment where stringent design requirements can limit a designer's flexibility in other areas, flooring is one major element presenting an opportunity for creative design. Thus, careful attention is given to flooring materials, colors and patterns in health care environments. Some products are obviously better suited to certain applications than others, and it is the responsibility of the health care designer to strike an effective balance between function and appearance.

Hard versus soft: What's hitting the floor?

"Sheet vinyl or vinyl composition tile is more appropriate in clinical and technical areas," explains Buckley. Most designers would agree that an area prone to contact with chemicals, drugs or bodily fluids is best covered in some type of hard surface flooring so spills can be wiped up easily and quickly. Vinyl

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is the most frequently specified material because its non-porous, homogeneous properties will not support bacterial growth.

Which form of vinyl flooring is best suited for a particular application may be partly determined by function. In areas that require high sterility levels, or where large amounts of fluids are present, sheet vinyl may be preferred over vinyl composition tile because it has fewer seams to capture bacteria and trap moisture. Kurtz emphasizes that seaming methods must also be taken into consideration. "In an operating room

theater, heat welding is better than chemical seaming," he explains, "because heat-welded seams tend to be more moisture resistant."

Carpet is still the floor covering of choice in administrative offices, lounge areas and waiting rooms, owing to its acoustic properties and the comfort level it provides for staff and visitors alike. "Carpeting is preferred in areas that are focused on the family," says Leiserowitz, "and in office areas to help support the staff."

In the realm between the strictly clinical areas and the strictly administrative or public areas—the bulk being patient rooms and corridors—the advantages of using one product type over another become more blurred. For now, designers remain advocates of hard-surface flooring in patient rooms. "Patient rooms can run carpet by code," says Kissil. "but it is difficult to maintain in that environment."

Carpet manufacturers, however, are developing products to challenge that longaccepted principle. According to Mike Arnstein, vice president of health care marketing for Bentley Mills, technological innovations have resulted in carpet that is more sanitary and easy to care for, making it an attractive alternative to hard surface flooring in patient rooms. Buckley notes that some ambulatory facilities eager to create a pleasant environment for patients are using carpet quite heavily—even in examination rooms.

The corridor controversy: Is carpet a problem or a solution?

"Outside patient rooms, surgery centers, procedure rooms, pre-op and post-op, carpeting is preferable in terms of design and appearance," says Kissil. "Carpet creates a warming environment, and is more comfortable underfoot." Much can be said for the humanizing effect a colorful and nicely patterned carpet can have on a sterile hospital corridor, which patients, staff and visitors are likely to appreciate. "Remember that health care has become very competitive," says Kurtz. "De-signers are using the decorative effects of color to 'sell' the hospital to patients and to encourage health care professionals to work there." Other advantages of carpet over hard surface are better acoustic control and alleviation of fatigue.

Many designers, however, are less enthusiastic about the functional performance of carpet in corridors, where mobility is a very



In the ambulatory waiting area in the CT Scan/MRI Suite at Brigham and Women's Hospital in Boston (above), designed by Tsoi/Kobus & Associates, broadloom level loop carpet tiles hide soil and are easily maintained. The carpet adds visual interest to the space, and presents a warm, soothing atmosphere for patients about to undergo an intimidating medical procedure. Photography by Steve Rosenthal.

important consideration and the specified flooring must be designed to support the locomotion needs of both staff and patients. "On a broad basis," explains Kissil, "it is easier to maneuver equipment like IV poles, wheel chairs and gurneys on resilient flooring."

On the other hand, she continues, if carpet is specified properly—a tight weave will provide the best roller mobility—locomotion problems can be minimized. Kissil credits improved fibers and improved manufacturing techniques for carpeting that is able to accommodate the kind of heavy equipment and pedestrian traffic often found in a health care environment. "Carpet manufacturers have become much more conscious of concerns like fluids, traffic patterns and the use and abuse that is associated with the health care environment," agrees Buckley. "There are many more solution-dyed fibers and level loops available today."

"We have combined the functional benefits necessary for the health care environment, like wrap-around antimicrobial protection and ease of roller mobility, with a unique styling philosophy," says Arnstein. "The related patterns and colors recognize carpet's special visual role within a complex facility, such as in coordinating the overall design or in wayfinding."

Color: Is this vinyl's wild card?

"It's a hard balance," admits Leiserowitz. "That's where a designer has to make a careful decision about what to specify. Carpet may be soft in feel and appearance, but tough on IV poles." Dramatic improvements in the appearance of resilient flooring over the last several years, however, have made that decision easier. To compete in an industry where aesthetics is taking on a larger role, hard-surface flooring manufacturers have been forced to upgrade their product designs. "The issue of color palette is growing in importance almost daily, regardless of what you think about other performance features," emphasizes Kurtz.

"Manufacturers are developing new colors and designs to offer vinyl flooring options that equal the aesthetic level of carpet and still maintain like vinyl," says Gary Cross of Armstrong World Industries. Buckley notes that manufacturers have responded well to designers' demands for improved aesthetics in hard-surface flooring, even going beyond color and pattern to include textures that imitate carpet in appearance. "We can even get vinyl impregnated wood flooring," she notes, "which

looks like wood with the wearability of vinyl."

"Vinyls have come a long way to address the issue of aesthetics," agrees Leiserowitz. "They are friendlier-looking and very humane." Tarkett's Warren thinks design improvements have completed the ideal mix of properties required of health care flooring in areas involving the daily care of patients. "The resilient industry has always had the functional requirements under control," he says. "By giving the design community choices they didn't have before in color, texture and design, we're gaining back parts of the hospital lost to carpeting."

Cost: Still no escape from the bottom line?

Finally, as cost is always an overriding issue, some designers who may prefer carpet are forced by budgetary considerations to use vinyls instead. "Some facilities simply won't run carpet because it's generally more expensive," says Kissil. "When you're balancing the pros and cons of carpet, its always a cost issue as well as a maintenance issue."

"Everybody's looking at budgets," says Cross. "Vinyl composition tile offers flooring at a very reasonable price." Budgetary considerations may also limit the use of other hard surface materials, such as terrazzo, marble or ceramic tile, which have the necessary durability, maintenance and aesthetic requirements, but are often confined to areas such as food service, entryways and bathrooms-where vinyl or carpet are less acceptable-due to cost considerations. Leiserowitz thinks this decision may reveal too much short-term, bottom-line thinking on the part of health care administrators. "Look at some hospitals from the 1970s where terrazzo and ceramic tile have been used, and they're still beautiful," she says. "That says something to me."

Until the economy turns around and the American health care system reforms itself out of its financial woes, however, cost will remain a most important issue for healthcare facilities. Fortunately, today's designers have many more functional, attractive and affordable options to choose from. And since the time you spend waiting for the doctor is likely to remain a long one, wouldn't you rather spend it looking at a nice, colorful vinyl or carpet pattern?

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DESIGN DETAIL

Meet Me Under the Glowing Arches

When Leslie Wexner, CEO of The Limited, realized that Miami's 2.5-million sq. ft. Dadeland Mall had a remaining "pad" for development that could double as a major entrance, he pounced on the opportunity to create a new retailing concept for the site. Elkus/Manfredi Architects designed a multi-level structure that grouped The Limited. Limited Too, Express, Structure, Bath & Body and Cacique around the mall entrance-in effect, a department store without walls. The resulting spatial concept centers on a glass cube whose square floor plan intersects on three sides with The Limited's six stores.

Everyone traverses this glass cube to reach the mall. Walking past The Limited's stores without stopping becomes nearly impossible, however, due to Elkus/Manfredi's clever orchestration of steps, ramps and store fronts that bring shoppers up from the parking lot to the mall level and 73,000 sq. ft. of retail space for The Limited. In fact, two huge forms, a cylinder for The Limited and a cube for Express, thrust directly into the glass cube.

Straightforward as the steel truss structure of the glass cube is, the upper elevation is enriched by a series of arches described by curved beams. These beams fan out from their columns much as the ribs of a Gothic vault do. While not critical to the structure's integrity, the arches add an air of grace and refinement, especially when illuminated by cold cathode when twilight comes. It's easy to imagine shoppers planning to "Meet me under the glowing arches." 🔁

Photograph by Antoine Boots/Chroma



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BOOKSHELF

Who Really Built the President's House?

The White House, The History of an American Idea, by William Seale, 1992, Washington, DC: American Institute of Architects Press, 336 pp., \$55 paper

With only eight years remaining before the federal government relocated from Philadelphia to a swamp in Maryland and Virginia, The United States' first chief executive became increasingly impatient to see designs

for the public buildings. Thus the curtain rises on *The White House* in 1792, when George Washington went over the heads of the commissioners appointed to develop the District of Columbia to find his own architect, Irish-born James Hoban. The drama that ensues is colorful, absorbing and eerily contemporary.

While ignoring most of Secretary of State Thomas Jefferson's advice about architecture and planning, Washington agreed to Jefferson's proposal for a design competition—and promptly picked Hoban's design. Yet the White House would not be built to Hoban's winning, Neoclassical vision without alterations from the start, and Washington's support of Hoban proved crucial. (Washington resolved controversies with his commissioners by declaring, "I require it.")

Subsequent Presidents have recognized their unique stewardship, altering the White House to suit their needs rather than abandon it. When structural failure loomed in the time of Harry Truman, the White House was completely rebuilt inside its original exterior walls from 1948-1952. Yet the strength of this 200-year project, as eloquently discussed and profusely shown by architectural historian William Seale, is that the White House has always fairly represented the pragmatic offspring of the Old World that America was, is and will be.

Bernard Maybeck: Visionary Architect, by Sally Woodbridge with photography by Richard Barnes, 1992, New York: Abbeville Press, 248 pp., \$55 paper

"Country bumpkin" would not seem the obvious label to pin on one of America's most original architects, Bernard Maybeck (1862-1957), son of a German-American cabinetmaker in New York's Greenwich Village, who grew up discussing art, politics and philosophy at the family dining table. Yet when young Maybeck began architecture studies at France's great Ecole des Beaux-Arts in 1882, fellow students made the presumed naïf stand on a ladder to sing "The Bullfrog on the Bank." As architectural historian Sally B. Woodbridge notes in this luminous monograph, Maybeck was a freespirited and good-natured soul who treasured his student days in *fin-de-siècle* Paris.

Playing the dreamer came naturally. Maybeck settled in a community of naturalists and Arts and Crafts artisans in Berkeley, Calif., in 1890. As head of his own practice from 1895, he created one remarkable structure after another—many homes—that culminated in the extraordinary First Church of Christ, Scientist in Berkeley, 1910, and the Palace of Fine Arts in San Francisco, 1915.

Wondrous as Maybeck's artistry is, full of boldly articulated and finely carved columns,



Sketch of the Governor's Palace, Chandigarh, 1952, from *Le Corbusier: Ideas and Forms*.

beams, rafters, staircases and casework in his own Arts and Crafts style, *Bernard Maybeck*. *Visionary Artist* shows him to be a conscientious practitioner and artisan as well. Upon receiving the AIA Gold Medal in 1951, he told colleagues, "The architect of this architecture does not need to talk. His business is to listen." If Maybeck was anyone's fool, he was God's.

Fireplaces, by Alexandra Edwards, with foreword by Paul Vincent Wiseman and photography by Cookie Kinkead, 1992, San Francisco: Chronicle Books, 132 pp., \$18.95 paperbound, \$29.95 hardbound

Here's a book that seems destined to bring a smile to anyone who picks it up. As freelance writer and Chinese literary scholar Alexandra Edwards writes in *Fireplaces*, "The mere mention of a fireplace conjures a host of pleasing associations—the romance of a flickering flame, a warm, welcoming glow on a wintry evening, the smoky fragrance of dying embers. There is something reassuringly elemental and real about wood burning in a grate, for who among us is not drawn to a lighted fire, around which, after all, we have gathered since the dawn of history?"

Who indeed? The fascination of architects, interior designers and artists with fireplaces, as shown in photographer Cookie Kinkead's intimate views, centers around how to frame this third opening in a wall that is neither door nor window. Sculptor William Minschew's monolithic, almost prehistoric fireplaces seem to grow out of the outdoor terraces of his studio in the foothills of California's Central Valley. A crisply cut rectangle in an ellipti-

cal wall of granite makes the eye pause and rest within an otherwise all-white home designed by Charles Moore with Urban Innovations Group. Artist Bill Sullivan has carved a romantic Baroque fireplace for fashion designer Jessica McClintock's dining room in keeping with her existing Austrian mirror.

Come rain, snow or twilight, Fireplaces should keep most designers and their clients very, very warm.

Le Corbusier: Ideas and Forms, by William J.R. Curtis, 1992, New York: Rizzoli International Publications, 240 pp., \$35 paperback

One of the design world's more intriguing questions is how postwar America's skyscrapers might have looked had Charles Edouard Jeanneret, better known as Le Corbusier (1887-1965), won the United

Nations commission, which he intensely sought in the winter of 1946-1947. His "Project 23-A" became the property of a technical committee that awarded the commission to American architect Wallace Harrison. But how intriguing a "what if" is "23-A."

Le Corbusier had focused his composition on a muscular, slab-like skyscraper with a *brise soleil* ("sun-breaker") facade set on sturdy columns or *pilotis*. It was nothing like the sleek, glass-and-steel architecture of Mies van der Rohe, which did triumph. In Le Corbusier's more aggressive, organic and revealing sky-scraper, structure and skin were typically inseparable.

The reissue of *Le Corbusier: Ideas and Forms*, written in 1985 by architectural historian William J.R. Curtis, comes when design is not informed by underlying aesthetic theory. Wildly inventive and exuberant as Le Corbusier was in such masterpieces as Villa Savoye in Poissy, 1928-1929, Unité d'Habitation in Marseilles, 1947-1953, Notre Dame du Haut, Ronchamps, 1951-1953, and Parliament and High Court, Chandigarh, India, 1951-1965, he never relented in his theoretical quest for a more harmonious community for industrial society. As this valuable monograph reminds us, even at the highest levels of execution, great architecture is truly a *social* art.

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Landscape Forms Inc.'s 1993 General Catalog introduces new and improved products and showcases existing product lines. This 16-page, full color catalog displays Landscape Forms' indoor/outdoor seating, benches, tables, planters, litter receptacles and ash urns for public use. Circle No. 251

SMITH SYSTEMS

A new four-page catalog describes Smith System's most affordable lines of work stations in a wide variety of styles, options and price ranges to suit any budget. Also included is information on the firm's desktop computer security enclosures. Circle No. 252

QUATTROCCHIO

The Zerodisegno Collection by Quattrocchio is artfully described in this multilingual brochure. The collection of industrially conceived, complementary, metal furniture pieces is intended for use where precise functionality will not be a contradiction with spontaneous invention. Circle No. 258

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PHILIPS LIGHTING

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HUNTER DOUGLAS

Hunter Douglas Architectural Products offers an eight-page brochure describing its security ceiling systems that are designed for prisons, psychiatric facilities or any building where ceilings must be secure. Circle No. 255

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Mitsubishi presents its support literature for the revolutionary Himawari Sunlight Collection and Transmission System. The illumination system brings "actual sunlight" to many locations for a variety of applications never thought possible in the past. Circle No. 257

PRECISION ARCHITECTURAL LIGHTING

Precision Architectural Lighting presents its latest product brochure, which includes a portfolio of it's work. The company manufactures only linear fluorescent fixtures, which are being specified in new and innovative ways due to their flexibility and energy efficiency. PAL offers a wide range of models to enhance modern architectural design. Circle No. 253



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In Memoriam

David Emfinger, 1961-1992

he staff of *Contract Design* is deeply saddened to report that one of our most gifted and vital colleagues, David Emfinger, died on November 5, 1992 of complications from AIDS. In his seven years as our art director, David shepherded the magazine through several redesigns, the last being his own. Watching David redesign the magazine himself—after two independent graphic design firms failed to produce a winning new look—was especially satisfying in light of the praise you, our readers, have given it during the past two years.

In our travels within the design community, we invariably hear that "The magazine looks great." There are probably few better tributes to David's immense talent and effort. Just look at our issues from October 1990 on.

For those of us who worked with him, David's sharp sense of humor and down-to-earth outlook made us often forget the terrible toll AIDS was taking on him. His art director's office—to his occasional chagrin—was the center of our social activity. Here we held our coffee breaks, editorial meetings and birthday parties. David was tenacious, whether he was staying night after night to get the magazine out, searching all over Manhattan for just the right dimmer switch for a lighting piece he was working on, or stealing into hospital stairwells (I.V. and all) to sneak a cigarette.

AIDS is an illness that steals sight from a painter, energy from a man who often toiled well after midnight, and life from a colleague and friend so alive in our memories that his death almost seems an illusion. His loss is a vivid reminder that our industry has been among the hardest hit by the AIDS crisis. We must all recognize this fundamental truth: It is not over.

The Commercial Design Network has contributed to the fight against AIDS with a donation to DIFFA (The Design Industry Foundation For AIDS) in David's memory. We urge you to join us in this effort. \Im

NUARY 1993

PERSONALITIES



Moore

Less is never Moore

Charles Moore

Where is Charles W. Moore, FAIA? The whereabouts of the distinguished architect, educator and recipient of the AIA 1991 Gold Medal and other honors for such work as The Condominium at Sea Ranch, Calif., St. Matthew's at Pacific Palisades, Calif., and Hood Museum of Art at Dartmouth College, can be a mysteryunless you keep up with him. A designer whose projects are filled with the spirit of the people and places where he builds, Moore has pursued an ambitious and peripatetic career. Along the way, he has founded MLTW, Moore Ruble Yudell, Centerbrook and now, Moore Anderson, He has also found time to teach at UC Berkeley, UCLA, Princeton, Harvard, Yale and now UT Austin.

If Moore is not quite certain himself why he moves between such far-flung places, he does know when it all started. "Every year, my family would decide whether to winter in Florida or California," he remembers of his early years in Michigan. "I planned the trip from the age of six."

No matter what roads he travels, Moore feels there's still much to be done. He points out, "Architects often announce 'We're going to educate the public.' I think it's time the public educated us. Our clients already know quite a lot about what they want—if we know how to listen."

Aside from having his legendary talks on water and architecture due to appear as an Abrams book, Moore's not saying what's next in his career. Will the Texas AIA please keep us posted?

En garde!

Margaret Lindsay Holton

"Everything I do ends up as research for my designs," says Margaret Lindsay Holton. If that's true then the 37-year-old Canadian's library must be the size of the national archives. Before devoting herself to furniture design, she tried her hand at package design, writing novels and writing and producing screenplays. "I think that, because we are more and more a visually-oriented culture, the novel is a dying art form," she theorizes. "And mainstream media is not ready for my films."

We are ready, though, for her furniture designs. After years of producing one-of-a-kind pieces, Holton is now exploring limited production work like the Signature Series, produced by Canadian casegood manufacturer Kaufman. Using judicious amounts of exotic wood in what Holton



"Japanese

Shaker" style, Kaufman will produce only 50 of the desk and credenza sets. She has also created the Bistro chair, manufactured by Savoia Chair, which will be available for a minimum order of 200.

Holton

Making the leap into furniture design came naturally to Holton. Her family has been involved in furnishings for four generations, and her 72-year-old cabinetmaker father is still working hard. When not in the shop or at the drawing board, Holton relaxes by fencing. "It's like 'contact pingpong,'" she says.

A new spin on "duel" careers, Margaret?

Culture shock in Carbondale

Hiro Isogai

When interior designer Hiro Isogai left his home in Tokyo at age 18 for college in the United States, he thought this country was "all the same. That's the only explanation he can give for choosing Southern Illinois University, where Carbondale's vast farmland came as a shock to his urban-bred mentality. On the first day of school, Isogai discovered that "downtown" was only one block long. "All I could think was. 'What did I do to myself?" he recalls.

Not to worry. Even before Isogai graduated with a degree in architectural interior design, he had secured a job in the interiors department of Hellmuth, Obata & Kassabaum in nearby—and very metropolitan—St. Louis. His career has since taken him to several nationally known firms, including VOA in Chicago, CRSS in Washington, D.C. and Cooper Carry in Atlanta.

As one of three principals of e p i c 5, an Atlanta design firm he recently founded with partners Crystal Coffey and Deborah Powell, Isogai is firmly committed to teamwork. "I want to contribute to my partners as much as I can because I respect them as designers and as individuals," he says.

Isogai describes himself as a fanatic golfer. On what makes a

good designer, he muses, "I can't get too philosophical about it. All designers have egos, but this is a service industry. If we don't have happy clients, we're worthless even if we're talented people."

If Isogai has any handicaps, they're on the green, not at the office.

A soul you can sit on?

Tom McHugh

"When Corbu said that 'Chairs have no soul,' he was right," says Tom McHugh, AIA, design partner at Brady McHugh Architects in Philadelphia. "But not mine." McHugh started focusing on interiors in an unconventional place—architecture school. "I designed projects from the inside out," he says dryly, "and they all thought I was weird."

Isogai

Today, with his own design firm and best-selling products ranging from McHugh tables and the Chisholm chair for Brayton to the Tisbury sofa for Keilhauer McHugh feels vindicated. It's a big step from founding his firm three years ago this April Fool's Day. "A bunch of us who were unsatisfied with big-office paper pushing just got together," he recalls.

One result of their meeting was McHugh's joining Tabula Rossa, an art-and-architecture group that is now four years old In 1992, Tabula Rossa brought ar exhibition of Czech cubism here that has taken America by storm The group also sponsors sympo siums for students, giving then what McHugh describes as ": place to work out their frustration at having to draw skyscrapers!"

When not sketching on napkin and paper bags ("Never throw ou the first sketch!") McHugh skis jogs, and plays Frisbee with hi dog, Tisbury. Summering o Martha's Vineyard, he catches u on New England vernacular. "M pieces often have a sensuou Shaker sensibility." he observes.

Sensuous Shaker? Better wa until April Fool's to ask him abou tha



McHugh