How To Speak With An Accent.

Accents like our architectural ornaments say a lot about a building. They add character, style, and lasting beauty to virtually any interior or exterior. Pineapple Grove Designs' architectural ornaments come in a variety of sizes, shapes, colors and materials to help you make a strong design statement.

Because your designs say a lot about you.
The vitality of style and grandeur has been revived with Neo-classic contemporary interpretations reflecting a rare richness of old world finishes and ornamentation, masterfully crafted of solid brass or patina finishes. Unmistakably Fredrick Ramond.

PANTHEON

Our lighting consultants are available Monday-Friday 8:00 am to 5:00 pm to personally review with you this unique collection of exquisite lighting expressions.

FARREY'S

Distinctive lighting and decorative hardware
1850 N.E. 146 Street • Miami, FL 33181 • Dade: 947-5451 • Broward: 524-8675

Circle 17 on Reader Inquiry Card
Features

1991 AIA Florida Awards for Excellence in Architecture

Sideporch House
Scott Merrill Architects

Hard Rock Cafe
Aura Architecture

NCNB Plaza
Harry C. Wolf and Odell Associates

Team Disney Building

Delta Flight Center/Third Airside at Orlando International Airport
KBJ Architects Inc.

Caribbean Cottage
Cooper Johnson Smith Architects

Sawgrass Mills Regional Mall
Arquitectonica International

Midway Fire Station
Johnson/Peterson Architects

Test of Time Award
Plymouth Harbor by Frank Folsom Smith, AIA

Indigenous Southeast Architecture: A Backward Glance
Al Alschuler

Departments

Editorial
News
New Products
Viewpoint
From the Publisher

On the Cover: NCNB Tower in Tampa by Harry C. Wolf and Odell Associates.
CBR has developed a computer program which allows the user to research and define building codes and adopted standards. The program is designed to assist architects, engineers, fire and building departments and will run on any IBM or compatible machine with a fixed disk and 640K of RAM.

— NOW AVAILABLE —

ADOPTED ... **N.F.P.A.** ... STANDARDS

Express your imagination with

**GLASS BLOCKS**

OVER 60 DESIGNS • SIZES • COLORS

HIGH SECURITY • THERMAL INSULATION • SOUND INSULATION • LIGHT TRANSMISSION

**GLASS MASONRY INC.**

P.O. Box 8325 / Pembroke Pines, FL 33024 / (305) 962-6884
FLORIDA: 800-940-4527 / NATIONAL: 800-456-7093
The paragraph above is quoted from a current news item circulated to magazine editors by the AIA News Service in Washington. In the current batch of news items which the AIA deemed important, there are several which relate to the subject of housing for seniors.

"Aging in place" and retrofitting residences so that the elderly may remain "in place" seems to be the most popular line of thinking at the present. Although the terminology is relatively new, "aging in place" is not a new concept. It simply involves allowing older Americans to remain in their homes as long as they can. Following this line of thinking, the ITT Insurance Group has built a full-scale transportable house exhibit, named Hartford House, that incorporates 120 simple modifications that can help the elderly stay in their own homes as they age. A guide to the exhibit can be obtained by sending a stamped (75 cents), business-sized envelope to: The Hartford House, P.O. Box 4460, Hartford, CT, 06146.

Research has shown a growing appeal among the public for the concept of aging in place. The American Association of Retired Persons (AARP) conducted a 1990 survey revealing that 86 percent of participants 60 years of age or older prefer to remain in their current homes, as opposed to 78 percent just five years ago.

When the home in which these elderly people wish to remain is a retirement home, then that building must meet the same challenges as an individual residence in terms of ease of use of facilities, access, etc. In light of the wave of press material dealing with the subject of retrofitting residences for the elderly, I was particularly gratified to see the 1991 Test of Time Award was presented to a building which has been serving the needs of the elderly for the past 25 years.

Frank Folsom Smith's design for Plymouth Harbor, a "full service retirement center" in Sarasota, truly seems to have stood the test of time in every way. Throughout the project, the "care" concept was utmost in the mind of the architect. It was the architect's desire that "the building be an appropriate symbol of the aspirations of the sponsors in seeking to provide a citadel of secure retirement within which independent living will flourish." Those are the architect's words, but I couldn't have put it better myself.

According to the AARP, "aging in place does not need to be achieved. It exists - in single family homes and in specially built environments for the elderly. Safety is at stake, and so is the quality of human dignity and the quality of life." DG
STUDIO, INC.

- Scale Models
- Renderings
- Exhibitry
- Sales Office

Project: Ocean Place Estates at Highland Beach, FL

Architect: Rex Nichols / Boca Raton, FL

2145 SW 2ND AVE. FT. LAUDERDALE, FLORIDA 33315
BROWARD 305-523-1312 DADE 305-949-8700 PALM BEACH 407-833-0266 FAX 305-764-1395
The 1991 Awards for Excellence in Architecture

This year, the 173 projects submitted for consideration in the Awards for Excellence in Architecture program produced eight winners. The jury met in the Washington, D.C. office of Jury Chairman Hugh Newell Jacobsen, FAIA. The other jury members included Heather Cass, AIA, and John McCartney, AIA.
AWARDS

Sideporch House

Architect
Scott Merrill, Architect
Vero Beach, Florida

Consulting Engineers
Johnson Creekmore Fabre and
Mosby and Associates

Landscape Architect
Scott Merrill and
Elizabeth Gillick

Interior Designer
John Stefanidis L.T.D.

General Contractor
Hill/Jones Inc.

Owner
Windsor

Long shallow massing, two porches and walled gardens were required by the design codes of the new town in which this residence is located. Living areas were placed on the second floor to take advantage of the views and breezes, with bedrooms opening to the more private garden below.

The simplicity of the design and materials contributes to the overall elegance of this project. Constructed of concrete masonry with a wood frame second story, cedar drop siding, bleached cedar rafter tails and porch assembly, cypress posts and railing, and cedar shingle roof, this residence is a study of composition, scale, and proportion.

Functional elements are carefully placed to suit programmatic requirements while remaining a part of the overall composition.

JURY: “This house is in Windsor, a new town north of Vero Beach, and it’s very expressive of the architecture in Windsor. It’s a beautiful house.”
This building was to be the client's first "free-standing" restaurant. His previous restaurants were constructed in existing historical buildings, and the client required that the decor and theme of the new structure exhibit similar historical characteristics. The design required that access be provided to both tourists visiting the adjoining theme park and to those who wished to visit only the restaurant. In response to this requirement, the restaurant was designed to resemble a large guitar that would span the two primary roadways serving the theme park. Additional challenges included the construction of the restaurant over the roadway while it remained fully operational, the location of the restaurant over the park's primary utility services and the "fast tracking" needed to coordinate the restaurant opening with that of the theme park.

JURY: "Freedom of Rock. Kingdom of Rock. I don't think that there is any other justification for selecting this project, other than we fell in love with it. It departs from being a one-liner. It's a serious piece of architecture that addresses its program."
In an age where every city looks more and more like every other city and man's alienation from nature mounts daily, this project represents an inquiry into a possible alternative, an antidote.

The architect sought to understand and respect Tampa's special qualities and where possible, to evoke recollections appropriately singular to this city, this place and this time. Through the use of geometry, number, proportion and material, there is an aspiration to make the building specific to its place. The cylinder is linked to the urban grid by the cubic volumes of the banking hall which approximate the height of the base of the building opposite it, provide a breathing space between the two, and mediate the scale from pedestrian to tower.

JURY: “The relationship of plan to tower to the banking hall itself reflects the perfect form of circle and square utilized all the way through the landscaping, planning, and the architecture. The quality of light is everything in this building both day and night. The landscaping is beautiful.”
This program required a 410,000 GSF headquarters facility, but the project had to preserve 1.9 acres of existing wetlands and it had to provide total flexibility for a company that experiences constant changes in work area configurations. It also had to create an image that reflects the "entertainment" nature of the owner.

The design solution is based on the idea of time, and the building is designed to function as a "time ship." The ship's "stack" is a 120 foot high truncated cone that serves as the central organizing element for the composition.

JURY: "This is an entertaining building and it is magical and it is fantasy. Here is an extraordinary example of an architect who has done one of his most brilliant buildings because he arrived at the place where his sense of whimsy is incredibly appropriate.

This is a team effort and it really shows. The detailing is so immaculately honest. Each material is joined together without losing its integrity."
Delta Flight Center/ Third Airside at the Orlando International Airport

Architect
Walter O. Taylor
KBJ Architects, Inc.

Landscape Architect
Edward D. Stone, Jr.
& Associates

Interior Designer
KBJ Architects, Inc.

General Contractor
Great Southwest Corporation

Owner
Greater Orlando Aviation Authority

Due to the increase in area tourist travel, this international airport required a new unit terminal of 24 gates that could handle 6 million passengers a year. It is designed to provide the last word in convenience, service, and ease of travel. Further, all efforts were made to provide the passenger with a sense of arrival to Florida in this 533,000 sq. ft. airside terminal. Designed to complement the first phase of the airport, the airside continues the thematic "Florida Look."

The entire terminal was designed to allow the passenger to have continuous visual contact with the environment. Every gate has a panoramic view of the outdoors with floor-to-ceiling windows. The three concourses allow the glorious Florida sun to enter through the skylights that are built into the vaulted overhead arcs.

The climax of the three concourses is the hexagonal core whose broad, glass-enclosed dome is supported by six massive beams that meet at a ring above. Colossal glass walls that are shaded by lattice frames on the exterior curve far over the heads of the visitors, creating an ever-changing pattern of sunlight throughout the day.

JURY: "The effect of walking through these spaces with the skylight and tubes is just marvelous. The use of these tubes and no glass provides constant indirect light and it creates enough shade that you're not hot. The colors used here are beautiful."
Caribbean Cottage
Seaside, Florida

Architect
Cooper Johnson Smith
Architects, Inc.

Consulting Engineer
Johnson Creekmore Fabre

Interior Designer
Carrie Raeburn

General Contractor
Breaux Construction

Owner
Carrie & John Raeburn

Designed to accommodate family vacations at the beach, the cottage is elevated to provide a view of the gulf. The high hip roof forms an "H" with shed roof and trellis filling the balance of the buildable footprint. The cottage is designed to have two fronts; a modest entry front facing the pedestrian street and a grander south-facing front facing a county road and the Gulf beyond. Typical wall plate height is twelve feet with several rooms gaining additional height within the roof volume. Natural ventilation and solar protection is facilitated by tall rooms, shading from a south-facing trellis, ceiling fans, louvered doors that can be closed to the noon sun and rooms with multiple exposures. Variety in outdoor living is provided with both a generous screened porch and trellis-covered deck. Every effort was made to preserve the natural vegetation.

JURY: "This house is truly a Seaside house. This project can be photographed from any angle. The wonderful colors will blend beautifully as they bleach out in the sun."
Sawgrass Mills Regional Mall

Sunrise, Florida

Architect
Arquitectonica International
Coral Gables, Florida

Consulting Engineers
Mechanical – Lagomasino, Vital & Associates
Structural – Riva, Klein & Partners
Civil – Darby & Way, Inc.

Landscape Architect
SWA Group

Interior Designer
Arquitectonica International

Construction Manager
Centex Rooney Construction Company

Developer
Western Development Corporation

The design required a modular, yet widely varying, retail space layout capable of being quickly and economically modified to meet changing tenant requirements. The use of simple yet durable building materials helped the architects to meet the restraints of budget; however, it is the manipulation of these materials that provides the infinite variety in form and scale. The mall is bright and open, perfectly suited to its South Florida climate; a departure from the typical “shopping mall” environment. This is a project that recognizes the need of human interaction in the public setting.

JURY: “The playfulness of this structure and its different forms fulfilled the response inside. The quality of life in the domes can only be terrific and the air conditioning bill must be heaven. The variety of spaces gives you a sense of identity - meet me at the columns or meet me at the cube.”
A newly created town in rural north Florida voted to build a fire station as their first public building. Because of their lack of full time staff, they required a secure structure constructed of low maintenance materials. The “bare-bones” budget was funded by a small federal grant, yet they wanted this building to be special: a focal point for an emerging community.

As well as serving its functional needs, the fire station has set a precedent for this small community to follow. It proves that modest budgets need not produce low quality buildings. As this community grows, other civic buildings will be influenced to achieve the same qualities of beauty, simplicity, and economy.

JURY: “We found this to be in context and in scale, with surprising dignity. It’s really very elegantly done.”
Most insurance programs can't pass the test of time. They fail when it takes weeks and months to handle your claim. They fail when they treat you like a number with a problem.

The FA/AIA (Florida Association/American Institute of Architects) Insurance Program, however, passes the test of time with flying colors. Among the program's features:

- 48 hour average claims turnaround time
- A courteous and caring staff that treats you like a person, not a number
- Cost-containment and "Take Care of Yourself"/Wellness campaigns
- Controlled by active AIA members as Trustees

It's your time and your money. If your insurance program isn't giving you the service you pay for, it's time to look into the FA/AIA Group Insurance Program.

For more information, call Kathleen McDonnell or Eric Shirley at:

Association Administrators & Consultants
19000 MacArthur Boulevard, Suite 500
Irvine, California 92715
1-800-854-0491 Toll Free

Circle 27 on Reader Inquiry Card
NEWS

UF Lecture Series Attracts Superstars

The Fall, 1991, Lecture Series in the University of Florida Department of Architecture promises to produce some of the most influential names in contemporary architecture. Beginning in early September, the lectures will take place on Monday and Wednesday evenings in the Architecture Building at UF unless otherwise noted. The current schedule is as follows:

**September 9, 6:00 pm**
Jose Oubrerie, Chair of Architecture, Ohio State Senior Designer in the Office of Le Corbusier

**September 16, 7:30 pm,** Harn Museum
Laurie Hawkinson and Henry Smith-Miller
Professors at Columbia and Yale University

**October 7, 6:00 pm**
Harry Wolf, architect, Los Angeles

**October 21, 6:00 pm**
Thomas Phifer
Architect, Design Partner, Richard Meier and Partners

**November 6,** Dan Kiley
Landscape Architect, Vermont

Date to be announced
Antoine Predock
Architect, New Mexico

October 1 through January 6, 1992, the Exhibit is entitled “In the Most Fashionable Style: Making a Home in the Federal City.” This is the fourth exhibition in the research series focusing on the early history of The Octagon and the Federal Republic.

January 23 through April 12, 1992, the exhibit is entitled “The White House: Image in Architecture, 1792-1992.” This show is jointly sponsored by the American Architectural Foundation and the White House Historical Association. The exhibition will focus on the exterior and interior architecture of the White House, concentrating on its earliest construction.

Octagon Exhibition Schedule

The Octagon Museum and the American Institute of Architects Headquarters Gallery exhibition schedule for the fall and winter of 1991-92 promises some very interesting shows. The Octagon is located at 1799 New York Avenue, NW in Washington. It is open Tuesday-Friday from 10 am to 4 pm and on weekends from 2 - 4. A $2 donation is suggested. The American Institute of Architects is located immediately behind The Octagon and galleries are open Monday Friday, 8 - 5. Admission is free.

CORREX

The photo of the lower level entry rotunda in the FDLE Headquarters Building which appeared on page 22 of the September/October 1991 issue of FA was not properly credited. The photographer was Vito Sportelli.
INTRODUCING
THE OFFICIAL STATE FIRE MARSHAL
MANUAL OF RULES AND STANDARDS
This is the only complete compilation of rules and standards
as adopted by the Florida State Fire Marshal's office.
AVAILABLE NOW!
$69.95
This is a must reference for anyone in design and construction
in the State of Florida:
EVERY FIRE REGULATION IS IN THIS NEW EASY
TO USE MANUAL.
ALL ENTRIES ARE PRIOR APPROVED BY THE
STATE FIRE MARSHAL.
Automatic Update Service Available to
Keep Your Manual Up to Date at all Times
Order Today!
MANUAL PUBLISHING CO.  PRICE
P.O. Box 11128  Book  $60.00
Tallahassee, Fl. 32301  Update  9.95
(904) 561-8607  Tax  4.90
FAX (904) 224-8413  Postage  5.00
Visa • MasterCard • American Express

KEYSTONE
for that natural look.
Keystone is real Florida cut coral, a shell travertine from the Florida Keys. Diamond sawed, cut
six sides to your specifications. A natural light
cream with rich tones of red-brown and black.
KEYSTONE PRODUCTS, INC.
1414 N.W. 3rd Avenue / Florida City, Fl. 33034
(305) 245-4716

Circle 24 on Reader Inquiry Card

Circle 13 on Reader Inquiry Card

FLORIDA ARCHITECT November/December 199
When completed in 1966, this highrise was a landmark building, both functionally and aesthetically. Twenty-five years later, it is still the tallest building in Sarasota.

The 16-acre site between the mainland and the keys off the southwest coast of Florida offers a magnificent panorama from each of the 21 residence floors. The original design for the building, which paired single room studio apartments with one bedroom apartments, has proven successful for combining them into larger two bedroom apartments when more space is needed and then subdividing them later if a spouse dies or less space is needed.

Realizing that small congenial spaces would be necessary for the social atmosphere which the client desired, the architects developed a "colony" system which proved to be unique to this project. The premise was that the abolition of corridors would eliminate the impersonal character usually associated with apartment buildings. The apartments here are entered from interior galleries grouped around attractively furnished lounges which are three stories high and which provide their own neighborhood atmosphere.

The buildings in this complex have matured well, looking and functioning in substantially the same way for the past 25 years. This project continues to fulfill the architect's philosophy of timeless design as opposed to trendy or momentarily fashionable design solutions. It was the architect's desire that the building be an appropriate symbol of secure retirement within which independent living would flourish, and that has been the case for the past quarter of a century.

JURY: "The emphasis here on a simple concrete pallet and good scale and proportion is what impressed us most. This building looks like it belongs to the site as much today as it did in 1966, perhaps more. The proportions are very elegant and the graceful silhouette gives the building a life of its own."
DON'T GET STUCK WITH INFERIOR STUCCO.

Perma Crete™ Stucco is a quality-controlled, pre-blended portland cement and selected aggregate composition which includes a waterproofing agent, fade-resistant pigments, and other chemical combinations to provide a long-lasting finish.

Perma Crete’s finish coat is color through so there is never a need to paint. Available in white and many beautiful colors, it can be trowel applied or sprayed for either a textured or smooth finish.

The buttery consistency makes it easier to apply and its greater spread gives extra coverage making it more economical.

All components meet the standards set forth in ASTM-C929-81 for stucco.

Coverage is 6-9 yards per 80 pound bag.

For further information write or call C.L. INDUSTRIES, INC.
P.O. Box 13704, 8188 South Orange Avenue, Orlando, Florida 32859-3704
(407) 851-2660; 1-800-333-2660; FAX: (407) 240-2743

Circle 26 on Reader Inquiry Card

T-SQUARE
THE SOURCE SINCE 1926

BLUEPRINTING • COMPLETE REPROGRAPHICS SERVICES • COLOR COPIES • FULL COLOR PLOTTING FROM CAD & POSTSCRIPT • DRAFTING, ART & OFFICE SUPPLIES • FURNITURE & EQUIPMENT • MERLIN & KROY LETTING SYSTEMS AND SUPPLIES

FREE PICK-UP & DELIVERY

MIAMI
998 W. FLAGLER ST.
324-1234

GABLES
3824 S.W. 8TH ST.
446-8816

FT. LAUD
415 N.E. 3RD ST.
763-4211

BOCA
1060 HOLLYWOOD
998-92

Circle 7 on Reader Inquiry Card
Indigenous Southeast Architecture: A Backward Glance
by Al Alschuler

Winters in South Florida are benign...the envy of North-erners whose hometowns are frost-laced and frigid.

Summer's heat, however, is far from intolerable along the coast where breezes spawned by the inimitable Gulf Stream offer a respite from the perennial humidity of our landlocked counterparts. Although we share the same sub-tropical latitudes as Karachi, Pakistan and Aswan, Egypt, this fortu­itous breeze refreshes many an otherwise insufferably stif­fling Miami midday or evening.

The Seminoles were soothed by that selfsame ocean current many hundreds of summers ago. The above ground living levels and cross-ventilating passthroughs of their thatched chickees, however, were supremely suited to the setting and to the situation.

Our pioneering ancestors quickly discovered the advantages of such vernacular shelter as the Seminoles had invented. Before too long, the Indians' adaptive built environment, featuring resilient wood poles, ventilating slats and shading palm fronds, were superceded by equally indigenous "found" materials which would be proven far more practicable for permanent set­lements.

Hardy pine timber, locally orested and converted to lumber, resisted both moisture and insect infestation. Porch­erslers and passersby alike were sheltered from seasonal downpourings and the scorch­ing semi-tropical sun by shingled roofs which jutted over balconies, porticos and ter­aced walkways...even as high­itched gables and tall interior ceilings prompted the upward circula­tion of sultry, overheated air.

Sand and lime, essential for the production of concrete and stucco, are both indigenous to the area. More formidable in the face of gale-force winds, masonry structures were also cross-ventilated with an abundance of fenestration.

Traditional Florida "cracker" houses were raised above the ground for below-foundation cooling in addition to their wide verandas and large well­shaded windows. Jalousies and shutters evolved naturally from a need to keep out the intense summer sun.

This vernacular architecture, however unpretentious, was a generic triumph for those concerned with inherent environmental essentials.

Some succeeding "sophisti­cates" considered such solutions far too simplistic for the demands of contemporary life. Fortress-type residences and bastioned businesses with fixed-pane panels and limited exterior exposures are now, unfortunately, uncompromis­ingly commonplace.

Most present day south­easterners (and others else­where, I suppose) prefer near­hibernation from mid-spring until fall, seeking the chilled comfort of churning compres­sors and whirling fans, paying heed...and monthly assess­ments...to the electrical gods.

There's hope, however, due to a renewed respect for our ancestral art of construction...inspiring more and more of our abler practitioners to emulate their predecessors. In­creasingly, the advantages of an earlier architectural her­itage are being observed...and esteemed.

The author is a freelance writer who lives in Miami and special­izes in writing about archi­tecture.
Meet the Stars of the 1991 AIA • Florida Products and Trade Show

3D Images • Alcan Building Products • Alpine Structures • Anderson Windows, Inc. • Architectural Accents of Naples, Inc. • Architectural Product Sales, Inc. • Ashley Aluminum, Inc. • Associated Cost Engineers, Inc. • Association Administrators & Consultants • Audio Visual Innovations • Bose Corporation • Business Environments • CoDesign-Cablefloor • Colonial Castings, Inc. • Computerized Building Regulations, Inc. • Contract Connection, Inc. • Crawford Tracey Corporation • D & B Tile of Miami, Inc. • Design Professionals Insurance Company • Design Sales • Edon • FiberStone Quarries, Inc. • Florida Clay Sales Co. • Florida Natural Gas Association • GAF Building Materials Corporation • Garmong & Padgett Sales, Inc. • Glass Masonry, Inc. • Haddonstone (USA) Ltd. • Hambro Structural Systems • Hughes Manufacturing, Inc. • Ivor A. Singer • James Hardie Building Products, Inc. • Jenkins and Charland, Inc. • Jimco Stone Centers/Spec-Mix • Kewaunee Scientific Equipment Corp. • Kroy Architectural Signs/Complete Signs & Designs • Larsen's Manufacturing Company • Loadmaster Roof Deck Systems • Mac Design Solutions • MacMillan Bloedel Building Materials • Marvin Windows & Doors • Parsec, Inc. • Plastrglas, Inc. • Pride of Florida • Rinker Materials • Robinson and Sons Shutter Co. • Ross Studio, Inc. • S & P Architectural Products, Inc. • SECOA • Security Aluminum Windows & Doors • Southern Building Code Congress Inc. • Specialty Timbers • Stephen L. Rosen, Inc. • Stiles Construction Co. • Sun Financial Group • T-Square • Tamko Asphalt Products, Inc. • Textured Coatings of America, Inc. • Tint World • Werzalit of America • Wilsonart •

Event Sponsors

Dodge Reports
Division McGraw Hill Information Services, Inc.
Serving architects and the construction industry for the past 100 years.

Stiles Construction Company
AIA Benefit Insurance Trust
Association Administrators & Consultants, Inc.
Centex-Great Southwest Corporation
James A. Cummings, Inc., General Contractors
New Baffle System Available

Alcan Buildings Systems Group has introduced a new ceiling system, the Intaline 440 Baffle, which creates an open, floating effect in both new and retrofit applications. The system is particularly well-suited for use in large areas such as those found in shopping centers, large halls, public areas and lobbies.

Available in a variety of heights, lengths and colors, the 440 Baffle system creates a linear-patterned ceiling plane which may run at any angle to walls or be arranged in patterns such as herringbone. The baffles provide shielding from one direction and may be used effectively for directional emphasis.

Without fully enclosing the plenum area, the 440 Baffle can be suspended a considerable distance below the plenum to conceal service fixtures and to create a more intimate environment by lowering the ceiling's visual reference. Air may be supplied or returned through the baffle with a minimal reduction of air flow.

For more information, contact George Eckerd, Alcan Buildings Products, 227 South Town East Blvd., Mesquite, TX, (800) 827-6045.

New Solution for Ultraviolet Ray Filtration

IllumiLens U.V. and IllumiLens H.T. provide new solutions for ultraviolet ray filtration and thermal shock problems associated with modern high-intensity lighting equipment.

Two unique glass ceramic lenses, IllumiLens U.V. and H.T., are designed to counteract either the effects of ultraviolet radiation or significant temperature changes without considerable loss of the bright, natural light emitted by modern lighting equipment such as metal halide lamps, halogen and other high-intensity/high-wattage systems.

Distributed in North America by Technical Glass Products of Seattle and manufactured by Nippon Electric Glass Ltd. of Japan, IllumiLens U.V. and H.T. are available in 3 and 5mm thicknesses and can be cut to specified shapes and sizes.

Due to its ability to minimize merchandise damage and personal injury cases caused by ultraviolet ray exposure, common product applications would include display lighting in retail stores, museums, art galleries and office facilities. Its usage would include outdoor landscaping, theatre, stage and stadium lighting, as well as aviation applications.

Inquiries should go to Nancy Hansen at Technical Glass Products, 2425 Carillon Point, Kirkland, WA 98033, (206) 822-4514 or 1-800-426-0279.

Patient-Care Modules Aid in Space Planning

Bradley Corporation’s full line of in-room, combination lavatory/water closet modules answers the needs of both hospital administrators and specifying architects by combining convenient, hygienic functionality with a variety of style and performance configurations.

The new LavCare 1,000 patient care module features a “one touch” single-action door which opens wide to reveal a handicap-height toilet. The door/toilet unit automatically locks into a stationary position when open.

The LavCare 1000 cabinet is available with either a molded chair unit for additional seating, or a large extended countertop with a storage compartment in place of the chair unit. A bedpan washer is incorporated into the cabinet for nurse convenience, and the bi-level, cultured marble sink is custom designed for draining i.e. bags, test work and other activities. An infrared-activated Futura faucet, with Bradley’s patented ACCU-ZONE control, is an optional feature.

For more information, contact Bradley Corporation, 9101 Fountain Blvd., Menomonee Falls, WI 53052. (414) 251-6000 or fax (414) 251-5817.

Computerized Directory System For Office Buildings

Digital Techniques has introduced its Touchdown Computerized Directory and Wayfinding System and an optional add-on Security System for use in commercial, institutional and educational facilities.

The personal computer-based Touchdown Computerized Directory replaces cumbersome, inaccurate billboard-type directory signage with one or more compact, easy-to-use interactive color graphics touchscreen displays located in building lobbies or other open access areas.

Visitors are given self-guided, instant access to a database of an unlimited number of individuals and company on-site listings by touching the display screen. “Routing”, lobby, floor and surrounding area maps, a directory of building services and a news and events bulletin board can also be displayed.

Unlike conventional directories, this system can store the names of every person working in a building or building complex. The directory system provides for easy cross-referencing of individual company names. When searched by individual, the name, title, company affiliation and office location is displayed. When searched by company, the location of the company’s reception area, departments and individuals working in each department can be shown.

An optional add-on, the Touchdown Security System utilizes a personal computer system, special software and magnetic card readers to record all after-hours building entries and exits, eliminating sign-in/sign-out sheets.

For more information, contact Judy Gay at Digital Techniques, Inc., 10 “B” Street, Burlington, MA 01803. Phone (800) 248-1771 or (617) 273-3495 or fax (617) 272-4098.

In the last issue of FA, the phone number for Mac Design Solutions (MDS) was printed incorrectly. The company’s phone number is (407) 844-1198 and FAX is (407) 863-4787.
PALM BEACH CLAY TILE COMPANY
7166 INTERPACE ROAD
WEST PALM BEACH, FLORIDA
1-407-848-1076 OR FAX 1-407-848-1944

Time enhances the beauty of clay roof tile.
Our Antique Weathered Reds and Blacks are unique and attractive with ageless beauty that appeals to the South Florida life styles and the beautiful estate homes of the Palm Beaches.
CLAY TILE is maintenance free, colors are permanent and fireproof. Tapered barrel and shingle roof tile has been manufactured for 30 years under the same management.

Harris & Associates
Construction Cost Consultants

Our staff includes:
- C/S/A Estimators
- Mechanical Estimators
- Electrical Estimators

Let us become a member of your design team.

Largest Cost Consultant in the Carolinas
Estimating experience in:
- State-funded Projects
- University Structures
- CACES & CES
- Residential Projects
- Commercial Projects
- Multi-Family Housing

Mailing Address
P.O. Box 423066
Kissimmee, FL 34742-3066
407-932-3153

NOW DISAPPEARING AT A LOCATION NEAR YOU.

These kit fox pups represent a species driven to the brink of extinction. The primary cause: habitat loss.

Since 1951, The Nature Conservancy has protected millions of acres of habitat for threatened plant and animal species in all 50 states.

A good job . . . but not good enough. We can’t afford to rest on our laurels; they may disappear.


Conservation Through Private Action
Original concept courtesy of Lewis & Partners, San Francisco
The Education of the Manager/Administrator in the Architectural Practice

The Society of Architectural Administrators (SAA), an affiliate of the American Institute of Architects (AIA), is concerned about the educational opportunities available for individuals interested in entering the construction industry as administrators or managers.

Clearly, the construction industry is a major sector of the U.S. economy. The Department of Labor projects that by the year 1995, there will be 5.75 million people employed in the construction industry. That represents approximately 4% of the total labor force in this country. Of that number, one out of every five people in the construction industry will be in a managerial or administrative role.

The area referred to as "Administrative Support" includes administrative services managers (office managers), clerical supervisors, marketing support, accounting clerks, general office clerks, secretaries and typists. It is this Administrative Support group that is of interest to SAA, since it represents the overwhelming majority of its membership.

The 1990-91 edition of the Department of Labor's "Occupational Outlook Handbook" provides the following job description for the Administrative Services Manager:

"[C]oordinate and direct supportive services such as secretarial correspondence; conference planning and travel; information processing; personnel and financial records processing; communication; mail; materials scheduling and distribution; printing and reproduction; personal property procurement, supply and disposal; data processing; library; food and transportation."

Moreover, there are approximately 34,000 office managers in the construction industry. The SAA College Curriculum Task Force is currently in the process of determining whether this number justifies a sufficient market to interest colleges in developing new degree programs and curricula.

Currently, an Administrative Services Manager advances through the ranks in an organization by acquiring several years' work experience in various administrative services, then assuming supervisory duties. The Department of Labor describes the current educational requirement for a career as an Administrative Services Manager as "a bachelor's degree, preferably in business administration ..." The curriculum should include courses in office technology, accounting, business mathematics, computer applications, and business law. It is clear that formal education and training regarding structure, procedures, and the legal and liability environment of the construction industry would be a tremendous asset in order to prepare an individual for the role of Administrative Services Manager. Such a program of study, however, does not appear to be currently available. The closest program of study is that of the four-year Construction Science and Management program offered at twenty-seven schools of construction. These programs provide a substantial introduction to managerial and legal issues in the construction industry. Architectural firms do well to recruit management trainees from these programs.

Other opportunities for aspiring Architectural Administrators are: 1) to obtain a four-year pre-professional degree in architecture from a school of architecture that has a "A 2+2" program; 2) to obtain a four-year business degree in management from a business college; and 3) to enter the industry directly from high school and obtain job training through clerical, secretarial and other duties. In fact, statistics show that very few persons involved in administrative support roles enter the job market with more than a high school education. While those individuals who do possess at least an appropriate four-year degree, usually enter the job market at the junior management level, i.e., assistant financial manager, marketing and public relations manager, assistant personnel manager, purchasing and accounts assistant manager.

The trend, however, is moving away from the traditional secretarial role in the office in favor of more technically trained paraprofessional support roles. The widespread use of computers by executives has changed the support person's role from less production to more coordination and technical backup. Along with these trends will come an increased emphasis upon formal education and training.

SAA would like to see the construction industry benefit from more college programs directed at preparing individuals specifically for managerial careers in the construction industry. The first step in this long process is to identify existing degree programs that meet this need, and develop new programs where they are needed. The membership of SAA can become involved in this "College Curriculum" initiative by visiting schools of architecture, engineering or construction in their local area and obtaining information about courses that might be of interest to SAA members. Identifying current sources of funding will also allow the current thrust to continue. Information obtained at the chapter level should be sent to Micki Aufdenberg, Chairperson of the College Curriculum Committee.

Piccola Randolph is the 21st national president of the Society of Architectural Administrators (SAA), a prestigious national organization affiliated with the AIA. As its goal, SAA is committed to providing educational programs and training to its membership in order to ensure the highest caliber of administrators within the profession. Today, SAA membership includes administrators from all facets of the construction and design industry, as well as attorneys, CPA's, city planners and engineers.

Like most construction and design administrators, Ms. Randolph started her career as a secretary and worked her way up through the ranks. She is currently an SAA-Certified Administrative Assistant in the School of Architecture at Florida A&M University in Tallahassee, Florida. Ms. Randolph founded an SAA chapter in North Florida and developed the oral examination for the architectural administrator's certification process. She believes that the keystone to her success is to set high personal goals, and then build a ladder of smaller steps to reach those goals. When asked if she had reached the top yet, she replied, "Oh no. There's always something bigger."
WHY ARE PC GLASS BLOCK® PRODUCTS
THE CHOICE OF AMERICA'S LEADING ARCHITECTS,
DESIGNERS, AND CONTRACTORS?

Because there is a difference in glass block quality... and the service that comes with it.

There's only one American-made, high quality glass block on the market today... and that's PC GlassBlock®!

It's backed by intense marketing and technical support, service and a focused manufacturing commitment.

The clarity and brilliance of PC GlassBlock® is unmatched, thanks to the exclusive use of low iron-content sand. No recycled bottle or other used glass is ever added to it. PC GlassBlock's unique edge coating provides a superior bond with mortar. And Pittsburgh Corning maintains strict quality control. The result: a consistently superior product.

By working through us, an authorized PC GlassBlock® Distributor, you'll have access to Pittsburgh Corning's drawing review and technical guidance... on-site assistance by trained, qualified Pittsburgh Corning representatives... full sample selection... professional installation... and post-completion backup, when needed.

To be truly meaningful, product quality and service must be reinforced by product availability. As a Pittsburgh Corning PC GlassBlock® Distributor, we stock all patterns and sizes of PC GlassBlock® products and accessories. With the recent completion of a new manufacturing facility totally dedicated to PC GlassBlock®, output has been substantially increased. And, significantly, the production at Pittsburgh Corning's glass block plant is committed 100% to glass block and only glass block.

Let us prove the difference that working with a PC GlassBlock® Distributor can make!

PC GlassBlock® is a registered trade mark of Pittsburgh Corning Corporation.

Circle 48 on Reader Inquiry Card
FROM THE PUBLISHER

The Business of Staying in Business
by George A. Allen, Hon. AIA, CAE, Executive Vice President

This is a story about an architecture firm in Florida which is about to go out of business. It isn't that the firm hadn't had sufficient work or that its work was poor in quality. On the contrary, the firm was quite busy and enjoyed a good reputation.

The problem is that the firm is embroiled in a legal dispute with one of its clients that is stripping the principals of all available time and cash on hand. Also, the firm has had to hire an attorney to answer charges by the Department of Professional Regulation that the principal architect violated one of the provisions of the architectural practice act.

How could a firm which, until last year, enjoyed success, suddenly find itself in such dire straits? It started months ago when a local businessman by reputation, knew that he was responsible for several building projects in the area and was anxious to add him to his client list. A meeting was immediately arranged.

The businessman indicated that he wanted to build a shopping center and he was in possession of a set of preliminary plans which had been used in an earlier project. He needed working drawings as soon as possible, but in addition, he needed the preliminary plans used by an architect so that he could begin arranging financing.

The architect responded that he could not sign drawings which he did not create. The potential client responded that his schedule did not allow time for redrawing the preliminary plans and that he would even pay more if the architect would sign the existing plans.

As a favor, the architect agreed. He signed the preliminary drawings and then took them back to his office to begin work on the final working drawings. He put everyone in his office on the job, sent a B141 owner/architect agreement to the client and proceeded to finish the drawings in record time. Even though he had not received the executed B141, the architect delivered the drawings to his client along with an invoice for payment.

The next part of this story is fairly predictable. The invoice was never paid. When the architect pressed for payment, the client filed suit against the firm for providing inadequate drawings and notified the Department of Professional Regulation that the architect had signed a set of drawings for which he had not provided responsible supervisory control.

Unfortunately, this story is repeated all too often in the architecture business. Insurance companies report that six of every ten claims filed against architects are initiated by owners in response to legal action taken by design professionals to collect unpaid bills. Many claims are settled after the architect agrees to take a big discount on his original fee. If he persists, however, owners have been known to exercise other measures such as reporting violations to the Department of Professional Regulation.

Looking at this story, it is fairly easy to draw some conclusions about how to avoid the owner-litigation trap:

- take some time to investigate the client's payment history. This is an acceptable business practice and can be done with a few phone calls to references supplied by the client. But, you must listen hard and listen well to keep from being fooled.
- prepare and execute the owner/architect agreement before you lift a pencil or push a button. Set up a payment schedule that begins to bring in money from an early stage in the work. Make sure the client agrees in writing.
- do not sign or seal anything that you did not prepare yourself, no matter what the sob story may be. It's against the law...period.
- if you have engineering or other design consultants on the job, make sure they are aware of the contract, the schedules called for and then pay them promptly.
- keep track of payments and don't ignore the nickels and dimes. If a client is in financial difficulty, you may find that you need to cease work on the project until you can renegotiate the contract, and...

DEVELOP A COLLECTION STRATEGY

- develop a strategy in your office for watching payments and collecting from slow payers. Those strategies should include such techniques as 1) non-principals should not call clients about late payments. A principal-to-client call should be made; 2) if there is even a hint of a problem with the firm's work, call for an immediate face-to-face meeting to deal with the problem; 3) document phone calls by return letters when money is owed and the client indicates there is no problem with the firm's work. This can help refute negligent claims later if legal action takes place; 4) when the client says the check is ready, go pick it up immediately. If distance precludes this, ask the client to fax a copy of the check so you can show it to your creditors; and 5) when all else fails, use the IRS as an ally by telling the client you are filing a Form 1099. This process starts when you call asking for the client's social security number so that you can declare the value of the service rendered as a personal payment to the client's personal and taxable income. If the client objects, tell him that your accountant advised it and that if the accountant is wrong, he can work it out with the IRS.

These are suggestions gleaned from instructions provided by professional liability insurance carriers who are interested in avoiding claims. There are other creative solutions which you should check with legal counsel before instituting.

Basically, if you want to have a successful business, you should treat your clients right, provide the best service possible and don't try to overcharge. It goes without saying that you should expect and demand the same in return.
Florida Association/
American Institute of Architects
104 East Jefferson Street
P.O. Box 10388
Tallahassee, Florida 32302
FAX: (904)-224-8048 (credit card only)
Tel: (904) - 222-7590

For more information about
Kohler Plumbing Products
see these Kohler distributors:

Lawrence Plumbing
Supply Company
Showroom:
5700 W. Flagler St.
Miami, Florida 33144
(305) 266-3338
31 S.W. 57th Avenue
Miami, Florida 33144
(305) 266-1571
405 N. Flagler Avenue
Homestead, Florida 33030
(305) 248-7020
8712 S.W. 129th St.
Miami, Florida 33176
(305) 251-7022

Wool Plumbing
Supply
Distributors of Plumbing
and Decorative Hardware
Showroom:
5910 Shirley St.
(off Pine Ridge Rd.)
Naples, Florida 33942
(813) 597-8155
Showroom:
1321 NE 12th Avenue
Ft. Lauderdale, Florida 33304
(305) 763-3632
Showroom:
4340 SW 74th Avenue
Miami, Florida 33155
(305) 266-7111
Showroom:
6778 N. Military Trail
West Palm Beach, FL 33407
(305) 863-7788

For more information about
Kohler Plumbing Products
see these Kohler distributors:

Lawrence Plumbing
Supply Company
Showroom:
5700 W. Flagler St.
Miami, Florida 33144
(305) 266-3338
31 S.W. 57th Avenue
Miami, Florida 33144
(305) 266-1571
405 N. Flagler Avenue
Homestead, Florida 33030
(305) 248-7020
8712 S.W. 129th St.
Miami, Florida 33176
(305) 251-7022

Wool Plumbing
Supply
Distributors of Plumbing
and Decorative Hardware
Showroom:
5910 Shirley St.
(off Pine Ridge Rd.)
Naples, Florida 33942
(813) 597-8155
Showroom:
1321 NE 12th Avenue
Ft. Lauderdale, Florida 33304
(305) 763-3632
Showroom:
4340 SW 74th Avenue
Miami, Florida 33155
(305) 266-7111
Showroom:
6778 N. Military Trail
West Palm Beach, FL 33407
(305) 863-7788
Stainless Reputation

Lyric™ Stainless Steel Sink and Coralais™ Faucet. Leave it to Kohler® to create an exemplary line of stainless steel sinks for the home. All with Kohler design and practicality in a wide range of stainless options. Premium mirror and satin finishes. Intriguing basin styles and shapes. Models that uniquely blend stainless steel and color with Silicast™ composite decks. Plus the most innovative line of accessories to be found. And superior Hushcoat sound deadening. Best of all, it lets you offer quality stainless steel sinks from the leading name in plumbing products.
Crossville Ceramics' New Freshened, Clear CROSS-COLORS™. Specially designed to be compatible with each other as well as to offer the designer the ability to blend CROSS-COLORS with any of our other collections. For more information and our new, full-color brochure, please call 1-800-221-9093.