



# *ASFD Pinnacle™ Design Achievement Awards*

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## 2005 Press Book

Use this book for background on ASFD Pinnacle Design Achievement Award winners and finalists.

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## *Credits*

ASFD Pinnacle Awards Committee: Chairman—Karl D. Felperin, ASFD, Felperin Design Associates, 37481 Maple Street, Suite K, Fremont CA 94536.

ASFD Pinnacle Awards Committee Members: Jim DiPersia, ASFD; Jack Lewis, ASFD; D. Scott Coley, ASFD; Ivan Saul Cutler

ASFD Executive Director: Christine Evans, 144 Woodland Dr. New London NC 28127, 910 576 1273, FAX: 910 576-1573, [info@asfd.com](mailto:info@asfd.com)

Master of Ceremonies for the Tenth Annual Pinnacle Awards Ceremony: Ivan Saul Cutler, Furniture Industry Analyst, 1817 Tennyson Court, Greensboro, NC 27410; Tel/FAX 336 288 1560; email: [ivancutler@prodigy.net](mailto:ivancutler@prodigy.net)

2005 Pinnacle Poster: Monika Turek, Turek Design, <http://turek-design.mezo.com/>

ASFD Webmaster: Aaron Kelly, [synergywebdesigns.com](http://synergywebdesigns.com)

Pinnacle Award Statue Design: James DiPersia, ASFD

Pinnacle Award Statue Manufacturer: Speedy Awards & Engraving, 64 Genesee St., New Hartford, NY 13413

Pinnacle Awards Certificates: Arto Szabo, ASFD; Arto Szabo Associates, 309 Round Hill Road, Greenwich, CT 06831; Tel. 203 340 9076; Fax 203 629 2978; Email: [aszabo@optonline.net](mailto:aszabo@optonline.net)

Pinnacle Awards Ceremony Photographs: Collett Photography, 260 Haley Lane, Thomasville, NC 27360; Tel. 336 476 6034.

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# *About the 2005 Pinnacle Design Achievement Awards*

This chapter contains the objectives and history of the Pinnacle Awards program, the 2005 categories, judging and sponsors. The category sponsors are listed, along with the judges, and the award ceremony is described. Details of the 16 winners include the designer, manufacturer, category and winning design.

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## *Objectives*

The Pinnacle Design Achievement awards were created in April 1995 by the Board of Directors of the ASFD to promote better design quality and encourage the recognition of furniture designers within the retail home furnishings industry. As such the awards are intended to celebrate designs that are produced in large numbers for sale to customers through retail stores.

The Pinnacle awards are open worldwide to any designer or manufacturer. Membership in ASFD is not a requirement for entry.

For the 2005 awards, eligible products had to be, (1) generally available to the public in retail stores; (2) in current production; and (3) introduced after October 2000 and before October 2005. Craft-produced or one-of-a-kind products were not eligible. Products must have been exhibited at a major retail furniture market *or* be available in at least 20 retail stores in the United States.

### **Criteria for Judging**

In accordance with the objectives of the awards as stated above, the designs were to be judged according to the following criteria:

- The extent to which the design represents value to the consumer at its suggested price point by combining visual appearance and function
- The extent to which the design makes the best use of available materials and production technology, and
- The extent to which the design incorporates the needs of the retail furniture consumer

It is important to note that the primary criteria for the judging is fulfilling the needs and tastes of the retail consumer. The judges were instructed to make their selection on the basis of perceived design value for the price point indicated.

**Categories**

For 2005 there were 15 categories for products. These were: Occasional Tables, Occasional Storage, Juvenile Furniture, Casual Dining, Motion Upholstery, Leather Upholstery, Stationary Upholstery, Accessories, Lighting, Home Office, Home Entertainment, Bedroom Furniture, Formal Dining, Summer/Casual, and Major Collections. Sufficient entries were received to make awards in all of these categories.

**Judging**

The deadline for submission was September 2, 2005. A total of 214 entries were received. Judging took place on Thursday, September 8, at Wood-Armfield Furniture in High Point. The judges selected 59 finalists in the 15 categories. While the list of finalists was immediately released to the press, the winners were not notified until the award ceremony on October 21.

All finalists were notified immediately after nomination, and were requested to send either 35 mm slides or digital files from their product photographs, together corresponding portraits of the designers and a brief description of the manufacturer and product. This information is presented later in this book.

### *InFurniture Magazine Becomes a Major Underwriter*

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In February 2004, *InFurniture Magazine* became a major underwriter of the Pinnacle awards. InFurniture agreed to give a generous amount of advertising pages to promote the Pinnacle Awards, and will published a special Pinnacle advertising supplement in its November 2005 issue. This contribution contributed to a significant increase in both the number of Pinnacle entries, and the attendance at the October market award ceremony.

### *ASFD President's Award*

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The ASFD President's award was created by the ASFD Board of Directors in October 2004, as an award to be given yearly to a young furniture designer in honor of the three Presidents of the American Society of Furniture Designers, who died in office—David Kline, Roger Schneeman, and Alan Friedman. 2005 was the first year the award was given.

**Eligibility**

The ASFD Presidents Award was open to any staff or free lance designer who would be under 35 years old on October 21, 2005. There are no residence requirements, but portfolios were judged on designs manufactured for the North American retail home furnishings market. ASFD membership was not required.

**Criteria**

Entrants were judged according to:

- A high degree of originality and creativity in home furnishings design.
- Demonstrated sales-success of designs in the retail home furnishings marketplace
- Strength of recommendation of an employer, co-worker, client or supervisor.

**Entry Requirements**

Candidates could nominate themselves or be nominated by another person. Entries consisted of a bound folder that included an entry form and:

- A portfolio of photographs or catalog sheets of manufactured products designed by the candidate.
- A brief statement of the candidate's biography, education, experience, design philosophy, and career objectives.
- A letter of recommendation from an employer, co-worker, or supervisor.

A subcommittee of the Pinnacle Awards Judges selected a winner from among six outstanding candidates who included Laura Chapman, ASFD, Berkline/Benchcraft; Troy Hollis, Lexington Home Brands; Matt Hurley, ASFD, Otto & Moore Furniture Designers; Margaret Leigh, Zocalo; Thom O'Leary, ASFD, Apparenza Design Studio; and Yuri Zatarain, The Phillips Collection.

The President's award was made to Matt Hurley, ASFD.



**FIGURE 1. Matt Hurley, ASFD 2005 President's Award Winner**

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## *Pinnacle Award Category Sponsors*

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Several organizations generously contributed \$600 per category to help underwrite the cost of the Pinnacle Award program for 2005. The organizations and the categories sponsored were:

Appalachian Hardwood Manufacturers, Inc.  
P. O. Box 427, High Point, NC 27261, Tel. 336.885.8315, Fax 336.886.8865  
Email: [ahmi@northstate.net](mailto:ahmi@northstate.net)  
[www.appalachianwood.com](http://www.appalachianwood.com)  
Contact: Mark Barford, Executive V.P.

Weyerhaeuser  
7604 Boeing Drive  
P.O. Box 35199  
Greensboro, NC 27425  
Tel. 877.506.4302  
[gary.janelle@weyerhaeuser.com](mailto:gary.janelle@weyerhaeuser.com)  
[www.weyerhaeuser.com](http://www.weyerhaeuser.com)  
Contact: Gary Janelle, National Sales Manager

FurnitureStyle  
Vance Publishing Corp., 400 Knightsbridge Parkway, Lincolnshire, IL 60069  
Tel. 847.634.2600; Fax 847.634.4379; Website: [www.vancepublishing.com](http://www.vancepublishing.com) Contact: Julie Smith, Editor-in-Chief

Hafele America Company  
3901 Cheyenne Drive, Archdale, NC 27263  
Tel. (800) 423-3531; Fax 336.431.3831; Website: [www.hafele.com](http://www.hafele.com) Contact: Philip Martin, Product/Marketing Director

Hickory Springs Mfg. Company  
P.O. Box 1667, Ft. Smith, AR 72901; 479.646.6161;  
Website: [www.hickorysprings.com](http://www.hickorysprings.com) email: [brthayer@hickorysprings.com](mailto:brthayer@hickorysprings.com)  
Contact: Ben Thayer, Director Marketing

Home Lighting & Accessories  
Doctorow Communications, Inc., 1011 Clifton Avenue, Clifton, New Jersey 07013 Tel. 973.779.1600; Fax 973.779.3242; Website: [www.homelighting.com](http://www.homelighting.com)  
Contact: Linda Longo, Editor-in-Chief

Composite Panel Association  
16 Lawrence Street, Hillsdale, NJ 07642;  
Tel. 201.664.2700; Fax 201.666.5665; Website: [www.lma.org](http://www.lma.org) Contact: George Carter, Executive Director

Leggett & Platt, Inc.  
P.O. Box 757, No 1 Leggett Road, Carthage, MO 64836  
Tel. 828.322.6855

www.leggett.com email: vernon.bigsby@leggett.com  
Contact: Vernon Bigsby, V.P., Marketing

Elmo Leather  
505 Thornall St, Suite 303, Edison, NJ 08837; Tel. 732.549.5151; Fax  
732.549.7990; website: www.elmoleather.com; Contact: Stefan Brunander, Presi-  
dent

The October Company  
P.O. Box 71, 51 Ferry Street, Easthampton, MA 01027; Tel. 800.628.9346;  
Fax 413.527.0091; Email: thompson@octobercompany.com Contact: Jim Thomp-  
son, V.P. Marketing

MGM Transport  
Edward Massood, President & COO  
PO Box 1823  
High Point, NC 27261  
800.333.6105  
www.mgmtransport.com

FurnitureFan.com  
155 New Boston Street, #127  
Woburn MA 01801  
800 826 8868  
sev@furniturefan.com  
www.furniturefan.com  
Contact: Sev Ritchie, President

World Market Center Las Vegas  
495 S. Grand Central Parkway  
Las Vegas NV 89106  
www.lasvegasmarket.com  
702/380-0919  
Contact: Dana Pretner, Director of Marketing and Public Relations  
dpretner@lasvegasmarket.com

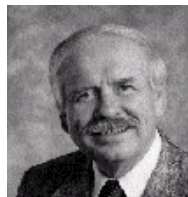
## *Judges*

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The judges and their affiliations were as follows:



**Gary Evans**, Fabric Editor, *Furniture Today*.



**Dr. Richard R. Bennington**, Prof. of Business & Dir. Home Furnishings Program, High Point University



**Chemine Taylor-Smith**, Deputy Editor, *InFurniture*



**Larry Chilton**, Corporate Buyer and Merchandise Mgr., Wood Armfield Co.



**Seth Stem**, Rhode Island School of Design



**Michael Delgaudio**, Vice President and Creative Director, Boyle's Furniture





**Jackie C. Hirschhaut**, Vice President, Public Relations, AFMA



**Max Shangle**, Professor, Design Studies, Kendall College of Art and Design



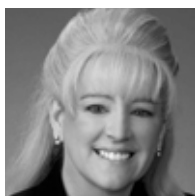
**Julie Smith**, Editor, *Furniture Style Magazine*



**Jeremy Ruff**, Director, Furniture Enterprise Office, North Carolina Department of Commerce.



**Steve Walker**, Furniture Manufacturing and Management Center, North Carolina State University



**Rhonda Wolf**, Assistant. Vice President Merchandising, Haverlys Furniture

## *2005 Pinnacle Award Ceremony*

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The 2005 Pinnacle award dinner and ceremony was held at the Top of the Market, in High Point, NC, on Friday, October 21, during the October International Home Furnishings Market. The evening began with a cocktail reception at 6:00 pm, with dinner following at 7:00. The award ceremony and presentations began at 8:00.

The Pinnacle Sponsor or special presenter announced all the finalists for the category, with each finalist accepting recognition as his or her name was called, and a slide of their product shown. The winners were announced and awarded the glass Pinnacle. All finalists including winners received a certificate acknowledging their design. Figure 2 shows a typical Pinnacle Statue.



**FIGURE 2. Typical Pinnacle Statue**

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*2005 Pinnacle Winners*


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**TABLE 1. 2005 Pinnacle Award Winners**

<b>Designer(s)</b>	<b>Manufacturer</b>	<b>Category</b>	<b>Product</b>
Dean Maltz	Allan Copley Designs	Occasional Tables	SPATS
Frank M. Spano, ASFD & Thom O'Leary, ASFD	Polidor	Occasional Storage	Tachi Server
Michael D. Warren, ASFD, and Shannon Lookabil.	Stanley Furniture Co., Inc.	Juvenile	Teen Bungalow
Allan H. Palecek	PALECEK	Casual Dining	Tropez Dining Chair
Frank M. Spano, ASFD & Thom O'Leary, ASFD	Polidor	Formal Dining	Visage Dining Group
Normand Couture	Sofas International	Motion Upholstery	Cameleon Slideshow
GoodmanCharlton LLC, ASFD	John Charles Designs	Stationary Upholstery	Nicole Chair 7210-25
Lauren Brooks/Kathy Imes, ASFD	Vanguard Furniture	Leather Upholstery	Dylan's Chair
George Chandler, ASFD	Hubbardton Forge	Lighting	Stasis Floor & Table Lamp Group
John T Burke, ASFD	Decorative Crafts, Inc.	Accessories	Antique Brass Hurricane & Crystal Bowl Holder
Cale Knopf	Century Furniture	Home Office	Shakespeare Home Office Collection
Joe McCambridge, ASFD	Sligh Furniture Co.	Home Entertainment	Library style INNERTainment™ Center
Richard Frinier, ASFD	Century Furniture	Summer/Casual	Gulf Stream
Bill Faber	Century Furniture	Bedroom	Napoleon Bed
Berry & Clark Design Associates, ASFD	Bernhardt	Major Collections	Origins



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SPATS

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Winner—Occasional Tables

**Judges' Comments**

*Depth and drama with striking contrast of materials. Trays add versatility and function at a competitive price.*



**Designer(s)**

**FIGURE 3. SPATS**

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Dean Maltz  
330 West 38th St., Suite 811  
New York, NY 10018  
Phone:212-295-2211 x 12 FAX:212-925-2249

**Manufacturer**

Allan Copley Designs  
Attn:Roberto Besquin

524 West Calle Primera  
Suite 1005  
San Diego, CA 92173  
Phone:619-662-0560 x11 FAX:619-662-3388  
ROBERTO@DSTYLEINC@com

**Retail Price**

\$825-1275



**FIGURE 4. Dean Maltz**

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**Product Description**

Spats is a occasional collection based on a simple concept that uses drawers as trays. In the stowed position trays can act as drawers. When fully pulled out from the tables the trays can be used for serving or can be inserted on stringer just below, creating another useful surface. The contrasting light and dark finish accentuates the difference between the top surface and supports. The name "Spats" comes from the contrasting finishes that are reminiscent of spats, the cloth gaiter that covered the upper shoe and ankle commonly used in early 20<sup>th</sup> century

men's formal wear. Pieces include: coffee table, end table, console table, buffet, bookcase, game table, and bar/TV armoire.

Materials: Ash Wood, Ash Veneers

Finishes: Espresso on Ash w/White on Ash Top, All Espresso on Ash

## Designer Biography

Dean is the Principal and Founder of Dean Maltz Architect (DMA), a well-published architecture and furniture design firm in New York City. In 1984, he graduated from The Cooper Union for the Advancement of Science and Art, Irwin S. Chanin School of Architecture. Upon graduating, he was awarded the A.I.A. Certificate of Achievement. Prior to completing his undergraduate education, Dean spent a year living and working in Tokyo, Japan. He then attended the Harvard Graduate School of Design, graduating with a Masters of Architecture in 1986. Dean received recognition in numerous competitions and exhibitions such as Progressive Architecture's 3rd Annual International Furniture Competition in which he was awarded first prize for the patented inflatable "Accordion Seat."

Dean Maltz' practice encompasses three areas: one in an independent architectural practice, a second in partnership with Shigeru Ban and a third in furniture and furniture showroom design. Founded in 1990, Dean Maltz Architect has a diverse portfolio of projects throughout the United States in commercial and residential design. Commercial projects include offices, building identity, retail space and hospitality design. Residential projects include estates, houses, apartments and lofts.

Dean Maltz Architect collaborates with Shigeru Ban Architects (SBA) of Tokyo, Japan on all SBA+DMA projects throughout the United States. Projects include a Paper Arch at MoMA, a house on Long Island, New York for the Houses at Sagaponac development, a Bamboo Pavilion in St. Louis, Missouri, and a Nomadic Museum that will travel to 10 cities over the next five years. Also, as members of Team THINK, SBA+DMA were finalists in the competition for the design of the New World Trade Center.

Dean Maltz Architect designs furniture for leading residential and commercial furniture manufacturers in the United States and Italy. Product categories include upholstery, chairs, bedrooms, dining groups, occasional tables and storage systems.

## Manufacturer Information

Allan Copley Designs a D'style, Inc. Company offers the professional designer as well as the end user the widest variety of options in the industry. Our goal is to keep our occasional line as the most unique and creative furniture in the marketplace.

Our attention to detail is unmatched. We will provide you, or your final customer, with a top quality piece of furniture and an unforgettable service experience at a very competitive price.

Allan Copley Designs is based in San Diego, CA. You are welcome to visit our showrooms at The Mart 1 in San Francisco, CA or at The PCH Center in High Point, NC or you can always visit us at [www.allancopley.com](http://www.allancopley.com) where you will find additional information about our company.

Allan Copley Designs is a furnishings resource that will always find a place in the finest decorations. Whether your interior design scheme is transitional or contemporary, you will be able to make your selection from our multiple styles.

Our unique looks and multiple customizing options will make your installations a success. Allan Copley Design offers metal or wood occasional furniture with a multiple finish and top selection.

If you have any questions about our products, please do not hesitate to contact us.



*Penta End Table*

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Finalist—Occasional Tables



**FIGURE 5. PENTA End Table**

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<b>Designer(s)</b>	Gayle Zalduondo, ASFD 89 NE 27th St Miami, FL 33137 Phone:305-576-9510 x112 FAX:305-576-4735 GZALDUONDO@URBANUSFURNITURE.com
<b>Manufacturer</b>	URBANUS, INC. Attn:Gayle Zalduondo, CEO 89 NE 27th St Miami, FL 33137 Phone:305-576-9510 x112 FAX:305-576-4735 GZALDUONDO@URBANUSFURNITURE.com
<b>Retail Price</b>	\$249/End Table



**FIGURE 6.** Gayle Zalduondo, ASFD

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### **Product Description**

Penta is a modern interpretation of the beautiful simplicity of antique Chinese garden stools, representative of ancient, ritualistic ceremonies. Each table is hand-crafted from natural steel and given Urbanus' trademark patina finish. The finish brings forth the material's intrinsic attributes, to enhance the already-beautiful essence of natural steel. The appeal and elegance of this table is that while it can stand alone in a room as a sculptural, functional piece, it can also be grouped in multiples to become a centerpiece in any setting. The Penta's unique shape, warm finish, and subtle-yet-bold presence allow the end consumer to make a statement in their home by incorporating not just a table, but a valuable, artistic piece to their surroundings. Urbanus strives to help consumers satisfy their need for individual expression by designing pieces as functional and beautiful as the Penta at a reasonable price affordable for all.

Retail Price: \$249.00

Description: Laser-cut sheet metal, welded & finished

Dimensions: 15" wide x 9" deep x 18" high

Materials used: Natural Steel

Finish Description: Patina and Lacquer Finish

Country of Manufacture: USA

**Designer Biography**

Gayle studied sculpture at the University of Florida. She began building furniture with her college graduation gifts: a paint gun and a welder. She worked collaboratively with Andrew Kelly on her first commission for a local café. Gayle and Andrew, now her husband, moved to Miami and jointly founded Urbanus in 1989.

Gayle has won several awards, including: the Miami Style Furniture Competition Award for the Miami Chaise; a 2001 ASFD Pinnacle Award for the Celeste Personal Table, an exclusive design for Room & Board; and a 2002 ASFD Pinnacle Award for the Twist Personal Table, designed for Ethan Allen. The judges said that the Twist table was “an unexpected twist of mixed media with versatility, great value and creative use of copper.” She was a finalist in the 2003 Pinnacle Design Award Competition for the Collina Copper Mirror and the Collina Coffee Table, as well as for the Shadowbox Tower storage unit in 2005, all designed exclusively for Crate & Barrel Furniture. She is currently participating in the Owner/President Management (OPM) Program run by the Harvard Business School, a three-week-per-year Executive Education program with a three-year commitment.

Gayle Zalduondo finds design inspiration from daily life as well as from tribal artifacts, sculpture, urban landscapes and turn-of-the-century sources.

Gayle is a mother of three children. She maintains the balance between competing demands by continually re-examining her intentions and staying close to her vision: to achieve excellence; to contribute to the culture through design and manufacture; and, to create prosperity for her family, her employees and her community.

**Manufacturer Information**

Urbanus has been in the business of designing and manufacturing furniture, and has established itself as a leader in the creative use of metal. After 20 years, they continue to acquire new experiences with materials and innovating new design and production processes.

Simple lines, durable materials, timeless design, exacting, handmade craftsmanship—these are the components of the innovative home furnishings designed and manufactured by Urbanus. The company crafts versatile products that unite form and material in a stunning way—the elegance of the design gives the pieces the classic sense of antiques while the metal lends a contemporary, cutting-edge feel to the products. Materials commonly used include copper, steel, brass, zinc, and pewter.

A fast-growing, family-owned company, Urbanus operates out of a 30,000-square-foot facility in Miami, FL, where all the products are designed, developed, and manufactured. Gayle Zalduondo, Urbanus’ Creative Director, oversees daily operations and is co-owner of the company with her husband, Andrew Kelly. “So much of what we do is about the material,” Zalduondo explains. Indeed, Urbanus’ history reflects an ever-deepening exploration of the use and versatility of metal coupled with the designers’ virtuosity in creating furniture that is continually fresh and original. Urbanus was one of the first companies to offer metal occasional furniture in 1989, when they introduced an innovative rust finish that

subsequently became a trend in the industry. The finish was used in the Shaker steel lines and Queen Anne collection at Crate & Barrel. Urbanus has continued to push boundaries in the use of metal, which led to its incorporation of galvanized metal as a new material in 1995, a trend that continues to be a market success today. Urbanus introduced galvanized metal to retailers such as Smith & Hawken, Pottery Barn, and Peterman's Eye (J. Peterman). Copper then became Urbanus' medium of choice, beginning in 1997 and continuing through the present. Urbanus' copper-top tables are strong sellers for both Crate & Barrel and Room & Board.

Urbanus' current product line of more than fifty pieces includes coffee tables, side tables, personal tables, dining tables, console tables, storage, and mirrors. Urbanus designs exclusive furniture for specialty stores worldwide, including Crate & Barrel, Room & Board, Storehouse, and Ethan Allen and also sells to independent retailers.

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*Las Vegas*

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Finalist—Occasional Tables



**FIGURE 7.** Las Vegas

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**Designer(s)**

Matt Hurley, ASFD  
Otto & Moore, Inc.  
701 Eastchester Drive  
High Point, NC 27262  
Phone:336-887-0017 FAX:336-884-8058  
mhurley@triad.rr.com

**Manufacturer**

Magnussen Home  
Attn:Karen Knoch, Merchandise Manager  
4191 Mendenhall Oaks Pkwy  
Suite 180  
High Point, NC 27265

Phone:336-841-4424 x403 FAX:3360841-4414  
kknoch@magnussen.com

**Retail Price** \$299, \$349/Cocktail or End Table

**Product Description** Las Vegas features fused glass tops. Our maple laminate boxes, cocktail and sofa table, swivel 360 degrees. Note glass shelves within the boxes for additional display and storage.



**FIGURE 8. Matt Hurley, ASFD**

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**Designer Biography**

Matt Hurley is a graduate of Kendall College of Art& Design. He graduated with honors in 2000 with a Bachelor of Fine Arts degree, majoring in furniture design. He has since worked for Otto & Moore, Inc of High Point, NC. While working at Otto & Moore, one of the largest independent design firms, he has primarily designed for Magnussen Home Furnishings and Lane Home Furnishings. He was a

co-winner of an ASFD pinnacle award for Lane's National Geographic collection in 2005. This year he is a finalist in three of the ASFD pinnacle award categories.

**Manufacturer Information**

Since 1931, the Magnussen family has been committed to blending the fine qualities that we value in life into the fine furniture that we offer our customers. Integrity. Ingenuity. Style. Dedication. We deliver more than the norm. At Magnussen Home, we go "BEYOND THE EXPECTED."

From our beginning as a small furniture company in Ontario, Canada, we have evolved into a full line furniture resource with offices in Ontario, Canada; High Point, NC; Riverside, CA; and, the Far East. Our business is creating furniture designs of exceptional style, value and beauty. We produce these designs in partnership with our manufacturing partners around the world that meet our exacting standards for superior quality at the best possible value. We then market and distribute our products to our retail partners in Canada, the U.S. and abroad.

The foundation of our success is built on our company's core values of trust, honesty, and respect. We live these values in our dealings with our customers, our dealers and our suppliers, as well as with one another. Each of my teammates at Magnussen Home participates in our success and is eager to ensure that our furniture products enrich the homes of our customers with their exceptional style and workmanship.

An unrivaled value in home furnishings -- this is the commitment that we renew everyday to our dealers and to the consumers who invite Magnussen Home into their lives.

## *Connoisseur's Cocktail Table*

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Finalist—Occasional Tables



**FIGURE 9.** Connoisseur's Cocktail Table

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**Designer(s)**

John T. Kolkka, ASFD  
871 Charter Street  
Redwood City, CA 94063  
Phone:650-327-5001FAX:650-364-6770  
john@kolkka.com

**Manufacturer**

Henredon Furniture  
Attn:Britt Albright, VP Creative Design  
641 Ward Avenue  
High Point, NC 27260  
Phone:336-888-2939 FAX:336-888-2975  
BALBRIGHT@HENREDON.com

**Retail Price**

\$4992/Cocktail table

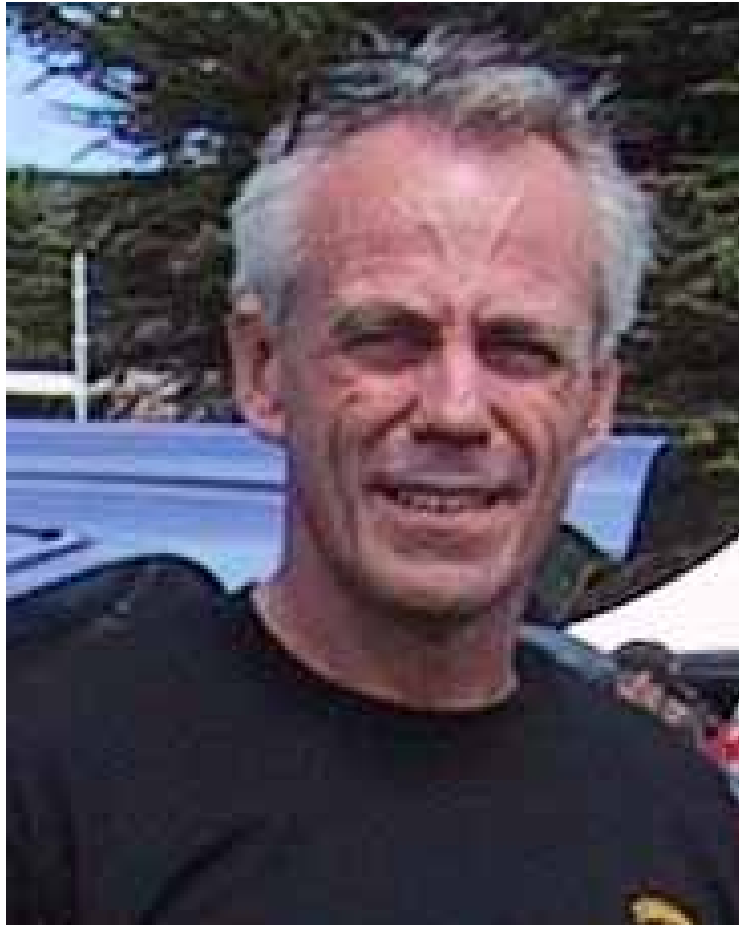


### Product Description

The Connoisseur's Cocktail table has a current look with an old world patina. The attention to small details is apparent in this sculptural piece.

Oval  $\frac{3}{4}$ " glass is supported by hammered legs with a hand worked copper tray at the base.

The finish is achieved by a unique etching process that gives it a warm, rich look.



**FIGURE 10.** John T. Kolkka, ASFD

### Manufacturer Information

Connoisseur's Gallery; an urbane, sophisticated collection celebrating the modern ideal of luxury, worldliness and impeccable taste. Unique designs that work well together as well as apart; inviting your passion for individualism; enhancing your eclectic style. A signature look that evokes the spirit of early 20th century tastemakers Elsie deWolf, Syrie Maugham and Frances Elkins. Crafted in warm, rich prima vera veneers; sparked with polished granite, travertine and bronze. A disciplined balance of sophisticated luxury, contemporary attitude and cosmopolitan panache. Connoisseur's Gallery. . . from Henredon (of course).

## *Tachi Server*

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Winner—Occasional Storage



**FIGURE 11.** Tachi Server

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<b>Judges' Comments</b>	<i>Exquisite sculptural design with storage available and active form—luxury all over.</i>
<b>Designer(s)</b>	Frank M. Spano, ASFD & Thom O'Leary, ASFD ApparenzA Design Studio 51 Glen Ridge Rd, Mahopac, NY 10541 Phone:914-924-0338 FAX:253-541-0491 studio@ApparenzAdesign.com
<b>Manufacturer</b>	Polidor Attn:Jacek Nidzgorski, President P. O. Box 4605 Greenwich, CT 06831 Phone:203-531-8697 FAX:309-431-9970 info@polidordesign.com
<b>Retail Price</b>	\$1,785, \$4,485/Tachi Mirror, Tachi

**Product Description**

Based upon natural shapes and proportions, the Tachi Collection is characterized by its graceful legs and smoothly transitioning lines. ApparenzA Design Studio's hallmark use of negative space in our designs is clearly evident, accentuating and shaping the empty space around and within the piece to create a delicate balance of power and refinement. Tachi's primary inspiration comes from the elegant legs of fast-moving antelope, giving it an appearance of possessing strong energy in a static pose. The name "Tachi" refers to a traditional style of Japanese sabre, with a deep curvature that is also echoed in Tachi's form. Hand-selected and -worked materials bring the collection to life and separate it from the literal run-of-the-mill, making the Tachi Collection truly unique.

The Tachi Server is skillfully hand-crafted from exotic hardwoods, blending modern woodcraft technology with the age-old traditions of artisan handwork. Carefully-selected specimens of Macassar Ebony and African Walnut distinguish the line, which is meticulously built and distributed by Polidor. This eagerly anticipated offering was revealed on the first day of the Fall 2005 High Point Market, and has received much press coverage in print and online publications since then.

The polished nickel hardware is also designed by ApparenzA, and takes the form of a gently curving concave rectangle, a shape that is mirrored almost identically to scale in the curving sweep of the console's partner piece, the Tachi Mirror.

Part of the motivation to design Tachi was to display some of the specialized skills of our manufacturer's artisans, and to bring a high caliber of exotic material into the marketplace. There are few manufacturers in the world that could develop Tachi to these exacting specifications and utilize the high-grade materials so well, especially at a reasonable price point for a high-end collection.



**FIGURE 12.** Thom O'Leary, ASFD & Frank M. Spano, ASFD

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## Designer Biography

Could you imagine...

ApparenzA Design Studio began with a simple request for "a few sketches" from a colleague developing furniture for a local retailer. Five concept drawings – not really much more than a sketch on a napkin – and the project grew legs, then wings. Five sketches turned into five lines of transitional furniture – over forty pieces. The local retailer became a national retailer, and the product became available in every major US market.

On the heels of its original success, ApparenzA began a long-standing collaboration with Polidor, a manufacturer with possibly the best furniture craftspeople in Western Europe, to invigorate their lineup for major U.S. release. ApparenzA Design Studio's signature style was honed across many diverse styles – English classic, glamorous transitional, straightforward modern. Dozens of pieces were conceived, designed, prototyped and displayed. Presentations were met with enthusiasm in the market, and inspiration is fed by enthusiasm. Each of their collections has been expanded every market as the company has grown in success, and in 2005 we were honored by a Pinnacle Award for Occasional Storage, and a Finalist placement for Formal Dining.

Always eager to create, ApparenzA is launching its own high-end furniture line in March, 2006 at the Architectural Digest Home Design Show in New York. "ApparenzA Couture" will focus on unique shapes and developing one-of-a-kind and limited run furniture that is distinctly styled and holds true to ApparenzA's core ideals:

Create a delicate balance between positive and negative space.

Every design should possess a reference to the strengths of classic design, without being bound by its limitations.

Form does not follow function; rather they should develop spontaneously to weave a connection through the work.

Inspiration is everywhere.

ApparenzA Design Studio is Frank M. Spano and Thom O'Leary, and is based in Westchester County, New York. Find us at [www.ApparenzADesign.com](http://www.ApparenzADesign.com).

## Manufacturer Information

Polidor is a furniture company that brings together impeccable designs, exceptional materials and top quality craftsmanship. The process begins with the selection and development of unique furniture designs. Then, the finest quality materials and veneers are selected for each piece. The furniture is created by some of the most talented craftsmen in Western Europe, and each collection is completed with custom designed hardware with the most distinctive finishes. This rigorous process of design, craft and quality creates Polidor's own furniture lines, as well as custom designed collections for clients worldwide. Polidor's furniture lines include English Classics, Casual European and Transitional Designs.

Please see their newest collections at their High Point showroom at 200 North Hamilton Street, Suite 202, South Court, High Point, NC 27260. Contact Jacek Nidzgorski for information at 203.570.4145 or [info@polidordesign.com](mailto:info@polidordesign.com).

## *Kitchen Butler*

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Finalist—Occasional Storage



**FIGURE 13. Kitchen Butler**

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**Designer(s)**

Joseph (Jodie) Davis  
PO Box 1408  
Culver City, CA 90232-1408  
Phone:310-204-2224 x157 FAX:310-204-2285  
arussell@powellcompany.com

**Manufacturer**

Powell Company, Inc.  
Attn:Anne Russell, VP Merchandising  
8631 Hayden Place  
PO Box 1408  
Culver City, CA 90232-1408  
Phone:310-204-2224 x1557 FAX:301-204-2285

**Retail Price** \$520 - \$650

**Product Description** **440-477**

**BLACK WITH HAND PAINTED ROOSTER KITCHEN BUTLER®**

All-in-one kitchen storage and food preparation centers. Designed to give you the space to prepare and the storage essential for gourmet food preparation. Now you can have the same full function food prep area as the professionals use.

This Kitchen Butler® is your all-in-one kitchen storage and food preparation center. Designed to give you the space to prepare and the storage essential for gourmet food preparation. Now you can have the same full function food prep area as the professionals use. Pull-out work surfaces are perfect as breakfast bars or to increase prep area. Also includes granite cutting board, removable knife block, multi-bin drawer with lift-out tray, hidden adjustable trash can or cookware storage area, hidden spice rack, towel hooks, towel racks, and four industrial strength casters. Black rub-through to terra cotta finish with antique hand painted details. Some assembly required. 49" x 21" x 36-3/4" tall



**FIGURE 14. Jodie Davis**

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**Designer Biography**

Jodie Davis started his 32 years of furniture experience in product engineering at The Lane Company in 1973. While at Lane, he moved to staff design in 1976 and to a merchandising/design position in 1993. 2005 marks his fifth year as an independent designer. Jodie splits his time between designing furniture, developing and marketing state-of-the-art image transfers with Cranford Silkscreen, and performing acoustic music in and around his home state of Virginia. He and his wife, Tonda, enjoy their 3 children, 3 grandchildren and a Siberian Husky named "Nikita" at their quiet home in Evington.

**Manufacturer Information**

Culver City, California-based Powell Company designs, imports and distributes medium priced youth, occasional, dining, and accent furniture across all style categories for retailers around the world. The company has more than 36 years of experience in offshore sourcing focused on quality control, craftsmanship, finishing, and timely delivery.



Established in 1968, the company has grown to become the most recognized name in the furniture industry for home accent furniture. From there Powell expanded its capabilities as a full-service home furnishings provider through its four divisions: Powell Kids, Powell Limited, Powell Beds and Powell (accents); and a commitment to broadening its product offering and positioning itself for future growth. As part of that growth, Powell has recently launched a new licensing program in partnership with Pfaltzgraff, America's premier dinnerware manufacturer, called "The Pfaltzgraff Home Collection by Powell".

Powell continues to pursue their overseas operations ensuring that they source, service, quality inspect, and ship top quality furniture products on time. To this end, the company's multi-million dollar inventory assures quick shipping from a sizable warehouse facility based in Greensboro, North Carolina and maintains offices in Southern California, North Carolina, Southern China, Cebu and Brazil, with a new office in Ho Chi Minh City, VN opening in June 2005.

Powell currently sells to 90% of the top 100 furniture retailers and department stores in the United States, as well as thousands of independent dealers across the country; maintaining its strong dealer network by consistently developing new and innovative high quality products and providing excellent service.

"We remain committed to the quality and service that the industry has grown to expect from Powell," says the company's CEO & President, Bill Benton. "We are dedicated to bringing a broad selection of innovative products to the marketplace that are well suited to the ever-changing lifestyles of your customers."

## *Chantal Pop-Up Cellarette*

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Finalist—Occasional Storage



**FIGURE 15.** Chantal Pop-Up Cellarette

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**Designer(s)**

Robert Cribbs  
1980 Deerfield Ct. SE  
Grand Rapids, MI 49546  
Phone:616-464-9090 FAX:616-975-6573  
rhcribbs@iserv.net

**Manufacturer**

Jasper Cabinet Co.  
Attn:Robert Cribbs, President  
1980 Deerfield Ct, SE  
Grand Rapids, MI 49546  
Phone:616-464-9090FAX:616-975-6573  
rhcribbs@iserv.net

**Retail Price**

\$2,500/Cellarette

*Lyndsey's Bench*

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Finalist—Occasional Storage



**FIGURE 16.** Lyndsey's Bench

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**Designer(s)**

Lauren Brooks, Kathy Imes, ASFD  
600 Corporate Circle, Suite j  
Golden, CO 80401  
Phone:303-730-9300 FAX:303-730-9333  
kathy@laurenbrooks.com

**Manufacturer**

Vanguard Furniture  
Attn:Tiffany Mullis  
PO Box 2187  
Hickory, NC 28603  
Phone:828-328-5631 FAX:828-328-9816  
tmullis@vanguardfurniture.com

**Retail Price**

\$1,647/Bench

**Product Description**

A statement that defines unique, Lyndsey's Bench is fashioned from alder solids and detailed with ebony coramandel on its top, end panels and sides and highlighted with hand carved detail on the base, hardware and molding.

Hand painted details; drop lid storage on both sides and a front drawer that slides front to back, makes this an elegant yet fully functional statement in any room.



**FIGURE 17. Lauren Brooks, ASFD**

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**Designer Biography**

With a keen and artistic eye, designer Lauren Brooks has translated her appreciation for the hearth of home into a storybook collection of unique home furnishings celebrating the refined and the romantic.

Brooks' collection captures the elements that today's woman craves for her own home with relentless attention to detail that combines sophistication and drama with comfort and practicality. Her unconventional approach to design is rooted in

expressing what's most important to her heart, her love of family and passion for creating the ambiance of home.

Centered on four groupings named for her children, she's distinguished each by their own personality. Shelby reflects sophisticated elegance in an old world manner signifying a life lived well; Michael David communicates distinguished taste through rich tones and glamorous fabrics representing all things fine; Seaneey displays irresistible charm with a playful mix of patterns and texture contrasting rugged masculinity and simple grace; while Abigail warms your heart with whimsical and surprising appeal that is all her own.

Signature pieces include a "Tea for Two" settee designed with kindred women spirits in mind sharing afternoon tea and heartfelt conversation, the "Tootsie Roll" chair distinguished by an open back with a tootsie roll cushion that makes intimate conversation effortless, and her most cherished centerpiece, the "Treasures of My Heart" photo table unlike any other table allowing for display of our most treasured memories captured through photography.

Brooks, a self-taught expert in color, textures, fabric and design, is driven by purpose and passion that has not gone unnoticed since taking the furniture industry by storm. Notable design resources such as Home and Garden Television have recognized her fresh and provocative approach that offers a timeless, antique-like collectible look with a flair for today's modern living.

Lauren's passion for the ambience of home was expressed as early as age 16 when she decorated her father's house seeking to create comfort and refuge. Since that time, she's recreated environments for hundreds of design clients of her furniture store located in Evergreen, Colorado that is reflective of their individuality, spaces where they feel most at home. In partnership with Vanguard Furniture, a well-respected manufacturer celebrating 35 years of hand craftsmanship, consumers can now bring either a piece or an entire collection of Lauren Brooks' expressed romance, sophistication and comfort to their own environment in celebration of their hearth of home.

#### **Manufacturer Information**

As the name implies, Vanguard Furniture Company was conceived with the intention of being on the forefront. Since the company's launch in 1969 as a manufacturer of velvet chairs, Vanguard has remained true to its name and is recognized as an established leader in the middle to upper-end furniture manufacturing industry.

Today, Vanguard Furniture employs over 500, occupies nearly 550,000 square feet in manufacturing facilities and maintains a customer base that includes over 700 locally and nationally recognized retailers, designer showrooms and major department stores.

As one of the pioneers to enter into licensing and designer agreements, Vanguard currently manufactures, markets and manages some of the most successful home furnishings collections including Lauren Brooks by Vanguard and Michael Weiss 'Modernism'. The company utilizes a broad distribution network for these products that are sold and serviced exclusively by its dedicated sales force. Conven-

tional retail stores ranging from medium to upper-end represent the primary channel of distribution. In addition to a 40,000 square foot showroom in High Point, NC, sixteen wholesale showrooms servicing every major market in the United States represent Vanguard products. In addition to Canada, the Middle East and South America, the company distributes its products throughout a number of international markets as well.

Privately held, Vanguard is unencumbered by corporate bureaucracy. Management is able to stay highly focused on the task of bringing quality products with exceptional value to the marketplace. The customer driven, retail responsive strategies help ensure successful relationships with business partners resulting in double-digit growth. The company is poised for even greater growth in the years ahead and is confident that the foundation is securely in place to support the strategic initiatives going forward.

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*Teen Bungalow*

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Winner—Juvenile Furniture



**FIGURE 18.** Teen Bungalow

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**Judges' Comments**

*Sophisticated style that acknowledges the adult side of the teen.*

**Designer(s)**

Michael D. Warren, ASFD, and Shannon Lookabil.  
Warren & Associates  
Ste 300G, Waters Bldg  
Grand Rapids, MI 49503  
Phone:616-454-3378 FAX:616-454-4917  
mwarren3378@sbcglobal.net

**Manufacturer**

Stanley Furniture Co., Inc.  
Attn:Gary Hokanson, Designer  
1641 Fairystone Park Hwy  
Stanleytown, VA 24168  
Phone:276-627-2244 FAX:276-629-4085  
ghokanson@stanleyfurniture.com

**Retail Price**

\$849-\$3399

**Product Description**

Teenagers have an innate sense of style unmatched by any previous generation. They demand furniture that is sophisticated but not too serious. That's why they love the sleek silhouettes, retro design elements and cheerful splashes of color that define Teen Bungalow, Young America's first-ever collection specifically targeting teens.

Crafted of beautiful cherry solids and veneers, this collection is available in two finishes: light, contemporary classic cherry or urban-inspired deep merlot. Its classic contemporary styling includes perimeter framing and plinth bases with retro flutter-flush pulls. Micro-fiber fabric seating is featured in red, gold, blue and green allowing teens to express themselves with items designed for social and entertainment functions needed in today's teenage rooms.

**Designer Biography**

A third generation freelance designer, Mike Warren is based in Grand Rapids, Michigan. He is associated with many leading manufactures of fine furniture. Mike graduated from Kendall College of Art & Design in 1980 with a Bachelor of Fine Arts Degree along with a Major in Furniture Design. He is a past board member of ASFD and past president of the Grand Rapids Furniture Designers Association.





FIGURE 19. Mike Warren, ASFD

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**FIGURE 20. Shannon Lookabil**

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#### **Manufacturer Information**

*Type of Business:* Established in 1924, Stanley Furniture is a leading designer and manufacturer of wood furniture exclusively targeted at the upper-medium price range of the residential market.

*Product Strategy:* Stanley offers a diversified product line across all major style and product categories. The product mix encompasses collections (bedroom, dining room, accent tables and entertainment units, youth bedroom (Young America™), and home office furniture. Style selections include American traditional, European traditional, country/casual, and contemporary/transitional designs.

Stanley's product depth and extensive style selections make the Company a primary supplier for many retailers while reducing exposure to shifting consumer and geographic preferences.

*Distribution Strategy:* Stanley cultivates a broad domestic and international distribution base that includes furniture stores, department stores and national and regional furniture chains. This broad network reduces the Company's exposure to

regional recessions and allows it to capitalize on emerging channels of distribution.

*Production Strategy:* Stanley supports its product and distribution strategies with manufacturing processes designed to provide superior quality, improved operating efficiencies and quick delivery with minimum inventory levels. The central philosophy involves empowering associates to solve problems and to improve processes by focusing on identifying and eliminating manufacturing bottlenecks and waste, employing statistical process control, using cellular manufacturing in production of components and improving its relationships with suppliers. This philosophy has resulted in Stanley's recognition as an industry leader in quick delivery of quality furniture.

*Production Facilities:* Stanley operates production facilities with a total of more than 3.6 million square feet. Manufacturing facilities are located in Stanleytown and Martinsville, VA, and Robbinsville and Lexington, NC. Corporate offices are in Stanleytown.

## *Ma Marie*

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Finalist—Juvenile Furniture



**FIGURE 21. Ma Marie**

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**Designer(s)**

Michael D. Warren, ASFD and Shannon Lookabil  
Warren & Associates  
Ste 300G, Waters Bldg  
Grand Rapids, MI 49503  
Phone:616-454-3378FAX:616-454-4917  
mwarren3378@sbcglobal.net

**Manufacturer**

Stanley Furniture Co.  
Attn:Gary Hokanson, Designer  
1641 Fairystone Park Hwy  
Stanleytown, VA 24168  
Phone:276-627-2244 FAX:276-629-4085  
ghokanson@stanleyfurniture.com

**Retail Price**

\$599 - \$1599

**Product Description**

With an understated elegance that is all about choices, the highly sophisticated Ma Marie celebrates the beauty of country French design that appeals to today's sophisticated young girls and their fashionable moms.

An offering of casual antique black, turquoise and white paint finishes mixed in two-tone fashion with rich cherry elevates the youth category to new levels of consumer taste. Serpentine fronts, fanciful carved cabriole legs and cane accents add a feeling inspired by the timeless, eclectic flavor of French furniture design. Extensive item selections fulfilling childhood needs from infant into teenage years make Ma Marie even more distinctive, allowing for endless decorating options with its enduring appeal.

**Designer Biography**

A third generation freelance designer, Mike Warren is based in Grand Rapids, Michigan. He is associated with many leading manufactures of fine furniture. Mike graduated from Kendall College of Art & Design in 1980 with a Bachelor of Fine Arts Degree along with a Major in Furniture Design. He is a past board member of ASFD and past president of the Grand Rapids Furniture Designers Association.



**FIGURE 22.** Mike Warren, ASFD

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**FIGURE 23. Shannon Lookabil**

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**Manufacturer Information**

*Type of Business:* Established in 1924, Stanley Furniture is a leading designer and manufacturer of wood furniture exclusively targeted at the upper-medium price range of the residential market.

*Product Strategy:* Stanley offers a diversified product line across all major style and product categories. The product mix encompasses collections (bedroom, dining room, accent tables and entertainment units, youth bedroom (Young America™), and home office furniture. Style selections include American traditional, European traditional, country/casual, and contemporary/transitional designs.

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*Production Facilities:* Stanley operates production facilities with a total of more than 3.6 million square feet. Manufacturing facilities are located in Stanleytown and Martinsville, VA, and Robbinsville and Lexington, NC. Corporate offices are in Stanleytown.



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*innovationBedroom™*

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Finalist—Juvenile Furniture



**FIGURE 24.** innovationBedroom™

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**Designer(s)**

David Walker and John Conrad  
PO Box 1408  
Culver City, CA 90232-1408  
Phone:310-204-2224 x157 FAX:310-204-2285  
arussell@powellcompany.com

**Manufacturer**

Powell Company, Inc.  
Attn:Anne Russell, VP Merchandising  
8631 Hayden Place  
PO Box 1408  
Culver City, CA 90232-1408  
Phone:310-204-2224 x157 FAX:310-204-2285  
arussell@powellcompany.com

**Retail Price**

\$120 - \$500/Grouping

**Product Description**

Innovative design and inspirational style; Powell introduces a new contemporary youth collection with innovationBedroom™.

Materials & Finishes: Side hung full-extension drawer guides, tempered glass drawer fronts, Titanium Gray finish with chrome drawer pulls and feet.



**FIGURE 25.** David Walker

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**FIGURE 26. John Conrad**

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**Manufacturer Information**

Culver City, California-based Powell Company designs, imports and distributes medium priced youth, occasional, dining, and accent furniture across all style categories for retailers around the world. The company has more than 36 years of experience in offshore sourcing focused on quality control, craftsmanship, finishing, and timely delivery.

Established in 1968, the company has grown to become the most recognized name in the furniture industry for home accent furniture. From there Powell expanded its capabilities as a full-service home furnishings provider through its four divisions: Powell Kids, Powell Limited, Powell Beds and Powell (accents); and a commitment to broadening its product offering and positioning itself for future growth. As part of that growth, Powell has recently launched a new licensing program in partnership with Pfaltzgraff, America's premier dinnerware manufacturer, called "The Pfaltzgraff Home Collection by Powell".

Powell continues to pursue their overseas operations ensuring that they source, service, quality inspect, and ship top quality furniture products on time. To this end, the company's multi-million dollar inventory assures quick shipping from a sizable warehouse facility based in Greensboro, North Carolina and maintains offices in Southern California, North Carolina, Southern China, Cebu and Brazil, with a new office in Ho Chi Minh City, VN opening in June 2005.

Powell currently sells to 90% of the top 100 furniture retailers and department stores in the United States, as well as thousands of independent dealers across the country; maintaining its strong dealer network by consistently developing new and innovative high quality products and providing excellent service.

"We remain committed to the quality and service that the industry has grown to expect from Powell," says the company's CEO & President, Bill Benton. "We are dedicated to bringing a broad selection of innovative products to the marketplace that are well suited to the ever-changing lifestyles of your customers."

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*Tropez Dining Chair*

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Winner—Casual Dining



**FIGURE 27.** Tropez Dining Chair

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**Judges' Comments**

*Clean design rich in materials and texture, with refined detailing.*

**Designer(s)**

Allan H. Palecek  
PO Box 225  
Richmond, CA 94808-0225  
Phone:800-274-7730 FAX:510-236-9479  
Lisaf@palecek.com

**Manufacturer**

PALECEK  
Attn:Lisa Frudden  
PO Box 225

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## Tropez Dining Chair

Richmond, CA 94080-0225  
Phone:800-676-5382 x6614 FAX:510-236-9479  
Lisaf@palecek.com

**Retail Price** \$766/Chair

**Product Description** The Tropez Dining Chair constitutes elegant casual dining at its finest. Known for their creative integration of materials, Palecek has paired seemingly different materials to produce the flawlessly cohesive dining chair. Intricately woven bleached rattan core is intertwined with dark strips of leather. An upholstered leather seat (shown in Saddle Leather) complements the elegant long skirted back, while featuring an elasticized spring fabric deck for consistent comfort. Stained in a rich tobacco finish, the top trim features hand polished plantation-grown hardwood. The elongated sweep of the back combined with durable rattan legs and cross bars integrates elegant design in a casual style. The fusion of materials and style that make up the Tropez Dining Chair is proof that with a bit of creativity, opposites do attract.

**Designer Biography** The Palecek name originates in Czechoslovakia, a country renowned for its outstanding and distinctive artisans. It is, therefore, no wonder that for many years Allan H. Palecek has been dedicated to providing extraordinary unique products from all over the world. As an Air Force pilot, Allan Palecek flew throughout the Far East and Europe discovering first-hand the varied arts of rattan weaving. Fascinated by the blending of functionality and beauty in age-old basketry traditions, Allan soon began to work with native artisans to develop exquisite rattan and wicker products. He was able to combine his own artistic interests with a network of weavers geographically ranging from Manila to Brussels and from Bangkok to Madrid. In 1975, the Palecek company was a one-man operation but it has evolved into a worldwide network of individuals who bring the finest in woven rattan to the American consumer. Palecek's line of fine products now includes handcrafted furniture, accessories and lighting made from natural materials with the same commitment to quality as the conception of the company. Located in the San Francisco Bay Area, Palecek employs loyal individuals who continue to be dedicated to maintaining the Palecek reputation for quality and service.



**FIGURE 28.** Alan Palecek

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**Manufacturer Information**

Based in the San Francisco Bay Area, Palecek is a national and international manufacturer of handcrafted furniture, accessories and lighting. Inspired by a network of artisans from around the world, Palecek creates its signature look by combining the best natural materials with top quality construction, resulting in pieces that function beautifully in both residential and hospitality environments. Offering everything from award winning innovations to custom designs, Palecek is a one-stop shop for retailers and designers who need highly versatile products as stylish as they are timeless. Founded by President Allan H. Palecek, the company has permanent, to-the-trade-only showrooms in Atlanta, Dallas, Los Angeles, San Francisco, New York, Seattle, Kansas City, and Denver, as well as a market-only showroom in High Point, North Carolina. For more information, please visit [www.palecek.com](http://www.palecek.com).

## *Regent Round Dining Table*

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Finalist—Casual Dining



**FIGURE 29.** Regent Round Dining Table

---

**Designer(s)**

Bill Faber, Tonya Osborne  
Century Furniture  
401-11th St, NW  
Hickory, NC 28601  
Phone:828-328-1852 FAX:828-328-2176  
tosborne@centuryfurniture.com

**Manufacturer**

Century Furniture  
Attn:Edward M. Tashjian, VP Marketing  
40-1 11th St., NW  
Hickory, NC 28601



Phone:828-328-1852 FAX:828-328-2176  
emt@centuryfurniture.com

**Retail Price** \$3,075/Table

**Product Description** Gleaming blocks of veneered European Birch encircled with a short-grain birch border make up the top of this exquisite round table. It rests on four S-curved supports that sweep upward from its base. It's traditional form and updated finish make it a modern classic. Chamfered apron. Finished in Raw Honey.

**Designer Biography** Bill Faber's furniture design career has spanned nearly 40 years. He has designed more than 20 wood collections for Century Furniture and spent the prior decade as Director of Design at Henredon. He is a graduate of the Kendall School of Design in Grand Rapids, MI. He resides in Lenoir, NC with his wife Patty.

Mr. Faber's extraordinary talent is the ability to consistently design commercially successful 60 piece collections of bedrooms, dining rooms and occasional pieces. He has the same flair for a diminutive lamp table as a commanding armoire. He is also renowned for his range, having the ability to design everything from very traditional collections, to highly contemporary groups including all of the hardware (or jewelry as he calls it) for each piece. He is probably best known for his interpretation of "casual elegance", which adapts classic designs and shapes, to the scale and functionality required in today's homes; and the right amount of distressing on complex low sheen finishes to give each piece the look of a well loved antique.



**FIGURE 30. Bill Faber**

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Tonya Osborne's is "Senior Wood Product Development Manager" responsible for the development of all Century Branded product and Heirloom domestic and sourced wood products. She is a 16 year veteran with Century, and has worked in various design capacities. She is well respected by dealers for her ability to bring fashion forward salable product to market. Tonya lives in Hickory with her husband Joey and their two daughters.



**FIGURE 31. Tanya Osborne**

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**Manufacturer Information**

*Type of Business:* Established in 1924, Stanley Furniture is a leading designer and manufacturer of wood furniture exclusively targeted at the upper-medium price range of the residential market.

*Product Strategy:* Stanley offers a diversified product line across all major style and product categories. The product mix encompasses collections (bedroom, dining room, accent tables and entertainment units, youth bedroom (Young America™), and home office furniture. Style selections include American traditional, European traditional, country/casual, and contemporary/transitional designs.

Stanley's product depth and extensive style selections make the Company a primary supplier for many retailers while reducing exposure to shifting consumer and geographic preferences.

*Distribution Strategy:* Stanley cultivates a broad domestic and international distribution base that includes furniture stores, department stores and national and regional furniture chains. This broad network reduces the Company's exposure to regional recessions and allows it to capitalize on emerging channels of distribution.

*Production Strategy:* Stanley supports its product and distribution strategies with manufacturing processes designed to provide superior quality, improved operating efficiencies and quick delivery with minimum inventory levels. The central philosophy involves empowering associates to solve problems and to improve processes by focusing on identifying and eliminating manufacturing bottlenecks and waste, employing statistical process control, using cellular manufacturing in production of components and improving its relationships with suppliers. This philosophy has resulted in Stanley's recognition as an industry leader in quick delivery of quality furniture.

*Production Facilities:* Stanley operates production facilities with a total of more than 3.6 million square feet. Manufacturing facilities are located in Stanleytown and Martinsville, VA, and Robbinsville and Lexington, NC. Corporate offices are in Stanleytown.

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*Positano*

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Finalist—Casual Dining



**FIGURE 32. Positano**

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**Designer(s)**

James Dipersia, ASFD  
200 Lexington Ave, NY, NY 10016  
Phone:212-679-3927FAX:212-679-2763  
disegnobyjamesdipersia@yahoo.com

**Manufacturer**

Excelsior Design Inc.  
Attn:Steve Kayne  
172 New Highway  
No. Amityville, NY  
Phone:631-789-8484

**Retail Price**

:\$2,995 & \$495/Table, Chair

**Product Description**

Masculine and graceful, Positano is a dichotomy of style. Fiery eucalyptus veneers are used to create dramatic patterns of chevrons on pieces. Silky silhouettes flow through Positano in the shape of a chair leg or the curve of the round cocktail table hinting at a soft caress. Occasional pieces make their mark with stainless steel accents. While each piece is its own work of art, this collection of

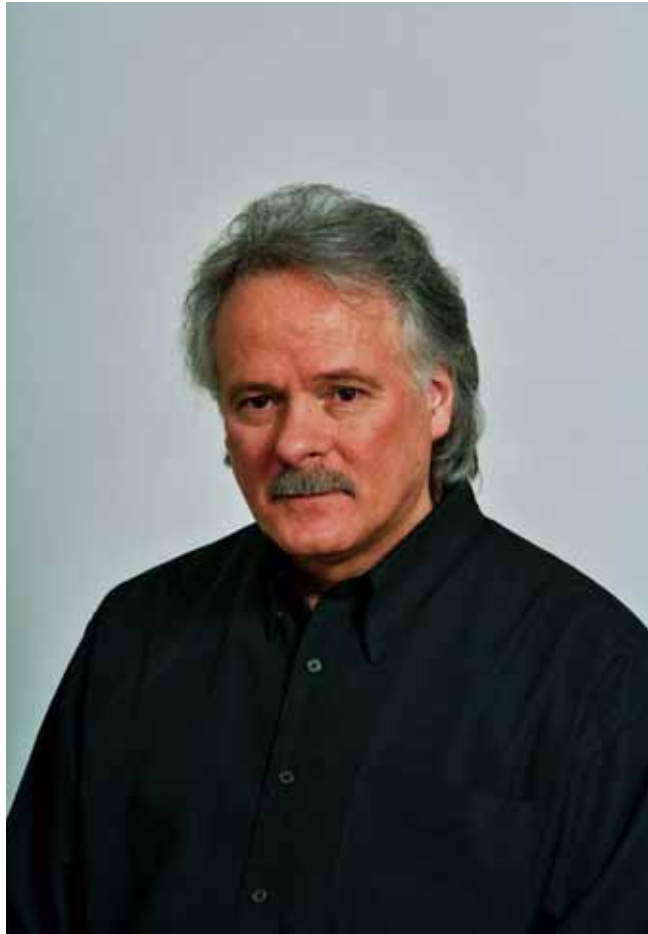
bedroom, dining, occasional and entertainment furnishings encapsulates the lifestyle you so richly deserve. Unique designs abound as seen on the mirror valet—which is a modern interpretation of a truly timeless idea—and the plasma TV stand—which seemingly hovers above the floor.

Positano suggests strength with its polished stainless steel accents and hardware, charisma with its matte satin gloss finish and an incomparable sense of design appreciation with a modern ideal that is neither cold nor austere. This is modern design married with the warmth of really living in your home and enjoying the memories you're sure to create.

The Positano Casual Dining is done in a high gloss polyester finish over a Eucalyptus wood.

Rectangular Table 78 ¼"W x 45"D x 30 ¼"H

Square Table 60"W x 60"D x 30 ¼"H



**FIGURE 33.** Jim DiPersia, ASFD

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**Manufacturer Information**

Excelsior Designs and its lifestyle division, Casa Novalia, are headquartered in North Amityville, NY, with a permanent showroom in the International Home Furnishings Design Center in High Point, NC. Founded in 1983, Excelsior Designs produces contemporary and transitional furniture, including bedroom, dining room, home office, entertainment, and occasional lines. Casa Novalia casegoods use mixed media materials and offers a comprehensive line of Italian crafted leather upholstery. Excelsior Designs and Casa Novalia collections are manufactured in Italy and feature exquisite polished finishes and artistic uses of exotic veneers and inlays such as sycamore, African rosewood and Birdseye maple. The products are available in fine furniture stores throughout North America. For more information visit [excelsiordesigns.com](http://excelsiordesigns.com) and [casanovalia.com](http://casanovalia.com).

## *Pfalzgraff Home Collection*

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Finalist—Casual Dining



**FIGURE 34. Pfalzgraff Home Collection**

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**Designer(s)**

Joseph (Jodie) David & Russell Shuping  
PO Box 1408  
Culver City, Ca 90232-1408  
Phone:310-204-2224 x157 FAX:310-204-2285  
arussell@powellcompany.com

**Manufacturer**

Powell Company, Inc.  
Attn:Anne Russell, VP Merchandising  
8631 Hayden Place  
PO Box 1408  
Culver City, CA 90232-1408  
Phone:310-204-2224 x157 FAX:310-204-2285  
arussell@powellcompany.com

**Retail Price**

\$150 - \$770

**Product Description**

Pfaltzgraff Home Collection



**NATUREWOOD (489 series)**

Botanical beauty rendered in hand painted decorations featuring a series of framed potted herbs interspersed with delicate stripes, sketches of leaves, and other garden elements. Pfaltzgraff's famous Naturewood dinnerware is the inspiration for this collection.

Materials & Finishes: Hand painted "Washed Aspen" finish on maple veneers and birch solids. All upholstery in Naturewood Green fabric, 55% polyester, 45% cotton.

**PISTOULET (486-, 487-, 488- series)**

Magic and mystery of the South of France is exhibited in this

collection, along with Pfaltzgraff's top selling dinnerware designs, inspired by the best selling book "The Secrets of Pistoulet" by Jana Kolpen. Fresh and engaging details throughout this collection of dining, unique accents, and storage pieces like the hoosier cabinet, plate rack, and wall clock.

Finishes: "Antique Yellow" (486 series), "Antique White" (487 series), and "Vintage Chestnut" (488 series) finishes are offered throughout the collection. All finishes on birch veneers and solids. All upholstery in Pistoulet Cream fabric, 55% polyester, 45% cotton.

**VILLA DELLA LUNA (386, 390 series)**

Artful Villa Della Luna is a magical assortment of dining,

occasional, and accent furniture based on the wonderful art by Jana Kolpen and Mary Tiegreen in *Dancing with the Moon*; a story of love at The Villa Della Luna ("dance with the moon"). Join Mademoiselle J. as she travels to the Villa della Luna on the rugged Italian coast, where the past embraces the future, old legends are traced, and new legends created, aided by the wisdom of loving friends, and the magic of enchanting foods that feed the spirit and nourish the soul."

Materials & Finishes

- The styles and spirit of both Tuscany and the rugged Italian coast.
- An assortment of dining, occasional, and unique storage accent furniture
- Lightly distressed Villa Pine or distressed Villa Black rub-through finishes on birch solids and hand matched pine veneers with hand painted accents.
- Antique pewter metal finish.
- Combination solid birch and pewter drawer and door pulls.
- Many items feature design elements such as keystone arches, floral appliqués, fluted columns and turned bun feet

**Designer Biography**

Jodie Davis started his 32 years of furniture experience in product engineering at The Lane Company in 1973. While at Lane, he moved to staff design in 1976 and

to a merchandising/design position in 1993. 2005 marks his fifth year as an independent designer. Jodie splits his time between designing furniture, developing and marketing state-of-the-art image transfers with Cranford Silkscreen, and performing acoustic music in and around his home state of Virginia. He and his wife, Tonda, enjoy their 3 children, 3 grandchildren and a Siberian Husky named "Nikita" at their quiet home in Evington.



**FIGURE 35. Jodie Davis**

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#### **Manufacturer Information**

Culver City, California-based Powell Company designs, imports and distributes medium priced youth, occasional, dining, and accent furniture across all style categories for retailers around the world. The company has more than 36 years of experience in offshore sourcing focused on quality control, craftsmanship, finishing, and timely delivery.

Established in 1968, the company has grown to become the most recognized name in the furniture industry for home accent furniture. From there Powell expanded its capabilities as a full-service home furnishings provider through its

four divisions: Powell Kids, Powell Limited, Powell Beds and Powell (accents); and a commitment to broadening its product offering and positioning itself for future growth. As part of that growth, Powell has recently launched a new licensing program in partnership with Pfaltzgraff, America's premier dinnerware manufacturer, called "The Pfaltzgraff Home Collection by Powell".

Powell continues to pursue their overseas operations ensuring that they source, service, quality inspect, and ship top quality furniture products on time. To this end, the company's multi-million dollar inventory assures quick shipping from a sizable warehouse facility based in Greensboro, North Carolina and maintains offices in Southern California, North Carolina, Southern China, Cebu and Brazil, with a new office in Ho Chi Minh City, VN opening in June 2005.

Powell currently sells to 90% of the top 100 furniture retailers and department stores in the United States, as well as thousands of independent dealers across the country; maintaining its strong dealer network by consistently developing new and innovative high quality products and providing excellent service.

"We remain committed to the quality and service that the industry has grown to expect from Powell," says the company's CEO & President, Bill Benton. "We are dedicated to bringing a broad selection of innovative products to the marketplace that are well suited to the ever-changing lifestyles of your customers."

## *Visage Dining Group*

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Winner—Formal Dining



**FIGURE 36.** Visage Dining Group

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**Judges' Comments**

*Strong, classic elegance with contemporary flair, with nice interplay of volumetric form and fine lines.*

**Designer(s)**

Frank M. Spano, ASFD & Thom O'Leary, ASFD  
ApparenzA Design Studio  
51 Glen Ridge Rd  
Mahopac, NY 10541  
Phone: 914-924-0338 FAX: 253-541-0491  
studio@ApparenzAdesign.com

<b>Manufacturer</b>	<p>Polidor Attn:Jacek Nidzgorski, President PO Box 4605 Greenwich, CT 06831 Phone:203-531-8697FAX:309-431-9970 info@polidordesign.com</p>
<b>Retail Price</b>	<p>\$1,095 -Up /Piece</p>
<b>Product Description</b>	<p>The Visage Dining Group is a new experience in Formal Dining. While its hall-mark Transitional appeal and fine hand-craftsmanship identify it as a piece designed by ApparenzA for Polidor, there are less-obvious features that squarely set it in a unique category. Each piece in the collection offers a fresh perspective on a traditional form, while elevating the overall appeal of the series.</p> <p>The various casegoods pieces display a strong presence and use of negative space, as sweeping curves punctuate and crown the strong, solid lines of each example. Using different veneer applications on a single piece (mahogany and satinwood, for example) creates visual depth and richness, enhancing the appeal and perceived value of the collection. These curves and veneers are echoed throughout each of the pieces in the collection as a selection of mahogany varieties is used to accentuate specific features and bind the collection without resorting to a “small, medium, large” strategy to create different pieces for the series.</p> <p>Recognizing that there is a certain level of traditional charm, as well as forward-thinking appeal to the Visage line, we purposefully worked with the idea that the overall style of the collection can be influenced by its context. For example, by updating the traditional double-pedestal dining table with clean-lined bases and a “knife-edge” top, the attitude of the formal dining room is given some leeway to explore either the classically-inspired or fashion-forward ends of the design spectrum.</p> <p>In addition to finish options, there are various hardware configurations available – namely, that many of the pieces are available with or without the custom nickel cabochon drop-pulls, also designed by ApparenzA. Concealed finger-pulls can allow the consumer to choose a sleeker, more Transitional look. The addition of a second sideboard style (5205) that steps slightly outside of the traditional-leaning Visage boundaries, allows the consumer to use pieces from the line and achieve a more pared-down and elegantly modern look without sacrificing the fine materials and expert attention of Polidor’s artisans.</p>



**FIGURE 37.** Thom O'Leary, ASFD & Frank M. Spano, ASFD

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## Designer Biography

Could you imagine...

ApparenzA Design Studio began with a simple request for "a few sketches" from a colleague developing furniture for a local retailer. Five concept drawings – not really much more than a sketch on a napkin – and the project grew legs, then wings. Five sketches turned into five lines of transitional furniture – over forty pieces. The local retailer became a national retailer, and the product became available in every major US market.

On the heels of its original success, ApparenzA began a long-standing collaboration with Polidor, a manufacturer with possibly the best furniture craftspeople in Western Europe, to invigorate their lineup for major U.S. release. ApparenzA Design Studio's signature style was honed across many diverse styles – English classic, glamorous transitional, straightforward modern. Dozens of pieces were conceived, designed, prototyped and displayed. Presentations were met with enthusiasm in the market, and inspiration is fed by enthusiasm. Each of their collections has been expanded every market as the company has grown in success, and in 2005 we were honored by a Pinnacle Award for Occasional Storage, and a Finalist placement for Formal Dining.

Always eager to create, ApparenzA is launching its own high-end furniture line in March, 2006 at the Architectural Digest Home Design Show in New York. "ApparenzA Couture" will focus on unique shapes and developing one-of-a-kind and limited run furniture that is distinctly styled and holds true to ApparenzA's core ideals:

Create a delicate balance between positive and negative space.

Every design should possess a reference to the strengths of classic design, without being bound by its limitations.

Form does not follow function; rather they should develop spontaneously to weave a connection through the work.

Inspiration is everywhere.

ApparenzA Design Studio is Frank M. Spano and Thom O'Leary, and is based in Westchester County, New York. Find us at [www.ApparenzADesign.com](http://www.ApparenzADesign.com).

**Manufacturer Information**

Polidor is a furniture company that brings together impeccable designs, exceptional materials and top quality craftsmanship. The process begins with the selection and development of unique furniture designs. Then, the finest quality materials and veneers are selected for each piece. The furniture is created by some of the most talented craftsmen in Western Europe, and each collection is completed with custom designed hardware with the most distinctive finishes. This rigorous process of design, craft and quality creates Polidor's own furniture lines, as well as custom designed collections for clients worldwide. Polidor's furniture lines include English Classics, Casual European and Transitional Designs.

Please see their newest collections at their High Point showroom at 200 North Hamilton Street, Suite 202, South Court, High Point, NC 27260. Contact Jacek Nidzgorski for information at 203.570.4145 or [info@polidordesign.com](mailto:info@polidordesign.com).

## *Channing*

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Finalist—Formal Dining



**FIGURE 38. Channing**

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**Designer(s)**

Jonathan Adler  
333 Hudson ST, Ste 702  
NY, NY 10013  
Phone:212-941-5100 FAX:212-941-8973  
allison@jonathanadler.com

**Manufacturer**

Rowe Furniture Inc.  
Attn:Saverio Mancina, Dir PR  
1650 Tysons Blvd.  
Suite 710  
McLean, VA 22102  
Phone:703-714-9426 FAX:703-847-8686  
saverio.mancina@rowefurniture.com

**Retail Price**

\$495-1,125

**Product Description**

Description:This buffet has two doors with large glass knobs and polished nickel back-plates, all in an inset cutout. Two doors reveal an open cavity with one adjustable shelf and telescoping drawers with full extension slides. The buffet sits on a polished nickel base inset with legs that are slightly flared. A console table and end table compliment this buffet.



**Inspiration:** "The Channing collection is a fusion of mod moxie and Hollywood glamour. I've used shiny surfaces—lacquer, chrome, glass knobs—and the simple geometry of circles and squares. I particularly love the round chrome escutcheon behind the glass knob." – Jonathan Adler

**The Name:** A reference to Bette Davis' character Margo Channing in *All About Eve*.

**Shown in:** Dove-White lacquer finish with polished nickel base.

**Dimensions:** 52"L x 21"D x 33"H

133cmL x 54cmD x 84cmH



**FIGURE 39. Jonathan Adler**

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### Designer Biography

Jonathan Adler was born in 1966 and raised in New Jersey. His entrée into the potting world began at summer camp in 1978. After studying semiotics and art

history at Brown and a brief career as a talent agent in the early '90s, Jonathan took to his true love of making pots full-time. In 1994, after accepting his first order from Barneys, Jonathan's career as a potter soared.

In the eleven years that have followed, Jonathan has been celebrated for the mod shapes, vibrant colors and organic eye-popping patterns that are the signature of his work today.

Jonathan's business encompasses seven retail stores in Manhattan's SoHo district and Madison Ave, East Hampton, Los Angeles, Miami, San Francisco and Chicago, which opens in November. He continues to thrive with his interior design projects including the re-design of the Parker Palm Springs Hotel in a modernist style with a comfy residential feel. An existing licensing business, under the brand name Happy Home, has expanded into bedding, bath accessories, stationery, and table linens at accessible prices and he continues to sell his wares to high-end boutiques around the world.

Jonathan Adler Furniture premiered at select retailers across the United States in September 2005. This collection includes upholstered and occasional furniture for the living room and dining room.

In December 2005, Jonathan will share his wittiness and enthusiasm for creating happy homes everywhere with the publication of his first book, entitled *Jonathan Adler: My Prescription for Anti-Depressive Living* [ReganBooks].

Jonathan's "happy, handcrafted, and luxe" designs for the home have become a part of American pop-culture, appearing on the sets of *The Today Show*, *Sex and the City*, *Will & Grace*, and *The Apprentice*. As Isaac Mizrahi noted, "Jonathan Adler proves you can be smart, witty, and beautiful all at once. His [forthcoming] book is a prescription for beauty."

*Bon Appétit Magazine* recently named Jonathan "Designer of the Year".

Jonathan divides his time between New York, Shelter Island and Palm Beach with his partner Simon Doonan and their Norwich terrier, Liberace.

#### Manufacturer Information

**Founded:** January 1946 by Mr. Donald E. Rowe, Sr.

**Description:** Rowe Furniture, Inc. is a leading manufacturer of custom upholstered furniture in the United States. Rowe Furniture offers a wide range of styling in sofas, sectionals, chairs, and ottomans with over six hundred fabric selections. The Rowe Furniture brands include Rowe, Robin Bruce [www.robinbruce.com], Jami L. Designs [www.jamiLdesigns.com] and Earth & Elements [www.earth-andelements.com].

Rowe manufactures its furniture in technologically-advanced factories in Elliston, Virginia and Poplar Bluff, Missouri and operates framing plants in Salem, Virginia and Himmelberger-Harrison, Missouri. The 35,000 sq. ft. showroom is located in

High Point, North Carolina. Rowe currently employs approximately 1,900 people.

**Mission:** Provide the best quality, custom upholstered furniture, delivered in less than thirty days.

**Service:** Rowe Furniture offers a limited lifetime warranty on frames, springs, cushion cores and motion mechanisms for as long as you own the furniture.

**Management:** Bruce Birnbach, President and COO

Stefanie Lucas, Senior Vice President

Rick Westerman, VP and Controller

**Distribution:** Rowe Furniture is represented in over 1,900 leading home furnishings retailers across the United States and around the world.

**Web Site:** [www.rowefurniture.com](http://www.rowefurniture.com)

**Corporate Office:** 1650 Tysons Blvd. Suite 710. McLean, VA. 22102

**Ownership:** Rowe Furniture, Inc. is a wholly-owned subsidiary of The Rowe Companies.

Mr. Gerald M. Birnbach is Chairman of the Board and President of The Rowe Companies. The Rowe Companies is traded under the stock symbol ROW on the American Stock Exchange.

For additional information, please visit [www.therowecompanies.com](http://www.therowecompanies.com).

## *Country Living—Portsmouth*

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Finalist—Formal Dining



**FIGURE 40.** Country Living—Portsmouth

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**Designer(s)**

Matt Hurley, ASFD, Dudley Moore, Jr, Lesli Chastain  
Otto & Moore, Inc  
701 Eastchester Drive  
High Point, NC 27262  
Phone:336-887-0017 FAX:336-884-8058  
mhurley@triad.rr.com

**Manufacturer**

Lane Home Furnishings  
Attn:Jim Derosé  
17646 Deer Point Drive  
Orland Park, IL 60467

Phone: 602-820-5374  
JDeRose@lanefurniture.com

**Retail Price** \$160 - \$4,640

**Product Description** Lane Home Furnishings introduces Portsmouth as part of the second generation of the Country Living Collection. Portsmouth showcases 18<sup>th</sup> century American furniture designs with English influences that are refined and sophisticated. Created from rich walnut and English sycamore veneers, this group is rich in tradition and timeless design.

Inspired by the pages of the magazine, the Country Living Collection reflects the casual, comfortable way we live today. The Portsmouth collection will make a beautiful addition to any room and will become a treasured heirloom for generations to come.

**Designer Biography** For Lane's *Country Living II* Portsmouth collection, Dudley Moore, Jr., Matt Hurley, and Lesli Chastain were the lead designers. They represented Otto & Moore, Inc., one of the largest independent design firms in the furniture industry, which has been in business in High Point, NC since 1960. The firm's client list includes many of the most respected and successful manufacturers in the home furnishings industry. Otto & Moore has enjoyed long term affiliations with many of those clients, with several of those relationships going back well over 30 years. Dudley Moore, Jr., son of one of the founders of Otto & Moore, and co-owner of the firm, is a graduate of NC State University with a BS degree in Furniture Manufacturing and Management. Matt Hurley, ASFD, is a graduate of Kendall College of Art and Design in Grand Rapids, Michigan, with a BFA degree in Furniture Design. Lesli Chastain is a graduate of Meredith College in Raleigh NC with a BA degree in Graphic Design. Ms. Chastain recently left Otto & Moore, and is now employed by Fine Furniture Design & Marketing as Director of Product Design. Although Moore, Hurley and Chastain were lead designers on the project, it, like all projects at Otto & Moore, was a collaborative effort involving the entire staff. It can truly be said that every member of the Otto & Moore staff had a hand in crafting the *Country Living II* Portsmouth collection by Lane.

**Manufacturer Information** Lane Home Furnishings has been producing furniture for over 90 years. From the beginnings in 1912 as a cedar chest manufacturer in Virginia to our current status as part of the largest furniture producers in the world, Furniture Brands International, Lane strives to provide furniture to serve its customers needs. Lane's illustrious family includes over 4000 dedicated and hard-working employees, a full time, knowledgeable and energetic sales force of 175 strong, plus an additional 25 sales representatives who are helping to make Lane a household name in 65 countries worldwide. Lane insures quality by thoroughly testing all components and finished products in state-of-the-art testing facilities. In addition, Lane constantly searches for ways to improve Lane products by using the latest technology and manufacturing methods. Lane is dedicated to providing its customers with comfortable, stylish, high quality furniture at a competitive price.

## *Surveyor Cherry Collection*

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Finalist—Formal Dining



**FIGURE 41.** Surveyor Cherry Collection

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**Designer(s)**

Joshua Saltman  
PO Box 1408  
Culver City, CA 90232-1408  
Phone:310-204-2224 x157 FAX:310-204-2285  
arussell@powellcompany.com

**Manufacturer**

Powell Company Inc.  
Attn:Anne Russell, VP Merchandising  
8631 Hayden Place  
Culver City, CA 90232-1408  
Phone:310-204-2224 x157 FAX:310-204-2285  
arussell@powellcompany.com

**Retail Price**

\$160 -\$520

**Product Description****SURVEYOR (434 series)**

Architectural contemporary collection of dining, accent, and occasional furniture inspired by the functional elements of a surveyor's transit. Decorative and uniquely functional accents with an open design are perfect compliments to these dining and entertainment sets.

Materials & Finishes: Cherry veneers and poplar solids, covered in a rich, clear, deep Cherry finish with custom brushed nickel hardware and tempered glass shelves. Featuring full extension drawers and trays traveling on industrial locking casters.

**434-413 "SURVEYOR CHERRY" ROUND ADJUSTABLE DINING/GATHERING TABLE**

Function, flexibility and classic beauty; a transit style base with brushed nickel functional hardware, adjusts from dining to gathering height and supports a generously sized top with sunburst hand-matched cherry veneer face and reversed chamfered edge. Finished in a rich, clear, deep cherry finish. Leg assembly required. 48" dia. x 30" tall (down), 36" tall (up)

**434-430 "SURVEYOR CHERRY" COUNTER STOOL****434-432 "SURVEYOR CHERRY" BAR STOOL****434-434 "SURVEYOR CHERRY" DINING SIDE CHAIR****434-435 "SURVEYOR CHERRY" DINING ARM CHAIR**

Clearly contemporary, yet extraordinarily comfortable. A brushed nickel design element at the top of the vertical slat back ties this design to the entire Surveyor collection. Its curved back with built in lower lumbar support, dramatic tapered crest rail, and interwoven webbed seat give both comfort and support. Stools have box stretchers with brushed nickel clad foot rail. Seat cushion cover is 35% cotton and 65% polyester. All Surveyor seating requires some assembly using 10-bolt RTA construction.

434-430 Dimensions: 24" x 21-1/4" x 38" tall, Seat Height: 24"

434-432 Dimensions: 24" x 21-1/2" x 48" tall, Seat Height: 30"

434-434 Dimensions: 22" x 22-1/4" x 42" tall, Seat Height: 18-3/4"

434-435 Dimensions: 24" x 22-1/4" x 42" tall, Seat Height: 18-3/4"

**434-421 "SURVEYOR CHERRY" HUTCH**

A "wow" design to top off the elegant Surveyor Buffet. It features a unique open top design for display that is easy to access from counter and dining seating heights, and 2 full drawers in the center with finished shelf on top and adjustable

shelves on either side of the center storage. Finished in a rich, clear, deep cherry finish. Fully assembled. 54" x 20-1/2" x 26-3/4" tall

**434-441 "SURVEYOR CHERRY" SQUARE ADJUSTABLE DINING/GATHERING TABLE**

A generously sized top has flat cut hand matched cherry veneer face and reversed chamfered edge with rounded corners supported by a classic "transit" style base with brushed nickel functional hardware that adjusts from dining to gathering height. Finished in a rich, clear, deep cherry finish. Leg assembly required. 54" x 54" x 30" tall (down), 36" tall (up)



**FIGURE 42. Joshua Saltman**

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**Manufacturer Information**

Culver City, California-based Powell Company designs, imports and distributes medium priced youth, occasional, dining, and accent furniture across all style categories for retailers around the world. The company has more than 36 years of



experience in offshore sourcing focused on quality control, craftsmanship, finishing, and timely delivery.

Established in 1968, the company has grown to become the most recognized name in the furniture industry for home accent furniture. From there Powell expanded its capabilities as a full-service home furnishings provider through its four divisions: Powell Kids, Powell Limited, Powell Beds and Powell (accents); and a commitment to broadening its product offering and positioning itself for future growth. As part of that growth, Powell has recently launched a new licensing program in partnership with Pfaltzgraff, America's premier dinnerware manufacturer, called "The Pfaltzgraff Home Collection by Powell".

Powell continues to pursue their overseas operations ensuring that they source, service, quality inspect, and ship top quality furniture products on time. To this end, the company's multi-million dollar inventory assures quick shipping from a sizable warehouse facility based in Greensboro, North Carolina and maintains offices in Southern California, North Carolina, Southern China, Cebu and Brazil, with a new office in Ho Chi Minh City, VN opening in June 2005.

Powell currently sells to 90% of the top 100 furniture retailers and department stores in the United States, as well as thousands of independent dealers across the country; maintaining its strong dealer network by consistently developing new and innovative high quality products and providing excellent service.

"We remain committed to the quality and service that the industry has grown to expect from Powell," says the company's CEO & President, Bill Benton. "We are dedicated to bringing a broad selection of innovative products to the marketplace that are well suited to the ever-changing lifestyles of your customers."

## *Cameleon Slideshow*

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Winner—Motion Upholstery



**FIGURE 43.** Cameleon Slideshow

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**Judges' Comments**

*Sophisticated contemporary and engaging, incorporating multiple seating configurations.*

**Designer(s)**

Normand Couture  
201 Chemin Clubmarin  
Verdun, Quebec, CA H3E 1T4  
Phone:514-910-5126 FAX:514-852-4348  
normand.couture@shermag.com

**Manufacturer**

Sofas International  
Attn:Celine Deguire, Dir Marketing  
5455 Des Grandes Prairies  
Montreal, Quebec, CA H1R1B1  
Phone:514-852-3040 FAX:514-852-4348  
celine.deguire@shermag.com

**Retail Price**

\$595 - \$2,395

**Product Description**

***Slideshow*** represents the culmination of a design philosophy that considers furniture not just something that sits in the living room, but a key element in the art of living. *Slideshow's* design is impeccably architectural, with pared-down lines and a classically refined silhouette. Both esthetically and practically, it's designed for

virtually limitless configurations. With *Slideshow*, the user can create an elegant environment that can be changed in a flash, according to whim or need.

Like other products in the *Caméléon* line, *Slideshow* is convertible and adaptable, with many practical and attractive features, taken to a higher level in terms of quick-change potential. Each configuration suggests a different atmosphere – intimate, convivial, traditional, conducive to tête-à-tête conversations, reading, listening to music – you get the picture.

Practically speaking, *Slideshow* consists of a base on which two seats and two tables are inserted to form a sofa; the accent tables can be placed in various positions: on either end, in the middle between the two seats, and so on. The chair sections can be arranged face to face or back to back or turned to face the TV. Remove the arms and backs to form a bed, add an arm to recline récamier-fashion, install a small shelf between the two seats, or create a five-seater sofa by adding a third seat (available as an option) or arranging the seats in triangle formation. All of the components fit together easily, making it pure pleasure to move around your furniture and create a different environment.

*Slideshow* from the *Caméléon* line not only perfectly illustrates the current trend to flexible, versatile furniture that provides inspiration and elegance – it goes beyond trends to suggest a living space that perfectly reflects your unique personality.



**FIGURE 44. Normand Couture**

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### **Designer Biography**

#### **BIOGRAPHY – NORMAND COUTURE**

1972 Completed his studies in interior design at the CEGEP du Vieux Montréal in Montréal.

1972 At age 21, founded DOMICIL, a retail furniture store in Laval.

1983 Opened the second series of DOMICIL stores.

1984 Finalist in the prestigious “Canada Design Awards” for the industrial design of CORA furniture, which was subsequently released in Italy.

1985 Founded MEUBLE DEMA, a furniture manufacturer, and DOMICIL CONTRAT, a goods and services supplier for the hotel industry.

1986 An initial public offering (IPO) led to the creation of DOMICIL INC., a public corporation now with 7 stores and 3 divisions.

1986 Received the ADVERTISING PERSON OF THE YEAR award in the housing industry. (Award presented by the Quebec Advertising Club).

1987 Received the HABITAS award for "Personality of the Year" in the Quebec housing industry (presented by the Montréal Chamber of Commerce and by Hydro-Québec).

1988 Acquired CHÂTEAU D'AUJOURD'HUI with DOMICIL INC. and became Board Chairman for the group of 13 stores and 100 employees.

During one year, hosted a weekly television series on Télé-Métropole on interior architecture and design.

1989 Resigned as Chairman of DOMICIL INC. and founded GROUPE INTER-CONCEPT INC., a development consulting, marketing and design firm in the furniture industry.

1992 Began a one-year consulting mandate with MEUBLES VANTAGE. Revamped the image and repositioned the living-room furniture manufacturer.

The mandate was extended to develop this collection outside Quebec. Also worked as a consultant for various furniture manufacturers.

1995 Founded SOFAS INTERNATIONAL S.I. INC. Company of which he is still Chief Executive Officer.

Member of the A.F.M.Q., the A.D.I.Q. and on occasion, a member of the jury for the S.D.E., Expocuisines, Salles de bain de Montréal and the Téléboutique Bell Gand Prix.

1997 Launched the "CAMELEON" adaptable sofa concept, which became an instant success now distributed in 15 countries.

2003 Won the prestigious Grand Medallion 2003 prize, for his SKY sofa. The Grand Medallion given out by the Gala jury at the Canadian Home Furnishings Market and is the most prestigious award in the Canadian furniture industry.

2005 Won the Grand Medallion 2003 prize, for the design of his KISS sofa.

2005 Won for the third year the Grand Medallion for his SlideShow sofa.

Was selected "Personality of the week" in the most prestigious newspaper of Montreal, le journal LaPresse for his dynamic contribution to the furniture and design industry of the province of Quebec.

**Manufacturer Information**

Sofas International S.I. Inc. started his operations in 1995 as a manufacturer of contemporary upholstery.

In 1997, the Cameleon concept designed by Normand Couture was introduced to both Canadian and US markets. The concept was very well accepted and the company, then moved to new premises in a 63 000 sq. ft. building.

Thanks to its features Cameleon concept is manufactured in a cellular mode with numerous exclusive patented parts. The company has had a steady growth and is presently selling in several countries outside of North America.

Over the years Sofas International has garnered nearly 30 awards for the excellence of its products and its constant pursuit of function through innovation.

In a short time Sofas International with its Cameleon concepts has established itself as a leader in the field of contemporary furniture design in North America that can easily compete with European manufacturers.

At Sofas International, we believe that every piece of furniture should bring fun and pride to its user.

*Milan 392*

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Finalist—Motion Upholstery



**FIGURE 45. Milan 392**

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**Designer(s)**

Gary Vanderwood, ASFD  
900 Kings Park Rd  
Monroe, MI 48161  
Phone: 248-568-5196  
vanderwood@sbcglobal.net

**Designer(s)**

La-Z-Boy  
Attn: Wendy Mastal, Product Design Assist.  
1284 N Telegraph Road  
Monroe, MI 48162  
Phone: 734-457-4995 FAX: 734-457-3411  
wendy.mastal@la-z-boy.com

**Retail Price** \$799 /Chair

**Product Description** The curvaceously designed, high leg press back recliner, Milan, is a brilliant addition to the Designers Choice line. The flare of the English rolled arm posts and the arc shaped armrests, add modern twists to this vintage styling. Milan's framed pillow back takes on the curves of the arms and the footrest. The sculpted sides show Milan to be a great fit for those who love form coupled with function. Placed in traditional or modern settings, Milan is the recliner to admire.

**Designer Biography** Gary Vander Wood has over 25 years of experience in designing, developing, and marketing furniture. He graduated from Kendall School of Design in 1978. He began his career as a staff designer for Mersman Table Company and went on to La-Z-Boy in 1981 as their senior designer. He spent over 20 years at La-Z-Boy designing and developing residential and commercial furniture. Gary's extensive career at La-Z-Boy allowed him to gain additional knowledge in the field of design, merchandising and marketing. Currently, he owns his own design firm, GV Design LLC, specializing in the design of major upholstery, motion upholstery, office seating and specialty seating products. He is also involved with showroom design, merchandising, and business furniture consulting. Gary has a strong passion in the field of design and has produced top selling designs within the furniture industry for many years.

**Manufacturer Information** Headquartered in Monroe, Mich., La-Z-Boy is the nation's largest manufacturer of upholstered furniture and the world's leading producer of reclining chairs. The company manufactures a full line of products for the living room and family room, including its world-famous recliners, reclining sofas and love seats, sleep sofas, modular furniture and leather upholstery, as well as stationary sofas, love seats and chairs. It is a division of La-Z-Boy Incorporated, one of the nation's largest furniture manufacturers and marketers.



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*Citi Sleeper—Sofa Queen*

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Finalist—Motion Upholstery



**FIGURE 46.** CitiSleeper—Sofa Queen

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<b>Designer(s)</b>	Tinka Camfield Swetland Citi Sleeper 3607 Tamiami Trail N Naples, FL 34113 Phone:239-649-6919 FAX:239-649-6915
<b>Manufacturer</b>	A Custom Workshop Co Attn: Fred Swetland 3607 Tamiami Trail N Naples, FL 34113 Phone:239-649-6919 FAX:239-649-6915 citisleeperinc@aol.com
<b>Retail Price</b>	\$2,497.50
<b>Product Description</b>	At long last a Sleeper/Sofa you can sleep on.

At long last a Sleeper/Sofa you can move.

At long last No Cringing when you point to the Sleeper/Sofa.

Feel good about where you're sleeping your guest or better yet where you're sleeping if you give up your room to them.

CitiSleeper takes the Sleeper/Sofa out of the stone age or should we say iron bar age...

No Springs, No Bars, No Mechanism, No Seams nor Separations, No Trampoline, No Air Mattress, No Kidding !

The CitiSleeper patented slide- away- bed system is used as a European Style Platform

for it's thick 6" Custom, Hi Density Foam Mattress. Our custom mattress features a 2" top layer of " Recovery Foam". The combination of this new age foam and the solid platform base offers optimum therapeutic benefits and superior mattress comfort.

Now Let's Move it!.....ever tried to move a Sleeper/Sofa ????

Detachable Lightweight Upholstered back and arms frame ,compact CitiSleeper bed box, removable cushions and folding mattress make moving the once impossible....

Possible!!!

This Queen size bed/lounger/sofa system can be moved with ease down the narrowest hallways, doorways, stairways and in private elevators.

Upholstered in durable ,stain and moisture resistant fabric from our large selection, we offer a Chic Sofa Design that fits any Décor.

The CitiSleeper also has a storage drawer for linens and zippered removable covers for ease of cleaning.

Ideal for small spaces, re-tro fits Wall Beds in their cabinet system, great anywhere you require occasional, additional sleeping areas.

The bonus Lounger position is fabulous for viewing you favorite movie, reading to your favorite grandchild, or for cozying up to your favorite???????????

CitiSleeper is simply one of those feel good things we love to encounter in life.

If that's not enough, remember that our bottom line helps feed the poorest of the poor!

in partnership with the Greatest Carpenter ever.....forever.

*Aries 7100*

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Finalist—Motion Upholstery



**FIGURE 47. Aries 7100**

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**Designer(s)**

Michael F. Galardo  
Elite Leather Company  
15780 El Drado Rd  
Chino, CA 91710  
Phone: 909-549-8600 x204 FAX: 909-548-8365  
mfgalardo@eliteleather.com

**Manufacturer**

Elite Leather Company  
Attn: Gabrielle Galardo  
15780 El Drado Rd  
Chino, CA 91710  
Phone: 909-548-8600 x204 FAX: 909-548-8365

ggalardo@eliteleather.com

**Retail Price**

\$2,325 - \$3,255



**FIGURE 48.** Michael F. Galardo

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*Nicole Chair 7210-25*

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Winner—Stationary Upholstery



**FIGURE 49.** Nicole Chair 7210-25

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**Judges' Comments**

*Generous proportions with a balance of curves and angles—a marvelous blend of retro feel with contemporary update.*

**Designer(s)**

GoodmanCharlton LLC, ASFD  
46 MacDougal St  
New York, NY 10012  
Phone:212-673-979 7FAX:212-673-4446  
goodmancharlton@aol.com

**Manufacturer**

John Charles Designs  
Attn:Nancy Genova, Dir Designs  
6600 Caballero Blvd.  
Buena Park, CA 90620  
  
Phone:714-562-2777 FAX:714-562-2778  
nancyg@johncharlesdesigns.com

**Retail Price**

\$1,425/Chair

**Product Description**

The Nicole chair is a modern version of a classic wing chair. This chair is small in proportion with a delicate wood base and distinctive look. The understated elegance of this piece nicely balances the sophistication of classical design and contemporary upholstery lines.

Superior craftsmanship, updated design and functionally scaled qualities of this piece elevate this frame to more than a simple wing chair.

**Designer Biography**

Goodman Charlton is comprised of design duo, Jeffrey Goodman and Steven Charlton. Based in New York, New York, they have designed furniture and accents for several national companies. Currently, the team also designs for hotels, restaurants, retail stores and residences. Their designs grace some of the most unique properties and environments in the world.

Jeffrey Goodman graduated Magna cum Laude from Harvard College with a BA in Visual and Environmental Studies.

Steven Charlton was an honors graduate from Brighton School of Art in England with a BA in Graphic Design.

**Manufacturer Information**

John Charles Designs is a family owned and operated company headquartered in Southern California. In addition to over 100,000 sq ft of manufacturing facilities, John Charles Designs also owns the PCH Centre building in downtown High Point where they are committed to showing their line during Market Season each year. Since 1977, they have been manufacturing finely crafted upholstered furniture for retail stores, design showrooms, hotels and independent designers. The mission at John Charles Designs is to provide furniture that is designed to anticipate the potential of years ahead, as well as reflect the time-tested elements of the years past. John Charles Designs' furniture is designed to recognize, to nurture and to celebrate personal identity. John Charles Designs is in the business of providing unique and original furniture that combines human comfort with the natural beauty of our environments. They continually strive to exceed their customers' expectations and to enrich the lives of those around them.

John Charles Designs is a proud member of the Foundation for Design Integrity, a non-profit organization committed to preserving proprietary rights to designs in the furniture industry. While currently holding more than 5 patents on original designs, John Charles Designs continues to strive for excellence in design and manufacturing.

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*Lampert Lounger*

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Finalist—Stationary Upholstery



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**FIGURE 50.** Lampert Lounger

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**Designer(s)**

Jonathan Adler  
333 Hudson St  
Ste 702  
New York, NY 10013  
Phone:212-941-5100 FAX:212-941-8973  
allison@jonathanadler.com

**Manufacturer**

Rowe Furniture Inc.  
Attn:Saverio Mancina, Dir. Public Relations  
1650 Tysons Blvd  
Suite 710  
McLean, VA 22102  
Phone:703-714-9426 FAX:703-847-8686  
saverio.mancina@rowefurniture.com

**Retail Price**

\$1,950

**Product Description**

**Description:**This lounger has a bench cushion with button-back side panels and bolsters that create a head-rest and foot-rest option. Mitered corners create a tight, clean, tailored silhouette and the hand carved wood base has straight legs. A sofa compliments this lounger.

**Inspiration:**"The Lampert collection solves a basic and slightly embarrassing problem – I want to impress my posse with my unimpeachable taste, but I also want to be comfy. It's perfect for reclining with the remote or perching with a cocktail." – Jonathan Adler

**The Name:** A reference to Audrey Hepburn's character Regina Lampert in *Charade*.

**Shown in:** Ice blue, basket-weave pattern [JA 10066-34] in a poly-blend.

Available in 64 fabrics and four wood finishes – Americana, chestnut, espresso and honey. Also available with a painted white base.

**Dimensions:** 81"L x 36"D x 32"H 206cm L x 91cmD x 81cmH

**Seat height** 18" Seat height 46 cm

**Seat depth** 22" Seat depth 56 cm

**Arm height** 31" Arm height 78 cm



**FIGURE 51.** Jonathan Adler

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## Designer Biography

Jonathan Adler was born in 1966 and raised in New Jersey. His entrée into the potting world began at summer camp in 1978. After studying semiotics and art history at Brown and a brief career as a talent agent in the early '90s, Jonathan took to his true love of making pots full-time. In 1994, after accepting his first order from Barneys, Jonathan's career as a potter soared.

In the eleven years that have followed, Jonathan has been celebrated for the mod shapes, vibrant colors and organic eye-popping patterns that are the signature of his work today.

Jonathan's business encompasses seven retail stores in Manhattan's SoHo district and Madison Ave, East Hampton, Los Angeles, Miami, San Francisco and Chicago, which opens in November. He continues to thrive with his interior design projects including the re-design of the Parker Palm Springs Hotel in a modernist style with a comfy residential feel. An existing licensing business, under the brand name Happy Home, has expanded into bedding, bath accessories, stationery, and table linens at accessible prices and he continues to sell his wares to high-end boutiques around the world.

Jonathan Adler Furniture premiered at select retailers across the United States in September 2005. This collection includes upholstered and occasional furniture for the living room and dining room.

In December 2005, Jonathan will share his wittiness and enthusiasm for creating happy homes everywhere with the publication of his first book, entitled *Jonathan Adler: My Prescription for Anti-Depressive Living* [ReganBooks].

Jonathan's "happy, handcrafted, and luxe" designs for the home have become a part of American pop-culture, appearing on the sets of The Today Show, Sex and the City, Will & Grace, and The Apprentice. As Isaac Mizrahi noted, "Jonathan Adler proves you can be smart, witty, and beautiful all at once. His [forthcoming] book is a prescription for beauty."

*Bon Appétit Magazine* recently named Jonathan "Designer of the Year".

Jonathan divides his time between New York, Shelter Island and Palm Beach with his partner Simon Doonan and their Norwich terrier, Liberace.

## Manufacturer Information

**Founded:** January 1946 by Mr. Donald E. Rowe, Sr.

**Description:** Rowe Furniture, Inc. is a leading manufacturer of custom upholstered furniture in the United States. Rowe Furniture offers a wide range of styling in sofas, sectionals, chairs, and ottomans with over six hundred fabric selections. The Rowe Furniture brands include Rowe, Robin Bruce [[www.robinbruce.com](http://www.robinbruce.com)], Jami L. Designs [[www.jamiLdesigns.com](http://www.jamiLdesigns.com)] and Earth & Elements [[www.earth-andelements.com](http://www.earth-andelements.com)].

Rowe manufactures its furniture in technologically-advanced factories in Elliston, Virginia and Poplar Bluff, Missouri and operates framing plants in Salem, Virginia

and Himmelberger-Harrison, Missouri. The 35,000 sq. ft. showroom is located in High Point, North Carolina. Rowe currently employs approximately 1,900 people.

**Mission:** Provide the best quality, custom upholstered furniture, delivered in less than thirty days.

**Service:** Rowe Furniture offers a limited lifetime warranty on frames, springs, cushion cores and motion mechanisms for as long as you own the furniture.

**Management:** Bruce Birnbach, President and COO

Stefanie Lucas, Senior Vice President

Rick Westerman, VP and Controller

**Distribution:** Rowe Furniture is represented in over 1,900 leading home furnishings retailers across the United States and around the world.

**Web Site:** [www.rowefurniture.com](http://www.rowefurniture.com)

**Corporate Office:** 1650 Tysons Blvd. Suite 710. McLean, VA. 22102

**Ownership:** Rowe Furniture, Inc. is a wholly-owned subsidiary of The Rowe Companies.

Mr. Gerald M. Birnbach is Chairman of the Board and President of The Rowe Companies. The Rowe Companies is traded under the stock symbol ROW on the American Stock Exchange.

For additional information, please visit [www.therowecompanies.com](http://www.therowecompanies.com).

*Paris 8665*

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Finalist—Stationary Upholstery



**FIGURE 52.** Paris 8665f

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**Designer(s)**

Nancy Genova, ASFD  
6600 Caballero Blvd  
Buena Park, CA 90620  
Phone: 714-562-2777 FAX: 714-562-2778  
nancyg@johncharlesdesigns.com

**Manufacturer**

John Charles Designs  
Attn: Nancy Genova, Dir Designs  
6600 Caballero Blvd  
Buena Park, CA 90620  
Phone: 714-562-2777 FAX: 714-562-2778  
nancyg@johncharlesdesigns.com

**Retail Price**

\$2,475

**Product Description**

The uniquely designed Paris collection is a grouping of contemporary sectional pieces with geometric lines intended for smaller lifestyle environments. This design possesses extremely unique details from the slightly flared arms to the "split out" details in the back as well as the base. The Paris addresses all transitional design inspirations from Mid Century Modern to 2005 eclectic Design.

Paris was designed with a light and airy silhouette while emphasizing comfort and attention to detail. The soft seat is achieved with the use of down feathers

The base is intricate yet simple with a slightly bull nosed edge and tapered leg. Each corner has a uniquely designed cut out on the backside, which makes for a beautifully floated sofa in any room.

The Paris is available in a sofa, loveseat, sectional with corner and sofa with chaise.



**FIGURE 53. Nancy Genova**

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### **Designer Biography**

In 1977, Nancy and John Genova Sr. opened John Charles Designs. Their concept was simple. To produce finely crafted sofa beds at competitive prices. As their vision expanded, Nancy and John saw an opportunity to provide a booming sleeper industry with better looking, fashion forward styles. The design direction adopted for this new avenue was definitely Nancy.

Serving as Director of Design at John Charles Designs, Nancy has been responsible for the development of some of the most unique designs ever introduced. The United States Patent and Trademark Office have recognized three of her styles with design patents and her exclusive collections continue to garner acclaim for

their originality. While she has been relatively quiet in her pursuits, she has designed several collections for national furniture brands and continues to lend her hand in consulting. During her tenure, John Charles Designs has grown into one of the leaders in contemporary upholstery and her passion for design continues to be the driving force.

**Manufacturer Information**

John Charles Designs is a family owned and operated company headquartered in Southern California. In addition to over 100,000 sq ft of manufacturing facilities, John Charles Designs also owns the PCH Centre building in downtown High Point where they are committed to showing their line during Market Season each year. Since 1977, they have been manufacturing finely crafted upholstered furniture for retail stores, design showrooms, hotels and independent designers. The mission at John Charles Designs is to provide furniture that is designed to anticipate the potential of years ahead, as well as reflect the time-tested elements of the years past. John Charles Designs' furniture is designed to recognize, to nurture and to celebrate personal identity. John Charles Designs is in the business of providing unique and original furniture that combines human comfort with the natural beauty of our environments. They continually strive to exceed their customers' expectations and to enrich the lives of those around them.

John Charles Designs is a proud member of the Foundation for Design Integrity, a non-profit organization committed to preserving proprietary rights to designs in the furniture industry. While currently holding more than 5 patents on original designs, John Charles Designs continues to strive for excellence in design and manufacturing.

## *Zoe 503*

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Finalist—Stationary Upholstery



**FIGURE 54.** Zoe 503

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**Designer(s)**

Vladimir Kagan, ASFD  
1185 Park Ave  
New York, NY 10128  
Phone:212-289-0031 FAX:212-360-7307  
email: vladkagan@aol.com

**Manufacturer**

AU (American Upholstery)  
Attn:Bob Duncan, CEO Jennifer Green, PR  
4501 Mountain Creek Parkway  
Dallas, Texas 75211  
Phone:972-296-9599 FAX:972-296-8859  
bobduncan@americanleather.com/jgreen@mbapr.com

**Retail Price** \$1,799/Sofa

**Product Description**

With a career that spans more than 50 years, Vladimir Kagan is best known for his “sculptural” modern designs beginning in the late 1940s and early 1950s, and continuing through today. In his latest adaptation of some of his original creations, the **Zoe** is a contemporary sofa design by Kagan for AU.

Zoe is a recreation of Kagan’s classic serpentine-shaped sofa, with a modern twist. The original design was made in 1952 for a dean who lived in the former home of Walter Gropius. It was 19 feet in length and had to be hoisted up through the window.

For today’s more practical lifestyles, Kagan redesigned the sofa as a more compact piece, and introduced this sofa as “Zoe” for AU at the Spring 2005 High Point Market. Today’s 7-foot, 8-inch (92 inches) design is meant to fit inside a “typical New York City elevator,” according to Kagan himself, and comfortably seats four to five people.

From a design perspective, Kagan blends his flowing, amorphous trademark look with the appeal of durable microfibers found in the AU collection. This creates a modern sofa in a scale that makes it easily adaptable for any living space and ideal for high-traffic rooms in the house. His Zoe recreation is a great example of a classic Kagan design that has timeless appeal for all generations.

The Zoe is shown in Kagan’s signature red, as portrayed by AU’s Suedelife Ruby fabric. Like all AU products, the Zoe is available in any of AU’s 25 long-lasting and easy-to-care-for micro-fiber fabrics, which are engineered for tremendous durability, color fastness and easy cleaning.



**FIGURE 55.** Vladimir Kagan, ASFD

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### **Designer Biography**

Vladimir Kagan, one of the pioneers of modern design, brings his love of architecture and sculpting to his new collection for **au** (American Upholstery), the easy-lifestyle, fabric brand under parent company, American Leather.

With a career that spans over 50 years, Kagan is known for his “sculptural” modern designs from the late forties and early fifties. Rooted in European ancestry, Kagan was born in Worms am Rhein in Germany in 1927, and later moved with his family to the United States in 1938.

After studying Architecture at Columbia University, Kagan joined his father’s woodworking shop in 1947. There he applied his creativity to furniture and interior design.



In 1949, he opened his showroom on New York's prestigious 57<sup>th</sup> Street featuring the sculptured and architecturally inspired furniture designs that would make him famous. There, some of his earlier clients included Marilyn Monroe, Xavier Cougart, Lilly Pons, Gary Cooper and Sherman Fairchild. His corporate clients included General Electric, Walt Disney and Monsanto.

Kagan's amorphous sculptured designs of the late forties and early fifties created a new look in American furniture. From the early sixties and into the seventies, he departed sharply from curvilinear shapes to explore the architectural minimalism of the Bauhaus, Mies van der Rohe and Le Corbusier. These new designs further reflected his interest in architecture, with crisp clear linear silhouettes exploiting the interplay of cantilevers and negative space.

Today, Kagan's early designs are classics of contemporary furniture, coveted by collectors for their original design and hand craftsmanship. His furniture is in the private collections of many leaders in the world of art, fashion and music, including Isaac Stern, David Lynch, Tom Ford, Frank Sinatra and Donna Karan. Kagan's latest creations incorporate 21<sup>st</sup> Century sensibilities with his trademark organic shapes while maintaining the highest standards of workmanship.

Kagan's collection for **au** is a classic series that illustrates the designer's timeless appeal to generations from all eras, and a resurgence of a design concept that is uniquely Kagan.

#### Manufacturer Information

**au** is the fabric upholstery subsidiary of American Leather, one of the largest manufacturers of custom leather furniture in the United States.

**au** was founded in 2003 with the purpose of tapping into the enormous fabric upholstery furniture market, while focusing on the durability and longevity of producing made-to-order furniture that meets the lifestyle demands of today's busy consumer. Using the highest quality materials, innovative technology, superior craftsmanship, and a state-of-the-art facility, **au** has carved a niche for easy-living, durable lifestyle furniture, made with today's families in mind.

**au** offers life fabrics designed for today's lifestyles. Selecting some of the most durable and easy-to-clean fabrics available in the world, **Suedelife** and **Veelife** fabrics offer a combination of qualities that protect the consumer from a lifetime of heavy use.

**Suedelife** is a durable and easy-to-care for microfiber available in 20 different colors. With the high technology of 100 percent micro-denier Polyester fiber, **Suedelife** is engineered for heavy-duty residential and contract use, with great durability and color fastness. It resists sagging and shrinking, is easy to spot clean and is highly abrasion resistant.

**Veelife** offers the same characteristics as **Suedelife**, but also offers a herringbone or 'V' pattern in 5 different colors.

With more than a dozen product lines and 25 fabrics to choose from, that satisfy any décor, **au** products are available in sectionals, three-seat sofas, two-seat sofas, love seats, chairs and ottomans. **au** also carries 18 throw-pillow designs to complement the product lines.

Plus, with a very successful launch year behind it, the **au** line has attracted the talents of renowned designers Vladimir Kagan and Ted Boerner, who have designed unique collections for **au** over the past year.

Like its parent company American Leather, **au** is an industry leader in product innovations. Building on their custom-made line of original designs, **au** offers proprietary, patented and licensed designs in a variety of convertible sofa beds, recliners and motion products.

**au** holds the patents on a cutting-edge design that offers the industry's first convertible sofa bed with a mattress of the same dimensions as a standard bed – offering custom-designed comfort, day and night. The *Day & Night Sleeper*, with the *Tiffany 24/7™* convertible mechanism, allows true king, queen, twin, full and cot-sized mattresses to be concealed in moderate sized sofas and even chair-and-a-half designs. Like true mattress sizes, the *Day & Night Sleeper* mattresses are 80 inches long, which is five to eight inches longer than conventional sofa beds, yet they require 10 inches less floor space in front of the sofa to open into a bed – making it a practical design for even small living spaces.

**au** distributes its line of furniture in over 160 retailers across the U.S. as well as a few locations in Canada. **au** follows a made-to-order policy with delivery to the consumers home in 30 days or less.

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*Dylan's Chair*

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Winner—Leather Upholstery



**FIGURE 56.** Dylan's Chair

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**Judges' Comments**

*Beautiful traditional wing chair with expert tailoring.*

**Designer(s)**

Lauren Brooks/Kathy Imes, ASFD  
600 Corporate Circle, Ste J  
Golden, CO 80401  
Phone:303-730-9300 FAX:303-730-9333  
kathy@laurenbrooks.com

**Manufacturer**

Vanguard Furniture  
Attn:Tiffany Mullis  
PO Box 2187

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## Dylan's Chair

Hickory, NC 28603  
Phone:828-328-5631 FAX:828-328-9816  
tmullis@vanguardfurniture.com

**Retail Price** \$2,875

**Product Description** Sophisticated and inviting, the Dylan Chair's stately presence defines the ultimate in handcraftsmanship. Front arm panels and a base featuring hand carved detail highlighted with rosettes, frame the shirred leather arm and back panels, in addition to the hand tufted leather back. This chair exquisitely exemplifies the ultimate of upholstery techniques.



**FIGURE 57.** Lauren Brooks, ASFD

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**Designer Biography** With a keen and artistic eye, designer Lauren Brooks has translated her appreciation for the hearth of home into a storybook collection of unique home furnishings celebrating the refined and the romantic.

Brooks' collection captures the elements that today's woman craves for her own home with relentless attention to detail that combines sophistication and drama with comfort and practicality. Her unconventional approach to design is rooted in expressing what's most important to her heart, her love of family and passion for creating the ambiance of home.

Centered on four groupings named for her children, she's distinguished each by their own personality. Shelby reflects sophisticated elegance in an old world manner signifying a life lived well; Michael David communicates distinguished taste through rich tones and glamorous fabrics representing all things fine; Seaney displays irresistible charm with a playful mix of patterns and texture contrasting rugged masculinity and simple grace; while Abigail warms your heart with whimsical and surprising appeal that is all her own.

Signature pieces include a "Tea for Two" settee designed with kindred women spirits in mind sharing afternoon tea and heartfelt conversation, the "Tootsie Roll" chair distinguished by an open back with a tootsie roll cushion that makes intimate conversation effortless, and her most cherished centerpiece, the "Treasures of My Heart" photo table unlike any other table allowing for display of our most treasured memories captured through photography.

Brooks, a self-taught expert in color, textures, fabric and design, is driven by purpose and passion that has not gone unnoticed since taking the furniture industry by storm. Notable design resources such as Home and Garden Television have recognized her fresh and provocative approach that offers a timeless, antique-like collectible look with a flair for today's modern living.

Lauren's passion for the ambiance of home was expressed as early as age 16 when she decorated her father's house seeking to create comfort and refuge. Since that time, she's recreated environments for hundreds of design clients of her furniture store located in Evergreen, Colorado that is reflective of their individuality, spaces where they feel most at home. In partnership with Vanguard Furniture, a well-respected manufacturer celebrating 35 years of hand craftsmanship, consumers can now bring either a piece or an entire collection of Lauren Brooks' expressed romance, sophistication and comfort to their own environment in celebration of their hearth of home.

### Manufacturer Information

As the name implies, Vanguard Furniture Company was conceived with the intention of being on the forefront. Since the company's launch in 1969 as a manufacturer of velvet chairs, Vanguard has remained true to its name and is recognized as an established leader in the middle to upper-end furniture manufacturing industry.

Today, Vanguard Furniture employs over 500, occupies nearly 550,000 square feet in manufacturing facilities and maintains a customer base that includes over 700 locally and nationally recognized retailers, designer showrooms and major department stores.

As one of the pioneers to enter into licensing and designer agreements, Vanguard currently manufactures, markets and manages some of the most successful home

furnishings collections including Lauren Brooks by Vanguard and Michael Weiss 'Modernism'. The company utilizes a broad distribution network for these products that are sold and serviced exclusively by its dedicated sales force. Conventional retail stores ranging from medium to upper-end represent the primary channel of distribution. In addition to a 40,000 square foot showroom in High Point, NC, sixteen wholesale showrooms servicing every major market in the United States represent Vanguard products. In addition to Canada, the Middle East and South America, the company distributes its products throughout a number of international markets as well.

Privately held, Vanguard is unencumbered by corporate bureaucracy. Management is able to stay highly focused on the task of bringing quality products with exceptional value to the marketplace. The customer driven, retail responsive strategies help ensure successful relationships with business partners resulting in double-digit growth. The company is poised for even greater growth in the years ahead and is confident that the foundation is securely in place to support the strategic initiatives going forward.

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*El Sies*

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Finalist—Leather Upholstery



**FIGURE 58.** El Sies

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**Designer(s)**

Fillmore Harty  
276 State St, Apt  
Portsmouth, NH 03801  
Phone:603-436-1985 FAX:603-436-1392

**Manufacturer**

W. SCHILLIG  
Attn:Kathy Bruder, Dir. Admin  
2020A West Green Drive  
High Point, NC 27260  
Phone:336-884-0286 x21FAX:336-884-0213  
kbruder@schilligusa.com

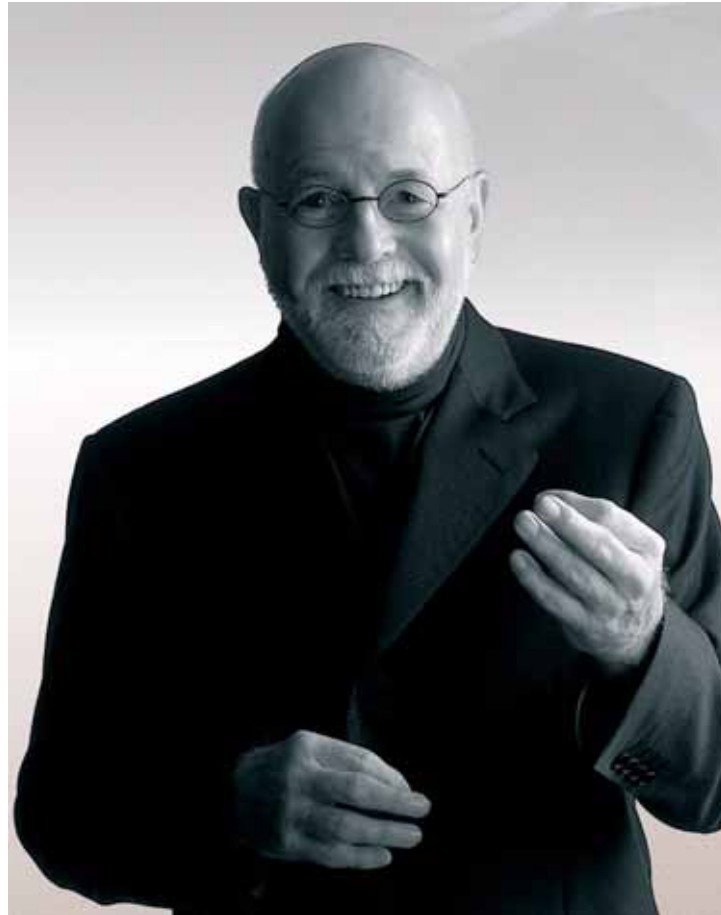
**Retail Price**

\$4,599

**Product Description**

El Sies, #51650 – Fillmore Harty Collection. El Sies is a contemporary work of art with a powerful element of fun that also retains its practical quality thanks to W.Schillig's fatigue-resistant dual spring system and vectored concave seating. It

accommodates two people seated in comfort, and a third in the stretched-out chaise position.



**FIGURE 59.** Fillmore Harty

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*45 Degrees Sectional*

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Finalist—Leather Upholstery



**FIGURE 60.** 45 Degrees Sectional

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**Designer(s)**

Rick Lee, ASFD  
7 Heron St.  
San Francisco, CA 94103  
Phone:415-551-0013 FAX:415-551-0012  
rick@rickleedesign.com

**Manufacturer**

American Leather  
Attn:Bob Duncan, CEO/Jennifer Green, PR  
4501 Mountain Creek Parkway  
Dallas, TX 75211  
Phone:972-296-9599 FAX:972-296-8859  
bobduncan@americanleather.com/jgreen@mbapr.com

**Retail Price** \$7,750

**Product Description**

Rick Lee is a San Francisco-based designer noted for the intuitive, multi-cultural sensibilities he brings to his creations. Born in the Orient, Lee spent his formative years in both Asia and the United States and the early part of his career in Italy, providing him with a global perspective for his modern designs. The blending of these diverse influences has enabled Lee to create a truly international style.

In a new collaboration for design leader and premium leather furniture manufacturer American Leather, Lee offers a new twist on modular seating with a collection that brings flexibility to standard or sectional seating design.

The **45 Degrees** collection, designed by Lee for the October 2005 High Point Market, is a contemporary modular design that combines form with function and versatility. The collection's name comes from the specially crafted 45-degree angled arms that allow the various pieces to fit together at the arm angles, creating a continuous flow for sectional seating. In addition, this collection is designed so that each piece could also stand alone as a unique, architectural concept.

45 Degrees is available as a sofa, loveseat, large chaise lounge, chair and square or round ottoman. Its design features include tight arm and seat cushions; deep seating dimensions with button-less tufting details on the cushions; single-needle top stitching feature; extra-wide track arms, level with the back-cushion support, and large loose back pillows.

As shown, 45 Degrees is covered in Ultrasuede Willow. Customers can order the collection in any of American Leather's 70 leathers or 93 Ultrasuede colors, or with contrasting back and seat colors.



**FIGURE 61.** Rick Lee, ASFD

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### **Designer Biography**

San Francisco industrial/furniture designer Rick Lee finds inspiration for his work everywhere—from a gnarled oak tree to a sleek pocket knife. Building a reputation as an innovator at the vanguard of modern design, Lee combines rational thinking with radical influences to create striking pieces ranging from whimsical to minimal in aesthetic.

Of Chinese descent, Rick was born in Korea and came to the U.S. as a teenager. After earning a degree in industrial design, Lee jumpstarted his career creating pieces for notable furniture manufacturers and design studios in Chicago. However it wasn't until he moved to Milan, Italy in his mid-twenties that he began to craft the distinctive artistic style seen in his work today. In Europe, he incorporated the minimal principles of Bauhaus with experience he gained working at the irreverent design firm of Studio Alchimia, to forge a unique style that is both vibrant and charismatic.

Lee has explored many areas of design in his 15 years of experience, from furniture and lighting, to interiors and multi-disciplined design exhibitions. Today Lee designs for several major furniture manufacturers and independent clients including Sibau, Frag and Penta lighting of Italy, Statements, Elite, American Leather, Sublime American Design, the San Francisco Opera Guild and the Marin Theater, to name a few. His furniture designs have been used as part of the sets of MTV shows, and also appear in the homes of celebrities such as Connie Chung, Bruce Willis, basketball player Scottie Pippen and rapper Lil' Bow Wow.

Rick Lee shares his San Francisco design studio with his wife, fashion designer Colleen Quen from whom he draws much of his inspiration, and with whom he often collaborates.

#### **RICK LEE ARTISTIC STATEMENT**

Lee's theoretical approach to design hinges on the tactics of an actor. For each piece he creates, Lee transforms himself to meet the demands of the project.

Along these same lines, Lee works with a range of materials and resources in his work, preferring not to work consistently with any one particular material.

Lee considers "California cuisine" an apt metaphor for his work—a mix of seemingly incongruent ingredients carefully combined to create something new and unique.

**Education :** University of Illinois- Urbana-Champaign, IL. B.F.A. Industrial Design- 1987

**Foreign Languages:** Fluent in Mandarin Chinese, Korean. Italian, Spanish

Achievements:

- International Design magazine- Honorable mention (2003) -Annual Design Review/furniture
- Surface Magazine- selected as one of ten Avant Garde industrial designers for the prestigious T.A.G. team (2002 exhibition in Milan & NY)
- Pinnacle Award- first place (1997, 1998, 2000, 2002)
- ASFD Design Achievement Award
- Neocon 28 – Honorable Mention (1996)
- Spec award for furniture design
- Lazarus Special Event- First Place (1990)
- National furniture design competition
- Jaquet Award- First Place (1988)
- National glassware design competition

#### **Public Recognition**

- New York Time

- San Francisco Chronicle
- Chicago Tribune
- Interior Design
- Surface Magazine
- ID
- Interni (Italy)
- Mood (Italy)
- Intramuros (France)
- Elle Décor
- Elle Décor Japan
- House & Garden
- Metropolitan Home
- 7x7
- PaperCity
- Dwell
- Perspective (Hong Kong)
- Case da Abitare (Italy)
- Design Diffusion News (Italy)
- Furniture Today

## *Meridienne*

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Finalist—Leather Upholstery



**FIGURE 62.** Meridienne

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**Designer(s)**

Bruce Ward  
221 Overbrook Drive  
Winston Salem, NC 27107  
Phone:336-769-0001  
bward@pearsonco.com

**Manufacturer**

Pearson  
Attn:Sam Boyd, President  
1420 Progress Ave  
P. O. Box 2838  
High Point, NC 27261  
Phone:336-882-8135 FAX:336-885-5508  
pcmail@pearsonco.com

**Retail Price**

\$2,997 - \$5,850

**Product Description**

Relaxed Elegance, bridging the gap between traditional and contemporary is Pearson's *Meridienne*. Slim-line, no fuss modern furniture which resonates with the

past. Certain details bring the tried and true to mind; while the smartly shaped silhouettes and economy of design elements make this upholstered furniture very much of the present day.

#### **Designer Biography**

Bruce Ward (Marshall Bruce Ward)

Graduate Kendall College of Art and Design December 1975

Designer/New Product Development for PEARSON since April 1994

Married: wife Kara

Children: Ian, Kaitlin, Mason and Connor.

Reside in the Wallburg Community between Winston Salem and High Point, NC

PINNACLE AWARD FINALIST in 1997 for the *792 CHAIR* by PEARSON in the Stationary Upholstery Category

PINNACLE AWARD FINALIST in 1998 for the *2592 LIBRARY SOFA* by PEARSON in the Stationary Upholstery Category

PINNACLE AWARD WINNER in 1999 for the *864 THEBES CHAIR* for PEARSON in the Stationary Upholstery Category

PINNACLE AWARD WINNER in 2000 for the *726 CROC CLUB CHAIR* for PEARSON in the Stationary Upholstery Category

PINNACLE AWARD FINALIST in 2005 for the *1292-2 SOFA MERIDIENNE* for PEARSON in the Leather Upholstery Category

#### **Manufacturer Information**

Our unique, original upholstery designs are classic and timeless as well. Innovative, comfortable contours and custom details are achieved through traditional, time-honored methods.

Appealing fabrics and leathers on the leading edge of current styles are selected with old fashioned standards of quality and suitability. Though over fifty years old (we don't mind telling our age), Pearson is a perennial source for the new. These paradoxical combinations are among the attractions that make dealing with Pearson such a joy.

Our furniture is available in a seemingly endless variety of styling details. Widely varying treatments of arms, backs, skirts, buttons, tufting, welting and cushion designs are employed in combinations which give distinction to each piece.

You may custom order from a selection of hundreds of rich, colorful fabrics or supply your own material. What is then delivered is a piece of furniture which reflects you, your tastes, your lifestyle, your needs.

## PEARSON COMPANY HISTORY

The company carried the name of the founder, Clyde W. Pearson from 1942 until acquired by The Lane Company in 1968. It is now Pearson, a Furniture Brands International Company.

By 1941 Mr. Pearson had developed hands-on skills in most areas of upholstered furniture construction, but he was advised by his doctor to find other work, due to recurring back problems. While “taking it easy” to relieve his back pain, he began making a few pieces of upholstery in his garage building. As he found buyers for this finished product, he saw the potential to expand and was joined by his father, who was skilled in frame making. In the next several years his wife, his brother, a nephew and two sisters-in-law, along with several other skilled workers joined with Clyde to create the foundation of a manufacturing operation bearing his name.

Clyde grew the business consistently for more than twenty-five years by providing quality construction and personal service to independent dealers, primarily in the Southeast and then later to the Eastern half of the country. Clyde remained with the company for several years after selling to The Lane Company and prior to his death in May 1977.



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*Stasis Floor & Table Lamp Group*

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Winner—Lighting



**FIGURE 63.** Stasis

**Judges' Comments**

*Sculptural minimalism with an Asian flair, comfortable in a variety of settings.*

**Designer(s)**

George Chandler, ASFD  
154 Rt 30 South  
Castleton, VT 05735  
Phone:802-468-3090 FAX:802-468-3284  
info@vtforg.com

**Manufacturer**

Hubbardton Forge  
Attn:Cathy VanYperen/ PR

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**Stasis Floor & Table Lamp Group**

154 Rt 30 South  
PO Box 827  
Castleton, VA 05735  
Phone:888-826-4766 x205 FAX:877-910-3700  
cvanyperen@vtforge.com

**Retail Price**

\$462 - \$850

**Product Description**

Stasis floor and table lamps

Stasis... "a condition of balance among various forces." Each Stasis floor and table lamp is a study in balance—of substantive iron bent by massive amounts of heat and power into a simple gentle curve angled in repose.

The Stasis Floor lamp--available in either a shade or glass version--stands 58" high with a 14" footprint; table lamps—also available with shade or glass--are 28" high with a 12" footprint. The semi-transparent powdercoated finish not only protects the raw forged steel from the environment, but also preserves the nature of the metal beneath. The finish allows the story to be told of how the lamp sculpture was made...how it was cut, bent, or drawn, and subjected to the extreme forces of heat, hammer and die. Each Stasis floor and table lamp is available in three translucent powdercoated finishes (dark smoke, bronze, and mahogany) with choices of glass colors (opal, smoke, saffra, stone, and matte dusk) and shade fabrics (white chenille and doeskin microfiber). Shaded lamps have a hanging dimmer rod; glass-accented lamps have a dimmer turn knob at top. The Stasis lamp family—and all other Hubbardton Forge lamps--are designed and created in Castleton Vermont.



**FIGURE 64.** George Chandler, ASFD

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**Designer Biography**

George Chandler is a founding partner of Hubbardton Forge. He and a fellow graduate of the University of Vermont first fired up the forge in a drafty old barn in Vermont in 1974. Mentored by the few remaining craftsmen of an industry gone by, plus a two-year working relationship with American sculptor Paul Aschenbach, they set to build a craft business around the art of blacksmithing. Since these early beginnings, George Chandler has played a lead role in every design. The growth of his designs has mirrored the growth of The Forge. "When we started, if you didn't make traditional colonial candlesticks, you couldn't sell wrought iron. As The Forge has grown, we have been able to slowly move ourselves and our customers toward designs that we hope are establishing new traditions."

**Manufacturer Information**

Hubbardton Forge began in 1974 as a two-person art/craft studio, and part-time construction company/welding shop, working out of an old barn in Hubbardton, Vermont. Thirty-one years later, the company continues to build its reputation as

a leading manufacturer of American-made wrought-iron lighting and home accessories. More than 235 employees make up the Hubbardton Forge team, operating in a 129,000 square foot facility in Castleton, Vermont. Emphasizing innovative design, lean manufacturing, and open book management, Hubbardton Forge is focused on meeting customer needs and exceeding customer expectations.

*Solid Brass Palm Leaf Table Lamp & Floor Lamp*

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Finalist—Lighting



**FIGURE 65. Solid Brass Palm Leaf Table Lamp & Floor Lamp**

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**Designer(s)**

John T Burke, ASFD  
John T Burke Design, Inc.  
PO Box 2085  
Abington, MA 02351  
or  
2688 St James Drive  
Southport, NC 28461  
Phone: 781-871-1168 FAX: 910-253-9415

**Manufacturer**

Decorative Crafts, Inc.  
Attn: Jeff Cohn, President  
50 Chestnut Street

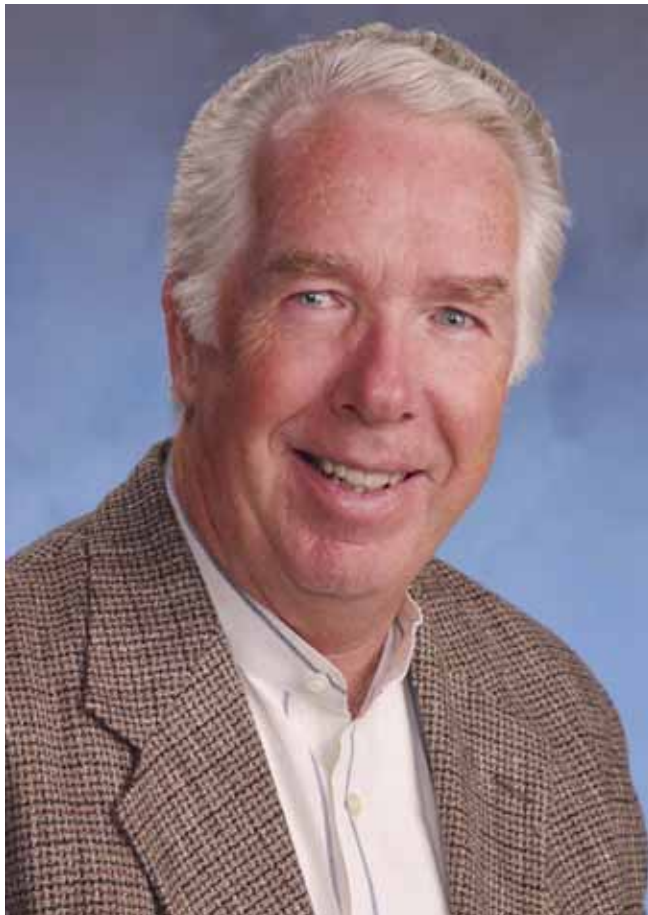
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**Solid Brass Palm Leaf Table Lamp & Floor Lamp**

Greenwich, CT 06830  
Phone:800-431-4455 FAX:203-531-1590  
www.decorativecrafts.com

**Retail Price** \$450, \$595/Table lamp, Floor lamp

**Product Description** This Palm Leaf group fits into today's interior, which transcends the traditional and contemporary look and style. Both the floor leaf lamp and table palm leaf lamp are in solid-cast brass and offered in antique brass and bronze hand-rubbed finish. Each lamp has a custom hand-made silk shade.



**FIGURE 66. John T. Burke, ASFD**

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**Designer Biography** John T. Burke has distinguished himself as a creative and accomplished designer in the home furnishing decorative accessory field since 1964. Starting his career while still in school at the New England School of Art, John held an internship at

John H. Prays Furniture Design, in the display department, under the tutelage of well-known designer Tom McDonald.

At the same time, John executed a design project that won top honors in a contest sponsored by *Interior Design Magazine*. His submission included several portable lamps and furniture accessories that had been produced by Chapman Manufacturing Company of Avon, MA. When Company President, Sandy Chapman, recognized the pieces in the July 1962 issue of the magazine, he was struck by John's intuitive connection to his company's products and artistic rendering capabilities, and offering him a design job, working under the supervision of Bob Frieda.

Unfortunately, John's blossoming career was interrupted when he was called into the armed forces in 1963, during which time he served in the National Guard.

John rejoined Chapman Manufacturing with a part-time job that expanded to a full-time position that included the design of new lighting products. For instance, he was instrumental in developing the machine that first manufactured hardback, pleated lampshades. It was this kind of innovation that put John's design services in demand among various suppliers to the lighting and lamp industry, such as Crown Casting of Midland Park, NJ. This collaboration led to the design of large, one-piece castings, which vastly streamlined the production of white metal castings for portable lamps from the three to four castings usually needed to achieve the same design.

John joined C. Ray Randall of Lamplighters as Director of Design Development in 1968. In 1970, he formed his own company, Lightworks Manufacturing, where he designed and manufactured products exclusively for Knob Creek, which wanted to expand its well-known line of wooden lamps into other media, such as cast metal.

This venture led to the formation of John T. Burke Design, Inc. in 1974, a company devoted solely to the design and development of portable lamp products and home decorating accessories for the lighting fixture industry.

John founded the company he still runs today on the belief that a designer can be innovative and creative while designing in the transitional style. The longevity of his designs and products support his vision, as his work continues to be in demand among top suppliers in the industry, with his latest line of products now featured prominently by Home Depot.

John continues to keep his work simple and original by executing all of his designs personally, allowing his company, John T. Burke Design, Inc., to maintain the integrity and creativity of its founder, John T. Burke.

15<sup>th</sup> Arts Award Winner – 2003 Product Designer of the Year

### Manufacturer Information

Decorative Crafts is a third generation family-owned wholesale business that has a long tradition of importing the finest home furnishings from Italy and the Far East.

In 1928, Milton Cohn began to import home accessories from Italy. He imported leather boxes, ceramics, and Florentine wood. His son Richard joined the business in the 1950's, and Jeff (Milton's grandson) now manages the business today. In the 1970's Decorative Crafts expanded its line of imported handcrafted accessories to include items from the Orient. Brass table top accessories were added as well as screens and furniture created by Chinese artisans. Decorative Crafts Italian imports have now grown into a unique selection of the finest chests, credenzas, tables, consoles, chairs, mirrors, chandeliers and sconces. Today Decorative Crafts offers three different lines: the Furniture from Italy, the Furniture from the Orient and the Lamps and Accessories collection.

Decorative Crafts enjoys a distinguished reputation in the home furnishings industry due to the high quality and exceptional value of its products, and its ability to provide exemplary personal service to its customers. Because Decorative Crafts has had a long history of importing fine home furnishings from Italy and the Far East, it has developed close relationships with its suppliers and the artisans and craftsmen who create these pieces. These relationships have been essential to the success of this family business and assure the designer and consumer that they have found the best source for their home decorating needs.



*Portobello Road Floor Lamp*

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Finalist—Lighting



**FIGURE 67.** Portobello Road Floor Lamp

---

**Designer(s)**

Mark McDowell  
5772 Miami Lakes Drive, E  
Miami Lakes, FL 33014  
Phone:305-821-3850 FAX:305-675-7683  
hanquillare@fineartlamps.com

**Manufacturer**

Fine Art Lamps  
Attn:Heather Anquillare, Dir of Marketing  
5772 Miami Lakes Drive East  
Miami Lakes, FL 33014

Phone:305-821-3850 x3430 FAX:305-675-7683  
hanquillare@fineartlamps.com

**Retail Price**

\$637.50/Floor Lamp



**FIGURE 68. Mark McDowell**

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**Product Description**

Considered the largest antique market in the world, Portobello Road has an extensive offering of new and fashion-forward items. Walking through the upscale neighborhood of Notting Hill, England and ending in the more common area, one is able to see incredible diversity thorough this well-traveled street. Whether it is old worldly traditional, urban chic, ethnic earthy or simply an object that catches your eye and takes your breath away...you can find it on Portobello Road.

Floor lamp of iron with stylized leaf design in platinized silver finish. Hand-tailored shade of elegant silk.

Height: 71"

### Designer Biography

Mark McDowell, Chief Creative Officer, has led Fine Art Lamps' design team since 1991. Heading the company's design team, McDowell has played an integral part in Fine Art Lamps' continuing success and in the development of highly-accepted decorative collections. He believes the variety and diversity of combinations possible not only in form, but also in materials, keeps his design work fresh and vibrant. "Constant renewal—this is the lifeblood to creative work" says McDowell.

Born from a union of two cultures, the son of a Japanese-born mother and Scottish-American father, Mr. McDowell grew up in a home that was a crossroads of differing cultures and traditions. His unique point of view and style infuse his designs with exotic cross-cultural influences, while capturing today's need for function. Mr. McDowell's artistic vision knows no east or west and is without boundaries, much to the delight of Fine Art Lamps.

When asked about the nature of his design work, McDowell comments, "I have spent my life observing the beauty of form, light and color in nature and in man-made objects. It is an inherent need I was born with to find beauty in all things. I capture this beauty in drawings, paintings, sculpture and finally, in product design. It is a life long pursuit of learning and discovery."

Mr. McDowell was educated at the Kansas City Art Institute and the Columbus School of Art and Design.

Mr. McDowell is a previous recipient of the prestigious Pinnacle Award and was awarded Designer of the Year by ARTS in 2001. Under McDowell's leadership, all designs are developed in-house with a team of over thirty design and development specialists. He has been instrumental in taking the company to win many design awards, including the honor as Lamp Manufacturer of the Year for the United States for an unprecedented eight of the last thirteen years, receiving the prestigious ARTS Award in 1991, 1992, 1994, 1996, 1999, 2000, 2001 and 2002.

### Manufacturer Information

Fine Art Lamps was founded in New York in 1941 and moved to Florida in 1976. The company has expanded to five plants and 500 employees housed in 430,000 square feet, making it one of the largest manufacturers in Florida. A broad range of lighting products including chandeliers, table lamps, and sconces are hand-crafted within its own buildings.

A team of over thirty design and development specialists develops all designs in-house. Fine Art Lamps is a vertical manufacturer making most of the principal components, in metalworking, glass blowing, resin casting and shades.

High quality is a Fine Art Lamps priority. The company has a quality department with a formal training program dedicated to developing employees and offering them a better future while ensuring consistent quality and customer service. Rapid response in delivery and service has become a way of life at Fine Art Lamps, in spite of the continuous introduction of new collections four times a year.

Fine Art Lamps has an international clientele in 38 countries on six continents. With its ability to manufacture in-house a wide variety of materials, the company can provide custom merchandise.

Fine Art Lamps products are displayed at the International Home Furnishings Center in High Point, NC, the Dallas Trade Mart in Dallas, TX and our corporate showroom in Miami Lakes, FL; as well as in leading lighting and furniture showrooms throughout the country.

*Trans Atlantic Table Lamp*

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Finalist—Lighting



**FIGURE 69.** Trans Atlantic Table Lamp

---

**Designer(s)**

Thierry Adam  
5772 Miami Lakes Drive E  
Miami Lakes, FL 33014  
Phone:305-821-3850 FAX:305-675-7683  
hanquillare@fineartlamps.com

**Manufacturer**

Fine Art Lamps  
Attn:Heather Anquillare, Dir of Marketing  
5772 Miami Lakes Drive East  
Miami Lakes, FL 33014  
Phone:305-821-3850 x3430 FAX:305-675-7683  
hanquillare@fineartlamps.com

**Retail Price** \$562.50/Table Lamp

**Product Description** This collection suggests the age of Transatlantic travel between the wars, when luxury ocean liners, aviation advances, and modern communications brought an increased exchange of culture and style between Europe and America. Design was cleaner and contemporary and reflected both European and American tastes for innovation.

Table lamps in sleek bronze finish with smoky mosaic mirrored glass tiles. Hand sewn shade of taupe silk.

Height: 29"

**Designer Biography** Thierry Adam, Designer, joined Fine Art Lamps in February 2005 as a Designer of lighting products. Thierry Adam was born in Giverny, France, home of the celebrated artist Claude Monet and studied painting at one of Paris's grandes écoles, Oliver de Serres.

In 1991, he graduated at the top of his master class from Les Cours Renaissance, receiving the Golden Paintbrush award.

In 1998, the Club Dunhill Prestige International recognized and awarded Thierry for special attention to quality and exaction in a rare profession associated with luxury and prestige.

For the past 10 years, Thierry has been traveling extensively throughout France, Italy, India and the United States, while offering his creative services to personalities. For his previous company, Thierry was the creator on an exclusive line of decorative hand-painted objects in toile, inspired by the 18<sup>th</sup> and 19<sup>th</sup> centuries in the purest tradition.

In his new role as Designer, Thierry will design lighting product for portables, fixtures and outdoor lighting. He will oversee aesthetics from design to product development execution. Thierry believes that design is an evolutionary process. "Le design est une réponse à notre environnement, toujours changeant et en évolution comme nous" – Design is a response to our environment, always changing and evolving as we do.

**Manufacturer Information** Fine Art Lamps was founded in New York in 1941 and moved to Florida in 1976. The company has expanded to five plants and 500 employees housed in 430,000 square feet, making it one of the largest manufacturers in Florida. A broad range of lighting products including chandeliers, table lamps, and sconces are hand-crafted within its own buildings.

A team of over thirty design and development specialists develops all designs in-house. Fine Art Lamps is a vertical manufacturer making most of the principal components, in metalworking, glass blowing, resin casting and shades.

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*Antique Brass Hurricane & Crystal Bowl Holder*

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Winner—Accessories



**FIGURE 70.** Antique Brass Hurricane & Crystal Bowl Holder

---

**Judges' Comments**

*Elegant Traditional Design offering good value.*

**Designer(s)**

John T Burke, ASFD  
John T Burke Design, Inc.  
PO Box 2085  
Abington, MA 02351  
or  
2688 St James Drive  
Southport, NC 28461  
Phone:781-871-1168 FAX:910-253-9415



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## Antique Brass Hurricane & Crystal Bowl Holder

**Manufacturer**

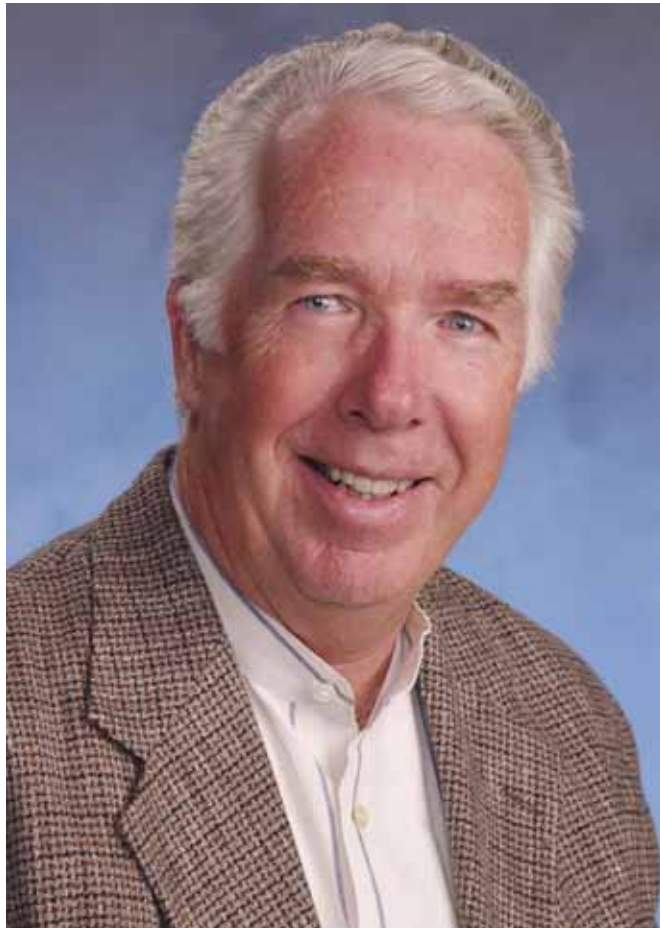
Decorative Crafts, Inc.  
Attn: Jeff Cohn, President  
50 Chestnut Street  
Greenwich, CT 06830  
Phone: 800-431-4455 FAX: 203-531-1590  
www.decorativecrafts.com

**Retail Price**

\$325 - \$350/Unit

**Product Description**

Very large impressive, solid brass cast hurricane centerpiece measuring 20-inches high by 19-inches wide with intricate lost-wax details depicting classic period proportions. A combination of painted columns with hand-rubbed old world finish giving a neoclassic feel. Large impressive round, hand-blown cut crystal bowl with antique brass rim on antique brass tripod stand with bronze trim. This piece measures 12-1/2 inches wide by 18 inches high.



**FIGURE 71.** John T. Burke, ASFD

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## Designer Biography

John T. Burke has distinguished himself as a creative and accomplished designer in the home furnishing decorative accessory field since 1964. Starting his career while still in school at the New England School of Art, John held an internship at John H. Prays Furniture Design, in the display department, under the tutelage of well-known designer Tom McDonald.

At the same time, John executed a design project that won top honors in a contest sponsored by *Interior Design Magazine*. His submission included several portable lamps and furniture accessories that had been produced by Chapman Manufacturing Company of Avon, MA. When Company President, Sandy Chapman, recognized the pieces in the July 1962 issue of the magazine, he was struck by John's intuitive connection to his company's products and artistic rendering capabilities, and offering him a design job, working under the supervision of Bob Frieda.

Unfortunately, John's blossoming career was interrupted when he was called into the armed forces in 1963, during which time he served in the National Guard.

John rejoined Chapman Manufacturing with a part-time job that expanded to a full-time position that included the design of new lighting products. For instance, he was instrumental in developing the machine that first manufactured hardback, pleated lampshades. It was this kind of innovation that put John's design services in demand among various suppliers to the lighting and lamp industry, such as Crown Casting of Midland Park, NJ. This collaboration led to the design of large, one-piece castings, which vastly streamlined the production of white metal castings for portable lamps from the three to four castings usually needed to achieve the same design.

John joined C. Ray Randall of Lamplighters as Director of Design Development in 1968. In 1970, he formed his own company, Lightworks Manufacturing, where he designed and manufactured products exclusively for Knob Creek, which wanted to expand its well-known line of wooden lamps into other media, such as cast metal.

This venture led to the formation of John T. Burke Design, Inc. in 1974, a company devoted solely to the design and development of portable lamp products and home decorating accessories for the lighting fixture industry.

John founded the company he still runs today on the belief that a designer can be innovative and creative while designing in the transitional style. The longevity of his designs and products support his vision, as his work continues to be in demand among top suppliers in the industry, with his latest line of products now featured prominently by Home Depot.

John continues to keep his work simple and original by executing all of his designs personally, allowing his company, John T. Burke Design, Inc., to maintain the integrity and creativity of its founder, John T. Burke.

15<sup>th</sup> Arts Award Winner – 2003 Product Designer of the Year

### Manufacturer Information

Decorative Crafts is a third generation family-owned wholesale business that has a long tradition of importing the finest home furnishings from Italy and the Far East.

In 1928, Milton Cohn began to import home accessories from Italy. He imported leather boxes, ceramics, and Florentine wood. His son Richard joined the business in the 1950's, and Jeff (Milton's grandson) now manages the business today. In the 1970's Decorative Crafts expanded its line of imported handcrafted accessories to include items from the Orient. Brass table top accessories were added as well as screens and furniture created by Chinese artisans. Decorative Crafts Italian imports have now grown into a unique selection of the finest chests, credenzas, tables, consoles, chairs, mirrors, chandeliers and sconces. Today Decorative Crafts offers three different lines: the Furniture from Italy, the Furniture from the Orient and the Lamps and Accessories collection.

Decorative Crafts enjoys a distinguished reputation in the home furnishings industry due to the high quality and exceptional value of its products, and its ability to provide exemplary personal service to its customers. Because Decorative Crafts has had a long history of importing fine home furnishings from Italy and the Far East, it has developed close relationships with its suppliers and the artisans and craftsmen who create these pieces. These relationships have been essential to the success of this family business and assure the designer and consumer that they have found the best source for their home decorating needs.

## *Traditions made Modern*

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Finalist—Accessories



**FIGURE 72.** Traditions Made Modern

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**Designer(s)**

Mimi Robinson  
The Phillips Collection  
2325 E Kivett Dr  
High Point, NC 27260  
Phone:336-882-7400 FAX:336-232-9339  
sales@phillipscollection.com

**Manufacturer**

The Phillips Collection  
Attn:Jason Phillips  
2325 E Kivett Drive  
High Point, NC 27260  
Phone:336-882-7400 FAX:336-232-9339  
jason@phillipscollection.com

**Retail Price**

\$141 -\$285

**Product Description**

THE PHILLIPS COLLECTION™, in collaboration with designer Mimi Robinson, presents the latest additions to their popular ceramics collection, 'Traditions made

Modern®'. The result is a series of products that are specially suited for the eclectic and modern home.

THE PHILLIPS COLLECTION™ specializes in developing a balance between modern design and traditional material. In an effort to promote contemporary designs from untapped regions on the globe, Phillips turned to designer Mimi Robinson. Mimi, in cooperation with the Museum of New Mexico, took inspiration for this colorful and graphic collection the Pueblo Indian pottery. The graphic exterior patterns in dark chocolate brown and creamy white echo back to their source: the timeless Pueblo pottery motifs of North America. The lush, tropical colored interiors speak to the lively spirit of South America, where the stoneware is made. The overall effect is dramatic and fresh—perfect for festive entertaining or adding a punch of color to any room in the home.

The ceramics were manufactured in a small seaside village in Peru where the artisans are known for their fine craftsmanship and attention to detail. All of the pieces are expertly hand crafted – hand thrown and painted – then high fired so that they are food and water safe.

“In designing this new collection I focused on combining the earthy and graphic nature of Pueblo pottery and the joyful and color-filled life of South America where the stoneware is made,” said Mimi Robinson, designer for THE PHILLIPS COLLECTION™.



**FIGURE 73. Mimi Robinson**

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### **Designer Biography**

Award-winning designer Mimi Robinson is well known for mixing cultural past with present surroundings. She is a featured artist for THE PHILLIPS COLLECTION™, an industry leader in the area of home decor. Based in San Francisco, Mimi has been creating contemporary designs that reflect her modern perspective and use of centuries-old materials. She has also worked with non-profit organizations, collaborating with craftspeople around the world to create products that utilize traditional skills and local materials, and in doing so, helping to build markets for their work.

Most recently, Mimi visited Santa Fe, New Mexico where she toured the renowned pueblo pottery collection at the Museum of Indian Arts and Culture. Inspired by the graphic pottery designs and cultural richness of New Mexico, Mimi created the Traditions made Modern® ceramic collection for THE PHILLIPS COLLECTION™. It is through her successes as a designer and a genuine humanitarian approach to designing that makes Mimi Robinson an honorable finalist for the 2005 Pinnacle Awards.

**Manufacturer Information**

The Art of Decoration is the tagline for THE PHILLIPS COLLECTION™. It represents the spirit of the company and its founders, Mark and Iuliana Phillips. More than twenty years ago, their passion for Southeast Asian antiquities was channeled into a business of manufacturing and importing hand-crafted furniture and decorative objects. Today, THE PHILLIPS COLLECTION™ discovers design and designers, and matches them with the incredible range of production resources developed over the decades of travel and discovery.

THE PHILLIPS COLLECTION™'s aesthetic is "warm contemporary"—clean, modern lines married to natural materials and a hand-made quality that is warm and inviting. The look has depth and sophistication developed by a commitment to working with a wide range of resources, both large and small, from all over the world. An expertise developed over many years of work and travel allows Phillips to develop unique product with these resources, to meet the needs and expectations of their design-oriented customers.

Combining exciting designers with skillful producers and a dedicated support staff, THE PHILLIPS COLLECTION™ is a creative collaboration that mixes a love of fine art and craftsmanship with savvy marketing to bring sophisticated home furnishings and accessories into homes where discriminating taste is a way of life.

*Cosmopolitan*

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Finalist—Accessories



**FIGURE 74. Cosmopolitan**

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**Designer(s)**

Nelson VanderMeer  
Howard Miller Co.  
860 East Main Ave  
Zeeland, MI 49464  
Phone:800-873-0506 FAX:616-772-1670

**Manufacturer**

Howard Miller  
Attn:Kim Lorenz, Acct Coor/Lou Hammond & Assoc  
39 East 51st Street  
New York, NY 10022  
Phone:212-891-0223 FAX:212-891-0200  
kimberlyl@lhammond.com



**Retail Price** \$3,570/Floor Clock

**Product Description**

The long and short of it? Grandfather clocks are being redefined for the 21<sup>st</sup> century by **Howard Miller®**, the world's leading manufacturer. "We continue to develop innovative new designs, including the *Cosmopolitan* in our Furniture Trends Design Collection, that seamlessly combine the furniture trends of today with the craftsmanship of ages past," said Bob LeHocky, Vice President of Sales & Marketing. "We also feel that 'floor clocks' is a more apt description of this heirloom-quality furniture piece; it broadens the category for a new generation of consumers."

Reflecting the best of contemporary European design, the *Cosmopolitan* radial-shaped floor clock (#611-027) is finished in Merlot Cherry on select hardwoods and veneers. Framed by brushed nickel-finished moldings at the top and bottom, the case wraps around an elegant full-length curved glass door. Modern in function as well as style, a glass panel built on the top of the case allows light to seep through and illuminate the clock naturally. The porcelain-like dial showcases black contemporary numerals, black hour and minute hands and a brushed-nickel bezel. The grid pendulum makes a bold statement in brushed nickel, while brushed nickel-finished weight shells complement the molding at the top and bottom.

The cable-driven, Kieninger movement plays Westminster chime and has an automatic nighttime shut-off option. There are adjustable levelers under all four corners. At 84 ½" high, 21" wide and 14 ¼" deep, the *Cosmopolitan* is a notable addition to any setting. An heirloom nickel plate for engraving is free with purchase.



**FIGURE 75. Nelson Vandermeer**

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### **Designer Biography**

Born and raised in a large family in Wyoming, Mich., in 1964, Nelson Vandermeer's interest in art took root in kindergarten when his picture was chosen to be displayed at a local college. It was later nourished in high school classes in art, drafting and wood shop and through extensive travels. He graduated cum laude with a bachelor's degree in Industrial Design from Western Michigan University in Kalamazoo.

After graduation, Vandermeer worked at two small furniture companies in West Michigan before joining Howard Miller®, the world's leading clock manufacturer and the most recognized consumer brand name in collectors cabinets. He has been employed at the Zeeland, Mich.-based company for 12 years in the Product Design and Development Department, working on wall and mantel clocks, collectors cabinets and floor clocks.

Says Vandermeer, "The product line has changed considerably over the years with more emphasis placed on furniture trends in the marketplace than ever before. It

is a challenge – but we work in a team environment taking ideas from several sources to develop the best product for today's consumer. In the Howard Miller tradition, I strive to put a 110 percent plus into the design."

Vandermeer resides in Hudsonville, Mich., with his wife and three children.

#### Manufacturer Information

The world's leading clock and cabinet company, Howard Miller is based in Zeeland, Mich., a town of 5,800 residents located 25 miles west of Grand Rapids. The company was founded in 1926 by Howard Miller to make mantel clocks and has remained under the same family ownership through the years. Howard learned the clock business from his father, Herman Miller, and studied clockmaking in the Black Forest of Germany.

Today, Howard Miller has the broadest assortment of clocks in the industry as well as the most up-to-date options in fashion, function and quality. Precision clock movements are made by Kieninger, a German subsidiary that is the undisputed leader in the field. Retail prices range from \$18 to \$18,000.

But clocks are only part of the story. Howard Miller uses the same woodworking and cabinet expertise used to craft its clocks to make the finest cabinets in the world. Howard Miller's line of Collectors Cabinets and Wine/ Spirits Cabinets are known for their deep finish, solid construction, and beautiful styling.

- *Floor Clocks* – Handcrafted and exquisitely detailed, most are cable-driven with Westminster or triple chime movement. Limited edition designs and "curio grandfathers," a collectors cabinet with a clock in the center, are available as well as a collection of Furniture Trend Designs. Most floor clocks come with a free engraved-brass nameplate.
- *Wall and Mantel Clocks* – Beautifully crafted clocks that bring life to any wall or mantel with fine finishes, individual style, key-wound or quartz movement and a variety of chimes.
- *Tabletop Clocks* – The perfect gift or home accessory, these clocks are available in wood, glass or various metal casements and feature quartz movements and a variety of chimes.
- *Collectors Cabinets* – These fine wood cabinets enhance and complement the display of prized collectibles with features such as front and side locking doors, adjustable glass shelves, No-reach™ light switches, Pad-Lock™ shelf clips, four floor levelers and free engraved-brass nameplates.
- *Wine/Spirits Cabinets* – Beautifully designed, fine wood cabinets offer the perfect storage for wine and spirits, and offer features such as stemware racks, utility drawers, and work surfaces.

Headquartered in Zeeland, Mich., and family operated since 1926, Howard Miller is the world's leading clock and cabinet company employing over 1,500 people at eleven manufacturing and distribution plants worldwide. Howard Miller products are available at fine retailers worldwide.

For more information on clocks and cabinets or to find a retailer near you, call 1-800-873-0506 or visit [www.howardmiller.com](http://www.howardmiller.com).

## *Thomas Paul "Couture"*

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Finalist—Accessories



**FIGURE 76.** Thomas Paul "Couture"

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**Designer(s)**

Thomas Paul Fernez  
126 E 37th St  
New York, NY 10016  
Phone:212-683-2845 FAX:212-213-4815  
Thomas@harrybachrach.com

**Manufacturer**

Thomas Paul  
Thomas Paul Fernez, Designer/President  
126 E 37th St  
New York, NY 10016  
Phone:212-683-2845 FAX:212-213-4815  
Thomas@harrybachrach.com

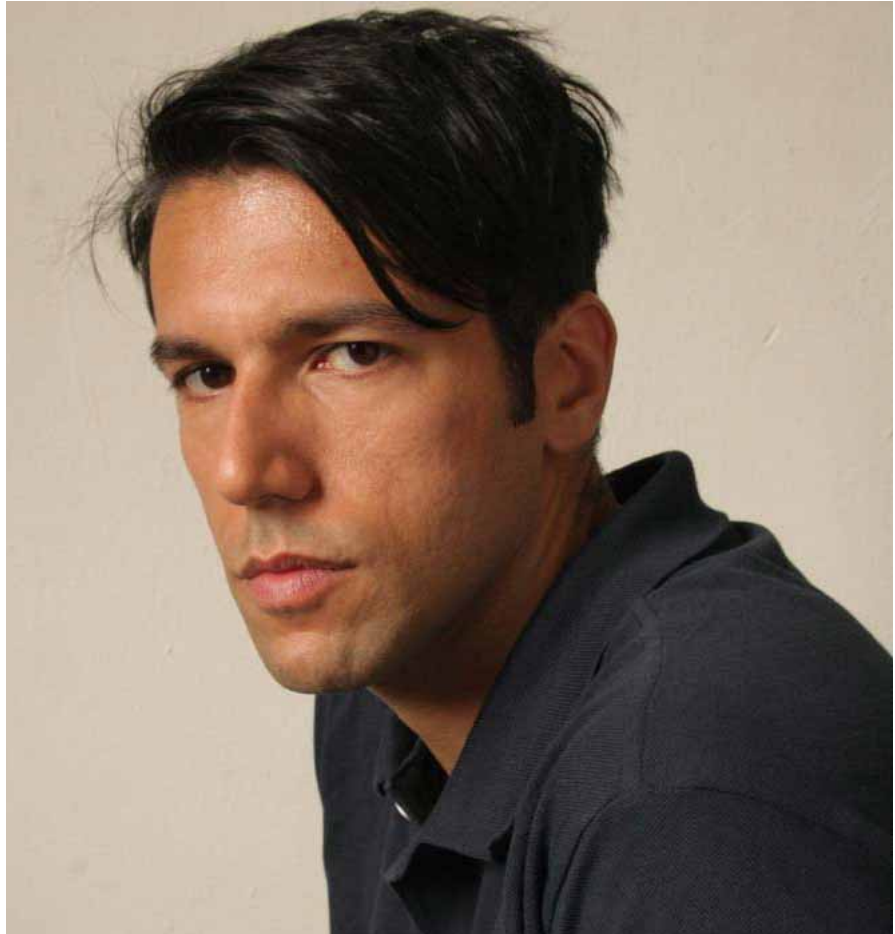
**Retail Price**

\$80 - \$108/Pillows

**Product Description**

thomaspaul is proud to introduce our new "couture" collection. Inspired by the heavyweight woven silks used in Paris couture houses. The pillows in the thomaspaul couture collection are made from 100% silk executed in heavyweight woven jacquard fabrics.

All of the patterns shown are available in 14"x18", 18"x18", and 22"x22" sizes. All pillows include a 95/5 feather/down insert, and all cases zip off for dry cleaning.



**FIGURE 77. Thomas Paul Fernz**

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### **Designer Biography**

The concept behind thomaspaul pillows was to bring the color and excitement of fashion into the home accessories market. Founded in 2001, thomaspaul quickly became one of the staple brands in the designer pillow market. The designer, Thomas Fernz, studied textile design at New York's Fashion Institute of Technology, with an emphasis on the men's and women's apparel markets. He worked in the accessories industry designing ties and scarves, and thought, "why not bring the seasonal change of pattern and color that is a constant in personal accessories, into home accessories?" The idea is to freshen up your home seasonally with a couple of new pillows.

The design concept behind the collection is mainly about mixing different design styles throughout history-art deco, art nouveau, 60's pop art, 70's minimalism, even baroque. Anything is fair game. The key is reinterpreting these designs from

disparate periods into a unique style and pulling them all together in a coordinated color palette that works with today's interiors. By looking to the past, we are hopefully able to come up with something new that has not been seen in quite the same way before.

The other concept of the collection is to present home accents that are stylish and design driven, but not too pricey for a younger generation of customers who may be furnishing their first apartment and don't want their accessories to end up costing more than the sofa, but who also want something less mass marketed than IKEA, which is great, but gets a little tired after you see the same bookcase in ten different apartments. Your accessories are the finishing touch and a way to personalize your space and dress up all of that basic furniture.

Pillows have always been my first love, but since debuting the collection in 2001, the brand is steadily expanding into other categories including stationary and table top-plates and textiles. We hope to soon have other areas of the home textiles market covered, such as rugs, towels, shower curtains etc. The goal being to eventually be able to have every surface in a room covered in a thomaspaul pattern.

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*Shakespeare Home Office Collection*

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Winner—Home Office



**FIGURE 78.** Shakespeare Home Office Collection

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**Judges' Comments**

*Manifold opportunities for hardware and finish customization.*

**Designer(s)**

Cale Knopf  
Century Furniture  
401-11th St ,NW  
Hickory, NC 28601  
Phone:828-328-1852 FAX:828-328-2176  
cknopf@centuryfurniture.com

**Manufacturer**

Century Furniture  
Attn: Edward M. Tashjian, VP Marketing  
401 11th Street NW  
Hickory, NC 28601  
Phone:827-328-1852 FAX:828-328-2176  
emt@centuryfurniture.com

**Retail Price**

\$2,850 - \$5,610

## Product Description

This collection features 17th- and 18th- Century English and French designs that include planked boards set within end panels and doors. Serpentine shapes adorn several aprons while understated crown moldings and raised drawer fronts complete the image.

**COMPUTER FUNCTIONALITY** Century Office goes beyond offering computer and peripheral storage. It has power managers, removable back panels, grommets, and wire troughs to facilitate wire management. It also offers fully articulating keyboard trays with a unique flip-up drawer front - the ultimate in style and ergonomic design.

**EXQUISITE FINISHES** Every piece in the Century Office collection is offered in a 10 finishes. Over twenty finishing steps involve dry brushing, hand padding, buffing, and distressing techniques that provide a depth of finish that far surpasses the beauty of simpler stain colors.

**MORE CHOICES** Century Office offers more choice than any other fine office collection. Choose from wood tops, leather inlays, and a variety of different pedestals. Choose a pencil drawer or a keyboard tray. Choose the type of hutch light and whether you want an optional tackboard, drawer locks or wire grommets.

**RUGGED SURFACES** Each of the Century Office finishes is completed with steps that involve the use of a catalyzed lacquer. This method provides a very durable surface that is more resistant to dents, scratches, as well as many types of liquid elements.

**L- AND U-SHAPE DESKS** In order to provide greater flexibility and space optimization, Century Office offers bridges and returns to enable L- and U-shape desk configurations. Chests, work tables, and triple credenzas round out the selection of items that are offered in each of the elegantly designed collections.

**DRAWER CONSTRUCTION** Each Century Office drawer uses English dovetail construction, heavy duty metal slides, and is finished throughout. Our lateral file drawers, for example, use 180-lb drawer slides and are completed with a premium file frame system that allows front-to-back or side-to-side filing.





**FIGURE 79. Cale Knopf**

#### **Designer Biography**

Cale Knopf is Product Manager for Century Office and Century Entertainment Solutions. He is a 9 year veteran with Century. Prior to joining Century, he spent 2 years at Drexel Heritage. An engineer by training, he has a MS in Mechanical Engineering from the University of Texas in Austin, and an MBA from Duke University. This combination of skills gives him the expertise to both define market requirements and to develop and design products to meet the ever changing technological needs to accommodate the Home Office and Entertainment categories. Unlike mass produced furniture, each item designed by Cale is "made to order" offering dozens of options to meet the specific needs of the end user. At the same time, each piece is crafted to the discriminating standards and beautiful finishes of all Century caseloads. Cale resides in Morgantown with his wife Ingrid and their two children.

#### **Manufacturer Information**

Century Furniture is the world's largest privately owned manufacturer of high end residential furniture. Its broad product line of both wood and upholstered furni-

ture consists of bedroom, dining room occasional and outdoor collections in traditional, transitional and contemporary styling. Century is recognized in the industry as a design leader, ranked in the forefront for its expertise in finishing and the details of fine craftsmanship.

Century Furniture Company was established in 1947 by Harley Ferguson Shuford, Sr. Since its beginning, Century has been committed to the ideal of creating furniture of such impeccable quality that it brings joy not only the people who own it, but also to the craftsmen who build it and the professionals who sell and deliver it.

*Belaire Home Office Collection*

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Finalist—Home Office



**FIGURE 80.** Belaire Home Office Collection

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**Designer(s)**

Joe McCambridge, ASFD  
5927 Safety Dr NE  
Belmont, MI 49306  
Phone:616-785-3159 FAX:509-271-8176  
joemccamb@aol.com

**Manufacturer**

Sligh Furniture Co.  
Attn:Rob Sligh, Chairman  
1201 Industrial Avenue  
Holland, MI 49423  
Phone:616-394-9328 FAX:616-392-9495  
robs@sligh.com

**Retail Price**

\$695 - \$1,765/Various

### Product Description

Sligh's Belaire Home Office Collection offers a refreshing, transitional style that works as comfortably with traditional furnishings as it does hard modern. The computer credenza includes a patent pending "laptop port" that is concealed under a hinged section of the top. The laptop port features two front and one rear power receptacles; and one each, front and rear: Ethernet ports, phone jacks and data ports; as well as two front and rear USB ports. The storage deck has left- and right-side hinged, wood doors that conceal two adjustable-height wood shelves. The 66" pedestal desk features inset corner posts and a wood-framed, black, bonded-leather top with an elegant, silver tooling line and convenient center drawer that flips down to accommodate most computer keyboards. The two-drawer lateral file cabinet features central locking and an anti-tip interlock system that prevents tipping by preventing drawers from being opened at the same time. The bookcase deck includes touch-activated display lights; two upper, height-adjustable, wood-framed glass shelves; and one lower, fixed-position wood shelf. From task lighting, to CPU accommodation to surge suppression and unobtrusive cord pathways, Belaire gracefully joins high-tech with high-touch.



**FIGURE 81.** Joe McCambridge, ASFD

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**Designer Biography**

Located in Grand Rapids, Michigan, Joe has been designing furniture for 15 years. He graduated from Kendall College of Art & Design in 1990 with a Bachelor of Fine Arts Degree, majoring in furniture design. Upon graduation he joined Baker Furniture Company as an Associate Product Designer and worked his way up to Lead Designer and then Manager of Design. Joe struck out on his own as an independent designer in the Spring of 2003 when he began designing for Sligh Furniture Co. Joe is an active member of the Grand Rapids Furniture Designers Association.

**Manufacturer Information**

Sligh Furniture Co., is a privately held company that develops, manufactures and markets home entertainment and home office furniture. Established in 1880, Sligh is headquartered in Michigan. Its products are manufactured in four countries and are sold throughout North America and certain other countries.

## *198 Reflections*

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Finalist—Home Office



**FIGURE 82. 198 Reflections**

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**Designer(s)**

Berry & Clark Design Assoc.  
100 Main Ave, NW Ste 500  
Hickory, NC 28601  
Phone:828-327-4648 FAX:828-327-6896  
bcda@berryandclark.com

**Manufacturer**

Universal Furniture  
Attn:Stephen Giles  
4190 Eagle Hill Drive  
High Point, NC 27265  
Phone:336-822-8001 FAX:336-822-8020  
sgiles@universalfurniture.com

**Retail Price** \$700 - \$1,700/Group

**Product Description**

*Reflections* shows excitement from the stunning cathedral cherry veneers, which gives pieces a feeling of fluidity, combined with accents of walnut burl, adding a smoky richness. *Reflections* is finished in a dark, clear mink brown but with a higher, more contemporary sheen and accented with simple hardware in a true silver plated finish.

**Common features:**

Wood on wood drawer guides, dust bottoms, English and French dovetail drawer construction, stained and sealed drawer sides, demilune and serpentine contemporary shapes, classic designs, raised reeded design, distinctive bracket foot, silver plated finish hardware, CD dividers, adjustable glass & wood shelves with canister lighting, open area for wire access.

**Designer Biography**

Now in their 22nd year, Rick Berry and Dave Clark formed their partnership in 1983 as a full-service furniture design firm. Their diverse, but complimentary educational and experience backgrounds has enabled them to successfully pursue a broad spectrum of furniture design disciplines - ranging from 18<sup>th</sup> century reproductions to leading edge contemporary design. Along with veteran associates Keith Binns and Tim Lehman, their concentrations and successes on quality of design and product development service has afforded them opportunities to effectively utilize their talents -to create furniture designs in various materials and combinations of wood, steel, brass, glass, stone, and upholstery. With product development specialists Mike Houston and office manager Nancy Pittman, the abilities of the team at BCDA are professional, efficient, and bountiful. The synergy within Berry & Clark Design Associates to focus on design creativity and manufacturing capabilities has resulted in positive, long-term working relationships as "team members" with their clients.

**Manufacturer Information**

Universal Furniture is recognized as a leader in exceptionally crafted furnishings for the home including complete bedroom, dining room, and occasional products, plus entertainment centers, wall units and home office selections. In April 2005 we introduced a comprehensive selection of upholstered furniture featuring sofas, loveseats, chairs, ottomans and chaises. Employing highly skilled craftsmen and innovative manufacturing techniques we are able to offer superior quality and high-end features at appealing prices. Standard elements include wood-on-wood drawer guides, English and French dovetail drawer construction, sanded and sealed drawer interiors and felt lined top drawers in dining room and bedroom pieces. Polished marble tops, exquisite burl, masterfully detailed inlays and custom-designed drawer pulls and decorative hardware are signature features that distinguish our casegood collections. Our upholstery groups are rich in detail and expert construction. Fashionable fabrics combined with luxurious appointments such as coordinated pillows, trims, and other decorative embellishments create that pulled together, designer look. As beautiful as the outside of our upholstery is, it is only the first of many premium features. Select hardwood frames provide lasting durability; Featherblend™ blend down cushions provide years of comfort and

support; and our Soft-Luxe™encased coil spring system gives you up to 100 springs per cushion, up to 300 springs in every sofa. We also offer fitted arm covers and coordinated accent pillows at no extra charge and all of our sofa cushions are reversible and feature tie-downs to help keep them in place. Universal Furniture is sold by fine furniture retailers and specialty shops through out the United States and in numerous other countries.



*Paris Collection*

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Finalist—Home Office



**FIGURE 83. Paris Collection**

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**Designer(s)**

Tom Hazzard, Designer  
Z-Line Designs, Inc.  
2410 San Ramon Valley Blvd  
Suite 205  
San Ramon, CA 94583  
Phone:925-736-7116 FAX:925-362-1462  
THAZZARD@z-linedesigns.com

**Manufacturer**

Z-Line Designs, Inc.  
Attn: Jim Sexton  
2410 San Ramon Valley Blvd  
San Ramon, CA 94583  
Phone:925-736-7116 FAX:925-362-1462  
zline2@aol.com

**Retail Price**

\$659.00 /Group

**Product Description**

The Paris collection offers a spacious work environment in an Art Deco inspired design. Made of a Solid wood frame with powder coated silver metal legs and tempered "arctic" white glass and chrome accents, the Paris collection is a beauti-

fully engineered work of art. The components of this collection are reversible, allowing the computer desk to be placed on either the right or left side of an "L" configuration.

*Library style INNERTainment™ Center*

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Winner—Home Entertainment



**FIGURE 84.** Library style INNERTainment™ Center

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**Judges' Comments**

*Strong traditional character, appropriate for office or home settings, cleverly camouflaged with faux books.*

Joe McCambridge, ASFD  
5927 Safety Drive, NE  
Belmont, MI 49306  
Phone:616-785-3159 FAX:509-271-8176  
joemccamb@aol.com

**Manufacturer**

Sligh Furniture Co.  
Attn: Rob Sligh, Chairman

1201 Industrial Avenue  
Holland, MI 49423  
Phone:616-394-9328 FAX:616-392-9495  
robs@sligh.com

**Retail Price** \$3,995

**Product Description** This library style Sligh INNERTainment™ center appears, at first glance, to be a tall bookcase loaded with classics such as "Cook's Voyages of Discovery" and "Vanity Fair." But some of the books are actually an appealing facade of muted-color, faux books. Raise the panel façade to watch TV. Lower it to conceal the TV and reveal the shelves above, filled with a library of actual classics or a collection of family photos or keepsakes. The lower portion includes a hidden infrared eye to allow remote control access to electronic components even when they are closed behind the wooden doors. Choose an antique cherry finish or a weathered black paint finish with antique cherry finish highlights. Patents pending.



**FIGURE 85.** Joe McCambridge, ASFD

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**Designer Biography**

Located in Grand Rapids, Michigan, Joe has been designing furniture for 15 years. He graduated from Kendall College of Art & Design in 1990 with a Bachelor of Fine Arts Degree, majoring in furniture design. Upon graduation he joined Baker Furniture Company as an Associate Product Designer and worked his way up to Lead Designer and then Manager of Design. Joe struck out on his own as an independent designer in the Spring of 2003 when he began designing for Sligh Furniture Co. Joe is an active member of the Grand Rapids Furniture Designers Association.

**Manufacturer Information**

Sligh Furniture Co., is a privately held company that develops, manufactures and markets home entertainment and home office furniture. Established in 1880, Sligh is headquartered in Michigan. Its products are manufactured in four countries and are sold throughout North America and certain other countries.

*Antigua MULTI-FLEX™ Home Entertainment Center*

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Finalist—Home Entertainment



**FIGURE 86.** Antigua MULTI-FLEX™ Home Entertainment Center

---

**Designer(s)**

Jack Kelley, ASFD, IDSA, Mike Warren, ASFD, Shannon Lookabill  
PO Box 222  
Grand Haven, MI 49456  
Phone:616-846-5660 FAX:616-846-5801  
tututu@aol.com

**Manufacturer**

Sligh Furniture Co.  
Attn: Rob Sligh, Chairman  
1201 Industrial Avenue  
Holland, MI 49423  
Phone:616-394-9328 FAX:616-392-9495  
robs@sligh.com

**Retail Price** \$5,895

**Product Description**

Practically a one-size-fits-all solution, Sligh's patent pending Multi-Flex™ Home Entertainment Center is cleverly designed to accommodate today's constantly changing TV technology. Not only do the shelves move up and down, but the entire cabinet actually narrows or widens horizontally, all to comfortably and proportionately hold televisions up to 72" wide, 59" high and 19" deep. Side cabinets feature touch-activated display lighting, two upper adjustable-height glass-framed shelves, one fixed-position wood shelf, one box storage drawer and two Multi-Flex™ media storage drawers with moveable dividers. Televisions may be hung at any height from the back or placed on a platform. Of course it's thoughtfully wired for management of all the latest technology. The Multi-Flex™ Home Entertainment Cabinet is truly a modern convenience. It's an intelligent piece of furniture that enables users to keep up with ever changing technology and costs by enabling them to scale up to a larger size television or scale down, at will, without having to purchase a new cabinet.



**FIGURE 87.** Jack Kelley, ASFD

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**Jack Kelley, ASFD, IDSA**

As a University of Michigan graduate in Industrial Design, Jack has been a design consultant to Sligh Furniture Co. for over 17 years. As principal designer of Studio 222, his specialties are contract office systems, open and private office products, and home office and home entertainment furniture. He is currently serving as a board member of the ASFD, and has served as trustee on the Board of Kendall College of Art and Design in Grand Rapids, Michigan. He combines extraordinary design with innovative function in his products. Jack, along with Mike Warren, won three ASFD Pinnacle awards in 1998 and 1999 and 2002, for their Sligh furniture designs.

**Designer Biography**



**FIGURE 88. Mike Warren, ASFD**

**Mike Warren, ASFD**



A third generation freelance designer, Mike is based in Grand Rapids, Michigan. He is associated with many leading manufactures of fine furniture and has been designing for Sligh for 25 years. He graduated from Kendall College of Art & Design in 1980 with a Bachelor of Fine Arts Degree, majoring in Furniture Design. Mike is a past board member of ASFD and past president of the Grand Rapids Furniture Designers Association. Mike, along with Jack Kelley, won three ASFD Pinnacle awards in 1998 and 1999 and 2002, for their Sligh furniture designs. Mike and Shannon Lookabill won an ASFD Pinnacle award in 2005 for a Sligh clock design.



**FIGURE 89. Shannon Lookabil**

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### Shannon Lookabill, ASFD

Located in Grand Rapids, Michigan. Shannon has been designing furniture for Sligh and other leading furniture manufacturers for 11 years. He graduated with honors from Kendall College of Art & Design in 1995 with a Bachelor of Fine Arts Degree, majoring in Furniture Design. Shannon has extensive knowledge of materials including wood, various metals, stone, leather, and woven materials. He is

currently president of the Grand Rapids Furniture Designers Association and past president of the Kendall College of Art and Design Alumni Association.

**Manufacturer Information**

Sligh Furniture Co., is a privately held company that develops, manufactures and markets home entertainment and home office furniture. Established in 1880, Sligh is based in Michigan. Its products are manufactured in four countries and are sold throughout North America and certain other countries.

*POSITANO*

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Finalist—Home Entertainment



**FIGURE 90.** Positano

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**Designer(s)**

James Dipersia, ASFD  
200 Lexington Ave  
NY, NY 10016  
Phone:212-679-3927 FAX:212-679-2763  
DISEGNOBYJAMESDIPERSIA@yahoo.com

**Manufacturer**

Excelsior Design Inc  
Attn:Steve Kayne  
172 New Highway  
No. Amityville, NY  
Phone:631-789-8484

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## POSITANO

### Retail Price

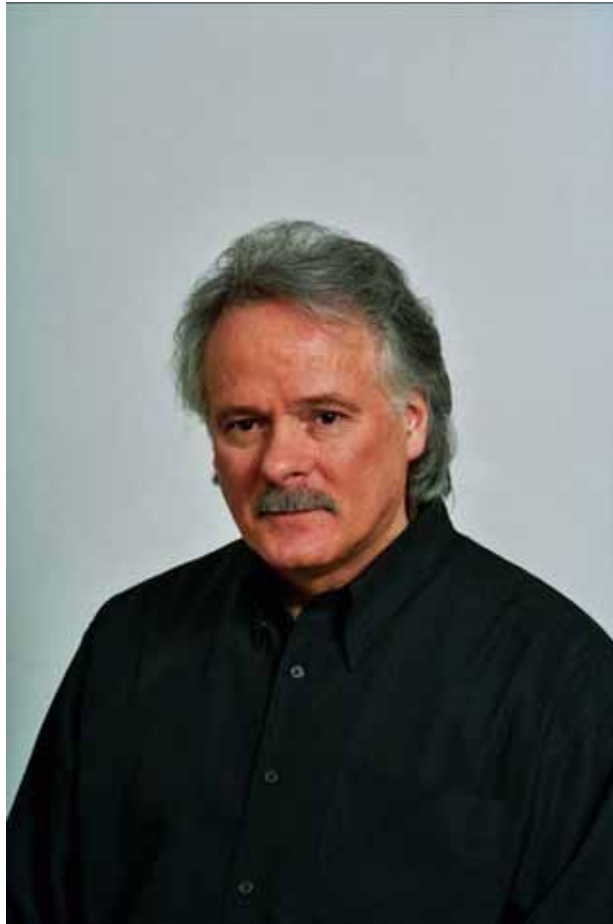
\$2,995

### Product Description

Masculine and graceful, Positano is a dichotomy of style. Fiery eucalyptus veneers are used to create dramatic patterns of chevrons on pieces. Silky silhouettes flow through Positano in the shape of a chair leg or the curve of the round cocktail table hinting at a soft caress. Occasional pieces make their mark with stainless steel accents. While each piece is its own work of art, this collection of bedroom, dining, occasional and entertainment furnishings encapsulates the lifestyle you so richly deserve. Unique designs abound as seen on the mirror valet—which is a modern interpretation of a truly timeless idea—and the plasma TV stand—which seemingly hovers above the floor.

Positano suggests strength with its polished stainless steel accents and hardware, charisma with its matte satin gloss finish and an incomparable sense of design appreciation with a modern ideal that is neither cold nor austere. This is modern design married with the warmth of really living in your home and enjoying the memories you're sure to create.

Plasma TV Stand 61"W x 22"D x 65 ¾"H



**FIGURE 91.** Jim DiPersia, ASFD

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**Manufacturer Information**

Excelsior Designs and its lifestyle division, Casa Novalia, are headquartered in North Amityville, NY, with a permanent showroom in the International Home Furnishings Design Center in High Point, NC. Founded in 1983, Excelsior Designs produces contemporary and transitional furniture, including bedroom, dining room, home office, entertainment, and occasional lines. Casa Novalia casegoods use mixed media materials and offers a comprehensive line of Italian crafted leather upholstery. Excelsior Designs and Casa Novalia collections are manufactured in Italy and feature exquisite polished finishes and artistic uses of exotic veneers and inlays such as sycamore, African rosewood and Birdseye maple. The products are available in fine furniture stores throughout North America. For more information visit [excelsiordesigns.com](http://excelsiordesigns.com) and [casanovalia.com](http://casanovalia.com).

## *Series One Flat Panel Video Base & Audio Tower*

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Finalist—Home Entertainment



**FIGURE 92.** Series One Flat Panel Video Base & Audio Tower

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**Designer(s)**

John Cooper, ASFD  
Bush Industries  
One Mason Dr  
Jamestown, NY 14701  
Phone: 770-685-2075 FAX: 770-696-9332  
johncooper@bushindustries.com

**Manufacturer**

Bush Industries  
Attn: Barbara L. Hungerford/Copywrites  
One Mason Drive  
Jamestown, NY 14701  
Phone: 716-665-2910 x3356 FAX: 716-665-9186  
barbhungerford@bushindustries.com

**Retail Price**

\$349.99

**Product Description**

Designed to complement the style and finish of today's electronic components, the Series One Collection is the ultimate contemporary choice for dramatically

displaying today's new high-design flat panel TVs. It features a unique blend of materials: glass, powder-coated metal, and perforated metal back panels. It is finished in Cool Gray Metallic and High Gloss Black.

The matching Video Base and Audio Tower have tempered glass shelves which rest on vibration-dampening rubber pads to enhance sound quality. Perforated metal back panels offer easy cord access and the units include levelers that adjust for uneven floor surfaces. Both have been tested for tip stability with consumer safety in mind. The Video Base will accommodate most 60" flat panel TVs up to 154 lbs.

### Designer Biography

John Cooper, ASFD

Senior VP of Design, Strategic Sourcing Group

2002 Pinnacle Award winner, Home Office category

Serving 2nd Term on the BOD, American Society of Furniture Designers

### Manufacturer Information

**Date Founded:** 1959

**Business Segments:** Bush Furniture North America, Bush Furniture Europe and Bush Technologies

**Manufacturing Locations:** Jamestown, New York; Little Valley, New York; Erie, Pennsylvania; Greensboro, North Carolina; Tijuana, Mexico; Mastholte, Germany; Mantinghausen, Germany. Total manufacturing square footage worldwide: 3,636,000

**Distribution:** Nationally through furniture retailers, department stores, mass merchandisers, wholesale clubs, catalog showrooms, office furniture dealers and electronics stores. Internationally to 50 countries.

**Business Profiles:** Bush Furniture North America produces and markets furniture for the commercial office, home office, home entertainment, and bedroom that is distributed to and sold by leading retailers.

Bush Furniture Europe produces and markets commercial home office and other furnishings in the European market.

Bush Technologies is focused on utilizing surface technologies in diverse applications such as cell phones automotive interiors, cosmetics, sporting goods and consumer electronics.

#### **Brands:**

Bush Business Furniture - commercial-grade executive and modular office systems available through the retail office furniture markets, providing large business solutions on small company budgets.

Bush Furniture - high-quality ready-to-assemble furniture for the home including bedroom, entertainment, storage and home office solutions.

Eric Morgan - a diverse assortment of assembled case goods furniture for the home including youth, bedroom, entertainment and small/home office.

röhr - functional and aesthetic commercial-grade case goods office furniture offering contract design at mid-market pricing.

**Industry Awards:**

1996/97 One of the 200 Best Small Companies in America, Forbes Magazine

1997 President's "E" Award of Excellence in Exporting, the secretary of commerce on behalf of the president of the United States of America

1997 Pinnacle Design Achievement Award, Home Office, American Society of Furniture Designers

1997 School/Business Partnership Award, Employment Management Association Foundation

1998 Exporter of the Year, Woodworking Machinery Industry Association

1998 Pinnacle Design Achievement Award finalist, Home Office, American Society of Furniture Designers

1999 Pinnacle Design Achievement Award finalist, Home Office,  
American Society of Furniture Designers

2000 Pinnacle Design Achievement Award finalist, Home Office and Home  
Entertainment Categories American Society of Furniture Designers

2001 Best of the Best Partner of the Year Award, Best Buy

2001 Supply Chain Excellence Award, Staples

2005 Pinnacle Design Achievement Award, 3 finalists in Home Entertainment and Home Office, First Place in Home Entertainment, American Society of Furniture Designers



## *Gulf Stream*

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Winner—Summer/Casual



**FIGURE 93.** Gulf Stream

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**Judges' Comments**

*Sleek and evocative retro styling with generous supple cushioning.*

**Designer(s)**

Richard Frinier, ASFD  
Frinier, LLC  
4324 E Broadway  
Long Beach, CA 90803  
Phone:562-439-8119  
FAX:562-439-0654  
frinier@aol.com

**Manufacturer**

Century Furniture  
Attn:Edward M. Tashjian, VP Marketing

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**Gulf Stream**

401 11th Street NW  
Hickory, NC 28601  
Phone:828-328-1852FAX:828-328-2176  
emt@centuryfurniture.com

**Retail Price** \$1,999/Collection

**Product Description** Gulf Stream's maritime form translates yacht railings into architecturally resplendent leisure furniture. Crafted from hand formed, 1 inch diameter marine-grade stainless steel, Gulf Stream frames are precision-welded and polished to a lustrous sheen with nearly seamless joinery. This may be the most imaginative and innovative use of materials in the outdoor category

The extremely weather-resistant and easily maintained surface of stainless steel provides both a classic and modern appearance. The microstructure of the 304-grade stainless steel tubing provides high toughness from desert hot to arctic cold temperatures making these waterproof frames durable, reliable and practical. Plush oversized cushions crafted with densified polyester fiber that is weather-proof and meets CAL 117 flame retardant standards. A classic and contemporary offering of performance fabrics woven from solution-dyed, UV stable acrylic fibers, and weather-resistant leathers, that resist fading, deterioration and mildew.

**Designer Biography** The collections of Richard Frinier for Century Leisure bring home the emotional experience and ambience of world travel. The look is fresh and memorable. Upon first view, these collections take you to a place you may have never been before yet feel relaxed and at ease to linger.

Richard Frinier's collections embrace the luxury of world travel, capturing the value and sheer emotion of quality leisure time. These fine furnishings, worthy of the finest estates, residences, hotels, resorts and spas worldwide, bring leisure to a new level of appreciation and enjoyment.



**FIGURE 94. Richard Frinier, ASFD**

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**Manufacturer Information**

Century Furniture is the world's largest privately owned manufacturer of high end residential furniture. Its broad product line of both wood and upholstered furniture consists of bedroom, dining room occasional and outdoor collections in traditional, transitional and contemporary styling. Century is recognized in the industry as a design leader, ranked in the forefront for its expertise in finishing and the details of fine craftsmanship.

Century Furniture Company was established in 1947 by Harley Ferguson Shuford, Sr. Since its beginning, Century has been committed to the ideal of creating furniture of such impeccable quality that it brings joy not only the people who own it, but also to the craftsmen who build it and the professionals who sell and deliver it.

## *Calais*

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Finalist—Summer/Casual



**FIGURE 95.** Calais

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**Designer(s)**

Frederic C Doughty, ASFD  
1198 Navigator Dr, #7  
Ventura, CA 93001  
Phone:805-648-3000 FAX:805-648-3002  
fcdi@earthlink.net

**Manufacturer**

Crate & Barrel  
Attn:Meg Pradelt  
Phone:847-239-6767 FAX:847-272-5276  
mpradelt@crateandbarrel.com

**Retail Price**

\$1,075/5 piece set



**FIGURE 96.** Fredric Doughty, ASFD

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The soft sensual curves of the Calais Collection are designed to conform and support the human form in classic style. The fine lines and sophisticated proportions recall the feeling of a romantic European destination.

This furniture combines solid Aluminum and Extruded Aluminum with proven joinery techniques into a refined durable design. The all welded construction is a solid reminder of how furniture should be made, with no nuts and bolts to come loose. The cushions are made with only the finest acrylic fabrics and fillers for outdoor use.

This combination of quality craftsmanship and durable materials offered at an affordable price provides a great value and insures a life time of outdoor use.

## *Empress*

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Finalist—Summer/Casual



**FIGURE 97.** *Empress*

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**Designer(s)**

Frederic C Doughty, ASFD  
1198 Navigator Dr, #7  
Ventura, CA 93001  
Phone:805-648-3000 FAX:805-648-3002  
fcdi@earthlink.net

**Manufacturer**

AGIO  
Attn:Douglas Peppler  
612 Sunset Circle  
Ripon, WI 54971  
Phone:920-748-2800 FAX:920-748-2801  
doug02pep@aol.com

**Retail Price** \$2,299/5 piece set

**Product Description**

The careful elegant lines of the Empress Collection are meant to evoke feelings of a bygone era with updated proportions to help fit with today's architecture. The generous scale of these pieces along with the retro style defines the distinctive look of this contemporary Aluminum furniture.

Constructed of all weather materials including all welded Aluminum frames, Stone top tables, sand cast details and high quality outdoor synthetic fabrics.

Generous proportions, superior craftsmanship and classic design should elevate this furniture to an honored place in anyone's home. Priced at a very affordable level, this design is as sophisticated choice with lots of value.



**FIGURE 98.** Fredric Doughty, ASFD

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## *Intrepid*

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Finalist—Summer/Casual



**FIGURE 99.** Intrepid

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**Designer(s)**

Frederic C Doughty, ASFD  
1198 Navigator Dr, #7  
Ventura, CA 93001  
Phone:805-648-3000 FAX:805-648-3002  
  
fcdi@earthlink.net

**Manufacturer**

AGIO  
Attn:Douglas Peppler  
612 Sunset Circle  
Ripon, WI 54971  
Phone:920-748-2800 FAX:920-748-2801  
doug02pep@aol.com

**Retail Price**

\$1,399/5 piece set

**Product Description**

The clean simple design and elegant construction of the Intrepid Collection combine to support the user in dramatic fashion.



This collection offers the consumer a provocative array of options when ordering their furniture including the " Infinite Table " design that endlessly mates to the next table creating a serpentine effect when several tables are combined. The Intrepid chairs can be ordered with complementary or contrasting sling colors that allow the user to customize their furniture and the frames of the chair are designed to feature an upholstered back that seamlessly fuses the contoured seating area with the back of the chair.

This high quality furniture is constructed of fully welded aluminum frames upholstered with state of the art vinyl mesh sling fabric. The extruded aluminum frames are carefully welded together and hand polished into a refined contemporary design.

This combination of a truly unique table design along with the remarkable upholstered chair seating system make this collection a special product offering. Offered at a very affordable price with good design quality materials and craftsmanship, Intrepid stands as a great value in the outdoor market place.



**Fredric Doughty, ASFD**

## *Napoleon Bed*

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Winner—Bedroom



**FIGURE 100.** Napoleon Bed

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**Judges' Comments**

*Opulent and romantic bed generously scaled with luxurious surfaces.*

**Designer(s)**

Bill Faber  
Century Furniture  
401 11th St, NW  
Hickory, NC 28601  
Phone:828-328-1852 FAX:828-328-2176  
sgoodson@centuryfurniture.com

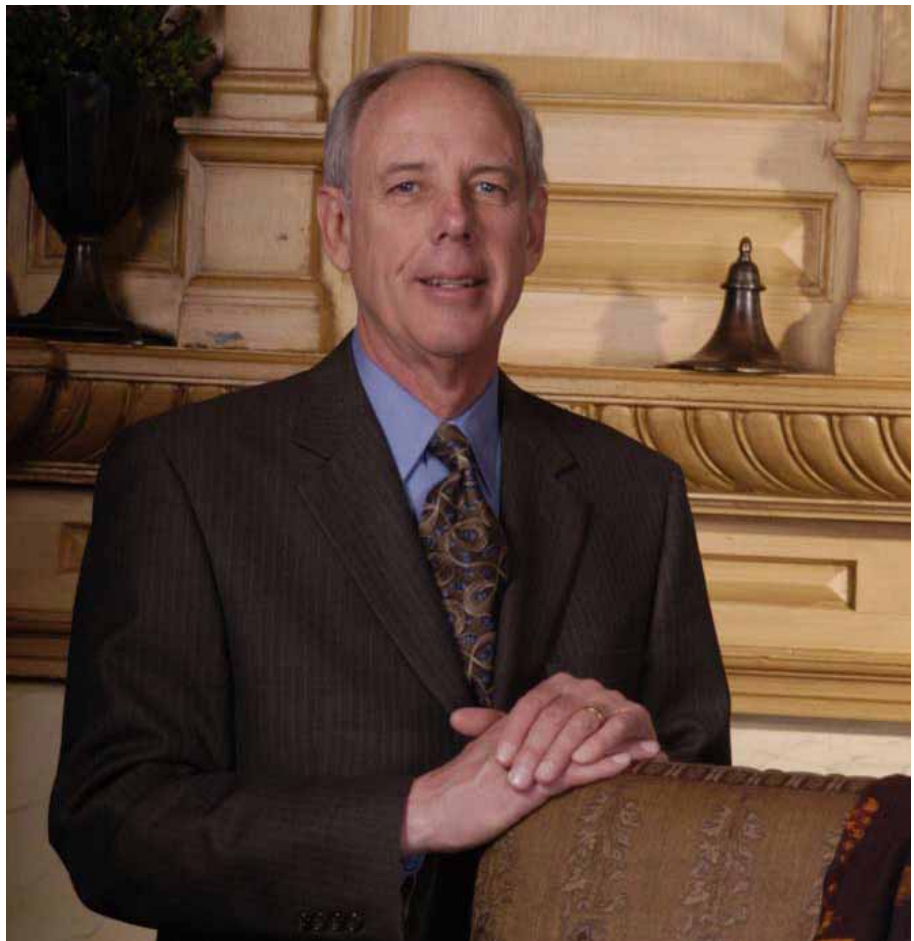
**Manufacturer**

Century Furniture  
Attn:Edward M. Tashjian, VP Marketing

01 11th Street, NW  
Hickory, NC 28601  
Phone:828-328-1852 FAX:828-328-2176  
emt@centuryfurniture.com

**Retail Price** \$10,695/Bed

**Product Description** This design recalls the bed seen in *Madame Recamier*, the famed work by Jacques-Louis David, the French Neoclassical artist appointed as Napoleon's official painter. Its sleigh-shaped headboard, upholstered in coal-black leather, is outlined in nail trim. The dramatic frame—complete with concave side rails, low spool footposts and carved rosettes—gleams with a textured and burnished gold leaf finish that has a gracefully aged patina. This bed is the glory of art and passion combined.



**FIGURE 101. Bill Faber**

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**Designer Biography**

Bill Faber's furniture design career has spanned nearly 40 years. He has designed more than 20 wood collections for Century Furniture and spent the prior decade as Director of Design at Henredon. He is a graduate of the Kendall School of Design in Grand Rapids, MI. He resides in Lenoir, NC with his wife Patty.

Mr. Faber's extraordinary talent is the ability to consistently design commercially successful 60 piece collections of bedrooms, dining rooms and occasional pieces. He has the same flair for a diminutive lamp table as a commanding armoire. He is also renown for his range, having the ability to design everything from very traditional collections, to highly contemporary groups including all of the hardware (or jewelry as he calls it) for each piece. He is probably best known for his interpretation of "casual elegance", which adapts classic designs and shapes, to the scale and functionality required in today's homes; and the right amount of distressing on complex low sheen finishes to give each piece the look of a well loved antique.

**Manufacturer Information**

Century Furniture is the world's largest privately owned manufacturer of high end residential furniture. Its broad product line of both wood and upholstered furniture consists of bedroom, dining room occasional and outdoor collections in traditional, transitional and contemporary styling. Century is recognized in the industry as a design leader, ranked in the forefront for its expertise in finishing and the details of fine craftsmanship.

Century Furniture Company was established in 1947 by Harley Ferguson Shuford, Sr. Since its beginning, Century has been committed to the ideal of creating furniture of such impeccable quality that it brings joy not only the people who own it, but also to the craftsmen who build it and the professionals who sell and deliver it.

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*Symmetry*

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Finalist—Bedroom

**FIGURE 102. Symmetry****Designer(s)**

Morgan M. Harris, ASFD  
MH Design, Inc  
1100 Timberlane Drive  
High Point, NC 27265  
Phone:336-886-8153 FAX:336-886-8153  
furnituredesign@aol.com

**Manufacturer**

Vaughan Furniture Co., Inc.  
Attn: J. David Vaughan, Sr VP Merchandising  
PO Box 1489  
Galax, VA 24333  
Phone:276-238-3251 FAX:276-236-8527  
jdv@vaughanfurniture.com

**Retail Price**

\$2,450/Group

**Product Description**

Explicitly designed, consumer tested, and buyer approved, "Symmetry" is styled for the 30 Million second bedrooms in today's homes. This new concept takes exhaustive consumer research to help finely hone selected pieces that fully satisfy the needs of today's avid customers. Armed with the knowledge of the "mean" size of American guest bedrooms, and the purposes that these homeowners would

like these spaces to complete, M H Design and Vaughan diligently developed pieces that coordinate this room into a never ending space for "imagining the possibilities".

As the flagship design for the Guest Quarters™ program, "Symmetry" is designed for smaller spaces, taking advantage of vertical storage and consumer approved function. Consumers can choose from a choice of two beds, each sized from twin to king, a starting panel or a low profile "space saver" storage wall. The sleek panel bed marries to the landscape mirror and features panel-in-frame motif surrounding beautiful leather panels. The storage bed wall features dual operational lighting that allows the spouse to read at night while not disturbing her significant other. Mirrored glass back panels and polished glass adjustable shelves makes this bed a great place to display the homeowners treasures while a multifunctional electrical outlet supplies the quest for an area for power and phone hookups. The storage footboard offers a drop down drawer to conceal longer items such as skis and fishing rods. Pier shelves attach to the headboard and rest on existing nightstands to complete this modern setting. "Symmetry" also offers a "space saver" storage solution for the consumer. This solution is in the form of an under-bed "space saver storage organizer" featuring two deep cedar lined storage drawers and two open cubbies.

A functional bedside chest is another area for "getting wired". Everyone wants their guests to feel at home and with the hectic work schedules of friends and family a place to charge your phone or charger and a place to check those e-mails is important. This great piece features a protective finish on the top to help prevent those embarrassing water rings your guests might leave. "Symmetry" features a tilting dressing mirror and bureau height dresser. This great dressing mirror has a tilting contemporary frame in a cheval function concealing a two-outlet fixture for an easy way to stay plugged in while curling your hair or re-charging your IPOD. The bureau is sized for vertical storage at 42" and features cedar lined bottom drawers. Also a desk, with power supply and cord management, is offered for further utilization of this second bedroom.

Our research shows that the majority of homeowners want their second bedroom to be multi-functional, so we designed our armoire to fill this need. Two full length doors of the finest veneers framed in solid wood open to expose a myriad of storage solutions. The upper area can be used for clothes storage, or TV, VCR, etc. Or maybe the consumer would like to have the area used for the family computer or a surface for paper work. This armoire can accommodate all of these functions. A three station surge suppressor with phone jack is supplied to accommodate most any use and is placed in the lower area for PC tower storage or shoes. Two deep storage drawers are there as well rounding out a wonderful piece.

"Symmetry" features a deep cordovan fruitwood finish accentuated with burnished highlights around the drawer edges. Hand sanding, hand padding and two heat cured lacquer topcoats contribute to the satin finish, as durable as it is beautiful. Clean lined brushed nickel hardware adorns each drawer. Don't forget the protective finish on the nightstands and bedside chest.



Contemporary furnishings in relaxed style are “top on the lists” of furniture buyers across the country and “Symmetry” reflects the true desire of today’s contemporary buyer.



**FIGURE 103. Morgan Harris, ASFD**

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### **Designer Biography**

Morgan came to furniture design later in life than many. He spent his earlier years in the U.S. Navy Submarine Service, from which he retired in 1994. After retiring from the Navy, he spent several years trying to find his best “fit” for a career. His Navy training in electronics no longer held his interest. His wife suggested that he look into designing furniture since he had always been interested in making furniture and, in fact, had previously owned a small woodworking business. “Do people actually do that?” was his question.

He attended Catawba Valley Community College in Hickory, NC where he earned his Associates degree in Furniture Production Technology – Design Concentration and graduated with High Honors. There he learned of Kendal College of Art & Design and the prospects of continuing his education courtesy of the G.I. Bill. Morgan chose to follow that course, and in the spring of 2000 graduated with a Bachelors of Fine Arts in Furniture Design, again with Honors.

After graduation, Morgan went to work for Haywood West & Company in High Point, NC. He quickly earned the admiration of his employer and the firm’s many clients. By the end of his first year he was promoted to Office Manager and was entrusted with overseeing all operations of the firm’s design commitments.

In April 2003, Morgan left Haywood West to form M H Design, Inc., a freelance furniture design firm. Specializing in Bedroom, in a broad range of price points and style categories, M H Design also frequently provides design services for Dining, Occasional, Accents, and Entertainment. Though a relative newcomer to the industry, M H Design enjoys an excellent reputation and boasts an impressive client list.

Morgan has been a member of the American Society of Furniture Designers (ASFD) since his time at Catawba Valley community College. He is presently serving on the ASFD Board of Directors (term expires 2006) and is Editor of the ASFD Bulletin.

Morgan and his wife, Lisa, live and work in High Point, NC. They enjoy spending time with their grandchild, working on their yard, and making hand-thrown pottery in their home studio.

#### **Manufacturer Information**

In 1923, two brothers, raised on a small farm in southwest Virginia, founded Vaughan Furniture Company. Taylor G. Vaughan, Sr. and his brother Bunyan C. Vaughan and members of their families and friends set out to begin a furniture manufacturing business that would survive the Great Depression to become the established Vaughan family legacy that endures today. The company was organized, financed and built to manufacture a line of dining room furniture to complement another company's line of bedroom furniture.

During the 1930's, Vaughan was selling complete bedroom suites for as little as \$24.95. In 1954, the lowest priced bedroom suite sold for \$69.95. The suite included a double dresser, chest-of-drawers, tilting Venetian plate glass mirror, bookcase headboard and panel footboard. Two higher priced suites were competitively priced for \$79.95 and \$89.95.

During the mid-1950's, when Taylor's son George was elected president, improvements were made in manufacturing and efficiency. By 1964, Vaughan orders had doubled and so had the manufacturing space. In the years that followed, through 1997, the company continued to grow and acquire manufacturing plants at a rate that may never be seen again.

John Vaughan was the company's fourth president. For John, style, quality, integrity and a strong partnership with dealers were the guiding principles of doing business. Now, the third generation of family management continues the traditions of the founders. Bill Vaughan was elected the company's fifth president in 1995. Taylor Vaughan is Senior Executive Vice President and David Vaughan is Senior Vice President-Merchandising and Imports.

Through rapid growth and expansion, the Vaughan family of skilled craftspeople have always been at the heart of the company. Vaughan Furniture Company remains committed to its fellow employees, its customers and to delivering a quality product at value pricing. In the spirit of enlivened volunteerism, Vaughan and its employees support America's Promise, a national non-profit organization dedicated to improving the lives of children and youth.



Vaughan employs a sales force of approximately 75 and maintains a distribution to more than 5,000 dealers, internationally. An approximate 26,000 square foot showroom in the International Home Furnishings Center in High point, North Carolina, serves as the primary display location for product, shown twice each year, at the Spring and Fall Furniture Markets. As a complete resource for bedroom, dining room and living room furniture, Vaughan looks to the future with revitalized optimism.

## *Windows of Style*

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Finalist—Bedroom



**FIGURE 104.** Windows of Style

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**Designer(s)**

Ilan Dei  
2100 Zeno Place  
Venice, CA 90291  
Phone:310-302-9222  
info@ilandeistudio.com

**Manufacturer**

Creative Elegance, Inc.  
Attn:Mark Popel, Partner  
2105 Edwards Ave  
South El Monte, CA 91733  
Phone:626-442-6900 FAX:626-442-8169  
mark@creativeelegance.com

**Retail Price** \$9,585/5 piece suit

**Product Description** The Windows of Style Bedroom was designed by Ilan Dei exclusively for Creative Elegance and is part of a collection that includes dining room, entertainment, occasional furniture and home office.

Sleek European styling in the modern tradition is accentuated with the tactile quality of Rift Cut Oak veneer. The deep straight graining is a perfect match for the architecturally inspired pieces. The recessed “windows” help to create movement and add dimension to the strong structural quality of each piece. These recesses also give the client an almost endless opportunity to personalize the character of their furniture.

**Finishes:** Available in 13 finishes on Rift Cut Oak

**Accent Trim Options:** Choice of any of our Rift Oak wood finishes, Brushed Aluminum , Brushed Bronze, gloss acrylic Red or gloss acrylic Black.



**FIGURE 105.** Ilan Dei

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### **Designer Biography**

Born in Israel, of North African descent, Ilan Dei is influenced by the lushness of the diverse Mediterranean cultures. Frequently traveling to the Far East, as well as other locations around the world, Ilan is constantly searching for new design principles and practices.

Having lived on the Israeli kibbutz in Hazorea, which manufactured Scandinavian-style furniture, Ilan Dei was attracted to design at an early age. His education began with Japanese master craftsman Kai Ito in New York, NY and continued in Los Angeles, CA where Dei relocated in 1990. He studied and worked with an innovative group of architects and designers, including Eric Lloyd Wright, Tom Farrage, and Perry Blake. In 1994, Ilan Dei founded Dei Design, an interior design and furnishings firm devoted to stylish and inventive interiors for retail, residential, and commercial environments. Focusing on the creation of his own designs, this versatile artist introduced Ilan Dei Studio in 1996 as a retail design source in the heart of Venice, CA, offering both custom and production furnishings to consumers, designers, architects, and set design professionals. In 1998 Ilan

was proud to open his second showroom and design office in SoHo, New York City, NY.

Today, Ilan is focused on the creation of his designs, a fusion of the Japanese minimal aesthetic and the lushness of the Mediterranean, resulting in a style that Ilan has dubbed, "lush minimalism."

Internationally recognized, Ilan Dei Studio has completed projects in Milan, Italy, New York, San Francisco, Chicago, and Los Angeles. Past clients include: Oliver Peoples, Inc., Johnson Fain Partners, futurestep.com, Kaufman & Broad, Deutsch Advertising and asimba.com. Ilan Dei received the 2000 Outstanding Merit Award from the National Association of Store Fixture Manufacturers for his design and construction of Oliver Peoples SoHo, New York boutique. In January of 2001 Ilan was proud to join the faculty at California's Art Center College of Design.

### **Manufacturer Information**

Creative Elegance, Inc. has been manufacturing fine furniture since 1980. Started as a two-man shop, brothers Mark and Aaron Popel built custom pieces for their family's retail store. From these humble beginnings, the company has grown and prospered as a specialist in high styled contemporary case goods and occasional furniture. During this entire time, the driving philosophy has always been the same:

#### **Quality, Integrity, Style and Service**

These were the fundamentals taught and practiced during three generations of a family business. They continue to be our daily commitment to employees, sales reps, customers and vendors alike. We consider our business relationships to be partnerships where mutual respect and admiration are the rule rather than the exception. We look forward to creating and maintaining these relationships with you!

Creative Elegance, though modest on the scale of today's giant manufacturers, has always maintained an aggressive pursuit of high quality through advanced technology. From the use of computer generated optimizing reports for material use, to CNC (computer controlled) saws and machine centers, the company searches internationally for the finest machinery available.

While we have gone all over the world for top equipment and materials, we haven't run away from our responsibility here at home with regards to the environment. California's regulations pertaining to air pollution and worker safety are some of the strictest in the world. Many companies have fled the state to avoid these issues. Creative Elegance complies with these regulations because it is the right thing to do.

The company is very active in industry affairs. One of the principles, Mark Popel, has held a number of positions with the California Furniture Manufacturer's Association, including a two year term as President. He has also sat on the Board of Governors for the San Francisco Furniture Mart. The company is an active partici-

pation with a number of other organizations as well. These include NHFA/WHFA (retailers), HFRG (reps), and AWFS (suppliers).

Creative Elegance has always prided itself on innovation and originality. Over the years the inspiration for its products have come from many directions. Many of our collections are designed "in house" with the aid and input of our retail partners, sales reps and employees. Other products are developed with the help of outside designers who bring a fresh perspective to the process. In all cases, there is an acute awareness of building furniture that meets our target consumer's needs.

Creative Elegance is committed to be the best vendor and business partner possible. Your support and involvement in this continuous effort is very much needed and appreciated.

*Country Living—Portsmouth*

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Finalist—Bedroom



**FIGURE 106.** Country Living—Portsmouth

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**Designer(s)**

Matt Hurley, ASFD, Dudley Moore, Jr, Lesli Chastain  
Otto & Moore Furniture Desiners  
701 Eastchester Drive  
Phone:336-887-0017 FAX:336-884-8058  
mhurley@triad.rr.com

**Manufacturer**

Lane Home Furnishings  
Attn:Jim DeRose  
17343 Deer Point Drive  
Orland Park, IL 60467  
Phone:602-820-5374  
JDeRose@lanefurniture.com

**Retail Price** \$110 - \$2,110

**Product Description**

Lane Home Furnishings introduces Portsmouth as part of the second generation of the Country Living Collection. Portsmouth showcases 18<sup>th</sup> century American furniture designs with English influences that are refined and sophisticated. Created from rich walnut and English sycamore veneers, this group is rich in tradition and timeless design.

Inspired by the pages of the magazine, the Country Living Collection reflects the casual, comfortable way we live today. The Portsmouth collection will make a beautiful addition to any room and will become a treasured heirloom for generations to come.



**FIGURE 107.** Dudley Moore Jr. and Matt Hurley, ASFD

**Designer Biography**

For Lane's *Country Living II* Portsmouth collection, Dudley Moore, Jr., Matt Hurley, and Lesli Chastain were the lead designers. They represented Otto & Moore, Inc., one of the largest independent design firms in the furniture industry, which



been in business in High Point, NC since 1960. The firm's client list includes many of the most respected and successful manufacturers in the home furnishings industry. Otto & Moore has enjoyed long term affiliations with many of those clients, with several of those relationships going back well over 30 years. Dudley Moore, Jr., son of one of the founders of Otto & Moore, and co-owner of the firm, is a graduate of NC State University with a BS degree in Furniture Manufacturing and Management. Matt Hurley, ASFD, is a graduate of Kendall College of Art and Design in Grand Rapids, Michigan, with a BFA degree in Furniture Design. Lesli Chastain is a graduate of Meredith College in Raleigh NC with a BA degree in Graphic Design. Ms. Chastain recently left Otto & Moore, and is now employed by Fine Furniture Design & Marketing as Director of Product Design. Although Moore, Hurley and Chastain were lead designers on the project, it, like all projects at Otto & Moore, was a collaborative effort involving the entire staff. It can truly be said that every member of the Otto & Moore staff had a hand in crafting the *Country Living II* Portsmouth collection by Lane.

**Manufacturer Information**

Lane Home Furnishings has been producing furniture for over 90 years. From the beginnings in 1912 as a cedar chest manufacturer in Virginia to our current status as part of the largest furniture producers in the world, Furniture Brands International, Lane strives to provide furniture to serve its customers needs. Lane's illustrious family includes over 4000 dedicated and hard-working employees, a full time, knowledgeable and energetic sales force of 175 strong, plus an additional 25 sales representatives who are helping to make Lane a household name in 65 countries worldwide. Lane insures quality by thoroughly testing all components and finished products in state-of-the-art testing facilities. In addition, Lane constantly searches for ways to improve Lane products by using the latest technology and manufacturing methods. Lane is dedicated to providing it's customers with comfortable, stylish, high quality furniture at a competitive price.

## *Origins*

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Winner—Major Collections



**FIGURE 108.** Origins Bedroom

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**FIGURE 109.** Origins Living Room

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**Judges' Comments**

*A textural blend of wood, wicker and leather that exudes earthiness and harmony of finish.*

**Designer(s)**

Berry & Clark Design Associates, ASFD  
POBox 644  
Hickory, NC 28601  
Phone:828-327-4648 FAX:828-327-6896  
bcda@berryand clark.com

**Manufacturer**

Bernhardt  
Attn:William Collett  
POBox 740  
Lenoir, NC 28546  
Phone:828-758-9811 FAX:828-758-6207  
williamcollett@bernhardt.com

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## Origins

### Retail Price

\$329 - \$2,799

### Product Description

The primary wood species used for the manufacture of the Origins Collection are select hardwood solids with pin knotty cherry veneers in warm medium brown tones and a dark accent finish.

A combination of softly arched shapes and clean architectural detailing enhances the simplicity and distinctive designs of the collection. The richness of a cinnamon brown finish contrasting with the darker chocolate tone creates eye-catching interest. A mixture of material from stitched leather to woven rattan and unique turnsole tabletops made of natural vine and resin with flecks of copper black and gray provides an artful twist.

Bernhardt prides themselves in the contribution to optimize the use of forest resources by using natural, recyclable and renewable resources.

With a versatile leaf that secretly stores inside the table top, the Dining Table goes from 42-inch rectangle to a 60-inch square. A silver tray with a tarnish-resistant cloth cover is custom fitted into a drawer in select dining room pieces to provide a protective, convenient space to store silverware.

Origins bedroom is inspired by the symmetry of nature and uses a mixture of material from stitched leather to contrasting finishes to create rich warmth in a private domain. The drawers consist of all wood sides and backs with oak veneer bottoms which is stained and sealed, creating a smooth interior that is less likely to snag or damage clothes.

Heavy-duty solid brass hardware adds beauty and durability while reducing rattling, rusting and breakage.

### Designer Biography

Now in their 22nd year, Rick Berry and Dave Clark formed their partnership in 1983 as a full-service furniture design firm. Their diverse, but complimentary educational and experience backgrounds has enabled them to successfully pursue a broad spectrum of furniture design disciplines - ranging from 18<sup>th</sup> century reproductions to leading edge contemporary design. Along with veteran associates Keith Binns and Tim Lehman, their concentrations and successes on quality of design and product development service has afforded them opportunities to effectively utilize their talents -to create furniture designs in various materials and combinations of wood, steel, brass, glass, stone, and upholstery. With product development specialists Mike Houston and office manager Nancy Pittman, the abilities of the team at BCDA are professional, efficient, and bountiful. The synergy within Berry & Clark Design Associates to focus on design creativity and manufacturing capabilities has resulted in positive, long-term working relationships as "team members" with their clients.

*Liz Claiborne Home Collection*

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Finalist—Major Collections



**FIGURE 110.** Liz Clairborne Home Collection

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**Designer(s)**

Jerry Crotts/Troy Hollis/Ed Tobin  
411 S Salisbury St.  
Lexington, NC 27292  
Phone:336-236-5488 FAX:336-236-5203  
thollis@Lexington.com, Jcrotts@lLexington.com

**Manufacturer**

Lexington Home Brands  
Attn:Tim Myers, Sen VP Emerging Markets  
411 S Salisbury St  
PO Box 1008  
Lexington, NC 27292

Phone:336-236-5490 FAX:336-236-5203  
jmyers@Lexington.com

**Retail Price**

\$465 - \$2,925

**Product Description**

Home. Nestled behind board or brick or stone facades, people gather around a table to share wine and current events, curl up on a sofa awaiting a movie's next dramatic turn, and scurry to the privacy of a bedroom to share secrets with a special friend. The walls, furnishings, and mementoes of our home shape the backdrop for many of life's most enduring memories: Memories that are shared or solitary, firsts and lasts, fleeting and enduring.

Liz Claiborne Home is a comfortable, fashionable, inviting stage for the moments of your life: three upholstery-filled, coordinated, lifestyle presentations that include a full range of classic furnishings, plus leather, wicker, handpainted accent pieces and fabrics. Modern sensibility with a distinctly feminine point of view.

The home furnishings collection of over 125 pieces was designed to reflect the Liz Claiborne Home "Live for the Moments" national advertising and marketing campaign, offering home furnishings solutions for those special "moments" experienced within the home. The collection is comprised of three distinct style segments that celebrate valued and relevant occasions that occur in daily life. Each segment, however, is carefully designed to work seamlessly with the others, allowing the consumer to create a truly personalized look.

**Homecoming Sundays** Traditional styling with clean lines and soft shaping. Dressy enough for your holidays, special guests, and memorable occasions. Distressed Daybreak finish with accent mahogany veneers and custom nickel hardware.

**Friends & Neighbors** Relaxed designs styled with a European Country flair and inspired by the time we spend with the special people of our everyday lives. Weathered Chamois finish is distressed and complemented by aged brass hardware.

**Family Days** Casual furnishings that celebrate juggled schedules and time together. Distressed Aged Linen finish with custom aged gold metal finish hardware.

Sixth months after the exciting brand launch, new furniture introductions have enhanced the offerings in each of the brand's three lifestyle lines, addressing the functional needs of the Liz Claiborne Home consumer with quality and good looks. Seventeen new pieces plus two dozen new fabrics grow the extensive home furnishings collection, filled with innovative ideas for storage, display, and comfort.



FIGURE 111. Jerry Crotts



**FIGURE 112.** Troy Hollis

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### **Designer Biography**

#### **Jerry Crotts**

Lexington Home Brands, Senior Designer

Born: 1/2/42- High Point, NC

Raised: High Point, NC

Graduated High School: 1961

Military Service: U.S. Navy Seabees 1966-1968,

Engineering Draftsman – served in Viet Nam

( Honorable Discharged )



Education:

Massey Technical Institute, Jacksonville, Florida

Honor Roll Student

General Design Positions

Snow Lumber company ( Custom Millwork )

Alderman Studios

Robert W. Conner, Architect

Free Lance Design Company Work History

H. Thomas Keller and Associates

Brian Palmer Design

Goodson and West Design

Norman Hekler Design, Inc.

Furniture Company Design Work

Heritage Furniture Company

Singer Furniture

Thomasville Furniture Industries, 21 years

Lexington Home Brands: Senior Designer-Present Position

Total of 38 years Design Experience

**Troy Hollis, ASFD**

Lexington Home Brands

Staff Designer

Born: 10/2/70 – Ann Arbor, Michigan

Raised: Brighton, Michigan

Graduated High school: 1988

US Army 1988-1992, M1 Abrams System Tank Mechanic/Field Engineer, White Sands Missile Range, NM

Education:

AS – Design and Illustration, Washtenaw Community College, Ann Arbor, MI - 1997

BFA – Industrial Design, University of Michigan, Ann Arbor, MI - 1999 – Magna Cum Laude

BFA – Furniture Design, Kendall College of Art & Design, Grand Rapids, MI - 2002 – Studio Excellence Award Recipient (Highest Honor in Program)

Furniture Design Work History:

Vladimir Kagan Design Group: Design Intern, 2001

Lexington Home Brands: Staff Designer, 2002 - Present

**Manufacturer Description**

**History of Lexington Home Brands**

Since its founding at the dawn of the 1900s, Lexington Home Brands has ridden the waves of changing economies and tastes with a number of structural changes; however, the crafting of stylish, quality furniture by the company's thousands of employees over the last century has always been and remains a labor-intensive process, from drying lumber in huge kilns to fashioning precision joints to more than a dozen steps in the hand finishing process.

The business began as Dixie Furniture Company, organized in 1901 by a group of Lexington, North Carolina, business leaders, and producing its first oak bedroom group on the site where our largest plant was located in downtown Lexington. Dixie soon was part of a loose association of local furniture companies taking advantage of the region's abundant wood supplies and hand crafting skills.

**The Family**

Surviving fires, mergers, and dissolution, Dixie emerged in 1936 under the leadership of Henry T. Link, a Lexington native and accomplished businessman. Under Link, 90 employees made bedroom furniture from two wooden buildings covering 90,000 square feet. Joining Henry Link in the business were J. Smith Young and Bruce Hinkle, Link's nephew and son-in-law respectively, and Frank Taylor. Both Henry Link and Smith Young have since been honored with induction into the elite Furniture Hall of Fame.

**Revolutionizing Furniture Manufacturing**

In 1940, after visiting Henry Ford's automobile assembly plant in Detroit, Michigan, Mr. Link revolutionized the furniture industry with the introduction of automatic conveyors and mass production techniques to move furniture from one stage of assembly to the next. During the 1950s and '60s, four separate companies were established, with individual specialties: moderately priced bedroom furnish-

ings were produced under the Dixie name; Link-Taylor manufactured fine solid wood bedroom and dining furnishings; Young Hinkle specialized in boys' bedroom furniture; and Henry Link became known for its girls' bedroom furniture and, beginning in the 1970s, was one of the first companies to popularize casual wicker furnishings. Long one of the most recognized names in wicker, casual, and occasional furnishings, Henry Link's innovative and high quality casual products continue today as Lexington's Henry Link Trading Company brand.

### **Acquisitions, Mergers & LBOs**

In 1987, the Michigan-based Masco Corporation bought and merged the four Lexington companies into Lexington Furniture Industries. Lexington joined a prestigious group of Masco-owned home furnishings companies; in 1994, upholstery producer HickoryCraft was blended with Lexington, adding upholstered products to complement our expansive casegoods and casual collections.

In 1996, Lexington, along with our Masco sister companies, underwent a leveraged buyout, creating the independent LifeStyle Furnishings International. Then, in April 2002, a Lexington Home Brands management group joined with an equity partner to purchase the full-line furniture company from LifeStyle Furnishings, returning it once again to an independently owned company.

### **Lexington Home Brands Today**

Lexington Home Brands, as the company is now known to reflect our brand-oriented focus, has grown from the original two small buildings in Lexington, NC, to an expansive manufacturing and import company. As a full-line furniture manufacturer, we produce bedroom, dining, casual dining, occasional, home entertainment, home office, youth, upholstered, leather, and wicker furniture for domestic and international customers. Local production is augmented with imported product and components manufactured to Lexington specifications in the Far East, Central America, and Europe. Over 2000 associates manufacture, service, distribute, and sell Lexington products.

The company produces furniture in a wide range of styles, including soft modern, transitional, sophisticated and relaxed country, cottage, and casual, American and European traditional, Victorian, and eighteenth century.

### **A Brand and Lifestyle Leader**

Lexington pioneered lifestyle furniture brands with the introduction of Bob Timberlake® in 1990--the world's all-time, best-selling furniture brand. Today the company is a recognized industry brand and lifestyle leader, designing, manufacturing, and marketing home furnishings for some of the world's most valued brand names: Betsy Cameron™, Bob Timberlake®, Henry Link Trading Company™, Lexington®, Liz Claiborne, Nautica Home, Palmer Home™, Smithsonian®, Tommy Bahama®, Waverly®, and Woolrich®; also youth brands, Bob Timberlake® GrandKids, and Lexington Kids™.

## *Consulate*

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Finalist—Major Collections



**FIGURE 113.** Consulate

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**Designer(s)**

Bill Faber  
Century Furniture  
401 11th St, NW  
Hickory, NC 28601  
Phone:828-328-1852 FAX:828-328-2176  
sgoodson@centuryfurniture.com

**Manufacturer**

Century Furniture  
Attn:Edward M. Tashjian, Vp Marketing  
401 11th Street, NW  
Hickory, NC 28601

Phone:828-328-1852FAX:828-328-2176  
emt@centuryfurniture.com

**Retail Price**

\$999 - \$8,000

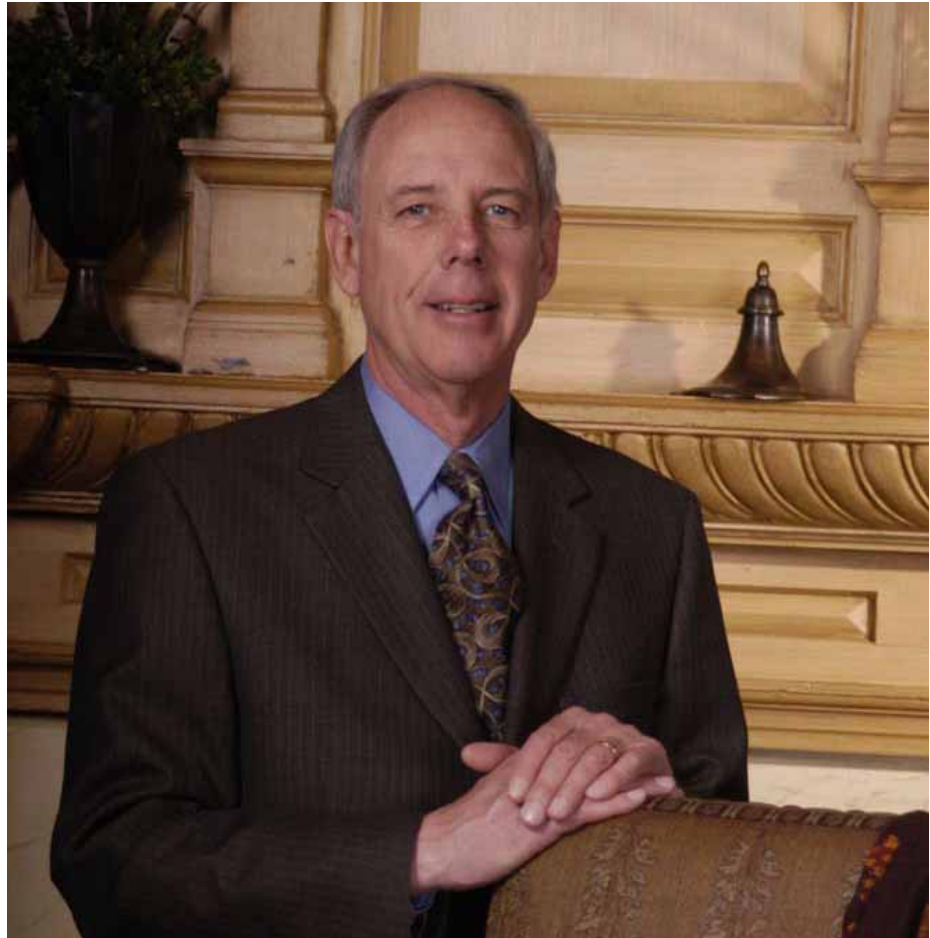
**Product Description**

*The Consulate Collection* was designed by Bill Faber and inspired by the furniture designs following the French Revolution. Broadly speaking, this was the age of Napoleon, who came to power in 1790 and was finally defeated in 1815. And, just as Josephine's love inspired Napoleon, the romance of the French Empire inspires this collection.

Neoclassic in style, it incorporates elements of Empire, Charles X, Louis XVI, Directoire and Biedermeier design. *Consulate* is a love story written in wood. Each product bears the eponym of a famous person or place that documents its provenance and provides a brief history lesson.

Crafted mostly in walnut, this furniture features intricate veneering, carved details, and a mix of such contrasting materials as marble, cast stone, iron and leather. And the finishes—from shimmering gold to vibrant crimson—speak volumes about the painstaking efforts Century makes to differentiate its products from the “sea of brown” of most offerings.

Several tables and chests feature exquisite marble tops imported from Italy. Perhaps most stunning is Fossile Nero, a smoky charcoal-colored stone quarried from the ancient hills of Morocco. It's enhanced with the fossils of 600-million-year-old mollusks.



**FIGURE 114. Bill Faber**

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### **Designer Biography**

Bill Faber's furniture design career has spanned nearly 40 years. He has designed the past 20 wood collections for Century Furniture and spent the prior decade as Director of Design at Henredon. He is a graduate of the Kendall School of Design in Grand Rapids, MI. He resides in Lenoir, NC with his wife Patty.

Mr. Faber's extraordinary talent is the ability to consistently design commercially successful large collections of bedrooms, dining rooms and occasional pieces. He has the same flair for a diminutive lamp table as a commanding armoire. He is renowned for his range, having the ability to design everything from very traditional collections, to highly contemporary groups including all of the hardware (or jewelry as he calls it) for each piece. He is probably best known for his interpretation of "casual elegance", which adapts classic designs and shapes, to the scale and functionality required in today's homes; and the right amount of distressing on incredibly complex low sheen finishes to give each piece the look of a well loved antique.

**Manufacturer Information**

Century Furniture is the world's largest privately owned manufacturer of high end residential furniture. Its broad product line of both wood and upholstered furniture consists of bedroom, dining room occasional and outdoor collections in traditional, transitional and contemporary styling. Century is recognized in the industry as a design leader, ranked in the forefront for its expertise in finishing and the details of fine craftsmanship.

Century Furniture Company was established in 1947 by Harley Ferguson Shuford, Sr. Since its beginning, Century has been committed to the ideal of creating furniture of such impeccable quality that it brings joy not only the people who own it, but also to the craftsmen who build it and the professionals who sell and deliver it.

*West End*

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Finalist—Major Collections



**FIGURE 115.** West End Bedroom

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**FIGURE 116. West End Dining Room**

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D. Scott Coley, ASFD, Thomas McDaniel, ASFD  
413 S King St.  
Morganton, NC 28655  
Phone:828-433-8486 FAX:828-430-7612  
mci@directus.net

**Manufacturer**

Bassett Furniture  
Attn:Matt Johnson, VP Design  
3525 Fairystone Parkway Hwy  
POBox 626  
Bassett, VA 24055  
Phone:276-629-6403 FAX:276-629-6333

**Retail Price**

Middle price

**Product Description**

The timeless beauty of classic design meets modern glamour. Savvy, yet simply elegant, the West End Collection infuses a room with style and above all...sophistication. Upscale, attention getting details like brushed nickel hardware glisten against the sleek dark espresso finish. Townhouse, a city loft or a grand estate...with the West End Collection the drama is just waiting to happen!

**Manufacturer Description**

Bassett Furniture Industries, Inc. is a leading vertically integrated manufacturer-retailer of high quality, mid-priced home furnishings. With more than 100 Bassett Furniture Direct stores, Bassett has leveraged its strong brand name in furniture into a growing network of licensed stores that focus on providing consumers with a friendly environment for buying furniture and accessories.

The most significant growth vehicle for Bassett continues to be the company's dedicated retail store program. Bassett Furniture Direct, which was launched in 1997, not only created a new prototype store, but also included an internal cultural transformation aimed at re-focusing the company first as a marketer of furniture, rather than simply a manufacturer.

The Company plans to open 20 to 25 new stores each year for the next five years with a goal of about 300 stores nationwide. Bassett's retail strategy would be difficult to duplicate in the category – affordable custom-built furniture that is ready for delivery in the home within 30 days. The store also features the latest on-trend furniture styles, more than 1,000 upholstery fabrics, free in-home design visits, and perfectly coordinated decorating accessories.

The stores are supported with a year-long advertising calendar to drive traffic into stores and a comprehensive education program to improve store Idea Coordinators' knowledge of products, selling techniques, and design ideas.

Bassett's balance sheet is one of the strongest in the furniture industry and is instrumental to its store rollout strategy. The Company is debt-free and is bolstered by a sizeable investment portfolio and a significant affiliate investment in a showroom real estate property.

For more information, visit the Company's website at [www.bassettfurniture.com](http://www.bassettfurniture.com) or visit a Bassett store and you'll see why "You've Never Bought Furniture Like This Before."