



*ASFD Pinnacle™
Design
Achievement
Awards*

2002 Press Book

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

Use the images on this disk for high-resolution images to illustrate your stories.

AMERICAN SOCIETY OF FURNITURE DESIGNERS
144 Woodland Drive
New London, NC 28127
TEL:910/576-1273, FAX:910/576-1573
e-mail: asfd@ac.net
www.asfd.com

©2002 American Society of
Furniture Designers. All Rights
Reserved.



All trademarks are the property of their respective holders.

The information contained on this CD and in this document is based upon that submitted to the ASFD by various manufacturers and designers. While every effort has been made to insure the accuracy of the material contained within, The ASFD bears no responsibility for any errors or omissions contained herein.

The ASFD expressly grants the right to use or reprint any pictures or text in this book provided that proper attribution is made and that the ASFD Pinnacle Design Achievement Award is mentioned in the article.



AMERICAN SOCIETY OF FURNITURE DESIGNERS

October 18, 2002

I want to extend a warm welcome to all of the ASFD members, guests, and the ASFD Pinnacle Award finalists attending our annual industry award ceremony, held at the International Home Furnishings Center in High Point.

I am very proud that the ASFD Pinnacle Awards have become an important benchmark of creative design achievement within the furniture industry. Some of the factors taken into consideration for the ASFD Pinnacle Award include the cost of the product, ease of manufacture, and consumer appeal, all of which are essential elements in the selection process of a successful Award winning consumer product.

The ASFD Pinnacle Awards have become the industry's standard for recognizing innovative and quality designs at realistic price points, and I hope that many more designers and manufacturers of home furnishings will consider entering this competition. Continued industry wide participation will help to ensure that designers and manufacturers reach an even wider audience within the home furnishing industry and recognition by the general public.

I'd like to thank all of the talented designers who entered the 2002 ASFD Pinnacle Award competition, and my sincere congratulations to all the finalists.

A special thank you to our judges for their dedication and professionalism in judging and choosing the finalists within the many categories. I am sure that selecting the finalists was a difficult task, and I extend my great appreciation for all of their professional efforts.

I also extend my great appreciation to Karl D. Felperin, our ASFD Pinnacle Awards chairman, for his countless hours of dedication and service to ASFD, and for making this professional competition so successful and meaningful throughout the home furnishings industry.

Alan Friedman, ASFD President Elect

Credits

Christine Evans, Executive Director, ASFD Headquarters 144 Woodland Drive, New London, NC 28127, Tel/Fax 910.576.1273 / 1573 Email: asfd@ac.net Website: www.asfd.com

ASFD Pinnacle Awards Committee: Karl D. Felperin, ASFD; Pinnacle Awards Chairman, Felperin Design Associates, 37481 Maple Street, Suite K, Fremont, CA 94536, 510.795.6433, FAX: 510.795.6434 karl@felperin.com.

Master of Ceremonies & Powerpoint Presentation for the Seventh Annual Pinnacle Awards Ceremony: Ivan Saul Cutler, Furniture Industry Analyst, 1817 Tennyson Court, Greensboro, NC 27410; Tel. 336.288.8889; Fax: 336.288.1560; cootee@prodigy.net

2002 Pinnacle Poster: Frances Ngai, Felperin Design Associates

Pinnacle Award Statue Design: James DiPersia, ASFD; Nicoletti Italia, 200 Lexington Avenue, NY, NY 10016; Tel. 212.889.7474; Fax 212.689.6463

Pinnacle Award Statue Manufacturer: Carolina Glassmasters, 1 Andrew Pearson Drive, Mt. Airy, NC 27030 Tel. 888.786.1800; Fax 336.786.1810; Contact: Jay Morphis, Sales

Pinnacle Awards Certificates: Arto Szabo, ASFD; Arto Szabo Associates, 309 Round Hill Road, Greenwich, CT 06831; Tel. 203.661.2505; Fax 203.629.2978; Email: aszabo2@home.com

Pinnacle Awards Ceremony Photographs: Collett Photography, 260 Haley Lane, Thomasville, NC 27360; Tel. 336.476.6034.

Product Photographs: Supplied by designer or manufacturer

Designer Photographs: Supplied by designer or manufacturer

Product Descriptions and Designer Bios: Supplied by designer or manufacturer

CD Label and Packaging Design: Tillie Grisco, Graphic + Interactive Design, 510.795.2847, tgrisco@yahoo.com

CD/Press Book Preparation: Karl D. Felperin, ASFD; Felperin Design Associates

About the 2002 Pinnacle Design Achievement Awards

This chapter contains the objectives and history of the Pinnacle Awards program, the 2002 categories, judging and sponsors. The category sponsors are listed, along with the judges, and the award ceremony is described. Details of the 15 winners include the designer, manufacturer, category and winning design.

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 2002 awards, eligible products had to be, (1) generally available to the public in retail stores; (2) in current production; and (3) introduced after October 1999 and before September 2002. 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

Pinnacle Award Category Sponsors

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 2002 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 15 categories.

Judging

The deadline for submission was August 30, 2002. A total of 168 entries were received. Judging took place on Thursday, September 5, at Wood-Armfield Furniture in High Point. The judges selected 57 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 18.

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.

Pinnacle Award Category Sponsors

Several organizations generously contributed \$500 per category to help underwrite the cost of the Pinnacle Award program for 2002. 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
www.appalachianwood.com
Contact: Mark Barford, Executive V.P.

Casual Living
P.O. Box 2754, High Point, NC 27261; Tel. 336.605.1118; Fax 336.605.1158;
Email: ctsmith@cahners.com; Website: www.casualliving.com Contact: Becky Boswell Smith, Editor-in-Chief

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

Hafele America Company
3901 Cheyenne Drive, Archdale, NC 27263

Pinnacle Award Category Sponsors

Tel. (800) 423-3531; Fax 336.431.3831; Website: www.hafele.com Contact: Philip Martin, Product/Marketing Director

Hickory Springs Mfg. Company
P.O. Box 128, Hickory, N.C. 28603; Tel. 828.328.2201; Fax 828.324.4893; Email: sug@hickorysprings.com; Website: www.hickorysprings.com Contact: Dwayne Welch, Sales Manager

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 Contact: Linda Longo, Editor-in-Chief

Laminating Materials Association
16 Lawrence Street, Hillsdale, NJ 07642;
Tel. 201.664.2700; Fax 201.666.5665; Website: www.lma.org Contact: George Carter, Executive Director

Leggett & Platt, Inc.
P.O. Box 757, No 1 Leggett Road, Carthage, MO 64836; Tel. 417.358.8131;
Fax 417.358.6667; Website: www.leggett.com Contact: Larry Fruge, V.P., Marketing

Elmo Leather
24 Kilmer Road, Edison, NJ 08818; Tel. 732.777.7800; Fax 732.777.7373; website: www.elmoleather.com; Contact: Stefan Brunander, President

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 Thompson, V.P. Marketing

Valspar
1823 English Street, High Point, NC 27261, Tel. 336.802.4755; Fax 336.802.4711; Website: www.valspar.com; Contact: Mike Hodges, Intl. Sales/Marketing Manager

Weyerhaeuser
7604 Boeing Drive, P.O. Box 35199, Greensboro, NC 27425; Tel. 877.506.4080;
Fax 336.668.4302; Contact: Mr. Gary Janelle, National Sales Mgr., Email: gary.janelle@weyerhaeuser.com

Judges

Judges

The judges and their affiliations were as follows:

Dwight Ball, Rose Furniture Co.

Star Bradshaw, Managing Editor, *Home Accents Today*.

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

Lee Buchanan, Editor, *InFurniture*

Gary Evans, Senior Editor, *Furniture Today*.

Mary Frye., President, Home Furnishings International Association

Ellen Gefen, President, Gefen Productions and Majec, Inc.

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

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

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

Tony Wilkerson, Sr. Vice President Marketing, Havertys Furniture

Deborah P. Neely, Senior Editor, *Home Lighting & Accessories*.

2002 Pinnacle Award Ceremony

The 2002 Pinnacle award dinner and ceremony was held at the Top of the Market, in High Point, NC, on Friday, October 18, 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.

2002 Pinnacle Winners

TABLE 1. 2002 Pinnacle Award Winners

Designer(s)	Manufacturer	Category	Product
Gayle Zalduondo, ASFD and Andrew Kelly, ASFD	Ethan Allen Inc.	Occasional Tables	Twist Personal Table
Michael T. Maxwell	M.T. Maxwell Furniture Co.	Occasional Storage	Stacking Cabinets
Michael D. Warren, ASFD	Stanley Furniture Company, Inc.	Juvenile	UR Gr8
James DiPersia, ASFD	Excelsior	Casual Dining	Sorrento
Gary Hokanson	Stanley Furniture Company, Inc.	Formal Dining	American View
Filmore Harty	W. Schillig USA	Motion Upholstery	Blue Moon
Nancy Genova	John Charles Designs	Stationary Upholstery	Tre'/8843
Rick Lee, ASFD	American Leather	Leather Upholstery	Guggenheim
Chip Scarborough/ Tony Evans	Evans Designs	Accessories	Golden Eye Red
George Chandler	Hubbardton Forge	Lighting	Pierced Arc
John Cooper, ASFD	Z-Line Designs	Home Office	Z-III Collection
Michael Warren, ASFD, Jack Kelley, ASFD	Sligh Furniture Company	Home Entertainment	Candlewood
Fredric C. Doughty, ASFD	Veneman Collections	Summer/Casual	Tresse
Martin de Blois, ASFD	Baronet, Inc.	Bedroom	Dreamscape
Berry & Clark Design Associates, ASFD	Bernhardt	Major Collections	Satori

Using this Press Book/CD

The 2002 Pinnacle Press Book/CD contains the following:

- A Portable Document File (2002PressBook.PDF): This file can be viewed on a variety of computer platforms, including Windows and Macintosh. All images can be viewed in color. The press book can also be printed on most printers.
- High Resolution Images: These images are in either JPG, TIF, or EPS format, usually in CYMK mode for use in publications. The images include the 57 finalists, designer portraits, and pictures of the award ceremony.
- Low Resolution Images. These images are in JPG format, RGB mode and are usually under 100K bytes in size. They are used as thumbnails for position only.
- The files PINNACLE.TIF and ASFDLOGO.TIF: These are the Pinnacle and ASFD logos to illustrate your stories.

Using the High Resolution Images

To use the high resolution images in your publication, you will need an image processing program, such as Adobe Photoshop. Details on opening the files, picking the resolution, brightness, contrast, screening, etc. should be performed by experienced users.

List of Images

Table 2 lists the images. Selecting the image under Figure and Page will bring you to the page in this book containing that image. For example clicking on Figure 1 on page 20 takes you to page 20 in this book. By using the navigation commands in Adobe Acrobat you can return to this page or go to any other page.

Each image has a corresponding high resolution file suitable for reproduction. You can find this file by going to the folder *Picture Collection* on the CD, and finding the appropriate category sub folder. You can copy these files to your hard disk to process them further for reproduction.

TABLE 2. List of Images

Category	Figure and Page	Figure Caption
Occasional Tables	Figure 1 on page 19	Twist Personal Table
	Figure 2 on page 20	Andrew Kelly, ASFD and Gayle Zalduondo, ASFD
	Figure 3 on page 23	Whistler Group
	Figure 4 on page 24	Martin De Blois, ASFD
	Figure 5 on page 25	Artesia
	Figure 6 on page 26	Berry & Clark Design Associates
	Figure 7 on page 29	American View 265-15
Occasional Storage	Figure 8 on page 32	Stacking Cabinets Group
	Figure 9 on page 33	Michael T. Maxwell
	Figure 10 on page 35	Bellagio Bar
	Figure 11 on page 36	James DiPersia, ASFD
	Figure 12 on page 37	Sorrento Etage
	Figure 13 on page 38	James DiPersia, ASFD
	Figure 14 on page 40	Clingancourt/318-31 Buffet
Juvenile	Figure 15 on page 41	Rick Berry, ASFD
	Figure 16 on page 45	UR Gr8
	Figure 17 on page 46	Michael Warren, ASFD
	Figure 18 on page 48	Room Magic Collection
	Figure 19 on page 50	Karen Andrea Derfer
	Figure 20 on page 51	Full Circle Line
Casual Dining	Figure 21 on page 52	Michael T. Maxwell
	Figure 22 on page 55	Sorrento Dining
	Figure 23 on page 56	James DiPersia, ASFD
	Figure 24 on page 57	X-Urban
	Figure 25 on page 60	Fred Puksta, ASFD
	Figure 26 on page 61	5006-29 Barstool
	Figure 27 on page 63	Michael Wolk
	Figure 28 on page 65	412 Metro Group
Figure 29 on page 67	Carl Muller, ASFD	
Formal Dining	Figure 30 on page 71	American View 265-11
	Figure 31 on page 73	Bermuda Bay Dining
	Figure 32 on page 74	Tim Annas, ASFD
	Figure 33 on page 75	Brookside Cherry
	Figure 34 on page 77	Tim Annas, ASFD
	Figure 35 on page 78	Bellagio Dining
	Figure 36 on page 79	James DiPersia, ASFD

TABLE 2. List of Images (Continued)

Category	Figure and Page	Figure Caption
Motion Upholstery	Figure 37 on page 82	Blue Moon
	Figure 38 on page 85	Zita/379
	Figure 39 on page 86	Jack R. Lewis, ASFD
	Figure 40 on page 87	Comfort Sleeper
	Figure 41 on page 90	Robert and Barbara Tiffany
Stationary Upholstery	Figure 42 on page 94	TRE'/8843
	Figure 43 on page 95	Nancy Genova
	Figure 44 on page 98	Pietro/254
	Figure 45 on page 99	Nancy Genova
	Figure 46 on page 101	1256 Comet-Y Club
	Figure 47 on page 102	Vladimir Kagan, ASFD
	Figure 48 on page 104	Padova/358
Leather Upholstery	Figure 49 on page 106	Jack R. Lewis, ASFD
	Figure 50 on page 109	Guggenheim
	Figure 51 on page 111	Rick Lee, ASFD
	Figure 52 on page 113	Marilyn 72-7774
	Figure 53 on page 114	Darrell G. Lowman, ASFD
	Figure 54 on page 116	Museum Bench
Accessories	Figure 55 on page 119	Martin Roberts, GRID2 International
	Figure 56 on page 122	Golden Eye Red
	Figure 57 on page 123	Chip Scarborough
	Figure 58 on page 125	Urban Rainforest
	Figure 59 on page 126	Joe Gordy, AIFD
	Figure 60 on page 129	The Symphony Collection
	Figure 61 on page 130	Nancy Mills
	Figure 62 on page 133	Zeus Mirror
Lighting	Figure 63 on page 134	Paul Grüer
	Figure 64 on page 138	Pierced Arc Lamps
	Figure 65 on page 139	George Chandler
	Figure 66 on page 141	Fusion 233015
	Figure 67 on page 142	Mark McDowell
	Figure 68 on page 145	Martiginas #3660 Buffet Lamp
	Figure 69 on page 146	Tom Tucker
	Figure 70 on page 148	Twig Lamp 2819-71
Figure 71 on page 149	Allan H. Palacek	

TABLE 2. List of Images (Continued)

Category	Figure and Page	Figure Caption
Home Office	Figure 72 on page 151	Z-III Collection
	Figure 73 on page 152	John Cooper, ASFD
	Figure 74 on page 154	Merlot
	Figure 75 on page 155	John Cooper, ASFD
	Figure 76 on page 156	Verso Desk 3028
	Figure 77 on page 157	Vincent Vardaro
	Figure 78 on page 158	Corinthia 281-18
Home Entertainment	Figure 79 on page 161	Candlewood
	Figure 80 on page 163	Michael Warren, ASFD
	Figure 81 on page 164	Jack Kelley, ASFD
	Figure 82 on page 166	British Classics Home Theatre System
	Figure 83 on page 167	Phil Stone
	Figure 84 on page 169	Adam Bowfront #238
	Figure 85 on page 170	Paul Hermann
Summer/Casual	Figure 86 on page 173	American View 265-17
	Figure 87 on page 177	Tresse
	Figure 88 on page 179	Aruba
	Figure 89 on page 181	Coronado
Bedroom	Figure 90 on page 183	Mereville
	Figure 91 on page 187	Dreamscape Bed
	Figure 92 on page 188	Martin De Blois, ASFD
	Figure 93 on page 190	Dorset Four Poster Bed
	Figure 94 on page 192	Bermuda Bay
	Figure 95 on page 193	Tim Annas, ASFD
	Figure 96 on page 194	Sorrento Bedroom
Major Collections	Figure 97 on page 195	James DiPersia, ASFD
	Figure 98 on page 197	Satori
	Figure 99 on page 198	Satori
	Figure 100 on page 200	Berry & Clark Design Associates
	Figure 101 on page 202	Townhouse Collection
	Figure 102 on page 203	Townhouse Collection
	Figure 103 on page 207	Historic Natchez Collection
	Figure 104 on page 208	Historic Natchez Collection
	Figure 105 on page 209	Christopher Bergelin
	Figure 106 on page 211	Bishopsgate
Figure 107 on page 212	Bishopsgate	

TABLE 2. List of Images (Continued)

Category	Figure and Page	Figure Caption
Event Photographs	Figure 108 on page 214	Occasional Tables Finalists: Dave Clark, ASFD, Gary Hokanson, Gayle Zalduondo, ASFD, Andrew Kelley, ASFD and Martin de Blois, ASFD
	Figure 109 on page 214	Occasional Table Winners: Gayle Zalduondo ASFD, Andrew Kelly, ASFD
	Figure 110 on page 215	Occasional Storage Finalists: Michael T. Maxwell, James DiPersia, ASFD, Rick Berry, ASFD
	Figure 111 on page 215	Occasional Storage Winner: Gary Janelle, Weyerhaeuser; Michael T. Maxwell
	Figure 112 on page 216	Juvenile Finalists: Michael T. Maxwell, Karen Andrea Derfer, Michael Warren ASFD
	Figure 113 on page 216	Juvenile Winner: Tom Inman, Appalachian Hardwood Mfrs.; Michael Warren ASFD
	Figure 114 on page 217	Casual Dining Finalists: Fred Puksta, ASFD, Carl Muller, ASFD, Jim DiPersia, ASFD
	Figure 115 on page 217	Casual Dining Winner: Julie Smith, FurnitureStyle, Jim DiPersia, ASFD
	Figure 116 on page 218	Formal Dining Finalists: Gary Hokanson, Tim Annas, ASFD, Jim DiPersia, ASFD
	Figure 117 on page 218	Formal Dining Winner: Jim Thompson, The October Company; Gary Hokanson
	Figure 118 on page 219	Motion Upholstery Finalists: Bob Duncan (for Robert and Barbara Tiffany), Fillmore Harty, and Jack Lewis, ASFD
	Figure 119 on page 219	Motion Upholstery Winner: John Patrick, Leggett & Platt; Fillmore Harty
	Figure 120 on page 220	Stationary Upholstery Finalists: Nancy Genova, Jack Lewis, ASFD, Vladimir Kagan, ASFD
	Figure 121 on page 220	Stationary Upholstery Winner: Ben Thayer, Hickory Springs Manufacturing, Nancy Genova
	Figure 122 on page 221	Leather Upholstery Finalists: Lewis Mabon, ASFD, Darrell Lowman, ASFD, Steve Derwood, Grid2 International, Rick Lee, ASFD
	Figure 123 on page 221	Leather Upholstery Winner: Rick Lee, ASFD
	Figure 124 on page 222	Accessories Finalists: Nancy Mills, Joe Gordy
	Figure 125 on page 223	Lighting Finalists: Alan Palacek, George Chandler, Tom Tucker, Mark McDowell
	Figure 126 on page 223	Lighting Winner: Linda Longo, Home Lighting and Accessories, George Chandler
	Figure 127 on page 224	Home Office Finalists: Michael Teal, Vincenzo Vardaro, John Cooper, ASFD
Figure 128 on page 224	Home Office Winner: John Cooper, ASFD	
Figure 129 on page 225	Home Entertainment Finalists: Gary Hokanson, Michael Warren, ASFD, Jack Kelley, ASFD, Paul Hermann, Philip Stone, ASFD	

TABLE 2. List of Images (Continued)

Category	Figure and Page	Figure Caption
Event Photographs	Figure 130 on page 225	Home Entertainment Winner: Max Shangle, Kendall College of Art & Design, Jack Kelley, ASFD, Michael Warren, ASFD
	Figure 131 on page 226	Finalists Summer Casual: : Frederic Doughty, ASFD, Shaun Sweeney, ASFD
	Figure 132 on page 226	Winner Summer Casual: Becky Boswell Smith, Casual Living, Frederic Doughty, ASFD
	Figure 133 on page 227	Finalists Bedroom: : Tim Annas, ASFD, John J. Vogel, Martin di Blois, ASFD, James DiPersia, ASFD
	Figure 134 on page 227	Winner Bedroom: Martin de Blois, ASFD
	Figure 135 on page 228	Finalists Major Collections: Christopher Bergelin, ASFD, Dave Clark, ASFD, Scott Coley, ASFD, Philip Stone, ASFD, Paul Rosebrock
	Figure 136 on page 228	Winner Major Collections: Dave Clark, ASFD
	Figure 137 on page 229	2002 Pinnacles

Pinnacle Award Finalist Information

This chapter presents the following information on each of the 57 finalists:

- Category Information
- Contact information on the manufacturer and designer. This information includes name, address, phone, fax, and retail price if supplied. The name of manufacturer or design contact persons is also given.
- A picture of the winning design, as submitted by the designer or manufacturer. If you require a higher quality or different photograph for your story, please contact the designer or manufacturer directly.
- Descriptive information on the designer, product, or manufacturer, using submissions by the manufacturer or designer. The manufacturer or designer should be contacted if more detailed information is needed. ***ASFD includes this information as a courtesy to the finalists and is not responsible for its accuracy.***

Introducing
the newest
**hardwood
lumber
innovation**
in decades...

**Lyptus® Hardwood
Lumber & Plywood
from Weyerhaeuser.**

Lyptus®, manufactured by Aracruz and available from Weyerhaeuser has superior machining and finishing capabilities. Lyptus® hardwood lumber and plywood offer manufacturers uncompromising beauty and exceptional grade. At a price they can afford.

For more information call toll-free at 877-235-6873 or visit www.weyerhaeuser.com/wbm.

 **Weyerhaeuser**
The future is growing™

 **Lyptus**

Weyerhaeuser is proud to support the Pinnacle Awards.



Twist Personal Table

Winner—Occasional Tables

Judges' Citation

"Unexpected twist of mixed media with versatility, great value and creative use of copper top."



FIGURE 1. Twist Personal Table

Designer

Gayle Zalduondo, ASFD and Andrew Kelly, ASFD
89 East 27th Street
Miami, FL 33137
305.576.9510 FAX: 305.576.4735
gzalduondo@urbanusfurniture.com

Twist Personal Table

Manufacturer

Ethan Allen Inc.
Attn: Kelly Maicon, Manager Public Relations
Ehtan Allen Drive, PO Box 1966
Danbury, CT 06813-1966
Phone: 203.743.8575 FAX: 203.743.8214
kmaicon@ehtanalleninc.com

Retail Price

\$339

Product Description

The natural steel base combined with the hand-finished oxidized copper top, creates a one-of-a-kind piece with its unique surface textures and patinas. The finish is a waxed patina that is designed to change and weather over time, much like a copper penny. This distinctive piece with its unusual legs will lend a quiet elegance to any number of rooms. Overall dimensions are 18"dia. x 22"H.



FIGURE 2. Andrew Kelly, ASFD and Gayle Zalduondo, ASFD

Designer Biography

In 1983, Gayle Zalduondo and Andrew Kelly started building metal furniture and since then have been bringing their award-winning designs to retailers across the U.S.. Today, they are recognized as design leaders and operate a company with annual revenues exceeding two million dollars.

By using simple artistic lines with their own unique adaptation of traditional design, Andrew and Gayle began developing practical pieces of functional art as well as custom furniture, which led to the founding of URBANUS in 1989. From that year, URBANUS product development evolved from custom furniture pieces to specific product lines focusing on tables, chairs and beds. During this time URBANUS was leading an industry trend in natural finish metal furniture. The company marketed its furniture through the International Contemporary Furniture Fair in New York City.

By mid 1993, URBANUS was forced to make a bold move because of competitive pressures in their design niche, copycat designs, and manufacturing in cheaper foreign labor markets. Through work with industry consultants, Zalduondo and Kelly assessed industry trends and revamped URBANUS' designers, production and marketing approach. The company developed three new product lines consisting of ten pieces. The marketing focus broadened to include all large vendors having a national or regional presence. As such, the annual participation in the NY show gave way to participation in the semi-annual furniture show in High Point, North Carolina. At High Point URBANUS repositioned itself to its present niche as a stable player in the home furniture design and manufacturing market. Zalduondo and Kelly collaborate on all new product development.

In 1998, URBANUS began working with Ethan Allen. Together, many top quality items have been manufactured, including the Twist Table.

Manufacturer Description

At Ethan Allen, we're dedicated to providing consumers with superior home furnishings at affordable prices. We support our innovative Classic and Casual indoor and outdoor furnishings with a commitment to friendly service that reaches beyond the expected. These factors uniquely position us as a dominant national force in the fragmented home furnishings marketplace, and that's why today "Everyone's at home with Ethan Allen."

Since 1932, Ethan Allen has been devoted to helping consumers create beautiful, comfortable homes. As a total home furnishings resource, we offer everything consumers need to furnish a home. Over the past decade, we've expanded our product lines across two basic style categories: Casual, appealing to today's more relaxed lifestyles, and Classic, for those desiring more traditional furnishings.

Our unique structure, with a strong, dedicated retail network of over 300 stores, has allowed us to manage the design, manufacturing and delivery of our products. With more than 5,000 experienced craftspeople in 18 plants and 3 saw mills, Ethan Allen continues to manufacture the majority of its products in America. Balancing the timeless quality of hand-craftsmanship with the efficiency of New-Age technology, we're dedicated to maintaining high-quality standards at the best possible values.

Whistler Group

Today, over 10,000 people from sales managers to interior designers are associated with Ethan Allen. While their professions differ, they share a unified goal of making the Ethan Allen products and shopping experience exceptional.

From craftsmanship to on-line marketing, our commitment to excellence is at the heart of everything we do. Ethan Allen continues to be dedicated to its almost seven decade reputation for exceptional quality and attentive service. It's what sets us apart, and it's another reason why "Everyone's at home with Ethan Allen."

Whistler Group

Finalist—Occasional Tables

Designer

Martin de Blois, ASFD
648 Wellington, Studio 1W
Chicago, IL 60657
773.472.7192 FAX 773.472.7281
martin@martindeblois.com

Manufacturer

Baronet Inc.
Ivan Lacroix, President
234 Rue Baronet, C.P. 580
Sainte-Marie, Quebec G6E 3B8
Phone: 418.387.5431 FAX: 418.387.3028

Retail Price

\$465-\$725

Product Description

Minimalist, natural, elegant.

The fluted legs point to the sky, like a tree. We are reminded the way things are built up from the ground in their most stable expression.

The belt under the top surfaces attaches the fine ends of the legs. The woodwork on the belt is delicate, understated, and contributes to extend the legs line while announcing the transition to the top.

The top is cut straight, with no bevel or routing. Its monolithic appearance reinforces the subtle angles of its base.

Below is the lower shelf, supported by a cross. The shelf appears to be floating, as its edges recess inwards, keeping the assembly visually light.

Each element reinforces the other. The combination and scale are harmonious. They respect the material constraint of production while showing much value.

The wood is maple. The material selection is carefully controlled to create the rugged, yet precious finish of the table. The look is solid but not bulky, simple and well grounded in reality...



FIGURE 3. Whistler Group

Designer Biography

Martin de Blois : Has a bachelor in Industrial Design, University of Montréal 1985. He is a freelance designer, and lives in Chicago.

M. de Blois has designed other major bedroom collections exclusively for Baronet since 1990.

His approach to design is to create generic, timeless pieces with a tasteful style. A very careful attention to the most basic laws of esthetic combined with creative detailings and intelligent merchandizing are his trademarks. His designs are not only classics and refined, they sell a lot. That is his sense of good design.

Complete portfolio at MartindeBlois.com



FIGURE 4. Martin De Blois, ASFD

Manufacturer Description

At Baronet, we've been making our mark as a manufacturer of quality bedroom and dining room pieces since 1942. Our specialty is furniture designed to enhance the ambiance of any home. We carefully craft our classic and contemporary pieces in maple, using a full array of proven techniques, from traditional hand woodworking to the most advanced European technologies. Baronet creations are featured in most major furniture chains and in many independent locations as well.

Baronet woodworking facilities are located in Sainte-Marie de Beauce near Quebec City. Our sawmill is in Saint-Juste de Bretonnières. Intensive research and development is carried out by teams of in-house designers and technicians. The result is truly original furniture that meets today's most demanding standards for beauty, quality and comfort.

A dedicated network of account representatives looks after distribution in Canada and the United States. Baronet furniture is also sold in the UK and we are looking to soon expand our distribution network into the European market.

Artesia

Finalist—Occasional Tables



FIGURE 5. Artesia

Designer

Berry & Clark Design Associates, ASFD
100 Main Ave. NW
Suite 500
Hickory, NC 28601
Phone: 828.327.4648 FAX: 828.327.6896
email: bcda@berryandclark.com

Manufacturer

John Labarowski
Hammary Furniture Company
PO Box 760
Lenoir, NC 28645
Phone: 828.728.3231 FAX: 828.726.3351

Retail Price

\$499

Product Description

Cool and refreshing, the selections from Hammary's Artesia" collection impart an inviting sense of serenity to any setting. Cast resin legs are cast to emulate bundled bamboo, and the scrolled metalwork (which is visible through the tables' glass tops) recall the relaxing swirls of shimmering pools. Leather also contributes to the collection's unique character: the tables are trimmed in tooled leather and the box-on-stand style hall chest and end table feature tooled leather cases on cast metal bases.

Flowing and fanciful, the "Artesia" collection is the perfect decorating solution for home owners who enjoy the tranquility of nature in the comfort of a well-appointed home.

Designer Biography

Berry & 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 18th century period reproductions to leading edge contemporary design. Along with Associates, Tim Lehman, and Keith Binns, ASFD, their concentrations and successes on quality of design and product development service with various manufacturers has given them the opportunities to effectively utilize their talents and energies to create furniture design in such materials and combinations of wood, steel, brass, glass, marble and upholstery. The abilities of Berry & Clark Design Associates are to focus on design creativity geared toward manufacturers capabilities has resulted in positive, long-term working relationships as "team members" with their clients.



FIGURE 6. Berry & Clark Design Associates

Manufacturer Description

In October 1943, after eight years working with furniture manufacturers in the Carolinas and Virginia as a sales representative of the reliance Varnish Company and Central Glass Company, Hamilton Louder Bruce decided to try his hand at furniture manufacturing. Leasing a small building for \$15.00 per month, he hired two helpers and started to manufacture canvas covered lawn chairs. Production amounted to 24 chairs a day.

Late in 1947, Mr. Bruce dropped the lawn chair line and began to manufacture a group of occasional tables. With a briefcase full of designer's sketches Mr. Bruce made a quick tour of Eastern retail furniture outlets and came home with \$200,000 in orders...this before the first sample tables were made at the plant. In 1948 the company started producing mahogany and gum tables with leather and mahogany tops, shifting the next year to leather tops exclusively with all genuine Honduras mahogany.

Today, Hammary offers a variety of styles in occasional tables, home office and upholstered furniture. Table groups contain an assortment of items such as rectangular, square and oval cocktail tables, end tables, lamp tables and sofa tables in a choice of wood or glass tops. In addition to tables manufactured from various species of wood, Hammary also carries tables fabricated from metals such as wrought iron, cast iron or cast aluminum with wood or glass tops.

To help consumers keep up with TV, audio and video technology, the versatile VideoCenter collection was introduced. The entertainment center options can be configured to fit rooms of many shapes and dimensions.

Also, a unique collection of accent furniture including trunks, book tables and hand-painted chests was recently added to the line to complement its range of occasional furniture.

Hammary products are distributed throughout the United States and Canada, as well as many other countries. The line is targeted for residential household use.

Hammary Furniture Company, a division of La-Z-Boy Incorporated, is a service-oriented company. In order to offer rapid shipment of orders, we maintain a large inventory of occasional tables, wall systems and Video Center. Our concept of service is not limited to fast shipment. Our service starts with good communications. We make ourselves easily available by fax, telephone, or mail and assign a trained customer service representative to each account.

American View 265-15

Finalist—Occasional Tables

Designer

Gary Hokanson
1004 Oakwood Court, Martinsville, VA 24112
Tel. 540.627.2244; Fax 540.629.4085
Email: ghokanson@stanleyfurniture.com
shaynes@stanleyfurniture.com

Manufacturer

Stanley Furniture Co. Inc.
Gary Hokanson, Vice President of Design
P. O. Box 30, Stanleytown, VA 24168
Tel. 276.627.2000; Fax 627.629.4085

Retail Price

\$449

Product Description

Classic American design elements and materials such as leather, solid cherry, abaca' (a woven banana tree bark) and brushed nickel metal accents combine to make American View surprisingly fresh, timelessly classic and uniquely urban.

It is this variety of materials and selection of interesting and functional pieces that gives American View its unique appeal that will span a wide cross section of consumers.



FIGURE 7. American View 265-15

Designer Biography

Gary Hokanson is a thirty-five-year veteran of furniture design. Born in Charlotte, Michigan, Gary graduated from Kendall School of Design (now Kendall College of Art and Design) with a degree in furniture design in 1965. He began his career as a staff designer at Selig Manufacturing in Leominster, Massachusetts. He has since held the top design positions for a number of case goods manufacturers, including American of Martinsville, American Drew and Lane. Gary has held his current position as Vice President – Director of Design for Stanley Furniture since September of 1994.

Gary is admired and respected by his colleagues for his design talent and integrity to standards of excellence in the furniture industry. He has designed several of the industry's most acclaimed collections, including American of Martinsville's South Pacific in the late seventies and Stanley's Preface collection in the late nineties. He was the recipient of two Pinnacle Design Achievement Awards in 1998. Gary enjoys boating and spending time with family. He has two daughters, Joanna and Kristen, and two grandchildren. Gary and his wife, Pat, reside in Martinsville, Virginia.

Manufacturer Description

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.

Stacking Cabinets Group

Winner—Occasional Storage

Judges Citation

“A winning blend of form, function, and versatility. Unique storage for a variety of lifestyles.”

Designer

Michael T. Maxwell
715 Maxwell Circle
Bedford, VA 24523
Phone: 540.587.9543 FAX: 540.587.9534
email: mtmaxwell@aol.com

Manufacturer

M. T. Maxwell Furniture Company
Chris Shock, Marketing Manager
715 Maxwell Circle
Bedford, VA 24523
Phone: 540.587.9543 FAX: 540.587.9534
email: mtmaxwell@aol.com

Retail Price

Pieces from \$385-1,280

Product Description

Composed of drawer, door, and shelving units, this modular cabinet system crafted from American black cherry provides the flexibility to allow customers to create a storage system to meet their needs and imagination. Attractively detailed, they may be used to enhance a wall space or divide a room



FIGURE 8. Stacking Cabinets Group



FIGURE 9. Michael T. Maxwell

Manufacturer Description

M.T. Maxwell Furniture Company is all about balance and simplicity. Owner, designer and craftsman, Michael Thomas Maxwell, has pursued these ideals all the way to Bedford, Virginia, at the foot of the Blue Ridge Mountains, the very town where his great grandfather operated a small furniture shop 100 years ago. Here, Michael has established a furniture company for a new century, both traditional and modern, committed to preserving the dying art of hand-made furniture while producing functional, timeless pieces for today.

M.T. Maxwell furniture is beautiful and understated. Michael's original design won him recognition when he received Editor's Award for New Designer 1993 by the International Contemporary Furniture Fair in New York City. Since then he has reappeared at the ICFF, as well as exhibiting at such events as PFFS in Philadelphia; JPMA in Dallas, Texas; Washington Craft Show; Westchester Craft Show; Chicago Design Show; various ACC shows; and Highpoint, NC.

The simplicity of his work comes from the result of years of attention to furniture and its possibilities and a breath of experience in woodworking, from building construction to a bare-essentials operation, which transformed shipping crates into furniture without conventional tools or machinery. In planning for his own business, Michael envisioned a line suite to a small workshop with limited machinery; the award-winning result is still the heart of M.T. Maxwell Furniture and is still produced in the traditional, small-scale workshop for which it was intended.

Indeed, Michael and his skilled team handcraft every authentic M.T. Maxwell piece in the same workshop. Also involved are those taking advantage of the M.T. Maxwell apprenticeship program, an integral part of the company and a priority for Michael. Himself a previous apprentice to Geoffrey Greene in New Hope, Pennsylvania, Michael is dedicated to encouraging new talent by allowing apprentices to experience every aspect of the craft and business. While contributing in this way to the future of the trade, the company maintains an atmosphere absent in modern conceptions of business and industry. The workshop is flanked by not only the expected office and showroom, but also by employee cottages, herb and vegetable gardens and outbuildings and acreage with livestock.

Minutes from the Blue Ridge Parkway, and miles from the urban centers of furniture production and design, each piece of furniture is bench made at our shop in Bedford, Virginia. Investing care, time, and attention to detail is an integral component of creating each piece from its very conception to the hand-polished finish. Step into the world of M.T. Maxwell Furniture Company and experience the timeless beauty that awaits you.

Bellagio Bar

Finalist—Occasional Storage



FIGURE 10. Bellagio Bar

Designer

James Dipersia, ASFD
196 High Street, Closter, NJ 07624
Phone: 212.889.7474 FAX: 212.689.6463
email: jinn3000@aol.com

Manufacturer

Excelsior
Attn: Steven Kayne
172 New Highway
North Amityville, NY 11701
Phone: 631.789.8484 FAX: 631.789.9343

Bellagio Bar

Retail Price \$1995/Group

Product Description African Rosewood with polyester finish and stainless steel accents. The interior has a mirrored back, lights, glass shelves, and a wine storage pull-out serving tray.

Designer Biography James Dipersia ASFD (American Society of Furniture Designers) is a native New Yorker where he received his degree in art and design. A career was carved out early in his academic years. His father , being a cabinet maker , sparked an early interest in furniture design and manufacture. "You have to conceive it, build it , display it and sell it to understand the psychology of furniture design " said jimmy. James designs for seven major manufacturers of case goods and upholstery here in the States , Canada and Italy . He is the recipient of many design achievement awards including the prestigious Pinnacle. His work is well recognized within the industry. He also enjoys doing large custom projects for many sports and entertainment personalities.

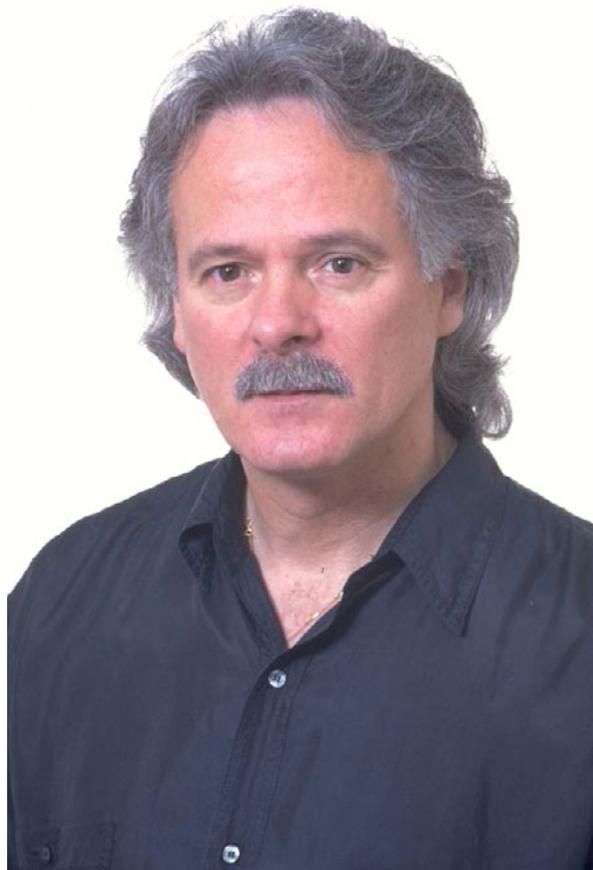


FIGURE 11. James DiPersia, ASFD

Sorrento Etagere

Finalist—Occasional Storage



FIGURE 12. Sorrento Etagere

Designer

James Dipersia, ASFD
196 High Street, Closter, NJ 07624
Phone: 212.889.7474 FAX: 212.689.6463
email: jinn3000@aol.com

Manufacturer

Excelsior
Attn: Steven Kayne
172 New Highway
North Amityville, NY 11701
Phone: 631.789.8484 FAX: 631.789.9343

Sorrento Etagere

Retail Price

\$995

Product Description

Inlaid Sycamore frise, high-gloss polyester finish and stainless steel uprights with glass shelves and light.

Designer Biography

James DiPersia ASFD, (American Society of Furniture Designers) is a native New Yorker where he received his degree in art and design. A career was carved out early in his academic years. His father , being a cabinet maker , sparked an early interest in furniture design and manufacture. "You have to conceive it, build it , display it and sell it to understand the psychology of furniture design " said jimmy. James designs for seven major manufacturers of case goods and upholstery here in the States , Canada and Italy . He is the recipient of many design achievement awards including the prestigious Pinnacle. His work is well recognized within the industry. He also enjoys doing large custom projects for many sports and entertainment personalities.



FIGURE 13. James DiPersia, ASFD

Clingancourt/318-31 Buffet

Finalist—Occasional Storage

Designer

Rick Berry, ASFD
Berry & Clark Design Associates
100 Main Ave. NW
Suite 500
Hickory, NC 28601
Phone: 828.327.4648 FAX: 828.327.6896
rberry@berryandclark.com

Manufacturer

Design Institute America, Inc.
919 E. 14th Street, Jasper, IN 47546
Tel. 812.482.4632 Fax 812.482.1645
email: nfrindel@dia.com
Contact: Neil Frindel, President

Retail Price

\$5,025

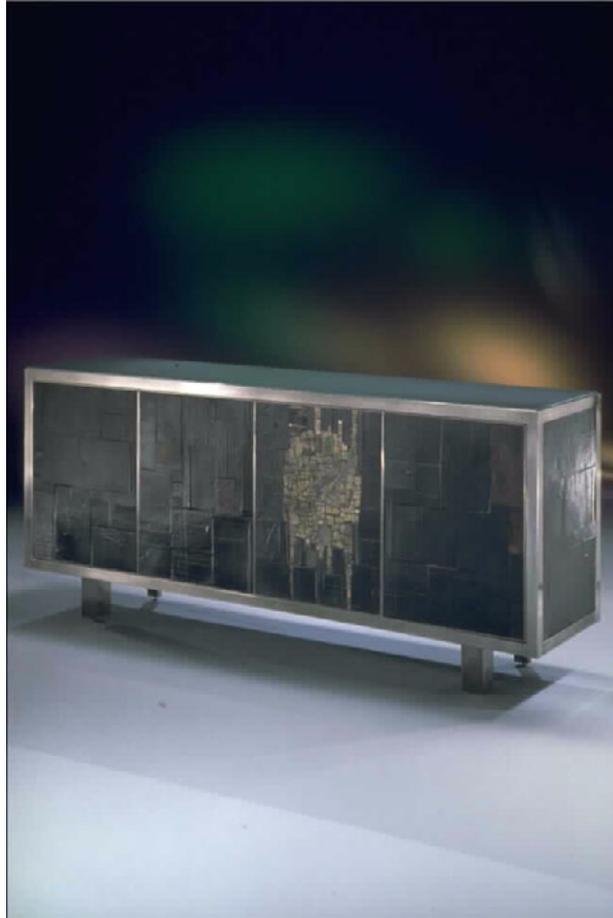


FIGURE 14. Clingancourt/318-31 Buffet

Product Description

This DIA cabinet gracefully blends the texture, character, pattern, and coloration of an artful mosaic composition with the clean, framing lines of the plated steel perimeter. Charcoal glass top serving/work surface, with pull-out drawer tray and adjustable shelves behind mosaic doors, add practicality and function. A true transitional piece, which blends contemporary and traditional in any interior environment.



FIGURE 15. Rick Berry, ASFD

Designer Biography

RICK BERRY graduated in 1974 from North Carolina State University with an Engineering degree in Furniture Manufacturing & Management. Rick worked with a free-lance design firm until 1976 when he started his own business. He has been Design Institute America's primary design source since 1978.

In 1983, Berry & Clark Design Associates was formed with partner Dave Clark. Their diverse but complimentary educational and experience backgrounds have enabled them to pursue a broad spectrum of furniture design disciplines – ranging from 18th century reproductions to leading edge contemporary designs.

His educational background in engineering and keen interest in art and aesthetics have enabled Rick Berry to combine an “artistic design” approach with a working knowledge of manufacturing capabilities, materials and technology. This has resulted in many innovative and functional, yet practical and salable designs.

Rick feels that "It is important for any design professional to be a continuing student of the industry and to stay in touch with the market. Awareness of the consumers' needs creates a responsible designer."

Hi-tech/hi-touch perpetuates the "eclectic" interior design theme, correlating traditional with contemporary gives warmth and expression of one's personality. Mixing, blending and contrasting favorite traditional and contemporary designs with personable "collectibles" is a direct expression of "this is me."

Rick's intent is innovative traditional and contemporary furniture design utilizing inventive traditional and contemporary materials and finishes.

Berry & Clark Design Associates works with major furniture manufacturers in the U.S. and Europe, concentrating primarily on upper end home and contract furnishings. Professional services include design, product development, marketing, and display. Berry & Clark Design has received numerous distinguished design awards, including SPEC Awards from the NEOCON Contract Furnishings Association and consistent winners in several categories of the Pinnacle Design Awards for Home Furnishings from the American Society of Furniture Designers, including the Designer of the Year Award in 1996 – the only year-to-date that this distinction has been awarded.

Manufacturer Description

Design Institute America, Inc. was formed in 1971 as a design, manufacturing, and marketing firm of contemporary metal furnishings. Although we have grown over the years, design and quality remain the key benchmarks that drive DIA.

Our international design team has long been recognized as being on the leading edge of styling and product development. Each designer brings a unique perspective and varied experience to the product. Their ability to create for our system of flexible manufacturing enables DIA to translate designs into marketable product quickly and efficiently.

The skilled craftsmen to engineer and produce DIA designs are located in our 110,000 sq. ft. plant in Jasper, Indiana. DIA has the largest metal plating tanks in the furniture industry, as well as a work force that averages over 15 years of experience each. Flexible manufacturing allows us to offer rapid delivery times, while quality control programs insure that each piece is up to our strict guidelines. Our production process maintains a delicate balance between the efficiency provided by technology and the artistry that is the result of hand workmanship.

Design Institute America has a wide and varied customer base...Independent Stores, Department Store Chains, Retail Studios, Wholesale Showrooms, and interior design studios...to name a few. Supporting this varied list of customers is an experienced sales staff based around the country, as well as various departments within our Jasper headquarters. As the needs of our customers evolve, DIA provides the systems and strategy to respond.

Today Design Institute America, Inc. has made the changes necessary for growth without sacrificing the basis of the company. DIA is small enough to react to the

marketplace, but large enough to be a major player in setting the pace of our industry. Manufacturing has cut costs and shipping times by improving techniques and systems. Our design team has created a more complete product line by expanding the product categories and the product materials. The vision of being a leading edge contemporary furniture manufacturer has been, and continues to be realized.

APPALACHIAN

Hardwood Manufacturers, Inc.

congratulates all of the
2002 Pinnacle Design Award
finalists & winners

Our members are proud
to sponsor the
Juvenile Furniture category and
encourage designers to
“Use Wood and
Specify Appalachian Hardwoods”



www.appalachianwood.org

UR Gr8

Winner—Juvenile Furniture

Judges' Citation

"Strong design maximizes multi-functionality, while appealing equally to boys and girls from youth to young adults"



FIGURE 16. UR Gr8

Designer

Michael Warren, ASFD
Warren Associates
161 Ottawa NW, Waters Bldg, Ste. 300G Grand Rapids, MI 49503
Tel. 616.454.3378 Fax: 616.454.4917
email:mwarren@triton.net



FIGURE 17. Michael Warren, ASFD

Manufacturer

Stanley Furniture
P. O. Box 30, Stanleytown, VA 24168
Attn: Gary Hokanson, Director of Design
Tel. 276.627.2000; Fax 276.629.4085
Email: shaynes@stanleyfurniture.com

Retail Price

\$4,999

Product Description

From piece configuration to fresh high tech materials, UR Gr8 solves the challenge of furniture for today's technology-oriented youth. The name UR Gr8, inspired by "tech talk," reflects the expressive, individual tastes of today's kids. Ur Gr8 is completely unique in the marketplace.

Designer Biography

A third generation freelance designer, Mike Warren is based in Grand Rapids, Michigan. He has been associated with Stanley Furniture for ten years. Mike graduated from Kendall College of Art & Design with a Bachelor of Fine Arts 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.

Manufacturer Description

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.

Room Magic Collection

Finalist—Juvenile Furniture



FIGURE 18. Room Magic Collection

Designer

Karen Andrea Derfer
2015-A Cleveland Avenue
Santa Barbara, CA 93103
Phone: 805.687.3880 FAX: 805.687.4184
email: karen@kdddsgn1.com

Manufacturer

Room Magic
Attn: Ralph Chapek
616-B Sierra
Santa Barbara CA 93130
Phone: 805.682.0265 FAX: 805.687.4184
email: rchapek@earthlink.net

Retail Price

\$99-1,999

Product Description

Karen Andrea, who owns her own graphic design business in Santa Barbara, started designing furniture for a very practical reason: her 5-year-old daughter Sarah needed a bedroom set. "Sarah and I could not find any children's furniture that was like a child – fun, bright, bold and imaginative," explained Karen. "All the furniture we saw looked like miniature adult furniture, no colors, no interesting shapes to bring a room to life". With daughter Sarah's ideas as an inspiration, Karen Andrea looked to create furniture children would love—fun and lively, crawling with cut-out creatures and colorful finishes to bring the magic into a child's room. Premiering three years ago at JPMA, Room Magic now has expanded from three collections to seven, complete with 9 pieces of furniture, accessories and coordinating bedding. With an eye for quality, Room Magic has recently switched its manufacturing of its birch wood designs to a 50-year industry veteran in Quebec, Morigeau-Lepine.

The seven collections include "Tropical Seas", swimming with kissing fish and a seahorse rocking chair; the girl's "TeaSet" of steaming teacup knobs and accessories and miniature size teacup table and chairs for the little hostess; the "Star Rockets" line with shooting rockets, stars and moons especially for aspiring astronauts; "Little Lizards" squirming with swirly snakes and spinning spiders for every bug catcher; "Boys Like Trucks" loaded with dump trucks, fire engines, and choo choo trains that drive right onto the bedspread. The new "Tall in the Saddle" collection is the wild west at it best, a boot stompin' cowboy theme. Each collection brings imagination and fantasy into a child's bedroom with a loft bed, five-drawer chest, study desk, toy box, lamp, book shelf and mirror.

More than the colorful stains and playful cut-outs, it's the innovative features of the furniture that give Room Magic its name. "Crib Magic" is Room Magic's new Window Crib design, with a plexi-glass cut-out window that lets babies look out and mommies look in. "Loft Magic" is a double bed, dresser, desk shelves and play-room all in one. The 5-drawer chest has a removable changing table on top.

With an eye for designing furniture to last through many ages of childhood, Room Magic's designs have reversible drawer fronts allow you to change from a colorful finish to a natural finish as the child gets older. Each collection has a unique set of changeable knobs that may be purchased separately to create a new room décor or theme.

Plush bedding sets in coordinating fabrics, hand-drawn by Designer Karen Andrea, make the room décor complete.

Designer Biography

Award-winning graphic artist, Karen Derfer, graduated with honors from UCSB in 1986 with a Bachelor of Arts degree. Her major in Art Studio and emphasis in illustration combined with her natural design instinct has allowed her to easily expand her vision into various aspects of commercial design.

Karen began her career in design working as an in-house Art Director in Santa Barbara, for the first few years in two different advertising agencies in Santa Barbara, specializing in healthcare, public relations and marketing. For the next 7 years she worked for a software company, Norton-Lambert, developers of leading

Room Magic Collection

remote control software, where she headed the marketing department their in-house design department.

In 1997, Karen decided to explore freelance opportunities full-time, and started KD Design. Today she works in her own office with notable clients such as Rona Barrett Lavender Co., Kim3 Furnishings, ISERA Group, and Islands Media Group. Karen works with a close team professionals for web development, cd-rom and multimedia development, print and media.

In 2000, Karen started designing children's furniture and started a new company, Room Magic, which she is now owner. All of the furniture themes and coordinating fabrics are her original designs.



FIGURE 19. Karen Andrea Derfer

Company Information

Morigeau-Lepine, is a multi-million dollar, fifty year old manufacturing leader in children's furniture based in Montreal, Canada. Morigeau's manufacturing practices are well-known in the furniture industry for their technological and engineering excellence. Morigeau's factory in Quebec is staffed with professionals supported by the latest in equipment. Morigeau stands for quality and safety in their manufactured products.

Room Magic has been well-known for creative design and innovative marketing, at has finally matched that reputation in their manufacturing quality.

Full Circle Line

Finalist—Juvenile Furniture

Designer

Michael T. Maxwell
715 Maxwell Circle
Bedford, VA 24523
Phone: 540.587.9543 FAX: 540.587.9534
email: mtmaxwell@aol.com

Manufacturer

M. T. Maxwell Furniture Company
Chris Shock, Marketing Manager
715 Maxwell Circle
Bedford, VA 24523
Phone: 540.587.9543 FAX: 540.587.9534
email: mtmaxwell@aol.com

Retail Price

\$200-2,250

Product Description

Blending traditional style with modern touches, the Full Circle Line combines American black cherry and maple with geometric cutouts and aluminum accents. These pieces are designed to withstand the vigors of childhood and to last long into adulthood.



FIGURE 20. Full Circle Line



FIGURE 21. Michael T. Maxwell

Manufacturer Description

M.T. Maxwell Furniture Company is all about balance and simplicity. Owner, designer and craftsman, Michael Thomas Maxwell, has pursued these ideals all the way to Bedford, Virginia, at the foot of the Blue Ridge Mountains, the very town where his great grandfather operated a small furniture shop 100 years ago. Here, Michael has established a furniture company for a new century, both traditional and modern, committed to preserving the dying art of hand-made furniture while producing functional, timeless pieces for today.

M.T. Maxwell furniture is beautiful and understated. Michael's original design won him recognition when he received Editor's Award for New Designer 1993 by the International Contemporary Furniture Fair in New York City. Since then he has reappeared at the ICFF, as well as exhibiting at such events as PFFS in Philadelphia; JPMA in Dallas, Texas; Washington Craft Show; Westchester Craft Show; Chicago Design Show; various ACC shows; and Highpoint, NC.

The simplicity of his work comes from the result of years of attention to furniture and its possibilities and a breath of experience in woodworking, from building construction to a bare-essentials operation, which transformed shipping crates into furniture without conventional tools or machinery. In planning for his own business, Michael envisioned a line suite to a small workshop with limited machinery; the award-winning result is still the heart of M.T. Maxwell Furniture and is still produced in the traditional, small-scale workshop for which it was intended.

Indeed, Michael and his skilled team handcraft every authentic M.T. Maxwell piece in the same workshop. Also involved are those taking advantage of the M.T. Maxwell apprenticeship program, an integral part of the company and a priority for Michael. Himself a previous apprentice to Geoffrey Greene in New Hope, Pennsylvania, Michael is dedicated to encouraging new talent by allowing apprentices to experience every aspect of the craft and business. While contributing in this way to the future of the trade, the company maintains an atmosphere absent in modern conceptions of business and industry. The workshop is flanked by not only the expected office and showroom, but also by employee cottages, herb and vegetable gardens and outbuildings and acreage with livestock.

Minutes from the Blue Ridge Parkway, and miles from the urban centers of furniture production and design, each piece of furniture is bench made at our shop in Bedford, Virginia. Investing care, time, and attention to detail is an integral component of creating each piece from its very conception to the hand-polished finish. Step into the world of M.T. Maxwell Furniture Company and experience the timeless beauty that awaits you.

Furniture Style,

proud sponsor of the casual dining category, would like to congratulate

the

2002 Pinnacle Awards winners and finalists.

FURNITURESTYLE

Vanco Vanco Publishing Corp., 400 Knightsbridge Parkway, Lincolnshire, IL 60069



ACCESSORY
Productions

RESIDENTIAL
LIGHTING

HOME
fashion
forecast

FURNITURESTYLE

CONNECTED

Vanco

Sorrento

Winner—Casual Dining

Judges' Citation

"Beautiful veneer, lazy susan adds interest and function. Metal accents and layered chair back design shows fashion forward look."



FIGURE 22. Sorrento Dining

Designer

James Dipersia, ASFD
196 High Street, Closter, NJ 07624
Phone: 212.889.7474 FAX: 212.689.6463
email: jinn3000@aol.com

Manufacturer

Excelsior
Attn: Steven Kayne
172 New Highway
North Amityville, NY 11701
Phone: 631.789.8484 FAX: 631.789.9343

Retail Price

\$3,495

Product Description

High-gloss Sycamore fringe with birds eye maple, stainless steel accents, bevelled glass top. Chairs are beech, stained to sand finish as table base, and polyestered.

Designer Biography

James Dipersia, ASFD (American Society of Furniture Designers) is a native New Yorker where he received his degree in art and design. A career was carved out early in his academic years. His father , being a cabinet maker , sparked an early interest in furniture design and manufacture. "You have to conceive it, build it , display it and sell it to understand the psychology of furniture design " said jimmy. James designs for seven major manufacturers of case goods and upholstery here in the States , Canada and Italy . He is the recipient of many design achievement awards including the prestigious Pinnacle. His work is well recognized within the industry. He also enjoys doing large custom projects for many sports and entertainment personalities.



FIGURE 23. James DiPersia, ASFD

X-Urban Group

Finalist—Casual Dining



FIGURE 24. X-Urban

Designer

Fred Puksta, ASFD and Peter Saloom
256 Murdock Ave
Winchendon, MA 01475
Phone: 978.297.1901 FAX: 978.297.4944
fred@saloom.com

Manufacturer

Saloom Furniture Company
Fred Puksta, Designer
256 Murdock Avenue
Winchendon, MA 01475
Phone: 978.297.1901 FAX: 978.297.4944
fred@saloom.com

Retail Price

\$4,500-6,000/Group

Product Description

exurb: *a settlement that lies outside a city and beyond its suburbs which is inhabited chiefly by well to do families.*

Marketing/Design Origin

Visualize beautiful new houses with modern, pristine, almost stark interiors; or new homes that have a very clean, “updated traditional” aesthetic. The kitchens in these houses have all of the most modern conveniences, including commercially-inspired, stainless steel appliances. Now focus on the center of this environment and see a large, beat-up “farm” table. This is the “Urban Rustic” look, the essence of Saloom Furniture’s X-Urban Collection.

This homeowner wants all of the latest toys and gadgets at their disposal, but they crave something entirely different in the objects at which they sit down to share a meal with their family. They are seeking warm, soft, comfortable, tactile objects, made from natural materials. This is the inspiration for the X-Urban Collection. It is targeted toward consumers who crave the warmth of rustic furniture in their modern, high tech homes.

The Product

{2} table sizes: 46”x94” or 46”x76”, with the choice of a Brazilian slate insert (in rust or black), or a wood planking insert made from Hickory.

{3} distressed character finishes: warm golden Caramel, the dark brown richness of Autumn, or the deep chocolate flavor of Coco.

Oversized, plush X-Back side and arm chairs, available with {2} optional upholstery treatments: the T-Back and the V-Back.

Buffet/server with **touch released** wings for an expanded serving area, and large plank-like base for added drama and display space.

The Details

Table frame is ash veneer with **whole-piece faces** (no glue joints in veneer face gives illusion of single, wide plank).

Worn, softened edges all around with surfaces that are heavily, physically distressed.

Rugged, truss-like base construction with heavy solid-wood 3.5” square posts and 1.75” thick bracing.

Hand distressed wood finishes with low sheen finish treatment – each finish color has an added “glazing step” that accentuates the grain.

Table center option:

WOOD: distressed Hickory planking with its rustic knots and variations, which contrasts exquisitely with the open grain of the Ash frame.

SLATE: a *continuous* slab of natural Brazilian Slate. As each piece of slate is sliced from a mountainside in Brazil, the newly exposed slate surface oxidizes in the air. Depending on the moisture in the air and the mineral content in the slate, a

unique palette of colors is created. You never know what this process will yield – since no two pieces are alike, the customer receives their very own natural work of art.

The large, comfortable X-Chairs in this collection are as sturdy as the table bases. These chairs offer a new optional feature we call **convertible pillow-case upholstery**. These “T-Backs” and “V-Backs” are pulled over the chair backs like pillow-cases. Each of these backs has an additional level of comfort with an “S” contoured back-foam pillow that provides additional lumbar support. Innovative plastic plates were also employed to keep the shapes of the V-Backs and T-Backs fresh and always looking new. The innovative feature in these upholstered backs are Velcro closures that allow them to be quickly and easily removed. Not only is this convenient for cleaning, but the concept was developed with the idea that the homeowner may want to present the dining room in different ways on different occasions. The owner may present the table with any combination of T-Backs or V-Backs in conjunction with the plain X back of the chairs.

Case Piece: the design is both clean and simple, old and new. The clean lines appeal to the modern sensibilities, while the simple look harkens back to a day of unfettered construction techniques. The dramatic **plank** base produces very large cantilevered surfaces for display. Modern desires are once again addressed under the top surface, as with “a touch” of the ends, hidden spring loaded, sliding **wings** appear to provide a substantial increase in practical surface area of the top.

Designer Biography

Following his degree in business, Fred graduated from the Wendell Castle School of Furniture Design, and then served as an artisan in Castle’s personal studio. Today, Fred positions himself uniquely, within the two differing worlds of commercial and studio furniture design where he continually explores and intertwines these two influences in his design solutions. Fred fulfills free-lance commercial design projects, as well as commissions for residential, commercial and public installations. In addition to his ASFD membership, Fred is also a juried member of the prestigious New Hampshire Furniture Masters Association.



FIGURE 25. Fred Puksta, ASFD

Manufacturer Description

Saloom Furniture Company is a manufacturer of dining furniture, based in north-central Massachusetts. The company was founded in 1982 by Peter Saloom and his radial arm saw. From very humble beginnings, Saloom Furniture has evolved into a multi-million dollar company with 100 employees. We are nationally recognized as one of the true leaders in the dining marketplace, with an emphasis on quality, design, innovation and style. We continue to grow in size every year, but we have not lost sight of our roots. Peter and his wife Linda continue to run the company, with a mission not only to make great furniture, but also to create quality jobs and be a positive influence in our community.

5006-29 Barstool

Finalist—Casual Dining

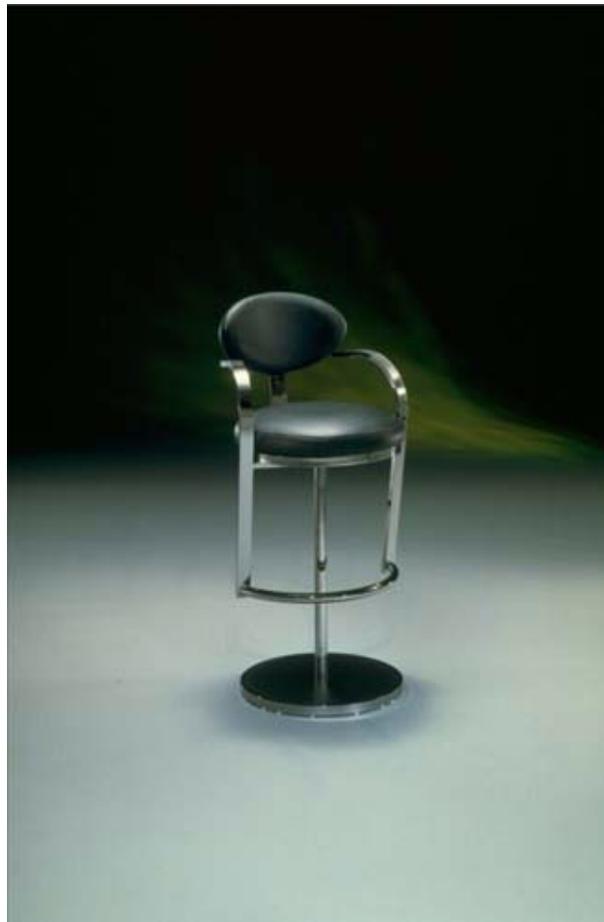


FIGURE 26. 5006-29 Barstool

Designer

Michael Wolk
3841 NE 2nd Ave, Space 303
Miami, FL 33137
Phone: 305.576.2898 FAX: 305.576.2899
mwolk@wolkdesign.com

Manufacturer

Design Institute America, Inc.
919 E. 14th Street, Jasper, IN 47546
Tel. 812.482.4632 Fax 812.482.1645
email: nfrindel@dia.com
Contact: Neil Frindel, President

5006-29 Barstool

Retail Price

\$1,185

Product Description

5006-29 Barstool – An exciting combination of geometric forms and curves create a visual vitality to this swiveling barstool.

Designer Biography

As a designer, Michael Wolk could be best described as a modern-day renaissance man. Like his 16th-century counterparts, Wolk's design expertise runs the gamut, from furniture and both residential and commercial interiors, to products, signage and corporate identity packages. He does it all, thanks to a design background and hands-on work experience that is as comprehensive as it is eclectic.

Wolk's inspiration comes from many sources: architecture, painting, sculpture and popular culture. But whatever the source, Wolk designs are always unique, slightly irreverent and highly sophisticated. This accounts for why Michael Wolk Design Associates has accrued more than 65 local, national and international awards for creative excellence in interior, graphic, furniture, product and packaging design. The honors range from ASID International Product Design Awards and the grand prize in numerous Florida Style Furniture Design Competitions, to BASF Fame Awards, ASFD Pinnacle Awards, the American Corporate Identity Award of Excellence, and countless Graphic Design USA/DESI Awards.

Wolk graduated with honors from New York's Pratt Institute where he earned a Bachelor's Degree in Industrial Design. While attending Pratt, he fine-tuned his contractor and carpentry skills working on John and Yoko Lennon's Joko Recording Studio in Soho as well as their private residence in The Dakota. He sharpened his skills further as a ship's carpenter and by designing and building sets for off-Broadway shows. Upon graduating from Pratt, Wolk moved to Miami where he began custom-designing one-of-a-kind furniture pieces for a wealthy clientele.

Today, Wolk is the president of Michael Wolk Design Associates. Having just doubled his office space in the Miami Design District, Wolk heads the only South Florida firm, which maintains interior, graphic, product and furniture design divisions all under one roof.

Whether designing a lamp, chair, logo, public space, signage or an entire commercial interior, Michael Wolk's work is consistently clean, classic and powerful. Assisted by a staff of talented designers and architects, all Wolk designs are grounded in the Bauhaus principles of form and function while heavily influenced by the Shaker and Japanese traditions of utility and simplicity.

The work of Michael Wolk Design Associates graces the homes of luminaries from the world of business, sports, entertainment and the arts. Wolk-designed furniture is exhibited in exclusive galleries and showrooms coast-to-coast, Wolk-designed interiors add avant-garde style to the headquarters of Burger King, Sony Discos International and Broadcast Video, Inc. And Wolk-designed graphics define the corporate images of American Express, the Doral-Ryder open, Barbara Gillman Gallery, Kaufman Rossin & Co. and Joe's Stone Crab. In fact, Wolk's work has even made its mark in the mass media, appearing on the sets of numerous television

series and films, including *Batman Returns*, which featured a Wolk-designed “bat” chair.

Experts have called Michael Wolk’s work “intense, sculptural, honest and paradoxical.” Explains, Wolk, “My intention is to create designs that are bold yet refined in order to make a strong, enduring statement that elevates utilitarianism to art.”

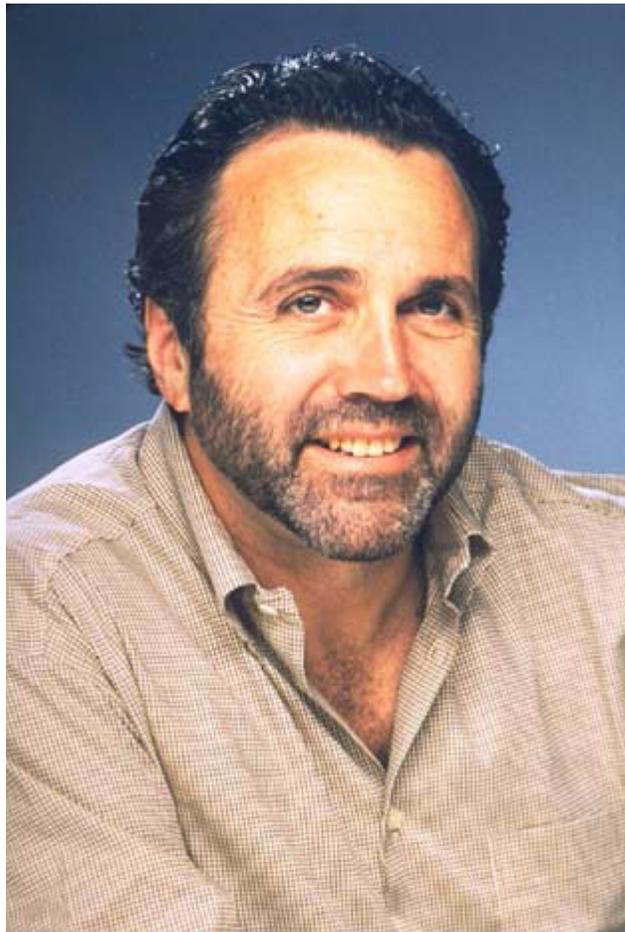


FIGURE 27. Michael Wolk

Manufacturer Description

Design Institute America, Inc. was formed in 1971 as a design, manufacturing, and marketing firm of contemporary metal furnishings. Although we have grown over the years, design and quality remain the key benchmarks that drive DIA.

Our international design team has long been recognized as being on the leading edge of styling and product development. Each designer brings a unique perspective and varied experience to the product. Their ability to create for our system of

flexible manufacturing enables DIA to translate designs into marketable product quickly and efficiently.

The skilled craftsmen to engineer and produce DIA designs are located in our 110,000 sq. ft. plant in Jasper, Indiana. DIA has the largest metal plating tanks in the furniture industry, as well as a work force that averages over 15 years of experience each. Flexible manufacturing allows us to offer rapid delivery times, while quality control programs insure that each piece is up to our strict guidelines. Our production process maintains a delicate balance between the efficiency provided by technology and the artistry that is the result of hand workmanship.

Design Institute America has a wide and varied customer base...Independent Stores, Department Store Chains, Retail Studios, Wholesale Showrooms, and interior design studios...to name a few. Supporting this varied list of customers is an experienced sales staff based around the country, as well as various departments within our Jasper headquarters. As the needs of our customers evolve, DIA provides the systems and strategy to respond.

Today Design Institute America, Inc. has made the changes necessary for growth without sacrificing the basis of the company. DIA is small enough to react to the marketplace, but large enough to be a major player in setting the pace of our industry. Manufacturing has cut costs and shipping times by improving techniques and systems. Our design team has created a more complete product line by expanding the product categories and the product materials. The vision of being a leading edge contemporary furniture manufacturer has been, and continues to be realized.

Metro Group

Finalist—Casual Dining



FIGURE 28. 412 Metro Group

Designer

Carl Muller, ASFD
116A Main Street
Seal Beach, CA 90740
Phone: 562.493.2259 FAX: 562.493.2459
email: carlmullerdesign@earthlink.net

Manufacturer

Elite Manufacturing
Attn: Robert Julianus, Vice President Sales and Marketing
12143 Altamar Place
Santa Fe Springs, CA 90670
Phone: 562.777.9200 FAX: 562.777.9201
rjulianus@elitemfgusa.com

Retail Price

Chair: \$355, Table: \$712, Group: \$2,132

Product Description

Boldly contemporary with just a hint of retro aesthetics, the Metro Dining Chair makes an unmistakable design statement with its unique floating Champagne-

Metro Group

plated back. The sleek arms and back wrap and surround you in long lasting comfort. The inherent flex in the solid steel arms provide an unexpected “play factor” as well as remarkable comfort. Combine this chair with the matching Metro Dining Table for a truly stunning set that provides high style and defines the term “contemporary.” Designed by Carl Muller, the Metro Dining Set is offered in a choice of Onyx or Topaz powdercoat finish, with Champagne-plated accents to add design, depth, and dimension to the overall statement. All metal components are welded, and seams are sanded and finished by hand. The clear glass top features a 1” bevel for extra sparkle.

Designer Biography

Carl Muller is an independent furniture designer based in Seal Beach, California. He has created dozens of successful designs for several manufacturers, and his works are sold all across the country and around the world. Muller received his B.S. in Industrial Design from California State University, Long Beach. Other fields of study included architecture, music, and graphic design. After graduation, Muller spent over ten years as Design Director at an independent design office specializing in furniture, lighting, and graphic design with award-winning results.

In 1993, Muller started his own practice, concentrating on designing furniture for residential and contract manufacturers. Although many of his designs embody a pure contemporary sensibility, Muller also interprets historical themes with a modern touch. Muller is influenced by worldwide trends in design, past and present, while maintaining a keen sensitivity to marketplace realities. He strives to make every design a fresh statement, combining comfort, elegance, and economy.



FIGURE 29. Carl Muller, ASFD

Manufacturer Description

Elite Manufacturing Corporation is widely recognized as one of the leading American manufacturers specializing in progressive contemporary residential furniture. Elite was founded in 1988 by Peter Luong and Robinson Ho, who emigrated from Vietnam and then spent many years in furniture retail and manufacturing, respectively. Initially, Elite focused on home office desk systems, but soon expanded into other categories, including occasional tables, dining sets, bars and barstools, and home entertainment units. Elite has two manufacturing plants: one in Santa Fe Springs, California and another in Jakarta, Indonesia. The California plant is 70,000 Square feet and employs approximately 130 people, while the Jakarta Plant is 80,000 square feet and employs 140 people.

Our mission is to provide outstanding original design, with the highest quality construction, at the most competitive prices. Elite strives to provide what we term “soft modernism” – elegant proportions, restrained lines, and a sophisticated mix of materials. Brushed metal accents are combined with fine veneers and solid wood components, along with crystal clear or frosted glass surfaces, to provide

Metro Group

distinctive and truly original furnishings. Elite appeals to the customer with a discriminating eye-- one who respects Elite's firm commitment to sleek, stylish original design

Add Value and Sales Appeal!

Custom-styled Silver Drawer Trays, Jewelry Trays, and Fabric Covered Tack Board are an ideal way to add value to your designs.



Silver Drawer Tray



Fabric Covered Tack Boards



Jewelry Tray

Our offerings are numerous, and we will work with you to provide what you require. Whether for bedroom or dining room casegoods, home office, entertainment centers, or your exclusive creations, October Company products are produced to your exact specifications. Please contact us to discuss your requirements. A custom produced sample can be yours in a matter of just a few days!

the october co., inc.



51 Ferry Street • PO Box 71 • Easthampton, MA 01027
Tel: 413.527.9380 • 800.628.9346 • Fax: 413.527.009
E-mail: sales@octobercompany.com

American View 265-11

Winner—Formal Dining

Judges Citation

“Good design at an affordable price. A variety of options in chair design broadens the appeal of the group. Comfortably transcends casual through formal styles.”

Designer

Gary Hokanson
1004 Oakwood Court, Martinsville, VA 24112
Tel. 540.627.2244; Fax 540.629.4085
Email: ghokanson@stanleyfurniture.com
shaynes@stanleyfurniture.com

Manufacturer

Stanley Furniture Co. Inc.
Gary Hokanson, Vice President of Design
P. O. Box 30, Stanleytown, VA 24168
Tel. 276.627.2000; Fax 627.629.4085

Retail Price

\$5,999

Product Description

Classic American design elements and materials such as leather, solid cherry, abaca' (a woven banana tree bark) and brushed nickel metal accents combine to make American View surprisingly fresh, timelessly classic and uniquely urban.

It is this variety of materials and selection of interesting and functional pieces that gives American View its unique appeal that will span a wide cross section of consumers.



FIGURE 30. American View 265-11

Designer Biography

Gary Hokanson is a thirty-five-year veteran of furniture design. Born in Charlotte, Michigan, Gary graduated from Kendall School of Design (now Kendall College of Art and Design) with a degree in furniture design in 1965. He began his career as a staff designer at Selig Manufacturing in Leominster, Massachusetts. He has since held the top design positions for a number of case goods manufacturers, including American of Martinsville, American Drew and Lane. Gary has held his current position as Vice President – Director of Design for Stanley Furniture since September of 1994.

Gary is admired and respected by his colleagues for his design talent and integrity to standards of excellence in the furniture industry. He has designed several of the industry's most acclaimed collections, including American of Martinsville's South Pacific in the late seventies and Stanley's Preface collection in the late nineties. He was the recipient of two Pinnacle Design Achievement Awards in 1998. Gary enjoys boating and spending time with family. He has two daughters, Joanna and Kristen, and two grandchildren. Gary and his wife, Pat, reside in Martinsville, Virginia.

Manufacturer Description

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.

Bermuda Bay

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.

Bermuda Bay

Finalist—Formal Dining

Designer

Tim Annas, ASFD
2559 Highway 321S
Newton, NC 28658
828.726.2825 FAX: 828.726.8614
tim.annas@kincaidfurniture.com

Manufacturer

Kincaid Furniture Company
Tim Annas, Director of Design
PO Box 605
Hudson, NC 28638

828.726.2825 FAX: 828.726.8614
tim.annas@kincaidfurniture.com

Retail Price

\$9,500



FIGURE 31. Bermuda Bay Dining

Product Description

Everyone likes to dream of a romantic island getaway. That dream can be a daily reality with Bermuda Bay by Kincaid. Crafted in solid maple and select solid hardwoods, Bermuda Bay exhibits the style and grace of island living combined with the timeless beauty of solid wood. Create your own daily getaway with an environment centered around Bermuda Bay, a unique interpretation of West Indies style.

Designer Biography

Tim's entire career has been in furniture. He has been with Kincaid Furniture Company for 12 years. He is solely responsible for all research and design of the Kincaid collections. Tim spends any leisure time he may have with his family. he also enjoys fishing and golfing. He and his wife Lori have 3 children and all are very active in their church.



FIGURE 32. Tim Annas, ASFD

Manufacturer Description

Founded in 1946 by George and Wade Kincaid in Hudson, NC, Kincaid is one of the world's largest providers of full service Solid Wood and upholstered furniture. The company has enjoyed rapid expansions with its licensed collections (Laura Ashley (tm), Thomas Kinkade (tm) and Ducks Unlimited ©) and rollout of freestanding, dedicated stores. Led by President Steve Kincaid, the firm employs more than 1,400 associates in 17 facilities and is part of the La-Z-Boy, Inc. family of companies that collectively represent one of the largest furniture manufacturing concerns in the industry with sales exceeding \$2 billion.

Brookside Cherry

Finalist—Formal Dining

Designer

Tim Annas, ASFD
2559 Highway 321S
Newton, NC 28658
828.726.2825 FAX: 828.726.8614
tim.annas@kincaidfurniture.com

Manufacturer

Kincaid Furniture Company
Tim Annas, Director of Design
PO Box 605
Hudson, NC 28638
828726.2825 FAX: 828.726.8614
tim.annas@kincaidfurniture.com

Retail Price

\$8,700

Product Description



FIGURE 33. Brookside Cherry

Brookside Cherry

Responding to the emerging demand for lodge-inspired furniture reflecting a casual, relaxed lifestyle, premier solid wood crafter Kincaid Furniture Co., Inc. has responded with Brookside Cherry. Brookside Cherry marries traditional design elements with modern functionality and performance. Crafted from solid cherry and premiere hardwoods, Brookside Cherry features a unique patent-pending device to self-store dining table leaves and large broken-pane glass china doors that efficiently glide on horizontally slides instead of swinging into the room on hinges. The collection owes its beauty to solid cherry finished in a gentle, hand-distressed satin patina. The painstaking finishing process brings to life the unique and naturally flowing grain characteristics of Appalachian Mountain cherry. Brookside Cherry is accented with stylish, antiqued brass hardware and matching metal accents that enforces a casual style.

Designer Biography

Tim's entire career has been in furniture. He has been with Kincaid Furniture Company for 12 years. He is solely responsible for all research and design of the Kincaid collections. Tim spends any leisure time he may have with his family. he also enjoys fishing and golfing. He and his wife Lori have 3 children and all are very active in their church.



FIGURE 34. Tim Annas, ASFD

Manufacturer Description

Founded in 1946 by George and Wade Kincaid in Hudson, NC, Kincaid is one of the world's largest providers of full service Solid Wood and upholstered furniture. The company has enjoyed rapid expansions with its licensed collections (Laura Ashley (tm), Thomas Kinkade (tm) and Ducks Unlimited ©) and rollout of freestanding, dedicated stores. Led by President Steve Kincaid, the firm employs more than 1,400 associates in 17 facilities and is part of the La-Z-Boy, Inc. family of companies that collectively represent one of the largest furniture manufacturing concerns in the industry with sales exceeding \$2 billion.

Bellagio

Finalist—Formal Dining



FIGURE 35. Bellagio Dining

Designer

James Dipersia, ASFD
196 High Street, Closter, NJ 07624
Phone: 212.889.7474 FAX: 212.689.6463
email: jinn3000@aol.com

Manufacturer

Excelsior
Attn: Steven Kayne
172 New Highway
North Amityville, NY 11701
Phone: 631.789.8484 FAX: 631.789.9343

Retail Price \$8,995

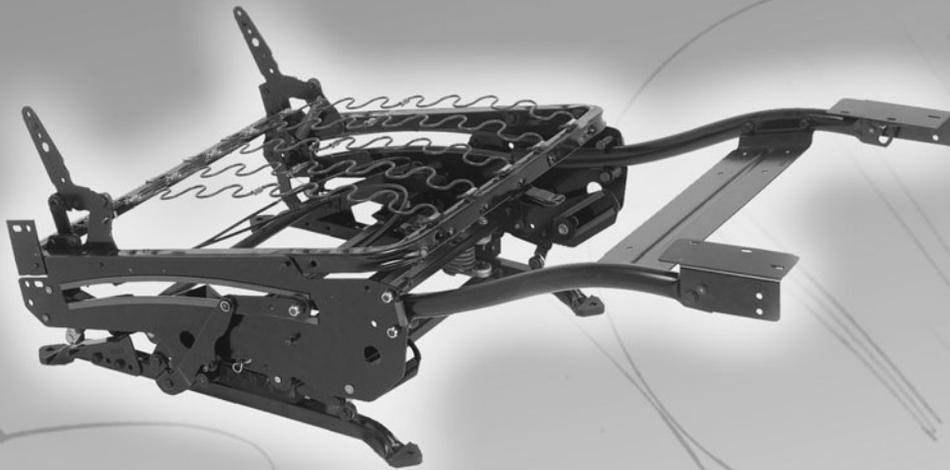
Product Description High-gloss polyester over African rosewood stainless steel accents (extendable). Chairs are beech, stained to color with polyester finish.

Designer Biography James DiPersia ASFD (American Society of Furniture Designers) is a native New Yorker where he received his degree in art and design. A career was carved out early in his academic years. His father , being a cabinet maker , sparked an early interest in furniture design and manufacture. "You have to conceive it, build it , display it and sell it to understand the psychology of furniture design " said jimmy. James designs for seven major manufacturers of case goods and upholstery here in the States , Canada and Italy . He is the recipient of many design achievement awards including the prestigious Pinnacle. His work is well recognized within the industry. He also enjoys doing large custom projects for many sports and entertainment personalities.



FIGURE 36. James DiPersia, ASFD

Turn Your Design Dreams Into Reality



Leggett & Platt
INCORPORATED

www.homefurniturecomponents.com

Proud Sponsor
of the Pinnacle Award
Motion Upholstery Category

No. 1 leggett Rd.
Carthage, MO 64836
417-358-8131
Fax 417-358-6996

Blue Moon

Winner—Motion Upholstery

Judges' Citation

"Sleek, modern design offers comfort and versatility."

Designer

Fillmore Harty
Fillmore Harty Design
276 State Street, Apt 7
Portsmouth NH 03801
Phone: 603.436.1985
email: mharty@earthlink.net

Manufacturer

W. Schillig USA
Attn: Bettina Slate, Sales Administrator
2020A West Green Drive
High Point NC 27260
Phone: 336.884.0286 FAX: 336.884.0213
bslate@northstate.net

Retail Price

\$4,999/Group

Product Description

Is the newest of our lunar series (which denotes multi functional) that addresses a much different and logical set of functions. The defined problem was that designing a large imposing seating devise that was enshrouded in an envelope of elegant curves -- that could seat at least four -- use sculptural forms that had not been identified with the upholstery field -- and that could with a minimum of effort be converted to a neat compact sectional that would do all the good things we would like -- seat four -- a really comfortable chaise function for two who liked to be close -- not take up too much space -- make an aesthetic statement in both open and closed position that reflects a contemporary spirit that expresses our freedom from conventional thinking.

So this is BLUE MOON. Judge its success for yourself. I kind of feel proud to be the dad. We borrowed the highly successful mechanism from MAXX, made a couple of modifications to increase clearances. We addressed the current trend of armless sectionals and designed instead serving platforms. This is a large and potentially costly frame. To address this problem we have developed an unique monocoque solid core plywood frame that is assembled as a self rigidizing space structure. Upholstery techniques are space age also -- with each of the frames upholstered as two piece 'sock'-sewings -- think of the accuracy required for both cutting and sewing -- but this is the way of the world today -- and we at Schillig are not only a part of it, but leading the way.



FIGURE 37. Blue Moon

Designer Biography

Mr. Fillmore Harty received his design education at Pratt Institute, Brooklyn, New York. Following graduation he was employed by the Ford Motor Company, Lincoln interior studio. He then established the consultant design firm of William Schmidt Associates. Since this period he has been continuously active as a consultant Industrial Designer; the last 25 years of such have been exclusively devoted to furniture design.

Mr. Harty is highly motivated and devoted to logical creative design. His creative philosophy is derived by a coordination of the exploration into the proper use of materials and manufacturing processes with contemporary social attitudes and environmental patterns. A few of the many firms to whom he has contributed major projects are as follows:

Amana Refrigeration, Inc
Pullman Standard Corp.
United States Dept. of Commerce

Thor Power Tool Co.
Ford Motor Co
Simmons Corp. Contract Div.
Dow Chemical Co.
Marbon Div. Borg Warner Corp.
Irwin Seating Co.
Stow / Davis Furniture Co.
Monarch Furniture Co.
Alma Desk Co.
Preview Furniture Co.
Dansen Furniture Co.
Himolla GmbH
Private label Ltd. Furniture
Tonon Chair SPA
Constantini Chair SAS
Masterwork Manufacturing
Hwa Tat Lee Manufacturing, Ltd.
W. Schillig Elite Manufacturing Corp.

I feel most gratified to practice in the field of Furniture Design. It is consistently stimulating and exciting to develop products that are to be used in the intimacy of one's home and be exposed to the euphoria and crisis that pass in the space. It is also interesting to consider that new products, if properly executed, may be the antiques of the future and help illustrate our life styles and fashions to the future generation.

Function is always thoroughly explored. Many groups are offered with numerous frames to provide maximum modularity. Greater degrees of conversation intimacy are studied and solutions offered in unique curvilinear sectionals. Some groups use multi depth seating in a single frame to accommodate different body dimensions and seating attitudes. We even explore intimate areas within the upholstery where lovers can snuggle up. Sometime larger expansive upholstery areas are used to allow stretch out space or the luxury of crawl in areas where the Sunday news paper may be spread out.

Manufacturer Description

W. Schillig products are produced in Upper Franconia, Germany, a region well known for upholstery production. The family owned business has been producing quality upholstery for over 50 years. Modern production methods have been implemented, yet they will not replace the skilled craftsmanship of experienced, long-standing employees. They are especially needed during important production steps, crucial for the process of quality products.

W. Schillig corporate headquarters are located in Frohnlach, near Coburg. Next to the headquarters, W. Schillig owns facilities used for house trade fairs, and as its design and development centre.

W. Schillig is a member of the 'Quality Association for German Furniture' (Gütergemeinschaft Deutscher Möbel). Therefore, all products are subject to constant tests and quality controls. The company is operated in compliance with ISO

Zita/379

9001, which ensures quality standards. Another important requirement is producing an environmentally friendly product. Adhesives, foams, wood, leathers and fabrics are being used without containing PCP's and formaldehyde. The production process is operated respecting the environment and resources.

Zita/379

Finalist—Motion Upholstery

Designer

Jack R. Lewis, ASFD
5333 Maple Hill Ave
Grand Rapids, MI 49546
Tel. 616.450.2054
Email: jackroxy@altelco.net

Manufacturer

La-Z-Boy, Inc.
Attn: Stephanie DiMarzio, Product Manager, Major Upholstery
1284 N. Telegraph Road, Monroe, MI 48162
Tel 734.457.3282; Fax 734.457.3411
email stephanie.dimarzio@la-z-boy.com

Retail Price

\$599 fabric/\$899 Leather



FIGURE 38. Zita/379

Product Description

"Zita" is a fun, retro-looking recliner which is certain to attract a lot of attention on LZB retail floors. Second in our series of new low-profile recliners, "Zita" brings a fresh design presence and sensibility all its own. "Zita's" hallmarks include a shapely, conical arm with unique exposed, tapering legs; a comfortable scroll back; and low-slung proportions, which simply cannot help but be the star of the room. "Zita" offers all the comfort and relaxation of a genuine La-Z-Boy Classic.

Designer Biography

Jack Lewis, ASFD, graduated with a BFA degree from Kendall College of Art and Design after having studied architecture in Grand Rapids, Michigan and in London, England. He has specialized in designing upholstered furniture for over fifteen years, and has been awarded several accolades including 3 Pinnacle awards; a 'best of category' award from the Birmingham; England furniture exposition, and a 'better by design' award from 'Better Homes and Gardens' Magazine. His designs have appeared in numerous shelter and trade magazines, and he holds 16 US and Canadian design patents. Mr. Lewis' designs for La-Z-Boy are currently

marketed in over 60 countries around the world. He resides in Grand Rapids, Michigan, with his wife and three daughters.



FIGURE 39. Jack R. Lewis, ASFD

Company Description

La-Z-Boy, which is headquartered in Monroe, Mich., is the nation's largest single 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 the company's 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 (NYSE, PCX: LZB), the nation's largest furniture manufacturer.

Comfort Sleeper

Finalist—Motion Upholstery

Designers

Robert and Barbara Tiffany
27 Caffetry Rd.
Point Pleasant, PA 18950
Phone: 215.688.5055 Fax: 215.297.0550

Manufacturer

American Leather
Attn: Bob Duncan, President
3700 Eagle Place Drive #100
Dallas, TX 75236
Phone: 972/296.9599 FAX: 972.296.8859
bobduncan@americanleather.com

Retail Price

King: \$4,800-5,800
Queen: \$4,100-5,200
Full: \$3,900-4,900
Twin: \$3,700-4,700
Cot: \$3,200-3,900



FIGURE 40. Comfort Sleeper

Product Description

Bringing innovation to sofa sleeper comfort, leather furniture manufacturer and design leader, AMERICAN LEATHER announces 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 AMERICAN LEATHER “Comfort Sleepers,” by designers Robert and Barbara Tiffany, feature the Tiffany 24/7™, a proprietary sofa sleeper mechanism that offers customers the first sofa bed with true king- and queen-size mattresses, making standard sheets a perfect fit. For the king-bed version, this breakthrough technology allows a full 80-inch long by 60-inch wide king-size bed to be concealed in a 74-inch wide sofa – bringing more sleeping comfort into a sleek, moderate size sofa.

Available in true king, queen, twin, full and cot sizes, the Tiffany 24/7 convertible mechanism allows all mattresses to be 80 inches long, which is five to eight inches longer than conventional sofa beds. Furthermore, it requires 10 inches less floor space in front of the sofa to open into a bed – making it a practical design for even small living room areas.

Like the European platform beds, a five-inch mattress of high-quality, high-density foam mattress sits on top of a solid wood base – eliminating the hard metal bars across a person's back, while offering excellent back support. In addition, the Comfort Sleeper has no exposed metal frames around the perimeter of the mattress, allowing for improved safety and design appeal.

The “Comfort Sleeper” is designed to fit into eight of AMERICAN LEATHER'S most popular and versatile styles. This past spring, AMERICAN LEATHER introduced a few enhanced features on the Comfort Sleeper, including a solid outside back, zero wall proximity and a 30-40 pound lighter mechanism than the original design. Consumers will have the benefit of leaving sheets on the bed when it's in a closed position, and the mattress sections are also removable for cleaning.

“We are pleased to be able to offer a stylish sofa sleeper that is comfortable as both a bed and a sofa,” said AMERICAN LEATHER president and founder, Bob Duncan. “The lack of comfort has always been a criticism of sofa beds and we believe this design resolves that issue and sets a new standard for sofa sleepers.”

Designers Biography

Barbara Tiffany grew up in Larchmont, New York, attended Wellesley College, and graduated *magna cum laude* from Barnard College. She founded a regional magazine, *Westchester*, and established a career in space planning. Corporate clients included Saks Fifth Avenue, the Manhattan Theater Club, and the New York City Off-Track Betting Corporation.

Robert Tiffany was born in Sayre, PA, attended Cornell University School of Electrical Engineering, and after two years, transferred to the Rhode Island School of Design. He was a member of the R.I.S.D. European Honors Program and received his BFA with a certificate in Industrial Design. He has been Director of Design for a manufacturer of high-end contract furniture and for a producer of decorative wall accessories and innovative injection-molded furniture.

Barbara and Robert Tiffany have been collaborating since 1976, sharing the design process. Robert is also responsible for engineering while Barbara directs their marketing. In 1976, they brought flip-out convertible seating of polyurethane foam to the American public, designing and marketing this innovative concept for the Sherwood Corporation.

The National Home Fashion League recognized the Tiffany's work by honoring them in the 1984 Salute to Achievers in the Home Furnishings Industry. That same year they won the Daphne Award for Upholstered Furniture for a convertible sofa, which housed their patented convertible mechanism.

Tiffany and Tiffany have developed hundreds of products, from mass-market tubular steel for Amisco to high-end designer showroom and contract products for such manufacturers as AMERICAN LEATHER, Preview, Directional, Thonet and Jack Lenor Larsen. Many of their designs in bent laminated wood for Plycraft appear regularly on movie and TV sets.

In 1992 they launched *The Spirit Collection*, a line of unique upholstered seating, which they design and manufacturer. In 2000 *The Spirit Bench*, based on the principle of the Jeffersonian wall, was introduced. Its bold, contemporary design is realized in plantation-grown teak and stainless steel for outside use. In 2001, the bench garnered two awards: The Adex Platinum Award and The American Furniture Manufacturers Association's *Design Excellence Award* for Casual Furniture.



FIGURE 41. Robert and Barbara Tiffany

Manufacturer Description

Founded in 1990, Dallas-based AMERICAN LEATHER is both a design leader and a technology innovator in the manufacture of custom leather upholstered furniture. The company's products, delivered in four weeks, are made to order with a choice of 70 styles and 70 colors.

Specializing exclusively in the design and manufacture of made-to-order, fine-quality leather furniture, AMERICAN LEATHER markets a broad wholesale line worldwide.

AMERICAN LEATHER's standard line of contemporary, traditional and transitional furniture consists of more than 70 styles.

The AMERICAN LEATHER standard series is segmented into the "Continental Collection," with unidirectional webbing, high density, high resiliency foam and hardwood frames; and the "Classic Collection," which includes eight-way hand-tied suspension, down seat cushions and double-doweled hardwood frames.

In addition, the new AMERICAN LEATHER STUDIO collection consists of original styles by renowned international designers, including Jena Hall, Rick Lee, Vladimir Kagan and John & Mark Mascheroni. The designer leather collection features an exclusive grouping of fashion colors coordinated for the AMERICAN LEATHER STUDIO collection. Standard shipment time is four weeks or less.

All styles are available as sofas, loveseats, chairs and ottomans, and many styles are offered as sectionals and as sleeper units.

To maximize quality and efficiency in manufacturing, AMERICAN LEATHER uses a combination of state-of-the-art technology blended with the skill of over 200 trained craftsmen.

AMERICAN LEATHER is the nation's only leather furniture specialist to utilize computerized, automated cutting systems in both leather and wood part fabrication.

The company is also the first to adopt cellular manufacturing techniques, which is key in efficiently, and effectively turning high quality, special-order products.

AMERICAN LEATHER distributes its line of furniture throughout the U.S., Canada and Mexico. With over 600 retail partners in North America, the company has also expanded its line into Western Europe and Japan.



**HICKORY
SPRINGS®**
— MFG. CO. —

**Congratulations
2002 Pinnacle Award
Winners!**

**from Hickory Springs Mfg. Co.,
2002 Stationary Upholstery
Category Sponsor**

TRE'/8843

Winner—Stationary Upholstery

Judges Citation

“Dramatic contrast integrating end tables for architectural design.”

Designer

Nancy Genova
13747 Midway Street
Cerritos, CA 90703
Phone: 562.926.0508 FAX: 562.926.5846
nancyg@johncharlesdesigns.com

Manufacturer

John Charles Designs
Attn: Matt Genova, Sales Manager
13747 Midway Street
Cerritos, CA 90703
Phone: 562.926.0508 FAX: 562.926.5846
mattg@johncharlesdesigns.com

Retail Price

\$2,995

Product Description

Design based upon a concept of threes (3's)...hence, the name “Tre”

Style- Classic contemporary

Simplicity- Clean, simple lines

Sensibility- The perfect mix of form and function

This sectional is another example of JCD incorporating wood case components into a design to make a symbiotic statement uniting accent pieces to our furniture.

Specifications-

Frame: Alder wood

Double dowelled, Glued, Stapled, Corner Blocked

Suspension: Pirelli webbing for seat and back

Seating: HR Poly for seats and backs

Side Pillows: Blown Poly



FIGURE 42. TRE/8843

Designer Biography**FIGURE 43. Nancy Genova**

Born in Fall River, Massachusetts to immigrant parents, Nancy had no formal training in the design field. She became interested only after moving to California and marrying John Genova Sr., who had family in the furniture business. As John Sr. was on the road selling, Nancy taught nursing, opened an interior design firm and raised 2 children, John Jr. and Matt. It was during this time that Nancy developed her signature style and transcended her knack for elegant design to her customers' lives.

In 1977, Nancy & 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 the opportunity to provide a booming sleeper industry with better looking, fashion forward styles. The design direction adopted for this new avenue was definitively Nancy.

Serving as Director of Design at John Charles Designs, she 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 continue to be the driving force.

Until recently, Nancy's private nature kept her name obscurely amongst the design community. But after 25 years, she has finally found some room to breathe the air and enjoy the accolades that are deserved for her dedication to true design.

Manufacturer Description

John Charles Designs is a family owned and operated company headquartered in Southern California. Since 1977, we have been manufacturing finely crafted upholstered furniture for retail stores, design showrooms, hotels, and independent designers. Our mission is to provide furniture that is designed to anticipate the potential of years ahead, as well as reflect the time-tested elements of years past. John Charles Designs' furniture is designed to recognize, to nurture and to celebrate personal identity. We are in the business of providing unique and original furniture that combines human comfort with the natural beauty of our environments. We continually strive to exceed our customers' expectations and to enrich the lives of all of those around us.

Pietro/254

Finalist—Stationary Upholstery

Designer

Nancy Genova
13747 Midway Street
Cerritos, CA 90703
Phone: 562.926.0508 FAX: 562.926.5846
nancyg@johncharlesdesigns.com

Manufacturer

John Charles Designs
Attn: Matt Genova, Sales Manager
13747 Midway Street
Cerritos, CA 90703
Phone: 562.926.0508 FAX: 562.926.5846
mattg@johncharlesdesigns.com

Retail Price

\$2,499

Product Description

The design direction for the Pietro sofa was derived from Nancy's wishes to create a dramatic angular piece that did not translate as merely a simple box. This concept took shape as an octagonal wood base configuration was designed to fit together like a "puzzle" when employing several units. From this conceptual footprint, a chrome detail was added and a tightly tailored body silhouetted the base and defined the lines. The sofas were meant to create unique angles when facing each other, standing alone or connecting 2 sofas together with the use of a corner table (not shown).

Specifications-

Frame: Alder Wood

Double dowelled, Glued, Stapled, Corner Blocked

Suspension: No-Sag Spring for seat; webbed back

Seating: Dual laminated Ultra Flex seat

Pillows: Blown Poly



FIGURE 44. Pietro/254

Designer Biography**FIGURE 45. Nancy Genova**

Born in Fall River, Massachusetts to immigrant parents, Nancy had no formal training in the design field. She became interested only after moving to California and marrying John Genova Sr., who had family in the furniture business. As John Sr. was on the road selling, Nancy taught nursing, opened an interior design firm and raised 2 children, John Jr. and Matt. It was during this time that Nancy developed her signature style and transcended her knack for elegant design to her customers' lives.

In 1977, Nancy & 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 the opportunity to provide a booming sleeper industry with better looking, fashion forward styles. The design direction adopted for this new avenue was definitively Nancy.

Serving as Director of Design at John Charles Designs, she 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 continue to be the driving force.

Until recently, Nancy's private nature kept her name obscurely amongst the design community. But after 25 years, she has finally found some room to breathe the air and enjoy the accolades that are deserved for her dedication to true design.

Manufacturer Description

John Charles Designs is a family owned and operated company headquartered in Southern California. Since 1977, we have been manufacturing finely crafted upholstered furniture for retail stores, design showrooms, hotels, and independent designers. Our mission is to provide furniture that is designed to anticipate the potential of years ahead, as well as reflect the time-tested elements of years past. John Charles Designs' furniture is designed to recognize, to nurture and to celebrate personal identity. We are in the business of providing unique and original furniture that combines human comfort with the natural beauty of our environments. We continually strive to exceed our customers' expectations and to enrich the lives of all of those around us.

1256 Comet-Y Club

Finalist—Stationary Upholstery

Designer

Vladimir Kagan
1185 Park Avenue
New York, NY 10128
Phone 212.289.0031 FAX: 212.360.7307
vladkagan@aol.com

Manufacturer

Preview
Attn: Sharon Bosworth, Executive vice President
300 Fraley Road
High Point, NC 27263
Phone 336.887.3024 FAX: 336.887.5083
bosworthbreed@aol.com

Retail Price

\$2,800 for four piece group; chaise, \$850

Product Description



FIGURE 46. 1256 Comet-Y Club

Comet-y Club (style#1256) is a Vladimir Kagan exclusive for Preview Furniture. In Comet-y Club Kagan explores two of his favorite themes: outer space shapes- the base is in the shape of a comet; and mid century line work- the elongated bent wood arms come to us direct from the 1950's. Comet-y Club is true to its name in several ways. Not only shaped like a comet, the pieces and parts club together to form bentwood armed sectionals and modulares. Also available as sofa, love seat and chair or chaise.

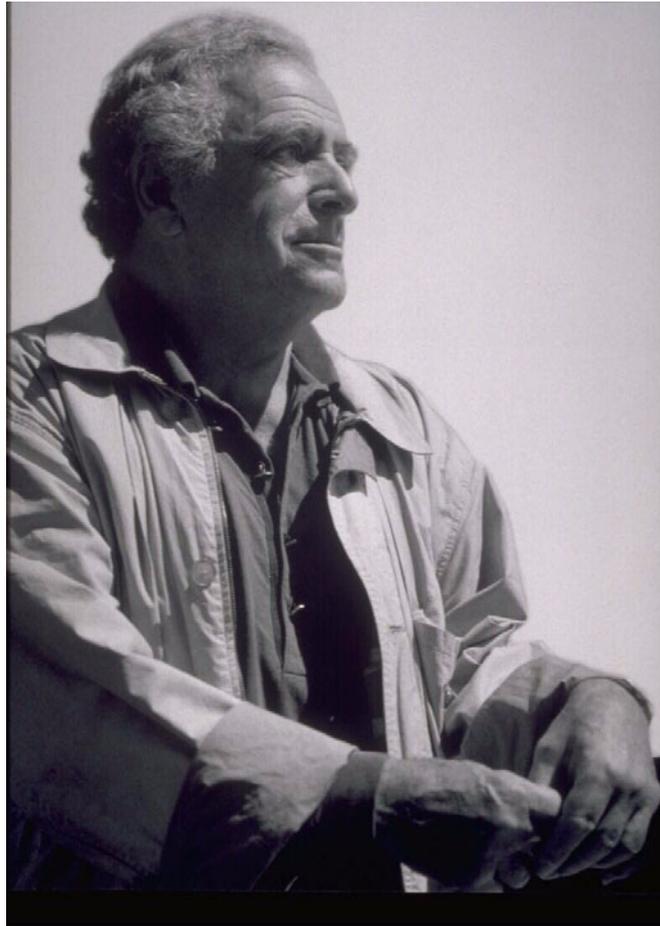


FIGURE 47. Vladimir Kagan, ASFD

Designer Biography

Vladimir Kagan, one of the pioneers of modern design, brings his love of architecture and sculpting to the new *Kagan Collection* for AMERICAN LEATHER STUDIO, a line of contemporary and uniquely modern furniture.

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 57th 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 21st Century sensibilities with his trademark organic shapes while maintaining the highest standards of workmanship.

Manufacturer Description

Preview Furniture located in High Point, North Carolina, has explored the evolving and expanding world of contemporary upholstery for the past 25 years. Shape is what we are known for...curving pieces with unexpected angles and planes are business as usual for Preview. All frames are constructed of kiln dried 5/4 inch hardwood or with hardwood plywood. Shaped foam is used to create the sculpted look of Preview pieces.

Chairs are a major element in contemporized interiors because chairs are an economical, basic component that can totally energize a room. Some of our clients' favorite chairs designed by Vladimir Kagan are the Cork Screw chair and the Catapult Chair. Our line includes a growing number of recliners and Home Theater pieces including Kagan's Oscar Home Theater collection

Sofas are a mainstay of Preview's upholstery collection. One of our most famous sofas, The Bilbao, was designed by Kagan who named it after the city in Spain, Bilbao, where legendary architect Frank O.Ghery's inspirational Guggenheim museum was built in 1997. Kagan credits the insight for the sofa to the first view he had of the museum building in 1998.

Padova/358

Finalist—Motion Upholstery

Designer

Jack R. Lewis, ASFD
5333 Maple Hill Ave
Grand Rapids, MI 49546
Tel. 616.450.2054
Email: jackroxy@altelco.net

Manufacturer

La-Z-Boy, Inc.
Attn: Stephanie DiMarzio, Product Manager, Major Upholstery
1284 N. Telegraph Road, Monroe, MI 48162
Tel 734.457.3282; Fax 734.457.3411
email stephanie.dimarzio@la-z-boy.com

Retail Price

\$1,599



FIGURE 48. Padova/358

Product Description

With a stationary upholstery line as comprehensive as La-Z-Boy's, we occasionally have the opportunity to make a style statement while addressing certain market segments beyond the very basic. Style #358 "Padova" fits into that category - combining fresh design elements, great proportions, and unique configurations to

really expand our customer base. "Padova" takes its cue from the growing popularity of chaise-end sofas and sectionals. It is really two pieces of furniture - one unit comprises the end and middle seats, and the other is the chaise end. Flowing curves throughout and a slightly edgy arm design are sure to make the "Padova" stand apart in the marketplace. Bigger than a sofa, but smaller than a full sectional, "Padova" combination of style and scale is going to be 'just right' for many of your customers.

Designer Biography

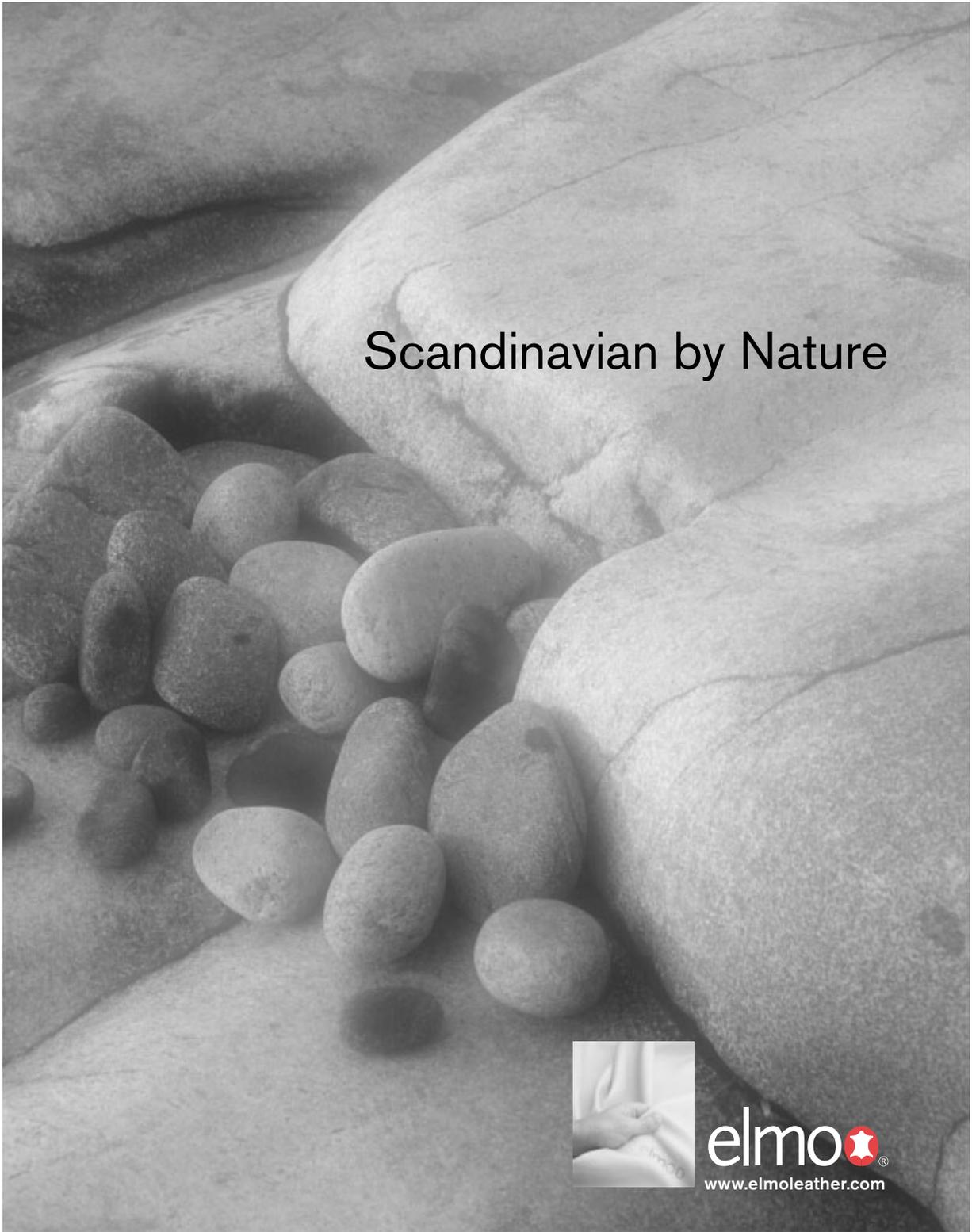
Jack Lewis, ASFD, graduated with a BFA degree from Kendall College of Art and Design after having studied architecture in Grand Rapids, Michigan and in London, England. He has specialized in designing upholstered furniture for over fifteen years, and has been awarded several accolades including 3 Pinnacle awards; a 'best of category' award from the Birmingham; England furniture exposition, and a 'better by design' award from 'Better Homes and Gardens' Magazine. His designs have appeared in numerous shelter and trade magazines, and he holds 16 US and Canadian design patents. Mr. Lewis' designs for La-Z-Boy are currently marketed in over 60 countries around the world. He resides in Grand Rapids, Michigan, with his wife and three daughters.



FIGURE 49. Jack R. Lewis, ASFD

Company Description

La-Z-Boy, which is headquartered in Monroe, Mich., is the nation's largest single 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 the company's 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 (NYSE, PCX: LZB), the nation's largest furniture manufacturer.



Scandinavian by Nature



elmo 
www.elmoleather.com

Guggenheim

Guggenheim

Winner—Leather Upholstery

Judges' Citation

"Curvilinear, bold contemporary design with versatile configurability"

Designer

Rick Lee, ASFD
142 Russ Street #5
San Francisco, CA 94103
Phone: 415:551.0013 FAX 415.551.0012
rick.lee3#worldnet.att.net

Manufacturer

American Leather
Attn: Bob Duncan, President
3700 Eagle Place Drive #100
Dallas, TX 75236
Phone: 972/296.9599 FAX: 972.296.8859
bobduncan@americanleather.com

Retail Price

\$5,000 up, depending on leather



FIGURE 50. Guggenheim

Product Description

The Guggenheim, designed by Rick Lee for AMERICAN LEATHER, is a skillfully crafted collection that not only provides sectional seating, but is also a modular system that consists of seating comfort and storage capabilities. The corresponding modular bookcase is designed to match the curves of the sectional, and can be stacked and added to, as needed, to fit the sofa configuration.

The Guggenheim allows consumers to create their own seating arrangement, with a movable end section that can be used as an ottoman or can create a chaise lounge setting. This flexibility allows the Guggenheim to work in small or large space so it is universal for any room set-up.

Lee's design creates a totally new interior landscape, which is simple and sculptural yet is based on a geometry of concentric circles. The Guggenheim is shown in a new leather, Carnival Oyster by Tigre with Ultrasuede® Orange pillows. A second version is shown in Bison Brown by Elmo with Ultrasuede® Bisque pillows. Retail price is \$5000 on up, depending on the configuration of the sectional and grade of the leather.

Designer Biography

Rick Lee is a San Francisco-based designer noted for the intuitive, multi-cultural sensibility he brings to his creations. Rick was born in the Orient and spent his formative years in both Asia and the United States, providing him with an international perspective for his modern designs.

Rick won two design awards before graduating from the University of Illinois in 1986. He later established his own firm in Chicago and designed furniture for several manufacturers while providing consultation for various design firms in the Midwest.

In 1989, Rick moved to Milan, Italy where he collaborated with many influential designers, architects and furniture manufacturers. Drawing from the richness of one of Europe's top design centers, Rick worked on a wide array of projects that challenged and expanded his design talents and his knowledge of other cultures and ways of life. The blending of these diverse influences has enabled Rick to create a truly international style.

Today, from his studio in San Francisco, Rick's work throughout the United States, Europe and Asia focuses on furniture and lighting design, but he also handles select interior, cultural and industrial design projects. Through his creative and flexible approach to design, Rick discovers innovative solutions for his clients' needs.

Rick's latest collaboration is with design leather furniture leader, AMERICAN LEATHER. Influenced by his melting pot of experiences, Rick's design style is simple and playful yet with sophisticated twists. His true talent in design is his ability to combine art and function to create beautiful form. Rick's designs are for today but will also be the inspired classics of tomorrow.

Rick Lee and his designs have been featured in a variety of media, including *Interior Design*, *House Beautiful*, *House & Garden Magazine*, *Design Fusion*, *New York Times*, *Chicago Tribune* and the *San Francisco Chronicle*, among others.



FIGURE 51. Rick Lee, ASFD

Manufacturer Description

Founded in 1990, Dallas-based AMERICAN LEATHER is both a design leader and a technology innovator in the manufacture of custom leather upholstered furniture. The company's products, delivered in four weeks, are made to order with a choice of 70 styles and 70 colors.

Specializing exclusively in the design and manufacture of made-to-order, fine-quality leather furniture, AMERICAN LEATHER markets a broad wholesale line worldwide.

AMERICAN LEATHER's standard line of contemporary, traditional and transitional furniture consists of more than 70 styles.

The AMERICAN LEATHER standard series is segmented into the "Continental Collection," with unidirectional webbing, high density, high resiliency foam and hardwood frames; and the "Classic Collection," which includes eight-way hand-tied suspension, down seat cushions and double-doweled hardwood frames.

Marilyn 72-7774

In addition, the new AMERICAN LEATHER STUDIO collection consists of original styles by renowned international designers, including Jena Hall, Rick Lee, Vladimir Kagan and John & Mark Mascheroni. The designer leather collection features an exclusive grouping of fashion colors coordinated for the AMERICAN LEATHER STUDIO collection. Standard shipment time is four weeks or less.

All styles are available as sofas, loveseats, chairs and ottomans, and many styles are offered as sectionals and as sleeper units.

To maximize quality and efficiency in manufacturing, AMERICAN LEATHER uses a combination of state-of-the-art technology blended with the skill of over 200 trained craftsmen.

AMERICAN LEATHER is the nation's only leather furniture specialist to utilize computerized, automated cutting systems in both leather and wood part fabrication.

The company is also the first to adopt cellular manufacturing techniques, which is key in efficiently, and effectively turning high quality, special-order products.

AMERICAN LEATHER distributes its line of furniture throughout the U.S., Canada and Mexico. With over 600 retail partners in North America, the company has also expanded its line into Western Europe and Japan.

Marilyn 72-7774

Finalist—Leather Upholstery

Designer

Darrell G. Lowman, ASFD and Lewis A. Mabon, ASFD
Ehtan Allen Inc. Maiden Division
PO Box 127, South Main Avenue
Maiden, NC 28650-0127
Phone 828.428.9941 FAX: 828.428.3051
lmabon@ethanalleninc.com

Manufacturer

Ethan Allen Inc.
Attn: Kelly Maicon, Manager Public Relations
Ehtan Allen Drive, PO Box 1966
Danbury, CT 06813-1966
Phone: 203.743.8575 FAX: 203.743.8214
kmaicon@ethanalleninc.com

Retail Price

\$2.999

Product Description



FIGURE 52. Marilyn 72-7774

Designer Biography

Darrell G. Lowman, ASFD

Having been in the industry since the mid-sixties, my background is solidly based in viewing design with a manufacturing eye. I have worked on many levels from case goods detail draftsman to Upholstery Development Manager for Drexel Furniture Co. As an upholstery specialist, I have designed products at many price levels from low to high end. Today I still enjoy drawing the frame construction myself for most designs. I believe that good design of upholstery begins with the proper frame and “hidden” components not just the surface treatments. Color catches the eye, styling holds the attention, and comfort makes the sale!

After working in staff positions in the corporate world for almost twenty years, I established my company in 1984. My background in casegoods and upholstery led to extensive work with wicker and rattan design. I like to think of myself as a “Transitionalist” always searching for new materials, new methods and new uses for existing materials. This has led to design of several collections of fine outdoor furniture for major manufacturers. They include use of steel, stainless steel, aluminum, teak, vinyl and resins.

In 1993 I converted to the use of Autocad for designing and engineering of our products. Coupled with fast internet and other computer gadgets it’s now possible to provide fast, quality service to clients almost anywhere in the world.

As a member of the American Society of Furniture Designers, I have served as Vice President and twice as a member of the Board of Directors.

Lewis Mabon, ASFD

Lewis Mabon has been a proud member of the American Society of Furniture Designers for two decades. He pursued an educational plan as prescribed by Walter Gropius of the Bauhaus Movement, emphasizing the importance of learning production processes. Mabon holds several degrees and is currently working on his MBA at High Point University. He has been the staff upholstered furniture designer at Ethan Allen for four years. Prior to EA, he was a staff upholstered furniture designer at Henredon, primarily responsible for the *Ralph Lauren Home Collection*. His design inspirations come from nature which he enjoys as an avid backpacker. Natural forms are tempered by historic furniture elements gleaned from his 25 hundred volume personal furniture library. Having originally trained with pencil on vellum, he now draws with state-of-the-art 3D CAD. Mabon has been awarded multiple patents for his designs, and received a Merit Award at the 2002 *Under the Covers Design Competition*.

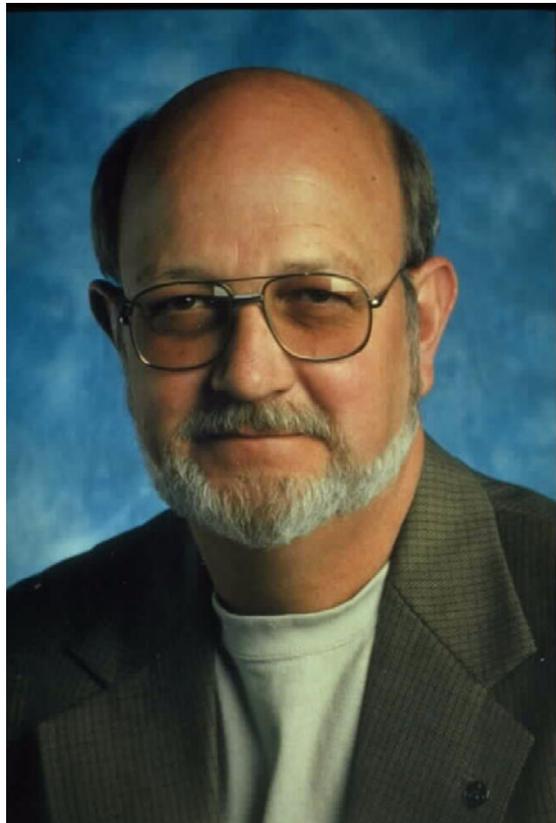


FIGURE 53. Darrell G. Lowman, ASFD

Manufacturer Description

At Ethan Allen, we're dedicated to providing consumers with superior home furnishings at affordable prices. We support our innovative Classic and Casual indoor and outdoor furnishings with a commitment to friendly service that reaches beyond the expected. These factors uniquely position us as a dominant national force in the fragmented home furnishings marketplace, and that's why today "Everyone's at home with Ethan Allen."

Since 1932, Ethan Allen has been devoted to helping consumers create beautiful, comfortable homes. As a total home furnishings resource, we offer everything consumers need to furnish a home. Over the past decade, we've expanded our product lines across two basic style categories: Casual, appealing to today's more relaxed lifestyles, and Classic, for those desiring more traditional furnishings.

Our unique structure, with a strong, dedicated retail network of over 300 stores, has allowed us to manage the design, manufacturing and delivery of our products. With more than 5,000 experienced craftspeople in 18 plants and 3 saw mills, Ethan Allen continues to manufacture the majority of its products in America. Balancing the timeless quality of hand-craftsmanship with the efficiency of New-Age technology, we're dedicated to maintaining high-quality standards at the best possible values.

Today, over 10,000 people from sales managers to interior designers are associated with Ethan Allen. While their professions differ, they share a unified goal of making the Ethan Allen products and shopping experience exceptional.

From craftsmanship to on-line marketing, our commitment to excellence is at the heart of everything we do. Ethan Allen continues to be dedicated to its almost seven decade reputation for exceptional quality and attentive service. It's what sets us apart, and it's another reason why "Everyone's at home with Ethan Allen."

Museum Bench

Museum Bench

Finalist—Leather Upholstery

Designer

GRID2 International
Attn: Dimitri Vermes
216 East 45th Street
New York, NY 10017
Phone: 212.557.4743 FAX: 212.557.9192
marketing@grid2.com

Manufacturer

American Leather
3700 Eagle Place Drive, Suite 800, Dallas, TX 75236
972.296.9599 FAX: 972.296.8859
Tel/Fax: 972.296.9599/8859
bobduncan@americanleather.com

Retail Price

41" x 21" Rectangle—\$1,400-1,700
41" Square—\$2,300-2,800

Product Description



FIGURE 54. Museum Bench

The Museum Bench by AMERICAN LEATHER showcases the latest in multi-functional leather seating design. Designed for AMERICAN LEATHER by Grid2/International in New York, the Museum Bench is a table ottoman furniture piece that is designed to function as both a true tabletop and as an ottoman.

The Museum Bench is available in a square or a rectangular configuration, and features removable and reversible cushions / tabletop squares. One side of the square is a leather cushion (for the bench or ottoman function), and the other side is a wooden tray (for table use).

The wooden tray side has handles on the sides, which allow consumers to easily flip the square to its cushion side, or take it out of the bench compartment and place it in one's lap for true "TV-tray" usage.

The Museum Bench stands on tall aluminum legs, which enables the Bench to stand 17" high. Consumers can choose from AMERICAN LEATHER's more than 70 leathers and more than 90 Ultrasuede™ fabrics for the upholstered sections. The wood is available in natural maple.

Designer Biography

SUMMARY

Mr. Roberts has over 30 years experience in the design and retail industries and has directed many major international projects. He is the recipient of numerous design awards, and has work included in the permanent collection of the Museum of Modern Art (NY) and the London Science Museum. In 1990, Mr. Roberts founded NY-based GRID2 International, a team of strategic retail consultants and designers. He oversees the team and contributes his marketing and design expertise to every project. Mr. Roberts is a frequent lecturer on topics relating to retailing, branding and design and is a professor at Parsons School of Design where he teaches Design & Management.

EXPERIENCE

- - Grid2 International, President
- - Hambrecht Terrell International, Senior Vice President
- - Michael Peter's Group, Joint Managing Director
- - Landor Associates, Vice President
- - Saxon Stores, Director of Design
- - Conran Habitat (England), Partner

AWARDS

- - Royal Society of Arts Design Award
- - Design Centre Award (London, England)
- - Institute of Typographical Awards
- - Science Museum Collection (London, England)
- - Museum of Modern Art, Permanent Collection
- - Airie Award - Center for Airport Management

Museum Bench

- - Proctor & Gamble 2001 Award of Excellence
- - ISP VM+SD 2001 Best Specialty Store Design, World Duty - Free, San Ysidro, CA
- - ISP VM+SD 2001 Best Supermarket, Giant Foods Inc. - freshgo- Rockville, MD
- - Identity Magazine 1997 Award for Excellence - Store Identity - Pasqua Coffee
- - Visual Merchandising & Store Design 1997 - Best Image, Identity & Collateral Design -
 - Pasqua Coffee Bars
- - ISP VM+SD 1996 Best International Store Design - UPS

EDUCATION

- - Post Graduate Research - Royal College of Art (London, England)
- - MA Hornsey College of Art & Design (London, England)
- - BA Central School of Art & Design (London, England)
- - BA Southern Regional College of Art, Technical Illustration (Southampton, England)



FIGURE 55. Martin Roberts, GRID2 International

Manufacturer Description

Founded in 1990, Dallas-based AMERICAN LEATHER is both a design leader and a technology innovator in the manufacture of custom leather upholstered furniture. The company's products, delivered in four weeks, are made to order with a choice of 70 styles and 70 colors.

Specializing exclusively in the design and manufacture of made-to-order, fine-quality leather furniture, AMERICAN LEATHER markets a broad wholesale line worldwide.

AMERICAN LEATHER's standard line of contemporary, traditional and transitional furniture consists of more than 70 styles.

The AMERICAN LEATHER standard series is segmented into the "Continental Collection," with unidirectional webbing, high density, high resiliency foam and hardwood frames; and the "Classic Collection," which includes eight-way hand-tied suspension, down seat cushions and double-doweled hardwood frames.

Museum Bench

In addition, the new AMERICAN LEATHER STUDIO collection consists of original styles by renowned international designers, including Jena Hall, Rick Lee, Vladimir Kagan and John & Mark Mascheroni. The designer leather collection features an exclusive grouping of fashion colors coordinated for the AMERICAN LEATHER STUDIO collection. Standard shipment time is four weeks or less.

All styles are available as sofas, loveseats, chairs and ottomans, and many styles are offered as sectionals and as sleeper units.

To maximize quality and efficiency in manufacturing, AMERICAN LEATHER uses a combination of state-of-the-art technology blended with the skill of over 200 trained craftsmen.

AMERICAN LEATHER is the nation's only leather furniture specialist to utilize computerized, automated cutting systems in both leather and wood part fabrication.

The company is also the first to adopt cellular manufacturing techniques, which is key in efficiently, and effectively turning high quality, special-order products.

AMERICAN LEATHER distributes its line of furniture throughout the U.S., Canada and Mexico. With over 600 retail partners in North America, the company has also expanded its line into Western Europe and Japan.

Golden Eye Red

Winner—Accessories

Judges' Citation

"Hand-crafted aesthetics in a widely available product. Intricate blending of color in a variety of interesting shapes."

Designers

Chip Scarborough/Tony Evans
PO 1212
Healdsburg, CA 95448
Phone: 707.433.9392 FAX: 707.433.7024
vic@evansdesigns.com

Manufacturer

Evans Designs
Attn: Vic Caldwell, Sales Manager
PO 1212
Healdsburg, CA 95448
Phone: 707.433.9392 FAX: 707.433.7024
vic@evansdesigns.com

Retail Price

\$120-560/Group

Product Description

Golden Eye Red; is a swirl of gold leaf, calligraphy style, with red accents on an iridescent background. All patterns are hand-painted directly on the glass. The background iridescent color is "kinetic" and changes as you move by the glass. The inspiration for this comes from dichroic optical glass. All of this handwork is then fired on for permanency. The technique is applied to both slumped glass chargers and blown glass vases. Each piece is signed and authenticated as an Evans work.



FIGURE 56. Golden Eye Red

Designer Biography

Chip graduated from UCLA in 1969 with a major in pictorial Arts with a focus in printmaking and a minor in history. He printed editions of etchings, wood engravings and wood arts for galleries and individual private clients in Los Angeles.

In 1972 he and his family relocated to Northern California. Here he has painted, worked as a steel fabricator, machine designer, kiln builder and completed commissioned works of sculpture, jewelry and installation pieces.

Since 1991 he has worked as Chief Designer for Evans Designs, a major force in the ceramics and glass sectors of the global accessory markets. In 1997 he started contributing to Fusion Z.



FIGURE 57. Chip Scarborough

Manufacturer Description

We are a group of Artists, Designers and Craftspeople, designing Fine Decorative Accessories in the medium to high-end price points. Our organization is a combination of high quality original design art pieces and professional business practices. We not only produce signed pieces for discerning customers but also have some of the best customer service, packing and sales representatives in the industry.

An immense amount of hand work goes into each piece; whether we are pulling Raku from the kilns, blowing art glass, or applying metal leaf and other hand-painted finishes.

Our Design Team creates over 200 new pieces each year. New skills and technologies are constantly being created.

Urban Rainforest

Finalist—Accessories

Designer

Joe Gordy
PO Box 847
Brewton, AL 36427
Phone: 251.867.7077 FAX: 251.867.2525
ndi@ndi.com

Manufacturer

Natural Decorations, Inc.
Attn: Molly Ruzic, Advertising Admin.
PO Box 847
Brewton, AL 36427
Phone: 251.867.7077 FAX: 251.867.2525
mruzic@ndi.com

Retail Price

Approx \$298

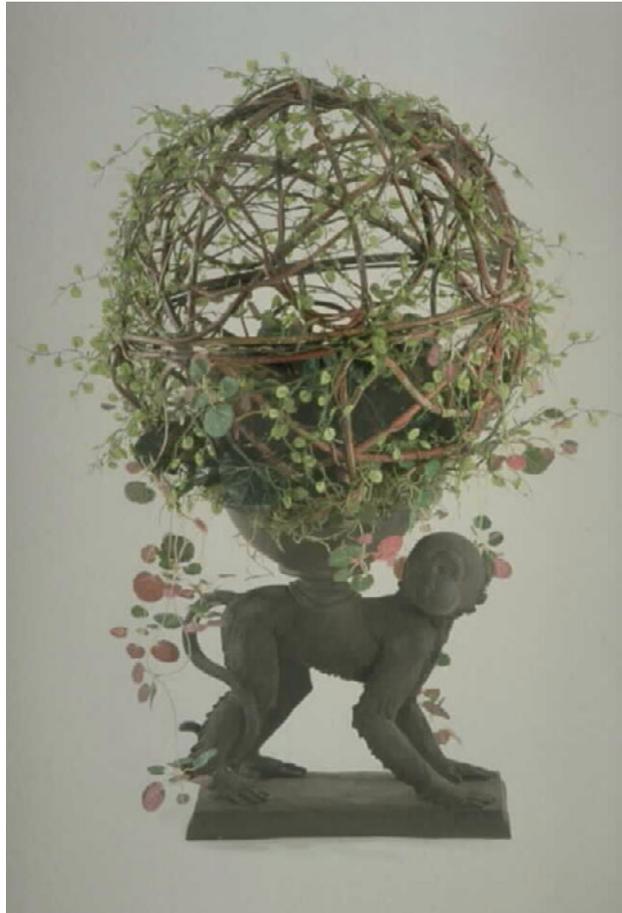


FIGURE 58. Urban Rainforest

Product Description

Rainforests are home to more than half of the world's plant and animal species. Sadly, these once thriving habitats are rapidly being depleted, endangering the future of countless plants, flowers, birds, frogs and other animals. In recognition of the exceptional beauty of the tropical environment, and in an effort to promote public awareness to this problem, Joe Gordy, NDI's president and director of product development, announces the Urban Rainforest collection.

Among the highlights of this collection is this outstanding centerpiece of a rainforest monkey caring the weight of a twig globe, symbolizing our green Earth. This is a reminder that our global existence is dependent upon these lands that continue to be destroyed. This particular piece has both contemporary and traditional design. "It is greatly versatile in terms of room settings," says Joe, "The vines and twigs are unusual and may be just as attractive in a woody library as in a contemporary setting with chrome, metal or glass. We wanted to do a collection reflecting the plants and flowers of this land that needs to be protected," says Joe Gordy, "and a portion of the proceeds will go to benefit The Rainforest Foundation."

Designer Biography



FIGURE 59. Joe Gordy, AIFD

JOE GORDY, AIFD, is one of the foremost floral artists in the United States. His design expertise covers a wide range of style and he is comfortable with any medium. However, his specialty is sculptured and traditional designs where the distinctive forms of fresh and fabric flowers are highlighted in creative interpretive forms.

In 1978 he joined the Knud Nielsen company, the leading importer and manufacturer of dried material and flowers, located in Evergreen, Alabama and was Director of Product Development for eight years.

Currently Gordy is President, and Director of Product Development of NDI, Natural Decorations, Inc., a manufacturer of fine fabric floral designs and botanical reproductions in Brewton, Alabama.

He has designed for numerous national publications and catalogs, such as, [Florist Transworld Delivery Guide](#), [American Floral Services Sales Center](#), [John Henry](#)

Counter Sales Books, Professional Florist and Flowers & and Florist Magazine, and of course the NDI catalog. As a professional floral artist, Gordy appears on design panels and schools throughout North and Central America, Europe, and Asia.

On several occasions Gordy has been a featured designer for the prestigious American Institute of Floral Designers National and Regional Symposiums. Throughout his career Mr. Gordy has been awarded many honors; he was one of the three International judges selected for the 93rd Tournament of Roses Parade in Pasadena, California. In 1984, 1985, and 1986 he decorated the White House for Christmas and in 1986 he was a designer for the Statue of Liberty Rededication Ceremony in New York Harbor.

In 1980 Joe Gordy was inducted into the American Institute of Floral Designers. He was elected to the AIFD Board of Directors in 1982. He then served as National Vice President in 1984 and National President in 1985. In 1986 he was again elected to serve another term on the Board.

Joe is a member of the Royal Horticultural Society and is also on the Advisory Board of the Atlanta Flower Show. He is an FTD Design Instructor and a certified FTD Design Judge. In October 1988, Roses Incorporated presented Gordy with a "Friend of the Industry Award" for his tireless dedication to the floral industry.

In 1992, Gordy was the invited Designer to represent United States at the International Floral Design Exhibition in Essex, Germany.

Manufacturer Description

Natural Decorations, Inc. was founded in 1964 initially to showcase, in finished form, the founding company's primary products, which included dried flowers, natural pods and preserved grasses. Over the years NDI diversified its product line to include fabric botanicals, permanent trees on natural wood, and fabric floral reproductions.

In 1986, under the direction of Carol Gordy, AIFD now Chairman and CEO, Natural Decorations, Inc. underwent a change in management and philosophy as well. The goal was set to provide the finest fabric botanical reproductions at a fair yet profitable price. Equally as important was the establishment of a superior Customer Service program providing courteous and efficient service of which every NDI employee is a major part. The company has flourished due to the dedication of the NDI staff in developing the world-class design team headed by NDI President, Joe Gordy, AIFD, creating fabric botanical and floral reproductions of exceptional quality and workmanship dedicated to utilizing only those flowers and colors found in nature.

The Symphony Collection

Finalist—Accessories

Designer

Nancy Mills
12 Henshaw Street
Woburn, MA 01801
Phone: 781.933.0666 FAX: 781.932.7966
mysticvaly@aol.com

Manufacturer

Mystic Valley Traders
Kelie Federman, Marketing Director
12 Henshaw Street
Woburn, MA 01801
Phone: 781.933.0666 FAX: 781.932.7966
rondolais@attbi.com

Retail Price

\$3,432 for Queen Ensemble



FIGURE 60. The Symphony Collection

Product Description

Symphony is lush composition in celadon and gold. Five fabrics orchestrate the collection, including a velvet, two damasks, silk-like Shirred stripe and a velveteen / tapestry stripe; elegant trims include fine Celadon braid, flat Gold braid and Gold bullion fringe. The full Symphony Collection features a fitted coverlet, duvet, bedskirt, four European shams, a standard sham, 18" and 14" pillows, a boudoir pillow, a neckroll and a fabric throw. Tableskirts and Egyptian Cotton sheet sets are also available, as is an elegant Mini Bed. One of thirteen Custom Collections in the Mystic Valley Traders portfolio, Symphony ships within three weeks. Made in the USA. (Egyptian Cotton sheets are imported from Milan.)

Fabrics:

"Concerto" - paisley velveteen in poly / cotton

"Sonata" - celadon and gold damask in rayon / poly

The Symphony Collection

"Aria" - golden leaf-patterned damask in poly / olefin / rayon / cotton

"Harmony" - silky shirred luminescence in poly / nylon

"Toccata" - stripes of velveteen and tapestry in rayon / acrylic

All fabrics are also available in full yard increments.

Mystic Valley Traders manufactures luxury bedding ensembles with meticulous attention to detail in 13 Quick-Ship Collections and in 13 Custom Collections. Each collection is also available in a Mini Bed, one of life's little luxuries measuring 12" x 20" x 19-1/2" high.

Designer Biography



FIGURE 61. Nancy Mills

As President and Co-Founder of Mystic Valley Traders, co-owner Nancy Mills is the creative genius that conceives every element of every Mystic Valley Traders product (165 products in the Quick Ship Collections alone!).

Nancy achieved great reward with her first career, successfully raising her three sons and supplying her energies to volunteer work and town government. She served on the Winchester, MA School Board and Zoning Board of Appeals and was elected to Town Meeting. She helped generate significant funds annually for

ENKA, a Winchester society benefiting women and local needs. She also played competitive tennis.

It was with her third son in college that Nancy fortuitously encountered the Welsh wovens a friend brought home from Europe. Always an enthusiast for home furnishings, fabrics and textures, Nancy began her Mystic Valley Traders journey. When she and her business partner prepared to exhibit at the New York Bed, Bath & Linen Show in 1986, Nancy merchandised the woven coverlets as pillows with coordinating fabric backings. The pillows caught the eager eye of a longtime friend with a New York showroom. This chance reunion resulted in New York representation and a significant launch of the Mystic Valley Traders line.

Respected and admired by the furnishings industry, Nancy has since broadened the Mystic Valley Traders product selection as new channels opened. She introduced Quick Ships, Mini Beds, Egyptian Cotton Sheets and accessories as add-on customer services and sales tools. Each has turned into a successful product line that enhances the company's portfolio and sales.

Manufacturer Description

In 1984, Nancy Mills and a neighbor were captivated by woven woolens the neighbor had purchased on a trip to Wales. Welsh looms, still functioning after hundreds of years of use, were producing patterns that had been preserved as family traditions. The romantic story behind these blankets led the neighbors to explore the market for "antique" Welsh coverlets and throws in this country.

A modest investment allowed Nancy and her friend to obtain a sample inventory, and they achieved an encouraging level of success at local boutiques and school fairs. They worked with the weavers to develop patterns and colorways more appealing to the US market and began fashioning the coverlets into decorative pillows and tableskirts. New fabrics were introduced to the groupings as pillowbacks and bedskirts. Still operating as a cottage business, the two entrepreneurs invited Nettie Shansky to join them as Vice President and Treasurer. Soon after, Nancy and Nettie carried the company forward as co-owners and transformed Mystic Valley Traders from a small retail business to an importer, manufacturer and wholesale distributor.

As business grew, Nancy and Nettie remained attuned to customer style preferences. New products --- including duvets, bedskirts and pillows --- were introduced to enhance the Welsh woven coverlets and to create complete bedding ensembles. A significant turning point for the company came in 1990 when they introduced their collections at the International Home Furnishings Market in North Carolina. Mystic Valley Traders was the first accessory manufacturer to exhibit in this "furniture only" arena. Pioneering a union with bedroom furniture manufacturers proved successful, and Mystic Valley Traders built their reputation as an outstanding resource to fine furniture retailers as well as catalog houses and interior design professionals. The Quick Ship concept was added in 1992 to offer high-quality bed linens at great value and with immediate delivery.

Today, Mystic Valley Traders is a leading and award-winning manufacturer of high-end, top-of-the-bed linens and home furnishings. The original wovens have

Zeus Mirror

been replaced by beautiful fabric ensembles. Mystic Valley Traders' 26 Quick Ship and Custom Collections encompass a wide range of colors, patterns and textures using matelasses, linens, silks, damasks, velvets, chenilles and tapestries.

The company has been recognized for design excellence by three nationally acclaimed ADEX awards. Mystic Valley Traders products have been featured on House and Garden Televisions' "Room by Room" and PBS "Hometime." Collections have also been distinguished as "Top 100 Products" by *Accessory Merchandising Magazine*, a leading trade publication.

Zeus Mirror

Finalist—Accessories

Designer

Paul Grürer
832 Baronne, Apt 201
New Orleans, LA 70113
Phone: 504.722.6258 FAX: 504.581.2578
customerservice@flambeaulighting.com

Manufacturer

Flambeau Lighting
Attn: Scott McKearn, Vice President
212 S. 14th Street
Baton Rouge, LA 70802
Phone: 225.408.8207 FAX: 225.344.2973
scott@dauphinemirror.com

Retail Price

\$487.50

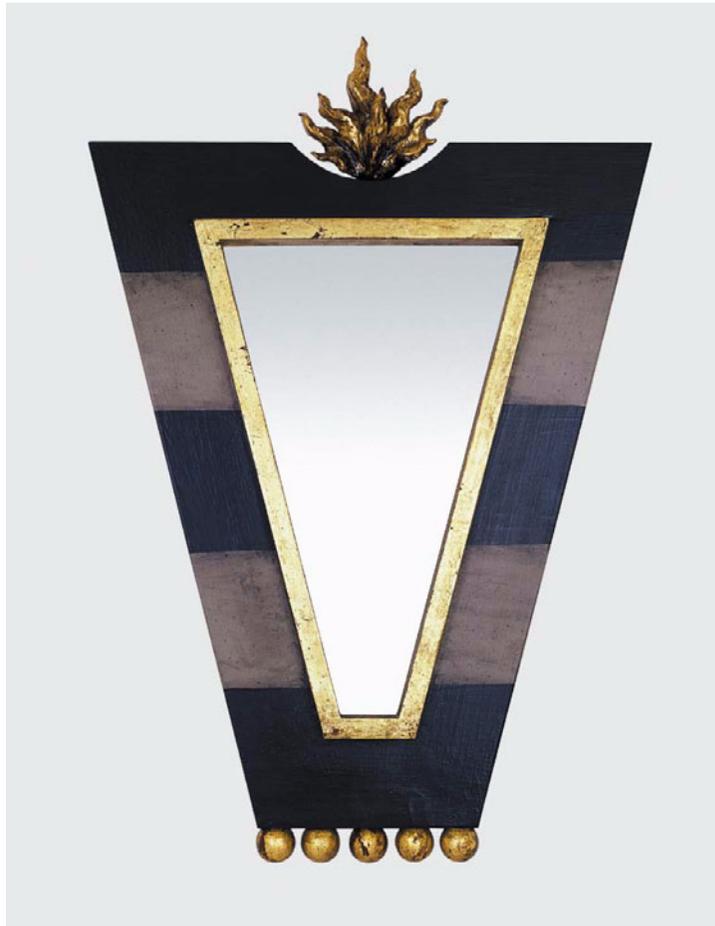


FIGURE 62. Zeus Mirror

Product Description

A flame finial crowns this triangular mirror, grounded with ball finials. The frame is finished with gray and black stripe paint and color wash, then trimmed in gold leaf.

Designer Biography

"I have always been influenced by the city of New Orleans. The patina of age and gentle decay has found its way into the finish of my work. Like the city, sophisticated, fun and always a little off center."-Paul Grüer

Much like his designs, the youthful Paul Grüer is a whimsical "old soul" type of artist whose work reflects his surroundings... the aged beauty of New Orleans filtered through his eye for contemporary style.

Whether as an art gallery director, sculptor or designer of fine jewelry, this long time resident of the "Big Easy" and his work have for years been an integral part of the New Orleans art scene. Chosen as the top artist in New Orleans and recipient

of the WYES Patron Artist Award, he has also been recognized nationally, winning Alpha Awards for his textile and lighting designs.

Grüer's use of lighting as an expression of his creativity first came about when a friend challenged him to create a chandelier to look like a pair of earrings he had designed for her. Pleased with the results, he soon began creating other sculptural lighting pieces inspired by his jewelry designs. For years, these one-of-a-kind, custom pieces were commissioned and sold only through a handful of select art galleries and interior designers. In 2001, Grüer entered into a licensing agreement with Flambeau Lighting to create an ongoing series of lighting and accessory pieces that would be crafted and finished by artisans in much the same manner as his original studio pieces.

Today, Paul Grüer's "Flambeau Lighting Collection" is a gallery of sculptural, functional art that also double as table lamps, floor lamps, chandeliers, mirrors and sconces; adding a touch of intrigue to any room.



FIGURE 63. Paul Grüer

Manufacturer Description

Flambeau is headquartered in Baton Rouge, Louisiana. It was founded in early 2000 by the McKearn family, owners of Dauphine Mirror Company. It was established to provide manufacturing and distribution for the artistic lighting creations of New Orleans sculptor/designer Paul Gr̄ier.

Authoritative. Comprehensive.

Penetrating.

Up-to-the-minute.

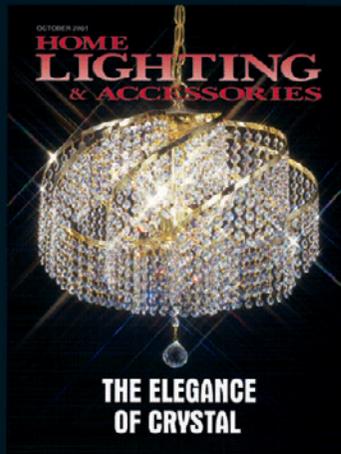
That's the kind of coverage readers
expect, and get, in

HOME LIGHTING & ACCESSORIES
each month.

Whatever your connection with **lighting** -
manufacturer, distributor, retailer,
component parts supplier, designer, specifier,
interior decorator - **the only publication**
you'll ever need is

HOME LIGHTING & ACCESSORIES!

For subscription information:
Subscription Department
HOME LIGHTING & ACCESSORIES
1011 Clifton Avenue
Clifton, New Jersey 07013
Tel: 973-779-1600
Fax: 973-779-3242
subscription@homelighting.com



For advertising information:
Deborah Schwartz
Marc Fink
advertising@homelighting.com

Visit our Web site: www.homelighting.com

Pierced Arc Lamps

Winner—Lighting

Judges' Citation

"Traditional materials crafted in a contemporary vein. Great value at an affordable price point."

Designer

George Chandler
Hubbardton Forge
Route 30, PO Box 827
Castleton, VT 05735
Phone: 802.468.3090 FAX:802.468.3284
info@vtforge.com

Manufacturer

Cathy Van Yperen
Hubbardton Forge
Route 30, PO Box 827
Castleton, VT 05735
Phone: 802.468.3090 FAX:802.468.3284
sales@vtforge.com

Retail Price

26-9472-\$200; 26-9471-\$187.50

Product Description

A steel arc sweeps up from the lamp base; a long hand-forged taper pierces the arc; parallel, yet juxtaposed, is the polished nickel rod...creating the sleek and angular look of Hubbardton Forge's "pierced arc" table lamp series. The 29" h. table lamp is finished with a rich terra or doeskin microfiber conical shade. The sister lamp elongates the lines, and can substitute a 10" deep empire shade to create unique 36" high buffet lamp.



FIGURE 64. Pierced Arc Lamps

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 sculpture Paul Aschenbach, they set to build a craft business around the art of blacksmithing.

Since these early beginnings George 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 we have grown the forge we have been able to slowly move ourselves and our customers toward designs that we hope are establishing new traditions."



FIGURE 65. George Chandler

Manufacturer Description

The history of The Forge is the transition of an art/craft studio, part time construction company, and welding shop to that of a manufacturer of hand crafted lighting and accessories. Today 150 employees in an 87,000 square foot plant in Castleton, Vermont are focused on meeting customer needs and exceeding customer expectations.

Through innovative design, lean manufacturing, and open book management Hubbardton Forge continues to build its reputation as a leading manufacturer of American-made lighting and accessories.

Fusion 233015

Finalist—Lighting

Designer

Mark McDowell
5770 Miami Lakes Drive East
Miami Lakes, FL 33014
Phone: 305.821.3850 FAX: 305.821.1564
mmcdowell@fineartlamps.com

Manufacturer

Fine Art Lamps
Attn: Ana Salazar, Marketing Manager
5770 Miami Lakes Drive East
Miami Lakes, FL 33014
Phone: 305.821.3850 FAX: 305.402.2229
asalazar@fineartlamps.com

Retail Price

\$690

Product Description

Inspired by the integration of science and art, Fine Art Lamps created Fusion. The deceptively simple forms suggest the influence of Asian philosophies on contemporary design. The surface of aged bronze evokes the timeless beauty of traditional crafts. The unique hand sewn silk shade resembling bamboo features fabric extending across the top, as a tailored lid.

Fusion console lamp #233015 of iron is hand-finished in oxidized bronze patina. Every element, from the base to the hand-sewn shade, is manufactured within our Florida facilities.

Height: 36"

Shade dimensions: 9.5 x 9.5 x 5

Switch: In-line Hi-Lo

This lamp is ideally placed on an entrance console table or on side tables.

Fusion by Fine Art Lamps, the stunning result of merging techniques and cultures.



FIGURE 66. Fusion 233015

Designer Biography

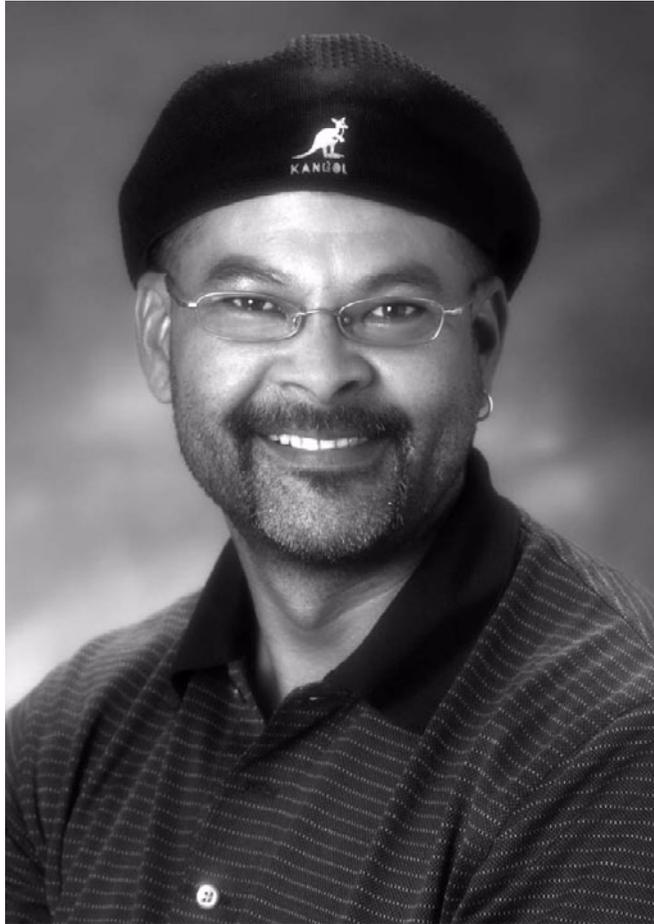


FIGURE 67. Mark McDowell

Mark McDowell, Vice President of Design and Development, 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.

Manufacturer Description

FINE ART LAMPS was founded by Jack Blumberg in 1941 in New York. His concept was to create fine works of artistry that would also serve as functional lighting. By challenging artists and sculptors to participate in the development of his "fine art lamps," he believed that illuminating objects of lasting value would result. Mr. Blumberg built a business on the belief that great design did not have to be expensive. The philosophy is carried on today by his son, Max Blumberg, Chairman.

FINE ART LAMPS relocated its operations to Miami, Florida in 1976 to provide its employees with a favorable living and working environment. Today's manufacturing facilities, recently expanded to almost 400,000 square feet, are spacious and modern with design studios, training classrooms, full ceramic factory, a resin casting facility, a glass factory, a metal working facility and shade production operations. The company's line of decorative lighting and accessories includes table, console and floor lamps, torchieres, chandeliers, wall sconces, mirrors, console tables, girandoles and flush mounted fixtures. Distinctive original styling is provided at competitive cost levels.

FINE ART LAMPS defines quality not only in terms of products, but also in the integrated service provided to its customers.

FINE ART LAMPS has entered its next half-century with a strong growth pattern. The company's history of anticipating design trends coupled with the intense team effort continue the momentum of this industry leader. Creating new looks that draw on the aesthetics of the past are strong attractions for Fine Art Lamps' customers. Its new designs convey a freshness and distinction, while always addressing the customer's sense of what is beautiful and lasting. The naming of the company continues to be most appropriate today.

Martiginas #3660 Buffet Lamp

Finalist—Lighting

Designer

Tom Tucker
PO 399
Gastonia, NC 28053
Phone: 704.867.5926 FAX: 704.868.3005
lampdesign@msn.com

Manufacturer

Chelsea House
Attn: Pam Cain, Vice President Sales and Marketing
PO Box 2360
Jamestown, NC 27282
Phone: 336.210.5776 FAX: 336.315.0336

Retail Price

\$250

Product Description

Chelsea House style #3660, The Martiginas Buffet Lamp, was inspired by the great scrolling of the Rococo period and the intricate ironwork found in New Orleans.

In designing this lamp, designer Tom Tucker wanted to achieve a buffet lamp whose style was not at the surface of the table but rather “in the air” near the shade. Also unique to this style is that the entire lamp body and shade were designed as an integral unit complementing one another.

Another parameter important in this design was a desire to open a new category of style and price point for Chelsea House which was successfully achieved.

The lamp is made from solid brass in a distressed finish and the shade is 100% pure silk.



FIGURE 68. Martiginas #3660 Buffet Lamp

Designer Biography

Tom Tucker is Vice President of Lighting for Chelsea House. Tom has been associated with Chelsea House since 1995, first as an outside lamp designer and then as an in-house designer and manager of the lighting department.

Prior to joining Chelsea House, Tom was the Director of Design and National Sales Manager of Guylyn Durham Collection where he established the company's lighting division.

In the 1970's and 80's, Tucker owned Delemos Lighting, a lighting design operation that served both retail customers and lighting manufacturers.

Tom and his wife Marsha reside in Charlotte, North Carolina.



FIGURE 69. Tom Tucker

Manufacturer Description

Chelsea House is renowned in the home furnishings industry for its sophistication, refinement and quality. The company manufactures furniture, lamps, chandeliers, art, garden décor, needlepoint pillows, mirrors and a wide variety of decorative accessories. Nearly all of Chelsea House products are hand-crafted – the furniture is hand-painted and finished, the needlepoint pillows are sewn one stitch at a time and the watercolors and oils are originals.

Alvin Cain founded the company nearly 30 years ago. He began his career building luxury homes but soon discovered that he could not find the quality accoutrements he wanted for the houses. The company has grown steadily over the years and is still family-owned. Alvin's son, Bill Cain, now serves as President of the company.

Chelsea House products can be seen in magazines such as Architectural Digest, Traditional Home, Veranda and Southern Accents.

Chelsea House has permanent showroom in High Point, Dallas and Atlanta. The company is headquartered in Gastonia, North Carolina and sells products worldwide.

Twig Lamp 2819-71

Finalist—Lighting

Designer

Allan Palecek
P.O. Box 225
Richmond, CA 94808
Phone: 800.274.7730 FAX: 510.236.9479

Manufacturer

PALECEK
Attn: Lisa Frudden
P. O. Box 225, Richmond, CA 94808;
Phone: 800.2747730 FAX: 510.236.9479
lisaf@palecek.com

Retail Price

\$198.00



FIGURE 70. Twig Lamp 2819-71

Product Description

Hand-forged metal and blown glass accents are shaped into this stunning botanical base and extended finial. The glass beads sparkle and glisten when they capture light, adding dimension to the design. The lamp is topped with a woven shade made from abaca, a natural fiber Palecek calls Havana.

Designer Biography

The Palecek name originates in the Czech Republic, a country renowned for its outstanding and distinctive artisans. As an Air force Pilot, Allan H. Palecek flew throughout the Far East and Europe. In his travels, he had the opportunity to see varied arts of rattan weaving. He combined his own artistic interests with a network of craftsmen that he developed in cities geographically ranging from Manila to Brussels and from Bangkok to Madrid.

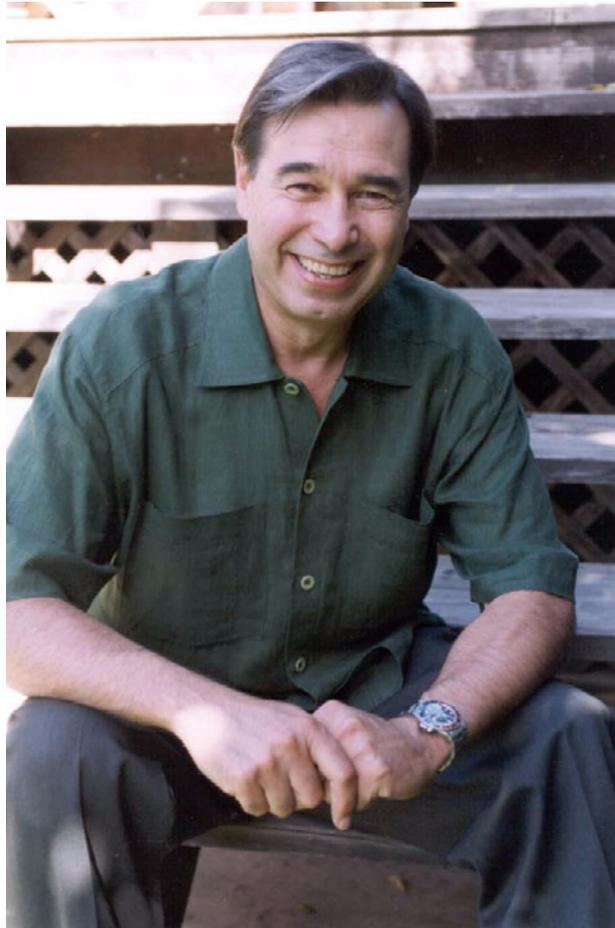


FIGURE 71. Allan H. Palecek

Manufacturer Description

In 1975, the Palecek company began as a one-man operation and has evolved into a worldwide network of individuals who bring the finest in crafted product to the American consumer. Located just north of San Francisco, Palecek employs individuals who are dedicated to maintaining the Palecek reputation for quality and service. Palecek is a company whose name is synonymous with top quality and distinctive design. Palecek's industry trend-setting styles keep the company in the forefront of innovation in crafted accessories, furniture and lighting.

Z-III Collection

Winner—Home Office

Judges Citation	<i>“Integrated function and performance for a rapidly changing technology and audience. High tech materials at an affordable price.”</i>
Designers	John Cooper, ASFD 1038 Tumblewood Trail Lawrenceville, GA 30044 Phone: 770.685.2095 FAX: 770.696.5332 designfurn@attbi.com
Manufacturer	Z Line Designs Attn: Nancy Feldman 2410 San Ramon Valley Road San Ramon, CA 94583 Phone 925.736.7116 Zline2@aol.com
Retail Price	\$399/entire group
Product Description	The signature “ZIII” Executive Desk group is finished in tempered steel with silver, powder coated frame with reinforced plates on all welding joints allows for durability and strength. Tempered color-injected frosted glass for a clean contemporary look. The main desk features a pullout hanging file with pencil tray. Computer desk is equipped with an add-on shelf and pullout keyboard tray with ample room for a mouse. Corner connector allows Main Desk and Computer Desk to be joined together for even more work surface. Mobile file cart accommodates both letter or legal size hanging files. Bookcase features 4 frosted glass shelves. This durable collection is ideal for both home or office use and is available through office superstores.



FIGURE 72. Z-III Collection

Manufacturer Description

Z-Line Designs, Inc. is a leading import manufacturer of Home Office ready to assemble furniture specializing in design, quality and exceptional values with manufacturing plants in China, Malaysia and Taiwan. Z-Line Designs has grown to become one of the most innovative manufacturers of computer desk systems, computer workstations, computer armoires, entertainment centers, files, and file/storage products for your office or home office. The products are sold primarily through mass merchants, department stores and office superstores.

We also feature metal and melamine products, metal and glass products, plus mixed-media furniture that blends wood, metal and other materials. Z-Line Designs styles range from traditional to contemporary and feature veneer inlays with a variety of exciting finishes. Z-Line Designs has won awards from Design Journal Best of Show Award, Adex Design Award and CNBC Champions of Industry Award. Z-Line Designs remains one of the fastest growing innovative leaders in the Home Office industry.



FIGURE 73. John Cooper, ASFD

Merlot

Finalist—Home Office

Designers

John Cooper, ASFD
1038 Tumblewood Trail
Lawrenceville, GA 30044
Phone: 770.685.2095 FAX: 770.696.5332
designfurn@attbi.com

Manufacturer

Z Line Designs
Attn: Nancy Feldman
2410 San Ramon Valley Road
San Ramon, CA 94583
Phone 925.736.7116
Zline2@aol.com

Retail Price

Desk \$249, Armoire \$399, file \$99, Bookcase \$149

Product Description

With its woven wood doors, rich berry finish and brushed steel amenities, the Merlot Collection is ideal for both home or office use. The Merlot computer desk features a monitor stand for comfortable viewing, shelf for a printer, scanner or other accessories, a hidden keyboard platform with ample room for a mouse and base shelf for a CPU or other accessories. The Merlot Printer/File cart features casters for easy mobility, and includes the same stainless steel features as the larger pieces and holds both letter or legal size hanging files. It can hold most printers, scanners or other accessories. The computer armoire is a completely self contained office station. This collection is also available through the office super-stores.



FIGURE 74. Merlot

Manufacturer Description

Z-Line Designs, Inc. is a leading import manufacturer of Home Office ready to assemble furniture specializing in design, quality and exceptional values with manufacturing plants in China, Malaysia and Taiwan. Z-Line Designs has grown to become one of the most innovative manufacturers of computer desk systems, computer workstations, computer armoires, entertainment centers, files, and file/storage products for your office or home office. The products are sold primarily through mass merchants, department stores and office superstores.

We also feature metal and melamine products, metal and glass products, plus mixed-media furniture that blends wood, metal and other materials. Z-Line Designs styles range from traditional to contemporary and feature veneer inlays with a variety of exciting finishes. Z-Line Designs has won awards from Design Journal Best of Show Award, Adex Design Award and CNBC Champions of Industry Award. Z-Line Designs remains one of the fastest growing innovative leaders in the Home Office industry.



FIGURE 75. John Cooper, ASFD

Verso Desk 3028

Finalist—Home Office

Designers	Vicenzo Vardaro and Alex Mayer Hemsley Inc. 11820 Adolphe Caron Montreal, Quebec H1E753 Phone: 514.881.9550 FAX: 514.881.9552 enzo@hemsleyfurniture.com
Manufacturer	Hemsley Inc. Attn: Nicholas Vardaro 11820 Adolphe Caron Montreal, Quebec H1E753 Phone: 514.881.9550 FAX: 514.881.9552 nicholas@hemsleyfurniture.com
Retail Price	\$718.50



FIGURE 76. Verso Desk 3028

Product Description

- Rectangular metal tubing with quality casters pivoting 360 degrees.
- The wheels can also be locked into position.
- The filing cabinet has a 5th wheel for anti tilt purposes.
- It also has full extension Russian plywood drawers.
- It is made of maple veneer wood and is available in 5 different finishes.
- This desk was featured in soho today

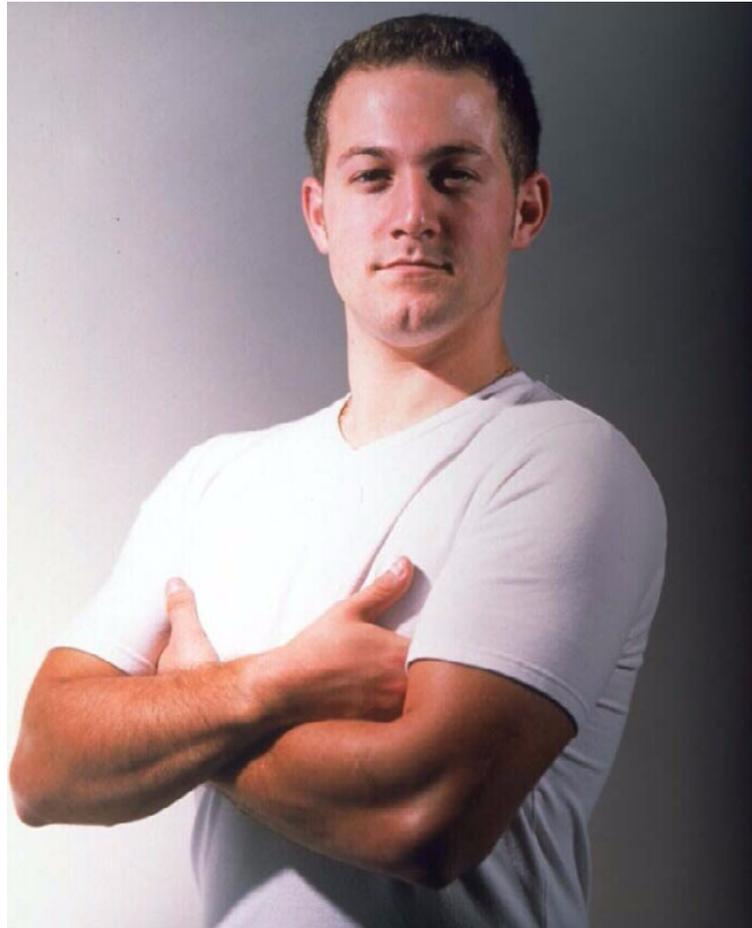


FIGURE 77. Vincent Vardaro

Designers Biography

Two young upcoming designers team up to create Verso Desk.

Sharing a liking in modern design, Alex Mayer and Enzo Vardaro will help transform the world of furniture in the years to come.

Manufacturer Description

Hemsley is family owned and operated. founded 25 years ago in Montreal, Hemsley, a division of the Artitalia group, produces high quality metal & wood fabrications for contract furnishings, lighting, oem parts for the furniture industry and other projects that require their technology and quality level.

Hemsley operates out of its own facility of 400, 000 sq. feet and presently employs over 350. The factory is thoroughly modern with the advantages of cad(computer assisted design), cnc(computer numerically controlled) equipment, laser cutting technology, robotic welding, top quality finishing(powder or liquid application) and in-house wood part processing, assuring high quality value.

Corinthia 281-18

Hemsley entered the consumer goods segment in its home market 6 years ago. The product line consists of lighting, casual dining and home office products, all of which display obvious quality, timely design and excellent function.

The bold, fashion forward feel of our products gives us a unique, contemporary look. Combine that with our strong attention to detail and design and you have an original collection of furniture that will stand out on any retail floor.

Corinthia 281-18

Finalist—Home Office



FIGURE 78. Corinthia 281-18

Designer

Mike Teal
160 Lakewood Court

Rocky Mt., VA 24151
540.627.2172 FAX:540.629.4085
nteal@stanleyfurniture.com

Manufacturer

Stanley Furniture
P. O. Box 30, Stanleytown, VA 24168
Attn: Gary Hokanson, Director of Design
Tel. 540.627.2244; Fax 540.629.4085
ghokanson@stanleyfurniture.com

Retail Price

\$2,695

Product Description

Corinthia's strong architectural elements translate very well into the "home executive" category of home office. Wide fluted posts, custom designed Corinthian capitals and generous molding treatments all work with today's interior designer trends to provide a relaxed formality.

Designer Biography

Mike Teal has been senior resident designer at Stanley Furniture Company since October, 1995. Born in Massillon, Ohio, Mike graduated from Kendall School of Design in 1975 and has worked in furniture design for 25 years. Previously, he was with The Lane Company.

Mike has two sons, Doug and Charles, attending high school. Mike resides in Rocky Mount, Virginia.

Manufacturer Description

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 philos-

Candlewood

ophy 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 West End, Robbinsville and Lexington, NC. Corporate offices are in Stanleytown.

Candlewood

Winner—Home Entertainment

Judges' Citation

"Creatively anticipates the rising popularity of wide-screen format. Adaptive media storage using innovative design and materials."

Designer

J. Michael Warren, ASFD
Warren Associates
161 Ottawa NW, Waters Bldg, Ste. 300G Grand Rapids, MI 49503
Tel. 616.454.3378 Fax: 616.454.4917
email:wa@focalpointe.com

Jack Kelley, ASFD
PO Box 222
Grand Haven, MI 49417
616.846.5660 FAX: 616.846.5801
tututu@aol.com

Manufacturer

Sligh Furniture Co.
Rob Sligh, President
1201 Industrial Avenue
Holland, MI 49423
616.392.7101 FAX: 61.392.9495
robs@sligh.com

Retail Price

\$1,595-5,095



FIGURE 79. Candlewood

Product Description

“Candlewood” is a stylish and innovative new Home Theater/Home Entertainment collection from Sligh. It adeptly meets the challenge of offering gracious furniture appeal, versatility in accommodating the many sizes and configurations of consumer electronics and inventive function that offers uncluttered organization and broad appeal.

Candlewood’s casual, sculptured style and artfully distressed finish on select hardwoods and cherry veneers is an unpretentious, soothing form that fits a relaxed lifestyle at home. With only seven SKUs, the Candlewood Collection is refreshingly simple for consumers and dealers while providing a variety of solutions to meet consumer needs.

Nowhere is the synthesis of striking elements more evident than in the Candlewood Home Theater configuration. Brimming with imagination, the Sligh patent pending expandable bridge/shelf (9300-4) is placed atop handsome side cabinets (9300-2/3.) Faux doors in the bridge adroitly slide to maintain their aesthetically pleasing position while the space between the side cabinets can be adjusted to any width from 45” to 61.” The innovative bridge includes a generous box shelf with a paneled back that provides a useful speaker location and/or display area. The paneled back covers the raw architectural wall behind the bridge. A shelf below can be adjusted or removed to provide a custom-built look. Stretchable black fabric provides a unique and pleasing backdrop under the bridge that focuses attention on the comfortable beauty of the furniture. At the consumer’s option, a base molding (9300-5) can be added to span the side cabinets at the floor level.

Subtle details balance and blend function and style. Each side cabinet includes Sligh’s patent pending Multi-Flex Media Drawer cleverly organizing a variety of shapes and sizes of media software including DVDs, CDs, video tapes and cassette tapes. No one else offers such a comprehensive media storage system. Side cabinets each include three openings in the door. Two beveled glass, two wood and one black speaker cloth interchangeable panels are provided with each side cabinet so consumers can customize it for their needs. Other features in each side cabinet include a patent pending method of unobtrusively channeling cords and cables through the lighted interior; an opening in the lower back for wall outlet access; adjustable wood framed glass shelves in the lighted area and adjustable wood shelves in other areas including one that pulls out on ball bearing slides for top loading accessories; a surge suppressor with four outlets and touch activated lighting that connects lights in both side cabinets and the expandable bridge.

The majestic 89¾” tall free-standing Candlewood Collection entertainment center (9300-1) offers pocket doors in the top section and a removable cornice for easy home installation. Stretchable black fabric in the back of the cabinet avoids the crude necessity in other entertainment centers of sawing a hole in the wood back. At retail and in homes the unique black fabric invention also provides a pleasing look. The cabinet interior accommodates TVs that are up to 44” wide. Between the Candlewood home theater and free-standing entertainment center cabinet, Sligh accommodates 97% of all TV widths on the market. At the consumer’s option, side cabinets (9300-2/3) can be added astride the free-standing entertainment center to create a modular entertainment wall.

The Candlewood Collection also offers a Side by Side Entertainment center (9500-1) and a small TV Cabinet (9400-1). Both accommodate TVs up to 40" wide and utilize Sligh's patent pending Multi-Flex Media Drawer and a variety of other features.

Candlewood is the synthesis of imaginative function and inviting style that presents fresh, uncluttered appeal for today's consumer electronics user and savvy furniture dealer.

Designer Biographies**Mike Warren, ASFD**

Based in Grand Rapids, Michigan, Mike Warren has been working as a third generation free lance designer for Sligh Furniture Co. for nineteen years. Mike graduated from Kendall College of Art & Design with a Bachelor of Fine Arts 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 80. Michael Warren, ASFD

Jack Kelley, ASFD, IDSA

Jack Kelley has been a design consultant to Sligh Furniture Co. for over twelve years. As a researcher, inventor and industrial designer, he has focused his career on working environments both commercial and at home. Holder of over 50 U.S. patents, he has brought forth many innovations that have provided countless ben-

efits to the user and the manufacturers of his concepts. Jack's initial contribution to the computer oriented office was by designing the world's first mouse pad in 1968 for Dr. Doug Engelbart (the inventor of the mouse) at Stanford Research Institute in Menlo Park, California. Since then, he has brought forth several award winning modular office systems as well as ergonomically effective products that support the way individuals like to work, particularly with technology. Sligh's home office products have been nationally recognized for their outstanding blend of aesthetics and functionality as a result of Jack's design leadership.



FIGURE 81. Jack Kelley, ASFD

Manufacturer Description

Sligh Furniture Co. Sligh Furniture Co. was founded in 1880 in Grand Rapids, Michigan by Charles R. Sligh. The company was a mainstay of the city's celebrated furniture industry around the turn of the century, when Grand Rapids was widely recognized as the Furniture Capital of the World. In 1933, Charles R. Sligh's son, Chuck Sligh, with Bill Lowry, established operations in Holland, Michigan. Bob Sligh was third generation President from 1968 to 1989. Rob Sligh, a fourth generation family member, became president in 1990 and also serves as Chairman and CEO. Today the company manufactures quality wood furniture for the home office and business office and quality grandfather, wall and mantel clocks. Headquarters and furniture manufacturing facilities are in Holland, Michigan, with clock manufacturing in Zeeland, Michigan.

British Classics Home Theatre System

Finalist—Home Entertainment

Designer

Phillip Stone
Ethan Allen Interiors Inc.
Ethan Allen Drive, PO 1966
Danbury, CT 06813-1966
203.743.8538 FAX: 203.743.8214
pstone@ethanalleninc.com

Manufacturer

Kelly Maicon, Manager Public Relations
Ethan Allen Inc.
Ethan Allen Drive
Danbury, CT 06811
203.743.8575 FAX: 203.743.8214
kmaicon@ethanalleninc.com

Retail Price

\$1,710-3,379

Product Description

At home in either living room or a family room, the latest addition to our British Classics collection is an elegant and efficient masterpiece that combines the beauty of Victorian cabinetry with an exotic allure. With intricately carved detail, a rich Cinnabar finish, and a soft, distressed appeal, the versatile and feature-leaden Home Theatre System brings to mind a time long ago even as you enjoy the technology of today.

The Video Cabinet consists of an arched, removable pediment decorated with fan carving, a carved leafy capital at the top of the fluted pilasters, and the doors have raised panels with intricately carved rope molding. The lower cabinet has storage-holds for audio/video, along with adjustable shelves, and hidden access for wires.

The corresponding audio cabinets are consistent in look with the crown molding and fluted pilasters. The glass doors allow room for visible storage, and the lower panels conveniently house the speakers.

The entire British Classics collection is available in our rich Cinnabar finish.



FIGURE 82. British Classics Home Theatre System

Designer Biography

Phil Stone graduated from “The Philadelphia College of Art” in 1972 with a degree in Design and related Fine Arts. The school has since been renamed Philadelphia University of the Arts. Following college, Phil accepted a job with a design company in Philadelphia before returning home to Connecticut. He joined Ethan Allen the following year, starting off in the Store Planning department working as a new store designer. Eventually, Phil began working as a furniture designer with a concentration on casegoods, although he occasionally works on accent pieces as well. Some of his design work includes American Impressions, Country Colors, Country Crossings, Legacy, and recently, Swedish Home. Phil’s talents have been recognized in the industry with several Pinnacle Awards for his portfolio. In his free time away from Ethan Allen, Phil keeps busy painting, gardening, and restoring an antique home.



FIGURE 83. Phil Stone

Manufacturer Description

At Ethan Allen, we're dedicated to providing consumers with superior home furnishings at affordable prices. We support our innovative Classic and Casual indoor and outdoor furnishings with a commitment to friendly service that reaches beyond the expected. These factors uniquely position us as a dominant national force in the fragmented home furnishings marketplace, and that's why today "Everyone's at home with Ethan Allen."

Since 1932, Ethan Allen has been devoted to helping consumers create beautiful, comfortable homes. As a total home furnishings resource, we offer everything consumers need to furnish a home. Over the past decade, we've expanded our product lines across two basic style categories: Casual, appealing to today's more relaxed lifestyles, and Classic, for those desiring more traditional furnishings.

Our unique structure, with a strong, dedicated retail network of over 300 stores, has allowed us to manage the design, manufacturing and delivery of our products. With more than 5,000 experienced craftspeople in 18 plants and 3 saw mills, Ethan Allen continues to manufacture the majority of its products in America. Balancing the timeless quality of hand-craftsmanship with the efficiency of New-Age technology, we're dedicated to maintaining high-quality standards at the best possible values.

Today, over 10,000 people from sales managers to interior designers are associated with Ethan Allen. While their professions differ, they share a unified goal of making the Ethan Allen products and shopping experience exceptional.

From craftsmanship to on-line marketing, our commitment to excellence is at the heart of everything we do. Ethan Allen continues to be dedicated to its almost seven decade reputation for exceptional quality and attentive service. It's what sets us apart, and it's another reason why "Everyone's at home with Ethan Allen."

Adam Bowfront #238

Finalist—Home Entertainment

Designer

Paul Hermann
1501 W. Maryland St., PO Box 6517
Evansville, IN 47719
Phone: 812.425.5591 FAX: 812.425.4016
phermann@karges.com

Manufacturer

Karges Furniture co. Inc.
Paul Hermann, Design/Manufacturing Engineer
1501 W. Maryland St., PO Box 6517
Evansville, IN 47719
Phone: 812.425.5591 FAX: 812.425.4016
phermann@karges.com

Retail Price

\$33,500

Product Description

Dimensions: 90" H, 77" W, 33.25" D

This Adam style armoire, with gently curved doors and generous bonnet, marries modern convenience with period elegance. The piece's clean lines reward both contemporary sensibility and appreciation for the traditional. Book-matched prima vera veneer, its pattern running up through the door panels to the bonnet, provides visual depth in swirled and mottled grain. Surrounding the veneer, solid mahogany frames the panels, with further definition provided by four varied courses of molding. Cast brass hardware and hand-carved oval rosettes provide points of interest as the eye follows the grain upward.

The customer may choose from over forty shades of hand-rubbed lacquer finishes, with additional options of gilding and hand decoration to further individualize the piece.

The pocket doors slide back to reveal a simple, adaptable interior built to accept the components of an entertainment center on three adjustable shelves, one with a power outlet. The space will accommodate maximum television dimensions of

70" in height, 52.5 inches in width, and 26.75 inches in depth. An optional three-drawer unit may be added for storage and to raise the television, if desired. The bonnet can be removed to make the piece easier to position.

Sculptural in its mass, the piece makes a formal statement without fuss or distracting ornamentation. Its beauty lies in the richness of its materials and the grace of its proportions.



FIGURE 84. Adam Bowfront #238

Designer Biography

Traditional furniture has always been a passion for Paul Hermann. The genesis of this pursuit was his father's rudimentary workshop; the interest progressed through the study of fine arts at the University of Evansville with emphasis on design. The offer of a job at Karges drew Paul away from his formal studies, although his fascination with and study of traditional furniture design and styles continued. Starting out as a carver's apprentice under the tutelage of Karges' Greek master carver, Paul grew up professionally with the French and English designs in which Karges specializes.

In 1990, Paul's dream of designing for Karges came true. After thirty years at Karges, his goal for each design remains to meld the form of Eighteenth and Nineteenth century French and English masterpieces with the function of contemporary living. Craft a piece with the woods, veneers and ornamentation of Louis XVI but also provide something the monarch's armoires never had - an entertainment center.

In addition to a wonderful sense of design and its fit with the Karges line, Paul's engineering, cabinetry and carving skills allow him to be much more than "just" a designer. Each new design benefits from his expertise at construction, integration of parts, and utilization of Karges' skilled craftsmen.



FIGURE 85. Paul Hermann

Manufacturer Description

The first Karges cabinet shop was founded in the 1850's by Ferdinand Karges, an emigrant from Alsace-Lorraine. Albert F. Karges established the Karges Furniture Company in 1886. Today this family-owned firm is run by its third and fourth generations - Edwin F. Karges Jr. and his daughter Joan Karges Rogier. Currently the

Karges line is comprised of more than 300 traditional designs. The collections represent the finest 18th century American cabinetmaking, classic French designs, and impeccable examples of the Regency, Queen Anne and Venetian periods, just to name a few. Karges introduces only a very few pieces a year that turn to be everlasting designs for the company. Over half of the company's collection has been in the line for several decades. Perfected furniture in premium woods is the company's hallmark. While the beauty of walnut burl or swirl mahogany is created by nature, transforming the wood into elegant furniture is what Karges does best. At the Evansville plant you won't find assembly lines - only men and women each practicing his or her skill on a single piece of furniture. Master carvers created the intricate details that distinguish each piece. Finishers pride themselves on the highest level of color, depth and clarity. Beyond finishing and carving, Karges artisans have mastered decorative painted finishes that add drama and charm. Only the customer's imagination limits the wide array of finish and decoration combinations. Because the company builds and finishes each piece to order, customers are given complete creative license. The company regularly customizes furniture in all aspects. Karges furniture quietly continues to do what the family has done for more than 100 years. Because of this commitment to superior craftsmanship, Karges designs can be found in establishments such as Ritz Carlton Hotels as well as in the homes of famous clientele, including Jimmy Carter, Mohammed Ali, and Frank Sinatra. Karges believes that when you know your niche in the marketplace and have generations of experience backing your product, you need change nothing, only to try to make each piece just a little better than the last. This is Karges' mission.

American View 265-17

Finalist—Home Entertainment

Designer

Gary Hokanson
1004 Oakwood Court, Martinsville, VA 24112
Tel. 276.627.2244; Fax 276.629.4085
Email: ghokanson@stanleyfurniture.com

Manufacturer

Stanley Furniture
Gary Hokanson, Vice President and Director of Design
P. O. Box 30, Stanleytown, VA 24168
Phone: 276.627-2000; Fax (276.629-4085
shaynes@stanleyfurniture.com
Email: ghokanson@stanleyfurniture.com

Retail Price

\$4,699

Product Description

Classic American design elements and materials such as leather, solid cherry, abaca' (a woven banana tree bark) and brushed nickel metal accents combine to make American View surprisingly fresh, timelessly classic and uniquely urban.

It is this variety of materials and selection of interesting and functional pieces that gives American View its unique appeal that will span a wide cross section of consumers.



FIGURE 86. American View 265-17

Designer Biography

Gary Hokanson is a thirty-five-year veteran of furniture design. Born in Charlotte, Michigan, Gary graduated from Kendall School of Design (now Kendall College of Art and Design) with a degree in furniture design in 1965. He began his career as a staff designer at Selig Manufacturing in Leominster, Massachusetts. He has since held the top design positions for a number of case goods manufacturers, including American of Martinsville, American Drew and Lane. Gary has held his current position as Vice President – Director of Design for Stanley Furniture since September of 1994.

Gary is admired and respected by his colleagues for his design talent and integrity to standards of excellence in the furniture industry. He has designed several of the industry's most acclaimed collections, including American of Martinsville's South Pacific in the late seventies and Stanley's Preface collection in the late nineties. He was the recipient of two Pinnacle Design Achievement Awards in 1998.

Gary enjoys boating and spending time with family. He has two daughters, Joanna and Kristen, and two grandchildren. Gary and his wife, Pat, reside in Martinsville, Virginia.

Manufacturer Description

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 West End, Robbinsville and Lexington, NC. Corporate offices are in Stanleytown.

CasualLiving

The Voice of the Leisure Marketplace

*Congratulations to the
nominees and winners
of the
Pinnacle Awards
in the casual furniture category*



Reed Business Information.

FURNITURE/TODAY **HOME ACCENTS TODAY**

**GARDEN
DECOR**

7025 Albert Pick Road, Greensboro, NC 27409, (336) 605-0121, Fax: (336) 605-1143

Tresse

Winner—Summer/Casual

Judges' Citation

"Sophisticated, with an indoor/outdoor adaptability. Different chair designs appeal to both contemporary and traditional markets"

Designer

Frederic C. Doughty, ASFD
1003 Diamond Ave #202
South Pasadena, CA 91030
626.441.9784 FAX 626.441.9783
fcdi@earthlink.net

Manufacturer

Veneman Collections
Attn: Peter Homestead, Vice President Design
#5 Marconi
Irvine, CA 92718

Retail Price

\$2,999 5pc set

Product Description

The early 20th century feel of the Tresse Collection is accomplished by the use of modern day materials including sculptural cast aluminum construction. This dramatic Art Nouveau design was conceived to bring back to life the elegant flair of this beautiful European era.

This refined furniture combines cast aluminum, extruded aluminum as well as synthetic all weather fabrics to create a durable and luxurious product. Seating for this collection is available in the all cast version or the more modern fabric sling design. The metal frames are assembled, then welded and powder coated for a lifetime finish.

This collection embodies the combination of great materials, elegant style and careful execution that will surely allow this furniture to become the family heirlooms of tomorrow.



FIGURE 87. Tresse

Designer Biography

Industrial Designer, Furniture Designer – **Frederic Doughty** has won notoriety and acclaim for his distinctive designs and his ability to create compelling useful products for the home furnishings market. Frederic studied design at the Rhode Island School of Design where he received both a Bachelors of Fine Arts and Bachelors of Industrial Design degrees; he then continued his training at Art Center College of Design in California.

Before starting his own firm Frederic worked with design consultant offices in New York and Los Angeles as well as Harvey Probber office furniture. He was also very successful as the Design Director for Brown Jordan furniture and Price Pfister faucets, companies considered design leaders in their respective markets.

Now practicing as Premises Design Inc. in Southern California, his firm provides clients with a unique resource for developing new successful designs for use in and around architectural and landscaped settings. Clean timeless lines and comfortable proportions characterize his furniture designs. Frederic has won numer-

Aruba

ous design awards over the course of his career and his designs are included in the collections of many prominent manufacturers and retailers.

Manufacturer Description

The Veneman Collection is a 30-year-old California based artisan workshop dedicated to the production of hand cast aluminum casual furniture.

Located just outside Los Angeles Veneman is considered the leading edge source for the design savvy consumer and interior designer. Veneman, long known for their use of durable materials, meticulous construction and elegant finishes that bring indoor style and quality to the outdoor environment. These products bring the best of today's technologies and old world craftsmanship combined to create what will surely become the heirlooms of tomorrow.

Whether destined for an elegant home or an exotic resort, Veneman furniture is sure to become the focal point of the outdoor environment.

Aruba

Finalist—Summer/Casual

Designer

Frederic C. Doughty, ASFD
1003 Diamond Ave #202
South Pasadena, CA 91030
626.441.9784 FAX 626.441.9783
fcdi@earthlink.net

Manufacturer

Werner Woods
Joe Werner, President
9140 Owensworth Avenue
Chatsworth, CA 91311-5851
800.989.7502 FAX: 818.999.0288
jwerner@wgn.net

Retail Price

\$2,995/5pc set

Product Description

The careful elegant lines of the Aruba Collection are meant to evoke the feeling of a bygone era. Designed to be reminiscent of the 1940's style, and updated to fit with today's architecture. The generous size and proportions of these pieces along with the retro style defines the distinctive look of this contemporary woven furniture.

Made of all weather materials including welded aluminum frames and hand woven synthetic wicker set on re-forested Teak wood bases.

Generous proportions, superior craftsmanship and classic design elevate this furniture to a honored place in anyone's home.



FIGURE 88. Aruba

Designer Biography

Industrial Designer, Furniture Designer – **Frederic Doughty** has won notoriety and acclaim for his distinctive designs and his ability to create compelling useful products for the home furnishings market. Frederic studied design at the Rhode Island School of Design where he received both a Bachelors of Fine Arts and Bachelors of Industrial Design degrees; he then continued his training at Art Center College of Design in California.

Before starting his own firm Frederic worked with design consultant offices in New York and Los Angeles as well as Harvey Probber office furniture. He was also very successful as the Design Director for Brown Jordan furniture and Price Pfister faucets, companies considered design leaders in their respective markets.

Now practicing as Premises Design Inc. in Southern California, his firm provides clients with a unique resource for developing new successful designs for use in and around architectural and landscaped settings. Clean timeless lines and comfortable proportions characterize his furniture designs. Frederic has won numerous design awards over the course of his career and his designs are included in the collections of many prominent manufacturers and retailers.

Manufacturer Description

Specializes in high quality decorative outdoor and casual furniture.

The company has made a commitment to using only the finest materials available, including re-forested Teak wood, Aluminum components and PE Synthetic

Coronado

Wicker. These fine materials are crafted meticulously into designs that will pass the test of time, both in classic style and impeccable quality.

With over 35 years of experience in sourcing high end goods, Werner Woods brings a great deal of expertise and commitment to there customers.

Coronado

Finalist—Summer/Casual

Designer

Frederic C. Doughty, ASFD
1003 Diamond Ave #202
South Pasadena, CA 91030
626.441.9784 FAX 626.441.9783
fcdi@earthlink.net

Manufacturer

Werner Woods
Joe Werner, President
9140 Owensworth Avenue
Chatsworth, CA 91311-5851
800.989.7502 FAX: 818.999.0288
jwerner@wgn.net

Retail Price

\$3,595/5pc set

Product Description

The soft sensual curves and bold construction of the Coronado Collection are designed to conform and gently support the human form with dramatic flair. Large scale and generous proportions give this furniture a decidedly luxurious feel and extraordinary comfort. This design really allows the consumer to create a resort like setting anywhere that they call home.

This exquisite furniture combines premium re-forested Teak wood, solid brass hardware and proven joinery techniques into a refined classic design.

This combination of fine craftsmanship and luxurious materials insures a lifetime of use.



FIGURE 89. Coronado

Designer Biography

Industrial Designer, Furniture Designer – **Frederic Doughty** has won notoriety and acclaim for his distinctive designs and his ability to create compelling useful products for the home furnishings market. Frederic studied design at the Rhode Island School of Design where he received both a Bachelors of Fine Arts and Bachelors of Industrial Design degrees; he then continued his training at Art Center College of Design in California.

Before starting his own firm Frederic worked with design consultant offices in New York and Los Angeles as well as Harvey Probbler office furniture. He was also very successful as the Design Director for Brown Jordan furniture and Price Pfister faucets, companies considered design leaders in their respective markets.

Now practicing as Premises Design Inc. in Southern California, his firm provides clients with a unique resource for developing new successful designs for use in and around architectural and landscaped settings. Clean timeless lines and comfortable proportions characterize his furniture designs. Frederic has won numerous design awards over the course of his career and his designs are included in the collections of many prominent manufacturers and retailers.

Manufacturer Description

Specializes in high quality decorative outdoor and casual furniture.

The company has made a commitment to using only the finest materials available, including re-forested Teak wood, Aluminum components and PE Synthetic Wicker. These fine materials are crafted meticulously into designs that will pass the test of time, both in classic style and impeccable quality.

Mereville Sling collection

With over 35 years of experience in sourcing high end goods, Werner Woods brings a great deal of expertise and commitment to there customers.

Mereville Sling collection

Finalist—Summer/Casual

Designer

Shaun Sweeney, ASFD
Woodard
300 West Washington, Suite 500
Chicago, IL 60606
Phone: 312.423.5647

Manufacturer

Woodard
Shaun Sweeney, Designer
300 West Washington, Suite 500
Chicago, IL 60606
Phone: 312.423.5647
ssweeney@woodard-furniture.com

Retail Price

\$383 Chair, \$1,299/5pc set

Product Description

Woodard's Mereville Collection is an extruded aluminum group with a European Empire flair, prevalent in the design with the use of swirling cast medallion details. This collection features scrolled cast arms, cast finials and a 1-1/2" diameter extruded aluminum leg. The high back and waterfall seat creates a sophisticated look.

The Mereville Collection features virgin aluminum extruded walls, never thinner than .080 inches, surpassing industry standards and providing unparalleled durability. The frame is coated with 2.3 mils of powder-paint to ensure complete coverage. All Woodard extruded aluminum products are manufactured in the USA and warranted for fifteen (15) years. Mereville is available in 13 finishes and over 140 fabrics.



FIGURE 90. Mereville

Designer Biography

A graduate of Kendall College of Art & Design, Shaun Sweeney started his career on the product development team at Worden Furniture from 1987-1989. From 1989 through 1996, Shaun advanced his career working for companies such as Bassett Furniture, Masco Home Furnishing, Warren Associates and designer Zooey Chu. In 1999, Shaun started his career at Woodard, LLC overseeing the design and development of wrought iron, extruded aluminum, cast aluminum and all seasons wicker furniture. Shaun currently lives in Chicago with his wife Karen, and his two daughters, Emily, 3, and Natalie, 7 months.

Manufacturer Description

Since 1865, the Woodard name has been upheld by master craftsmen loyal to the unparalleled standards established by founder Lyman Woodard. Beginning in the 1930's, the Woodard family developed the first collection of hand-crafted wrought iron furniture. This innovation marked the birth of casual outdoor furniture and ultimately led to casual furniture designs made from a variety of materials, the most prominent being cast and tubular aluminum.

Mereville Sling collection

Throughout the years, Woodard expanded its product offering. Changing lifestyles with an emphasis on comfort prompted Woodard to enter the tubular aluminum market. Soon after, Woodard began manufacturing cast aluminum furniture, providing an assortment of quality crafted casual furniture pieces.

Today, Woodard continues the tradition of hand-crafted wrought iron furniture with the same quality craftsmanship implemented by its founder. Under the flagship Woodard brand, wrought iron, cast aluminum, tubular aluminum and all seasons products are manufactured using the finest materials available, state of the art finish systems, and quality control systems second to none in our industry.

Valspar, the largest global supplier of custom formulated finishing systems for the residential and office furniture industry, is proud to sponsor the Bedroom category for the ASFD 2002 Pinnacle Award.

1717 English Road, High Point, NC 27261 **Valspar**

Dreamscape Bed

Winner—Bedroom

Judges' Citation

"A bold statement in striking contemporary form integrates lighting on table top."

Designer

Martin de Blois, ASFD
648 Wellington, Studio 1W
Chicago, IL 60657
Phone: 773.472.7192 FAX 773.472.7281
martin@martindeblois.com

Manufacturer

Elite Manufacturing
Mr. Peter Luong
12143 Altamar Place
Santa Fe Springs, CA 90670
Phone: 562.777.9200 FAX: 562.777.9201
pluong@elitemfgusa.com

Retail Price

\$999 complete set; \$599, bed only

Product Description

The bed incorporates a frosted glass headboard. The glass is supported by a square tubing metallic frame and "L" shape support brackets. A continuous shelf runs behind the headboard. The shelf is part of the side tables assembly and they are offered as an option, separate from the bed.

Transparency: A word more often heard about objects than corporations... Perhaps it is one reason we turn to our homes for peacefulness. Transparency in objects has invaded our home environment. It reflects our unconscious need to live in integrity on a personal level. Clean and bright objects thus provide a peaceful environment that allow art and people to come to the forefront. This arrangement of surfaces and their materiality brings new possibilities for the placement of the bed in a room. Because it does not hide, but values what is behind, it can be placed away from the wall or against a window...

The intention we pursued in creating this design is to provide such a canvas for what we believe is the ultimate shelter for our humanity: The place we sleep. This idea has many branches:

The first involves our sense of warmth: for this we provided a surface behind a translucent headboard, on which light sources can be placed to softly illuminate through the frosted glass.

An other dimension is the need for security: to address this aspect, we made the headboard frame strong and clean, with long metallic supports for the glass. Horizontal bars are placed only to provide perceptual support for the glass. The tubes do not touch the glass.

The architecture of the bed provides comfort. It has a sloped back that is ergonomic: The lights placed behind the headboard plate glass will warm-up the surface to the touch. The side tables rotate about their support, which is off centered, thus placing the table further or closer to the bed.

As the bedroom plays a great act in the theater of the sentimental expression of our life, such a backdrop becomes a scene for statements: Objects placed behind the headboard are perceived, but not visible. As humans share their life with their mate, the bed invites them to share their icons and taboos in intimacy. Our intention was to create a bed that is not just pretty. It makes people look their best and enjoy being there. It welcomes the softness of intimate relationships. That, again, is something hardly found.

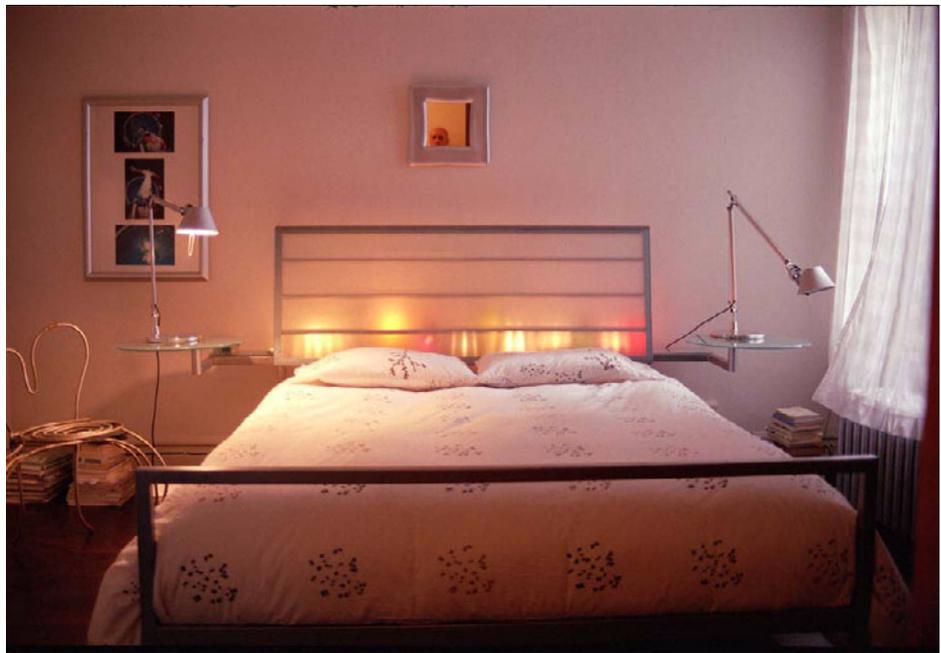


FIGURE 91. Dreamscape Bed

Designer Biography

Martin de Blois : Has a bachelor in Industrial Design, University of Montréal 1985. He is a freelance designer, and lives in Chicago.

M. de Blois has designed other major bedroom collections exclusively for Baronet since 1990.

His approach to design is to create generic, timeless pieces with a tasteful style. A very careful attention to the most basic laws of esthetic combined with creative detailings and intelligent merchandizing are his trademarks. His designs are not only classics and refined, they sell a lot. That is his sense of good design.

Complete portfolio at MartindeBlois.com



FIGURE 92. Martin De Blois, ASFD

Manufacturer Description

Elite Manufacturing Corporation is dedicated to being a trend-setting leader in today's residential furniture industry. Elite has been producing high quality, high style, contemporary furniture in the USA for over ten years. We have developed a strong reputation by providing exciting design, superior construction, and outstanding value to customers.

Elite furniture is widely praised for its feeling of easy elegance, while being very comfortable to live with. We have tried to soften some of the more severe aspects of Modernism, resulting in a clean, refined, and sexy look that is all our own. We have utilized a sophisticated mix of materials, from brushed steel and cast aluminum to fine veneers and solid wood. The success that we have achieved in the marketplace has shown that today's customers approve of our concept.

Elite is firmly committed to original design, and we utilize the talents of many of today's leading American designers. We offer a very broad range of furnishings, including home/ office desk systems, audio/ visual racks, occasional tables, dining

sets, bars, barstools, beds, nightstands, and more. Elite is comprised of three distinct product lines: Elite Modern, offering a sleek, stylish, and sexy perspective; Contemporary Classics, with graceful lines and elegant curves for a softer, more transitional look; and Elite Studio, stylish furniture that is designed and developed by top US designers, but manufactured in Indonesia in our own facility to our strict quality standards to provide a truly exceptional value.

Elite's management staff consists of seasoned industry experts who bring with them many years of successful experience in design, marketing, sales, manufacturing, quality control, and customer support. Working together as a team, they provide the guidance, leadership, and vision that has made Elite Manufacturing Corporation such a strong presence in today's marketplace.

Dorset 4-Poster Bed, 1338-M

Finalist—Bedroom

Designer

John J. Vogel
One Tubbs Avenue, PO Box 369
Brandon, VT 05733
Phone: 802.247.3414 FAX: 802.247.6395
john.vogel.carris.net

Manufacturer

Vermont Tubbs Furniture
John J. Vogel, Director of Sales and Marketing
One Tubbs Avenue, PO Box 369
Brandon, VT 05733
Phone: 802.247.3414 FAX: 802.247.6395
john.vogel.carris.net

Retail Price

\$1,999

Product Description

As a combination of clean and contemporary plus classic and refined lines, the Dorset four-poster bed was designed as a testimony to enduring elegance. It features a pediment headboard adorned with simple graceful posts, highlighted by subtle chamfered edges. In balancing the symmetry of the headboard, both the side rails and foot rail feature 45-degree bevels. An optional canopy creates an additional dimension with a finishing enhancement of a pyramid-shaped finial at its apex.



FIGURE 93. Dorset Four Poster Bed

Designer Biography

With over two decades of product design, marketing, public relations and sales experience, John Vogel is able to leverage his knowledge of styles, trends and market demands in his current role as Marketing and Sales Manager at Vermont Tubbs. As the company's chief driving force in product development, John derives inspiration from clean classic designs. Previously, he held positions as the Marketing Manager for Grange Furniture, Inc., the Public Relations and Marketing Director for the New York Design Center and various sales roles with furniture industry leaders.

Manufacturer Description

Vermont Tubbs was founded in 1840 by William F. Tubbs to manufacture bent-wood ash snowshoes and skis. Over the 147 years before the sale of its snowshoe division, the Tubbs snowshoe was recognized as a leader in the market.

This long history brought with it some recognizable achievements. Admiral Byrd, on his expedition to the South Pole, selected Tubbs snowshoes for his trek across the frozen polar cap. He also chose Tubbs snowshoe furniture for his base camp headquarters. During World War II, Tubbs was assimilated by American Fork & Hoe of Wallingford, Vermont (True Temper) and made several hundred thousand pairs of snowshoes for the Allies.

Business was strong during the 1960's when snowshoeing became a popular recreational activity. However, in the 1980's, with the increased popularity of cross country skiing and snowmobiling, the snowshoe business dwindled. In an effort to counteract the loss of snowshoe business, Vermont Tubbs utilized its skills in wood bending and diversified its line of bent wood furniture. Within a short time, Vermont Tubbs furniture was being sold at leading contemporary furniture stores throughout the United States.

In August of 1991, Vermont Tubbs began manufacturing its own case goods in Rutland, Vermont, and, therefore, was able to offer entire bedroom furniture groupings. In 1995, we began our journey to becoming 100% employee owned and governed, and, in January of 1997, Vermont Tubbs completed construction of a 132,000 square foot manufacturing plant in Brandon, Vermont, and consolidated most manufacturing operations under one roof. We currently employ over 200 craftspeople.

Through the years, products and people have changed, but the original Tubbs philosophy still remains: We will build only the best and most beautiful furniture that we possibly can. Each piece is still handcrafted by Vermont artisans, using skills developed and proven in over 150 years of working with wood. We still insist upon using the best native hardwood, the best hardware available, and the best stains and lacquers that we can find. Put simply, we believe that good old fashioned value is as important now as it was when Admiral Byrd chose Tubbs to outfit his expedition.

Bermuda Bay

Finalist—Bedroom

Designer

Tim Annas, ASFD
2559 Highway 321S
Newton, NC 28658
828.726.2825 FAX: 828.726.8614
tim.annas@kincaidfurniture.com

Manufacturer

Kincaid Furniture Company
Tim Annas, Director of Design
PO Box 605
Hudson, NC 28638
828.726.2825 FAX: 828.726.8614
tim.annas@kincaidfurniture.com

Retail Price

\$7,600

Product Description

Everyone likes to dream of a romantic island getaway. That dream can be a daily reality with Bermuda Bay by Kincaid. Crafted in solid maple and select solid

Bermuda Bay

hardwoods, Bermuda Bay exhibits the style and grace of island living combined with the timeless beauty of solid wood. Create your own daily getaway with an environment centered around Bermuda Bay, a unique interpretation of West Indies style.



FIGURE 94. Bermuda Bay

Designer Biography

Tim's entire career has been in furniture. He has been with Kincaid Furniture Company for 12 years. He is solely responsible for all research and design of the Kincaid collections. Tim spends any leisure time he may have with his family. He also enjoys fishing and golfing. He and his wife Lori have 3 children and all are very active in their church.



FIGURE 95. Tim Annas, ASFD

Manufacturer Description

Founded in 1946 by George and Wade Kincaid in Hudson, NC, Kincaid is one of the world's largest providers of full service Solid Wood and upholstered furniture. The company has enjoyed rapid expansions with its licensed collections (Laura Ashley (tm), Thomas Kinkade (tm) and Ducks Unlimited ©) and rollout of freestanding, dedicated stores. Led by President Steve Kincaid, the firm employs more than 1,400 associates in 17 facilities and is part of the La-Z-Boy, Inc. family of companies that collectively represent one of the largest furniture manufacturing concerns in the industry with sales exceeding \$2 billion.

Sorrento Bedroom

Finalist—Bedroom



FIGURE 96. Sorrento Bedroom

Designer

James Dipersia, ASFD
196 High Street, Closter, NJ 07624
Phone: 212.889.7474 FAX: 212.689.6463
email: jinn3000@aol.com

Manufacturer

Excelsior
Attn: Steven Kayne
172 New Highway
North Amityville, NY 11701
Phone: 631.789.8484 FAX: 631.789.9343

Retail Price

\$8.995

Product Description

Inlaid sycamore frise polyestered. Natural birdseye maple accents and stainless steel elements.

Designer Biography

James Dipersia ASFD (American Society of Furniture Designers) is a native New Yorker where he received his degree in art and design. A career was carved out early in his academic years. His father , being a cabinet maker , sparked an early interest in furniture design and manufacture. "You have to conceive it, build it , display it and sell it to understand the psychology of furniture design " said jimmy. James designs for seven major manufacturers of case goods and upholstery here in the States , Canada and Italy . He is the recipient of many design achievement awards including the prestigious Pinnacle. His work is well recognized within the industry. He also enjoys doing large custom projects for many sports and entertainment personalities.

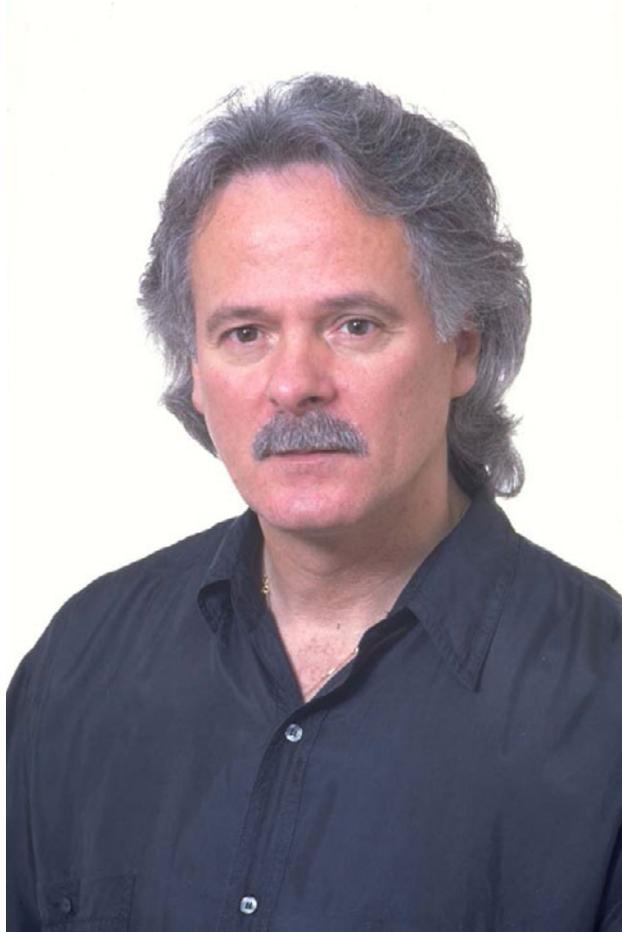


FIGURE 97. James DiPersia, ASFD



HÄFELE
IS PROUD TO SPONSOR THE
MAJOR COLLECTIONS CATEGORY
FOR THE 2002 PINNACLE AWARD

HÄFELE
ANSWERS

Satori

Winner—Major Collections

Judges Citation

“Creative montage of many natural elements with distinctively finished metal surfaces and hardware.”



FIGURE 98. Satori



FIGURE 99. Satori

Designer

Berry & Clark Design Associates, ASFD
100 Main Ave. NW
Suite 500
Hickory, NC 28601
Phone: 828.327.4648 FAX: 828.327.6896
email: bcda@berryandclark.com

Manufacturer

Bernhardt
Attn: William Collett
PO Box 740
Lenoir, NC 28645
Phone 828.758.9811 FAX: 828.758.6207

Retail Price

\$499

Product Description

**SATORI: SLEEK AND MODERN
WITH A BIT OF WILD KINGDOM**

HIGH POINT NC-Why do a lot when a few expressive gestures will do the trick?

Bernhardt Furniture's new Satori collection is sleek, modern and brought to life with bits of wild things: a tusk shaped leg, crocodile embossed leather and a dark, fiery Brazilian Peroba veneer.

Designed to meld with traditional furnishings, Satori is sometimes elemental and almost primal and at other times refined with intricate detail, but always with a spare modern spirit expressed with restraint.

One showcase Four Poster Bed has sleek, barely curved tusk posts that rise high into drum shaped finials and a headboard and footboard with croc-embossed leather insets.

A Round Dining Table mixes four natural elements: a bronzed metal double X pedestal sitting on a wood base and topped with a croc-embossed leather ring - all revealed thru a glass table top.

The Round Bedside Chest clarifies the collection's ties to 1930s design. It's reeded front and simplified bronzed button pulls present a tuxedo and pleated dress shirt facade.

An especially strong primitive influence is felt in one grouping of accent tables built entirely of slab-like circular and ovoid forms. In true contemporary form are an entertainment center, chest and taboret with wave shaped fronts.

As a whole, the Satori collection adheres to the Zen luxury philosophy. It's rich, elemental and spare with a little exotic fantasy on the side.

Satori is but one of many collections built by Bernhardt, one of America's top ten furniture manufacturers.

Designer Biography

Berry & 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 18th century period reproductions to leading edge contemporary design. Along with associates, Tim Lehman, and Keith Binns, (ASFD) their concentrations and successes on quality of design and product development service with various manufacturers has given them the opportunities to effectively utilize their talents and energies to create furniture design in such materials and combinations of wood, steel, brass, glass, marble and upholstery. The abilities of Berry & Clark Design Associates to focus on design creativity geared toward a manufacturers capabilities has resulted in positive, long-term working relationships as "team members" with their clients.



FIGURE 100. Berry & Clark Design Associates

Manufacturer Description

Founded in 1889, Bernhardt is a family-owned business operating 11 plants in western North Carolina. The company produces quality wood furniture for dining, living and bedrooms, as well as a broad line of custom-built upholstered furniture in both contemporary and classic traditional styles.

For more information about the Satori collection and Bernhardt, visit the company's web site at www.bernhardt.com.

Townhouse Collection

Finalist—Major Collections

Designer

Paul Rosebrock and Phillip Stone
Ethan Allen Inc.
Ethan Allen Drive, PO 1966
Danbury, CT 06813-1966
203.743.8538 FAX: 203.743.8214
pstone@ethanalleninc.com

Manufacturer

Kelly Maicon, Manager Public Relations
Ethan Allen Inc.
Ethan Allen Drive
Danbury, CT 06811

203.743.8575 FAX: 203.743.8214
kmaicon@ethanalleninc.com

Retail Price

\$449-\$4,489 per piece

Product Description

Inspired by classic 19th century European design, the new Townhouse collection is a careful blend of stately English Regency designs with a strong influence of French Louis Philippe styling.

In Townhouse's mix of pieces, we've created a collection that looks as if it could have been acquired over a number of years. Some may refer to Townhouse as a "well traveled" look that would be at home in an urban or country setting. Townhouse appeals to consumers with a taste for the classics, and those who appreciate unique pieces with unexpected materials and cabinet woods.

Townhouse is strategically positioned to strengthen the formal and classic lifestyles, and we are confident that it will attract a new group of discriminating consumers to Ethan Allen. Naturally, the pieces are designed to work together, and yet they are individually strong and mix well with other collections such as British Classics and 18th Century Mahogany.

This particular mixture of style influences and design themes exudes vintage elegance. Hand carvings, matched veneer inlay work, and delicate moldings are found throughout. Formal designs and rich materials are made comfortable and livable with warm and inviting finishes that have been artfully antiqued. Light physical distressing and hand-padded glazes bring the soft illusion of age.

The Townhouse collection gives a feeling of being "collected over time". The aristocratic feel of Townhouse's case goods and the relaxed comfort of the coordinating upholstery complement the collection, adding to Townhouse's versatility.



FIGURE 101. Townhouse Collection



FIGURE 102. Townhouse Collection

Designer Biography

Paul Rosebrock has been working with furniture and furniture design since high school. His first job in the industry was with Kittinger Furniture in Buffalo, New York. Paul worked his way up to Design Director, where he handled the reproduction of Colonial Williamsburg furniture. After thirteen years with Kittinger, Paul relocated to North Carolina, where he was the Design Director for Henredon. With Henredon, he was the lead designer for the Ralph Lauren collection. About four years ago, Paul decided it was time for a change, and he went independent. Soon after, he began working with Ethan Allen almost exclusively. During his time with Ethan Allen, Paul has had a hand in creating many furniture collections, including Avenue, 18th Century Mahogany, American Impressions, and Townhouse. In his free time, Paul enjoys gardening, and spends a lot of time building motorcycles.

Phil Stone graduated from "The Philadelphia College of Art" in 1972 with a degree in Design and related Fine Arts. The school has since been renamed Philadelphia University of the Arts. Following college, Phil accepted a job with a design company in Philadelphia before returning home to Connecticut. He joined Ethan Allen the following year, starting off in the Store Planning department working as a new store designer. Eventually, Phil began working as a furniture designer with a concentration on casegoods, although he occasionally works on accent pieces as well. Some of his design work includes American Impressions, Country Colors, Country Crossings, Legacy, and recently, Swedish Home. Phil's talents have been recognized in the industry with several Pinnacle Awards for his portfolio. In his free time away from Ethan Allen, Phil keeps busy painting, gardening, and restoring an antique home.

Manufacturer Description

At Ethan Allen, we're dedicated to providing consumers with superior home furnishings at affordable prices. We support our innovative Classic and Casual indoor and outdoor furnishings with a commitment to friendly service that reaches beyond the expected. These factors uniquely position us as a dominant national force in the fragmented home furnishings marketplace, and that's why today "Everyone's at home with Ethan Allen."

Since 1932, Ethan Allen has been devoted to helping consumers create beautiful, comfortable homes. As a total home furnishings resource, we offer everything consumers need to furnish a home. Over the past decade, we've expanded our product lines across two basic style categories: Casual, appealing to today's more relaxed lifestyles, and Classic, for those desiring more traditional furnishings.

Our unique structure, with a strong, dedicated retail network of over 300 stores, has allowed us to manage the design, manufacturing and delivery of our products. With more than 5,000 experienced craftspeople in 18 plants and 3 saw mills, Ethan Allen continues to manufacture the majority of its products in America. Balancing the timeless quality of hand-craftsmanship with the efficiency of New-Age technology, we're dedicated to maintaining high-quality standards at the best possible values.

Today, over 10,000 people from sales managers to interior designers are associated with Ethan Allen. While their professions differ, they share a unified goal of making the Ethan Allen products and shopping experience exceptional.

From craftsmanship to on-line marketing, our commitment to excellence is at the heart of everything we do. Ethan Allen continues to be dedicated to its almost seven decade reputation for exceptional quality and attentive service. It's what sets us apart, and it's another reason why "Everyone's at home with Ethan Allen."

Historic Natchez Collection

Finalist—Major Collections

Designer

Christopher S. Bergelin, ASFD
628 East Meeting Street
Morganton, NC 28655
Phone: 828.437.6409 FAX: 828.437.6423
chrisb@rbcfurn.com

Manufacturer

Ficks Reed
Attn: Eugene L. Saenger, Jr.
6245 Creek road
Cincinnati, OH 45242
Phone: 513.985.0606 FAX: 513.985.9293
gsaenger@ficksreed.com

Retail Price

\$769-\$5,999

Product Description

The appeal of *Historic Natchez* is expanded by Ficks Reed's new collection of wicker and rattan, designed by Chris Bergelin. The 26 piece *Historic Natchez Collection* captures the colorful *Natchez* style and graciousness of *Natchez*.

Natchez occupies a high bluff overlooking the grand sweep of the Mississippi River. Founded by the French in 1716, *Natchez* was successively governed by England and Spain before joining the United States in 1798 as the capital of the Mississippi Territory. Inventions like the cotton gin and steamboat enabled *Natchez* to capitalize on its location in the geographic center of the world's richest cotton growing land. By the eve of the Civil War, *Natchez* had achieved such economic prosperity that it boasted more millionaires and columned mansions than any Southern city. By then its distinctive culture already conveyed a casual yet elegant lifestyle. *Natchez* was spared the worst ravages of the Civil War and fortuitously, most of the families were able to retain their great houses.

In 1974, local preservationists founded the *Historic Natchez Foundation*, an organization dedicated to the preservation and promotion of the city's rich architectural and decorative arts heritage which descendants of the original owners were maintaining at great personal cost. The Foundation is building upon the original efforts in this regard begun by local garden club members who realizing what *Natchez* had to offer, started giving tours of their historic houses in 1932. Today, *Natchez* represents one of America's most significant collections of architecture and interior decorative arts. Many of the city's great houses are living legacies--homes continually occupied by descendants of the families who built and furnished them before the Civil War.

To promote *Natchez* and to provide funding for its preservation activities, the *Historic Natchez Foundation* created the *Historic Natchez Collection* of home furnishings. Consumers recognize the *Historic Natchez Collection* as one of the

most important names in home furnishings. Ficks Reed, at the forefront of design and quality in wicker and rattan for more than 117 years, is one of a select group of distinguished manufacturers selected by the Foundation to produce under license, products for the Collection. The twenty-six piece initial group of living room, dining room, and bedroom furniture, noted designer Chris Bergelin created for the April 2002 introduction captured the casual essence of the *Natchez* lifestyle.

Bergelin's designs for the Ficks Reed *Natchez* products are adaptations of original antiques and architectural designs found in the city's townhouses, suburban estates, and plantation mansions. Ficks Reed's interpretations of Chippendale, Sheraton, and American Empire antiques almost make it seem as if these time-honored styles were originally meant to be executed in rattan and wicker. Many of the *Natchez* pieces feature maple solids and oak veneers, in addition to various types of rattan or woven wicker patterns. Leather windings add beauty and additional structural integrity. The entire collection is both elegant and casual and is suitable for homes all across America.

Ficks Reed's *Historic Natchez Collection* presents a fresh perspective to the home furnishings buyer and combines, in each piece, the distinguishing characteristics and quality that have come to define Chris Bergelin's designs, the *Historic Natchez Collection*, and Ficks Reed.

8225 Arlington Armoire

Carved maple lions' paw feet with acanthus leaf cuffs support reeded columns formed of scraped pencil rattan. The reeds are bound with leather strips in a X-form pattern resembling the reed bundles that were the badge of office for senators in ancient Rome. The columns support a frieze with flattened arch beneath a deeply coved cornice. The coved face of the cornice is covered with herringbone weave wicker, which is repeated in the door panels. The panels are edged with a split rattan bead and set in a simple maple frame. Enlivening the textural pattern is the simple weave of the drawer panels and the recessed frieze.

Ficks Reed's design was inspired by a circa 1825 desk and bookcase at Arlington. This American Empire antique has several motifs that inspired the new design. Lion's paw feet support flanking columns, which, in turn, support a partial entablature or crown. The partial entablature consists of a projecting cove cornice over a frieze that is arched at each end but flat in the center. These design motifs were fashionable throughout the Grecian Neoclassical Empire period.

Arlington, built about 1818, is an excellent example of the American Neoclassical style, often called the Federal Style. Its attenuated Tuscan columns and thin cornice with elaborate decoration exhibit the penchant for fine geometric lines associated with the Federal Style. Accentuated with marble trim at the doors and windows, Arlington is famous for the semicircular and elliptical fanlights that crown the front and rear doorways.



FIGURE 103. Historic Natchez Collection

8259 Lisle 4-Post Bed

Interlaced gothic arches create an intricate open-work pattern for the flared cove cornice of the canopy that crowns the four posts of this bed. Each post features a tapered column made of reeds bound together with leather in a neo-classical X pattern. Each column is set upon a pedestal with recessed panels of woven wicker and a simple ball foot. Similar reeding and X bindings decorate the horizontal bar with carved foliate finials that crowns the headboard. The curves of the coved corners of the headboard are repeated by applied faux-bamboo moldings, which define the woven wicker panels.

Ficks Reed's design was inspired by a late-eighteenth-century, English Neoclassical bed, found at Maurice Lisle's house, now known as the Shields Town House. The bed features an interlaced Gothic-arch cornice and tapered and reeded columns set on Marlborough-leg pedestals.

Historic Natchez Collection

The Shields Town House was built about 1860 for Maurice Lisle, who came to Natchez from Delaware. The house exhibits characteristics of both the Greek Revival and Italianate styles. The Grecian temple-form portico is supported by columns atop pedestals, which are evocative of the newly popular Italianate style.



FIGURE 104. Historic Natchez Collection

Designer Biography

The furniture tradition runs deep in the Bergelin family. In the early 1900's John Bergelin, Chris' grandfather, left the lumber business to manage "The Falcon" a manufacturer of "Hoosier" cabinets. It was in this plant that his son Robert learned the business. Robert was in the first graduating class of Kendall School of Design where he met and married Chris's mother Barbara. They both went on to pursue design careers, she with Stow-Davis and he with Berkey & Gay. Bob later went on to form "The Pine Shops" and later The Robert Bergelin Company. It was in these companies that Chris learned the business, from the rip saw to the drawing table. He then went on to Kendall and Michigan State to complete his formal education.

Through good fortune, Chris was offered a job with Henredon Furniture Industries, in 1969, where he served a seven-year apprenticeship as the understudy of Ken Volz, their esteemed director of design. This background broadened his design horizons and gave the best possible foundation for his career. As an independent designer he has had long lasting relationships with many fine high-end companies such as E.J. Victor, Hickory Chair, White Furniture and Tell City Chair Company. Currently accounts include Henredon, Howard Miller Clock Company and Ficks Reed.

In 1993, the fourth generation of Bergelins entered the business as Chris and his family reopened the Robert Bergelin Company. His son Thad manages the factory's 22 employees, his daughter Jennifer does all the graphic arts and manages the computer operations, and his wife Marilyn handles all financial and customer service operations. The company distributes through its stores in Hickory & High Point, NC and Winnetka, IL.



FIGURE 105. Christopher Bergelin

Manufacturer Description

From a modest beginning over 117 years ago, Ficks Reed has been manufacturing fine wicker and rattan furniture. In 1885, Louis Ficks established the National Carriage and Reed Company in Long Island, NY, producing wicker baby carriages and novelties - wicker and rattan furniture! By 1900, the company had completely relocated to a modern 3-story factory in Cincinnati, OH.

Bishopsgate

The company's wicker manufacturing peaked in popularity during the 1920's and '30's when no proper veranda would be complete without its impressive display of wicker furniture. Following World War II, rattan furniture became more popular. Ficks Reed expanded significantly and quickly became recognized as one of the nation's leading producers of rattan and wicker products.

Today, Ficks Reed subscribes to the same hallmarks that have kept the brand at the top of its class for over one hundred years. Timeless classics, as well as designs reflecting the evolving tastes of today's consumers, are rendered with meticulous attention to detail. At every step of production, from frame preparation to finishing and upholstery, each order is hand-crafted to the individual customer's exact specifications.

Ficks Reed produces furniture for The Historic Natchez Collection under a license from The Historic Natchez Foundation and for the Historic Newport Collections under a license from the Preservation Society of Newport County. In addition, signature collections currently offered by Ficks Reed include Mannerist, New Classics, Coral Club and Silk Peninsula, to name only a few. The company recently announced its new Monet Collection, under license from The Monet Museum in Giverny, France, which will debut at the High Point Market in April 2003.

Bishopsgate

Finalist—Major Collections

Designer

McDaniel & Coley Inc.. ASFD
116 South Sterling Street, Suite 204
Morganton, NC 28655
Phone: 828.433.8486 FAX: 828.430.7612
mci@hci.net

Manufacturer

Hickory White Company
Attn: Randolph Austin, President
PO Box 998
Hickory, NC 28603
Phone: 828.322.8624 FAX: 828.322.3942

Retail Price

Middle to high price points

Product Description

Bishopsgate is based on European and American **Country House** furniture from England, Scotland, France, and America. Each piece was inspired from antique furniture or architectural elements made by master craftsmen. Hickory White has successfully crafted the collection with the same high standards of construction and integrity of design as these early masterpieces. The collection was researched

from resources found in the 17th the 19th centuries. Only pieces that made the “best of kind” list were selected for inspiration.

Classical proportions and traditional cabinet making techniques gives great antique furniture its integrity. A mellow well-worn patina gives antiques a comfortable sophistication. Hickory White has addressed style, proportion, and finish with vigor and by utilizing many techniques that are centuries old combined with today's latest technology. Hickory White has captured the true feeling of antiquity through out the collection. Some of the unique elements found in the collection are framed end panels, derivative inlay, framed drawer fronts, hand carved mirrors, and raised panel doors. Many of these traditional elements can only be accomplished by a select few furniture companies and Hickory White one of those companies. Hickory White is proud to keep these traditions alive in The Bishopsgate Collection.



FIGURE 106. Bishopsgate



FIGURE 107. Bishopsgate

Designer Biography

Thomas McDaniel and D. Scott Coley founded McDaniel & Coley, Inc. in March of 1996. McDaniel and Coley meet in design school at Kendall College of Art and Design and after graduation worked separately for various manufactures and designers prior to forming their incorporation. They have successfully designed many major collections as well as unique pieces that stand by themselves. Their work has utilized wood, glass, Iron, stone, leather, and woven fabric. McDaniel & Coley, Inc. won an ASFD Pinnacle Award for Dining Room in 1997.

Manufacturer Description

Hickory White, a highly respected manufacturer of upper end casegoods furniture, traces its legacy to the founding of the White Furniture Company in Mebane, North Carolina, in 1881. Hickory Manufacturing Company was founded in 1902, in Hickory, North Carolina. The two companies merged in 1988, which created a new company, Hickory White. At the same time upholstery manufacturer, KayLyn, was also acquired to form Hickory White Upholstery.

The many strengths of the two divisions complement each other to make up one of the broadest and most complete assortments of fine furniture for the entire home. Hickory White, furniture that lasts a lifetime!

Photographs of the 2002 Pinnacle Award Ceremony

The photographs in this chapter were taken at the award ceremony at the Top of the Market, International Home Furnishings Center on Friday night, October 18, 2002. They are organized in this chapter according to the order of presentation at the event. In some categories, the winner or his/her designated representative was not present. In these cases, there is no photograph.

Occasional Tables



FIGURE 108. Occasional Tables Finalists: Dave Clark, ASFD, Gary Hokanson, Gayle Zalduondo, ASFD, Andrew Kelley, ASFD and Martin de Blois, ASFD



FIGURE 109. Occasional Table Winners: Gayle Zalduondo ASFD, Andrew Kelly, ASFD

Occasional Storage



FIGURE 110. Occasional Storage Finalists: Michael T. Maxwell, James DiPersia, ASFD, Rick Berry, ASFD



FIGURE 111. Occasional Storage Winner: Gary Janelle, Weyerhaeuser; Michael T. Maxwell

Juvenile



FIGURE 112. Juvenile Finalists: Michael T. Maxwell, Karen Andrea Derfer, Michael Warren ASFD



FIGURE 113. Juvenile Winner: Tom Inman, Appalachian Hardwood Mfrs.; Michael Warren ASFD

Casual Dining



FIGURE 114. Casual Dining Finalists: Fred Puksta, ASFD, Carl Muller, ASFD, Jim DiPersia, ASFD



FIGURE 115. Casual Dining Winner: Julie Smith, FurnitureStyle, Jim DiPersia, ASFD

Formal Dining



FIGURE 116. Formal Dining Finalists: Gary Hokanson, Tim Annas, ASFD, Jim DiPersia, ASFD



FIGURE 117. Formal Dining Winner: Jim Thompson, The October Company; Gary Hokanson

Motion Upholstery



FIGURE 118. Motion Upholstery Finalists: Bob Duncan (for Robert and Barbara Tiffany), Fillmore Harty, and Jack Lewis, ASFD



FIGURE 119. Motion Upholstery Winner: John Patrick, Leggett & Platt; Fillmore Harty

Stationary Upholstery



FIGURE 120. Stationary Upholstery Finalists: Nancy Genova, Jack Lewis, ASFD, Vladimir Kagan, ASFD



FIGURE 121. Stationary Upholstery Winner: Ben Thayer, Hickory Springs Manufacturing, Nancy Genova

Leather Upholstery



FIGURE 122. Leather Upholstery Finalists: Lewis Mabon, ASFD, Darrell Lowman, ASFD, Steve Derwood, Grid2 International, Rick Lee, ASFD



FIGURE 123. Leather Upholstery Winner: Rick Lee, ASFD

Accessories



FIGURE 124. Accessories Finalists: Nancy Mills, Joe Gordy

Lighting



FIGURE 125. Lighting Finalists: Alan Palacek, George Chandler, Tom Tucker, Mark McDowell



FIGURE 126. Lighting Winner: Linda Longo, *Home Lighting and Accessories*, George Chandler

Home Office



FIGURE 127. Home Office Finalists: Michael Teal, Vincenzo Vardaro, John Cooper, ASFD



FIGURE 128. Home Office Winner: John Cooper, ASFD

Home Entertainment



FIGURE 129. Home Entertainment Finalists: Gary Hokanson, Michael Warren, ASFD, Jack Kelley, ASFD, Paul Hermann, Philip Stone, ASFD



FIGURE 130. Home Entertainment Winner: Max Shangle, Kendall College of Art & Design, Jack Kelley, ASFD, Michael Warren, ASFD

Summer Casual



FIGURE 131. Finalists Summer Casual: : Frederic Doughty, ASFD, Shaun Sweeney, ASFD



FIGURE 132. Winner Summer Casual: Becky Boswell Smith, *Casual Living*, Frederic Doughty, ASFD

Bedroom



FIGURE 133. Finalists Bedroom: : Tim Annas, ASFD, John J. Vogel, Matin di Blois, ASFD, James DiPersia, ASFD



FIGURE 134. Winner Bedroom: Martin de Blois, ASFD

Major Collections



FIGURE 135. Finalists Major Collections: Christopher Bergelin, ASFD, Dave Clark, ASFD, Scott Coley, ASFD, Philip Stone, ASFD, Paul Rosebrock



FIGURE 136. Winner Major Collections: Dave Clark, ASFD

Miscellaneous Event Photos



FIGURE 137. 2002 Pinnacles
