

A Stone's Throw

Casting the trends of the concrete and stone industry



Kellie Blackburn, Donovan Duncan, and Linda Honeycutt of Total Scope Construction Services, Inc., one of four companies interviewed.



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ON THE COVER

A Stone's Throw: A look at the stone and concrete industry.

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From left: Kellie Blackburn, Donovan Duncan, and Linda Honeycutt of Total Scope Construction Services, Inc. in their office.
Cover photograph by Tom Pardue



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Around the Chapters

Chicago

The chapter hosted its 1st Annual Bootlegger Bash on October 16th at ZED 451, Chicagoland's hot new Brazilian restaurant. Guests stepped back to the glamorous time of bootleggers and flappers and enjoyed the full harvest table, quality meats, and open bar. Main attractions included a wine tasting hosted by the ZED451 sommelier and sponsored by Wolf-Gordon, a silent auction, and raffle. With support from Aqua, Brintons, HOK, MDC Wallcoverings, and other generous sponsors, the chapter hoped to meet its goal of \$12,000 for scholarships to benefit interior design students.

Greater New York

The chapter held a Green Event at the new Milliken Showroom in New York City on October 2nd. Planned by Milliken's Allison Weinstein, the educational evening included a Green Products Showcase with products contributed by Milliken, TOTO, Maharam, Knoll, HKS, and CF Stinson, as well as a business card drawing. Milliken's Bill Gregory gave an interesting and accredited program on specifications and certification for sustainability, life cycle assessment, and major issues in certification. Next up: On November 7th, the chapter is bringing *Hospitality Design* magazine's popular Owners' Roundtable to Manhattan. It will be followed by Light Up the City!, the chapter's biggest fundraiser of the year at the newly renovated Edison Ballroom, complete with dancing, great food, and a tribute honoring Michelle Finn, Hospitality Design Group's vice president, as the chapter's inaugural Industry Innovator awardee. It is sure to be a must-attend party of the International Hotel/Motel & Restaurant Show party circuit. Visit: www.newh.org/lightupthecity

community building



With the NEWH website (www.newh.org) averaging 700 hits per day, the corporate office has decided to up its capabilities. A new forum software has been added and in the near future, the website will further link members, board members, and industry professionals through various communities. "We see one community where junior designers can post questions to be answered by experts, another where chapter programming directors can post information for all chapters to share. The communities are limitless," says Shelia Lohmiller, executive director, NEWH, Inc.—The Hospitality Industry Network, adding that the corporate office will monitor each community.

Up next? Facebook and MySpace in hopes to connect with the younger NEWH members. Any member with expertise on these sites should contact Shelia at shelia.lohmiller@newh.org.

Los Angeles

The chapter's 23rd Annual Gala NEWH Goes to...Casablanca, will be held Saturday, December 6th, in the Beverly Hills Ballroom at the remodeled Beverly Hilton Hotel. For more information, email newhgala@gmail.com.

South Florida

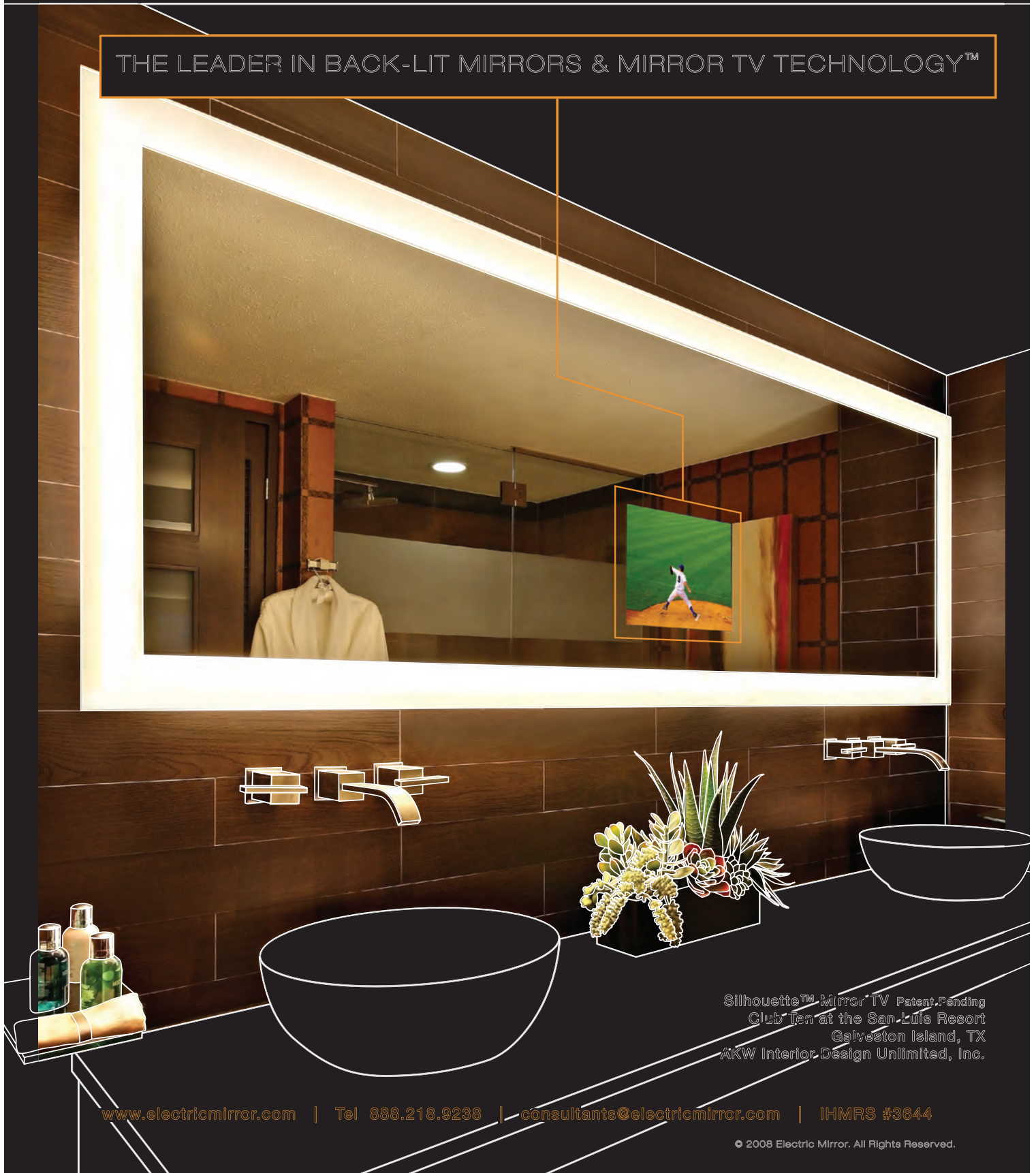
The chapter held a successful Bubble Bash in September in conjunction with HD Boutique. Plus, the chapter recently awarded scholarships to nine individuals currently studying hospitality and held an awards dinner to honor the schools and students at the Emerald Hills Country Club in Hollywood, Florida. The award winners are: Stephanie Cambarau, hospitality management graduate degree, Florida International University \$500; Ana Machado, MBA, Lynn University, \$500 (She is a professional Chef and educator); Dario Vasquez, hospitality

management graduate degree, Everest University, \$500; Carolina Cemborain, hospitality management graduate degree, Florida University International, \$1,000; Carmen Slodczyk, hospitality management graduate degree, Florida International University, \$1,000; Sandra Stewart, culinary arts, Florida Culinary Institute, \$1,000; Shalaka McFarlane, hospitality management graduate degree, Florida International University \$2,000; Kennalyne Jn. Baptiste, hospitality management graduate degree, Florida International University \$2,000; and Yvonne Bentley, culinary arts, International Culinary School at the Art Institute of Ft. Lauderdale, \$2,000.

****In the September issue** of NEWH in the story titled "Eco Talk," we were remiss in not including our \$5,000 Sustainable Hospitality Leadership Forum sponsor — Signature Hospitality Carpets, Brenda Smith and Bob Thomas.

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Leading the Way

Don't miss NEWH's Leadership Conference taking place January 9-11 in San Diego at the Hotel Solamar. Like its name implies, the three-day event is dedicated to helping attendees (designers, architects, purchasers, owners, or manufacturers, both NEWH members and non-members) be better leaders—whether by building a more successful chapter or business. A NEWH member conference pass is

\$150; a non-member conference pass is \$200; students are \$100. One-day passes are also available for \$100 and those wanting to only attend the Scholars Dinner can do so for \$65.

For more information or sponsorship opportunities, contact Jena Seibel, NEWH, at 866.935.6394 or leadership.conference@newh.org.

Little Help from Our Friends

NEWH would like to thank the 2008 Hospitality Design Exposition & Conference (HD Expo) and Hospitality Design Boutique Exposition & Conference (HD Boutique) Silent Auction sponsors:

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Northwest Carpets
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Polk Audio
Sipco Publications & Events
Stacy Garcia for Pacific Coast Lighting
Trend Lighting Corp
Tsunami Glass Works

Here is the agenda::

Thursday, January 8

6:30 – 9:30 p.m.

Opening Night Reception at the Design Within Reach showroom

Friday, January 9

- Breakfast and Welcome by Anita Degen, NEWH President, Degen & Degen
- Lessons in Leadership by Bob Maricich, President and CEO, World Market Center
- Host Hotels: Hotel of the Future
- Generations in the Workplace by psychologist Cathie Looney
- Breakout Sessions, NEWH Chapter Training, Strategic Planning
- Evening activity: Dine Around the historic Gaslamp Quarter

Saturday, January 10

- Sustainability Panel Discussion
- LEED 101: Introduction to LEED presented by the USGBC
- Vendor Spotlight on sustainable products
- Personal Development Workshop
- Evening activity: Scholars Dinner at the San Diego Zoo

Sunday, January 11

Morning finale

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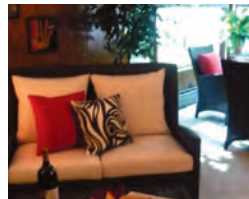
From births to promotions, see what your fellow NEWH members are up to



Trump International Las Vegas



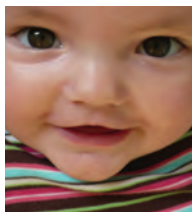
Besa Lighting's new website



Barlow Tyrie's showhouse



Vanessa Tefft



Sydney Anne McGowan



Nell Foster



Jason Adolf and Stacey Bran



Victoria Erickson

Patterson, Flynn & Martin introduces its new and improved website. Search classic and contemporary floorcovering collections, including carpet styles, rugs, borders, and custom work. Feature collections have been created by renowned guest designers such as Matthew Patrick Smyth, David Kleinberg, Kelly Wearstler, and Paule Marot. www.pattersonflynnmartin.com.

Debra King McGowan, principal of Lam McGowan, gave birth to Sydney Anne McGowan on March 28 in New York City.

Stacey Bran has joined the Washington, DC office of ForresterPerkins as an interior designer, working on luxury hotels. Bran is also planning her Memorial Day 2009 wedding to Jason Adolf.

Vanessa Tefft, hospitality specialist with Humanscale for the Los Angeles area, recently got engaged to Joshua Stern at the Top of the Mark Hopkins Hotel in San Francisco. They will wed next spring in her hometown of Pasadena, California, at the Langham Huntington Hotel.

The annual **Bering & James Holiday Box Show** is doing an open call to all artists. This year's sale kicks off the first weekend of December and will run through the entire month. Forty-five percent of each art sale is given to the artist and a portion of the proceeds benefits DelPechin Children's Center. For more information, log on to beringandjames.com.

Merry N. Landis of **Fine Art Resources/Art Consulting & Design**, which specializes in art for the health care industry, will provide artwork for several facilities run by Genesis Healthcare Corporation. Landis also

announces that her son and daughter-in-law are expecting their first child in mid November.

With a contemporary design that more closely reflects the style of their products, **Besa Lighting has relaunched BesaLighting.com**. Highlights include a professional rep search tool, a news section, easier navigation, and information on the company's handcrafted glass complete with a brief video about the glass blowers.

White Associates Lighting is proud to introduce its newest member of its sales team, Matthew Girouard.

Make Be-Leaves recently completed an installation of high-end retirement community University Village in Thousand Oaks, California.

Robert Meaders joined Roswell, Georgia-based Randall-Paulson Architects as a consultant to rebrand the company's hospitality design studio.

Pinnacle Lighting Agency, representing fine lighting and furniture manufacturers to the hospitality industry in the Dallas/Ft. Worth, Texas area, has begun representing Century Industries custom lighting.

JANUS et Cie opened a new showroom in Dallas, in the city's design district. Contact: 1525 Hi Line Dr., Ste. B, Dallas, TX 75207, 214.712.0003

Victoria Erickson, principal of Erickson Communications, a Las Vegas- and Seattle-based consulting firm, recently received her pilots license.

The Dallas office of **Leo A Daly** took home two top hospitality design awards from the American Society of Interior Designers (ASID) Texas Chapter as part of the society's 2008 Legacy of Design Awards program: first place in the hospitality service category for the Hilton Irvine, Irvine, California, and second place in the hospitality service category for the Renaissance Pere Marquette, New Orleans. The awards were presented during the Legacy of Design Awards Celebration on Friday, August 15 in Dallas.

UK Chapter member **Lisa Banholzer** of LMB Arts, Ltd. recently gave birth to six-pound, four-ounce Nell Foster.

Dallas based **Purchasing Management International (PMI)**, one of the leading hospitality procurement companies, has completed the FF&E purchasing for Trump International Condominium Hotel & Tower in Las Vegas. The project consists of new construction of luxury 1875 units, corridors, public spaces, and restaurant.

The **Carroll Adams Group** announces new hires: Diane Bryan as a project manager; Sandy Webb as a project manager, who will handle OS&E procurement; and Gary Jilek. The Orlando-based firm also has several projects in the works including the Hilton Orlando Convention Center, W New Orleans City Center, the Westin Diplomat Resort and Spa in Hollywood, Florida, the W Vieques, Martineau Bay in Vieques, Puerto Rico, and multiple aloft locations.

A new blog called **studio g** recently launched. It will discuss landscape design and hospitality design as it relates to gardens and all the things that go into making great outdoor spaces. www.greayer.com/studiog >

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TOTO



A Four Points guestroom

Barlow Tyrie was awarded first place in the Hammonton, New Jersey Show House, which benefited the Hammonton Historical Society.

HG Art and Framing Consultants, a leading international art and framing consulting company, has been inducted into this year's 2008 INC 5000 list of the fastest-growing private companies in America. HG, founded in 1982, experienced more than 50 percent growth between 2004 and 2007.

Fabric Innovations is now the specified top of the bed and drapery vendor for the Four Points by Sheraton brand.

Architectural Ceramics, a leading stone,

porcelain, and glass dealer and resource in the DC area since 1983, just expanded to the Baltimore area. Contact: Kersi Press, manager of A&D services, 3500 Boston Street, MS62, Suite 413, Baltimore, MD 21222, 410.522.1072, kersi@architecturalceramics.net

Theresa Dowling, *FX* magazine, recently met UK's Prime Minister Gordon Brown during a reception for a number of editors on behalf of the British Society of Magazine Editors.

American Hotel Furnishings has been awarded contracts for the Pacific Inn boutique hotel, Seal Beach, California; and new construction of a Wingate by Wyndham in Champaign, Illinois, and Lafayette, Louisiana.

Photo by Richard Lewis



Theresa Dowling with UK's Prime Minister Gordon Brown



Jan Gerrity

The NEWH community and the hospitality industry recently lost a great member, **Jan Gerrity** on September 26th, to a long battle of ALS. Gerrity, a native Las Vegas, was a mentor to many. A former NEWH chapter president, she helped form the Las Vegas HOSPY Awards, among many other contributions. In lieu of a memorial service, her friends and family came together for a "Celebration of her Life" in her showroom on October 2nd.

Seattle-based **Degen & Degen** announces the following promotions: Melissa Walling and Wei Li to senior associate; Brian Elliott and Zoe Perpich to associate; and Amy Green and Erin Lesinski to project manager.



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who's who member spotlight

Making a dream come true. Meeting the Queen.
A look at two incredible NEWH members.



Betty Wong

In her native Indonesia, the lack of proper university design program made it difficult for **Siaw Yian Wong (aka Betty Wong)** to develop her design skills. But passion led her to Malaysia where she majored in interior design at Taylors College. Soon after, she transferred to the Art Institute of California, Los Angeles (AICA-LA), where she completed her studies in just three years. During her time at AICA-LA, she received a number of awards, one of them being the NEWH Nan Quarles Scholarship Award for Interior Design. It was during the awards ceremony that she met many NEWH members. One of them being Nikolaus Meller, owner of NIKMEL, Inc., and as luck would have it, Meller was looking for an interior designer with a passion for furniture. Wong now works for the company, where she manages the casegood, upholstery, and lighting CAD approval drawings for manufacturers and purchasers, and creates floorplans, elevations, hand renderings, and space planning for interior designers.

In January, Ian Hughes, national chairman of the UK Housekeepers Association (UKHA) received a telephone call from the private secretaries office at Buckingham Palace asking for three nominations from housekeeping to be invited to a special event hosted by Her Majesty the Queen and His Royal Highness the Duke of Edinburgh. One of those women was NEWH member **Lynn Yambao**, national secretary of the UKHA, who was a founding member of the association some 23 years ago. On May 6th, she attended the 360-person gala at the palace with the other selected ladies, where she mingled with the likes of famous chefs such as Gordon Ramsay and was greeted by the Royal Household staff and Prince Philip. "He was so friendly and inviting, and he showed great interest in asking what the UKHA was about," Yambao says. The best part of the evening? Meeting Her Majesty.

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Conference Preview IH/M&RS

More than 35,000 attendees are expected to attend the 93rd annual International Hotel/Motel & Restaurant Show (IH/M&RS) November 8-11 at New York City's Jacob K. Javits Convention Center. "While the IH/M&RS continues to serve as the industry's top choice for sourcing new products, it also fulfills a fundamental need for professional development at all levels and in all areas of expertise," says Lynn White, show manager. "Whether in need of the latest legislation information or insight on hospitality design trends, the IH/M&RS has a seminar for every need and interest." Here are a few highlights:

The education program begins on Saturday, November 8th, with the Hospitality Leadership Forum, a full-day conference addressing such topics as "Securing Payments: What the Payment Card Industry Data Security Standards Mean for Your Hotel," "Contingency Planning in an Uncertain Era," "Changes on the Travel Horizon: Are We There Yet?," "EnergyMiser All Stars: Conservation Lessons from the Best," and "Efficiency in Design." Doris Kearns Goodwin, noted historian and author of *Team of Rivals: The Political Genius of Abraham Lincoln*, will deliver the keynote address. In a presentation based on her No.1 *New York Times* best-selling book, the award-winning historian will discuss politics and successful leadership strategies, based on history's most compelling personalities.

For the first time, a green themed keynote presentation will headline Sunday's seminar schedule. Christine Ervin, environmental leader and former CEO of the U.S. Green Building Council, will present "Sustainability." As an environmental advocate whose career spans executive positions across national, state, and nonprofit sectors, Ervin is widely credited as a major force in today's vibrant green building markets.

Destination Design returns again this year offering new products within the show's Luxury Product Collection and seminars throughout the three days. Standout sessions include the keynote CEO Leadership Panel,



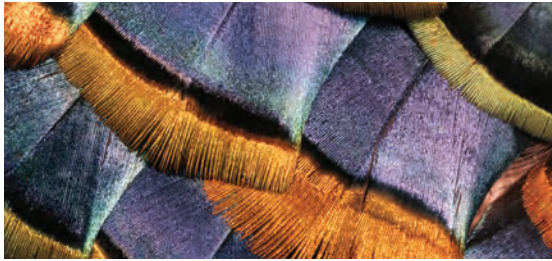
The 2007 IH/M&RS show floor.

which includes Roger Thomas, Wynn Design and Development.

The Demonstration Kitchen will return to feature the cooking techniques and flavors of top chefs on Sunday, November 9th, and Monday, November 10th. Presenting organizations include the ICA-ACF Big Apple Chapter, *Food Arts* magazine, and the Société Culinare Philanthropique. Highlights include a demonstration of stuffed chicken breasts by Jane Brock, chef instructor and wine professor at the Institute of Culinary Education; Kona Kampachi with Chef Ben Pollinger of Oceana Restaurant; Prosciutto di Parma and Parmigiano-Reggiano with Chef Michael Vignapiano of the Art Institute of NYC and Fresh Flavors Catering; chef, author, and television host Silvia Barredo demonstrating techniques from her latest book, *Decorative Carving*; and Chef Jean Jacques Bernat of Provence en Boîte featuring classic French bistro dishes.

The Gold Key Awards for Excellence in Hospitality Design annual breakfast will take place from 7:30 - 9:30 a.m. on Monday, November 10th at New York City's Mandarin Oriental Hotel. The 28th annual event will present awards in eight categories as well as the Designer of the Year Award by Gold Key Awards sponsors *Interior Design* and *Hotels* magazines. Also that morning, NEWH Inc.—the Hospitality Industry Network, will give its annual Icon of Industry Award to Roger Milliken. Tickets are \$75 each, and available online at www.ihmrs.com/goldkey.

For more information about the show sponsored by the American Hotel & Lodging Association, the Hotel Association of New York City, Inc., and the New York State Hospitality & Tourism Association, and managed by GLM®, a dmg world media business, log on to www.ihmrs.com



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have you seen?

Check out some of the latest lighting options from your fellow members

Pinnacle Lighting Agency represents fine hospitality and contract lighting manufacturers such as Access Lighting, Elco Lighting, and Century Industries. The company specializes in custom and energy-efficient fixtures to meet designer specifications, including this pendant from the Soho series from Century Industries.
www.pinnacleltg.com



Dallas Market Center is home to hundreds of quality lighting manufacturers. One of its most dramatic pieces is the world's largest LED chandelier weighing 6,500 pounds from Meyda Lighting, shown here.

www.dallasmarketcenter.com



Hallmark Lighting's all Ceramic Table Lamp has a clear acrylic base. The ceramic is finished in a Granny Smith color glaze and features an off-white linen shade.

www.hallmarklighting.com

Designed for the nightstand and desk areas, Lamp 10502 from Trinity Lighting is made of crystal glass with a crackle effect. The glass tint can be customized in a variety of tones.

www.trinitylighting.com



Chapman Manufacturing produces a wide range of nightstand lamps, desk lamps, reading lights, floor lamps, ceiling fixtures, and wall sconces. This new nightstand lamp is made of resin, is handpainted to resemble natural horn wood, and has polished chrome details and a linen hard-back shade.

www.chapmanco.com





have you seen?

Check out some of the latest lighting options from your fellow members



Besa Lighting introduces four new Glass Décors featured in the Tamburo and Canto series of ceiling pendants and spotlights. Handcrafted of glass with Besa's unique distressed metallic foil appliqué that has the texture of weathered sandstone applied inside, the fixtures are available in Copper Stone, Gold Stone, and Silver Stone.

www.besalighting.com



The Peacock Chandelier from iWORKS features a laser-cut metal pattern, bold tones, and twisted acrylic plumes. The pendant is detailed with more than 70 handpainted crystals that are each framed in hand-applied silver-leaved acrylic cones.

www.iworksus.com



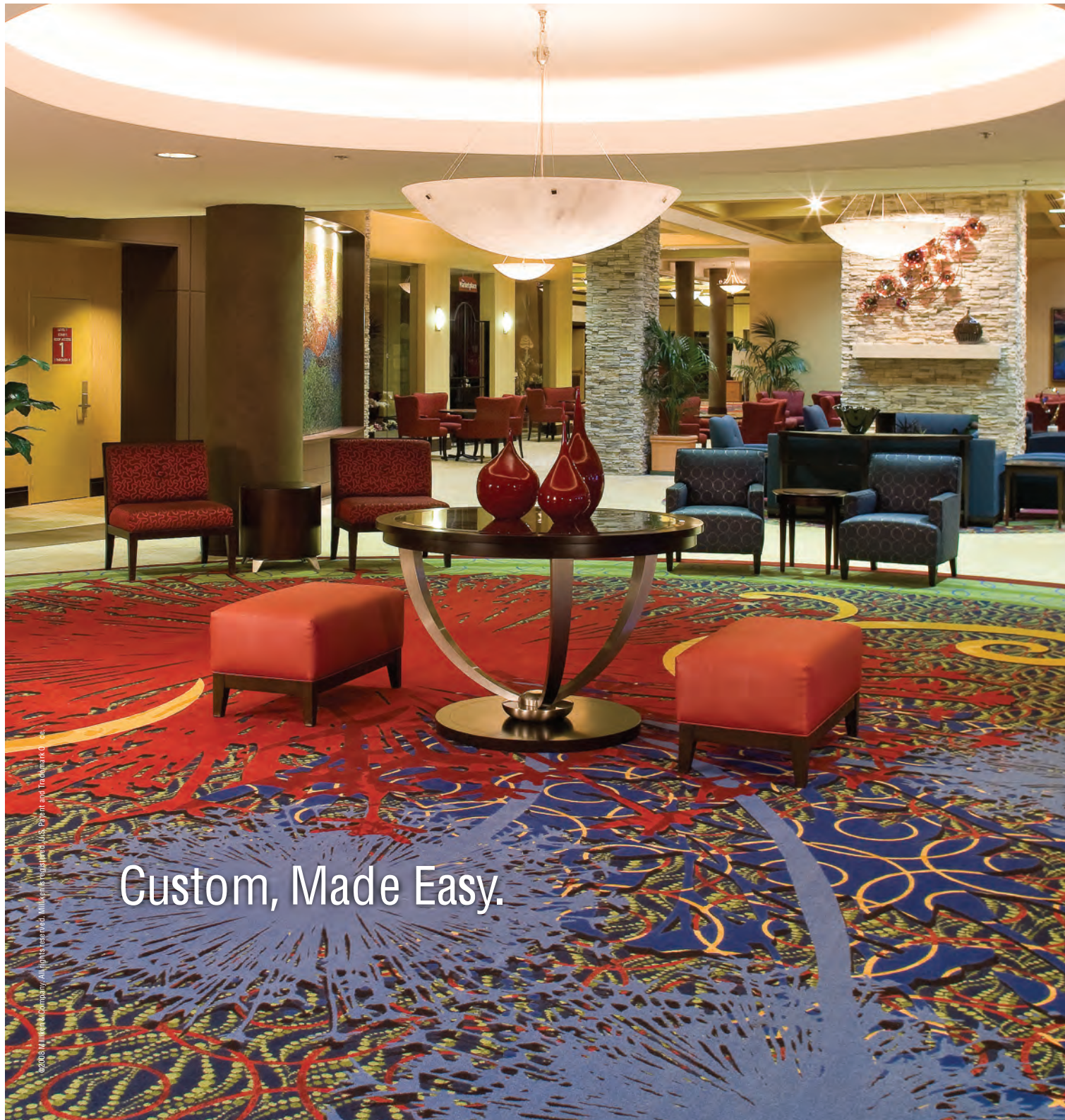
The Santorini Round Lanterns from Restoration Hardware are made of a stainless steel frame, vented roof to release heat, and screw top lid. They are available in a bronze or polished nickel finish, shown here, and five sizes: small, medium, large, extra large, and grand. www.restorationhardware.com/trade

The Facets Collection from Electric Mirror is an ultra-luxury line with a sophisticated design and an elegant finish. The Back-Lit Mirror line is suspended in a brushed stainless steel or mirrored niche and achieves an alcove effect when illuminated.

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Shown above: Crowne Plaza Hotel - Colorado Springs, CO
Design Firm: Carolyn Henry and Associates - Dallas, TX

Milliken Hospitality



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Experts give advice on specifying wallcoverings By Alia Akkam

Above: Drop Skin and Cumulus patterns from TRI-KES.

Whether it's the guestroom, the main lobby or a bustling corridor, all eyes are on wallcoverings. Overwhelmed by all the choices out there for this crucial element? Here are some expert recommendations to help you select just the right product to make a positive impact on your design.

Trend Watch

"In the past, when a designer asked for a traditional, transitional, or contemporary pattern, it was very easy to know what they were talking about. Now there are so many design styles to choose from, categorizing a pattern as one definitive style is more challenging,"

explains Tricia Salyer, partner at Dallas-based TRI-KES. "There are also many requests for organic looks. I have found that a big challenge is in how designers define 'organic.' Some feel that it is an actual botanical print, while others define it as very clean and textural."

Rich Morrow, executive creative director of Designtex in New York City, says clients are looking for cleaner patterns, moving away from faux alternatives. "Heavy embosses are also being used more often because they hide flaws in the walls and require little prep before hanging, as well as add textural interest to a room," he notes.

"Greater confidence in the use of pattern and >

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Above, from left: Designtex's Push It vinyl wallcovering; the Atlantis collection by Natasha Marshall in the Branch Coral design.



color is slowly gaining ground," points out Natasha Marshall, managing director of her eponymously named design house, Natasha Marshall Fabrics & Wallcoverings in Glasgow. She also notes the trend of mixing texture and pattern papers together or using just a textured paper as the feature wall.

Design 101

Salyer singles out durability as the most important feature designers should look for. "In hotel settings, where there is constant abuse from suitcases and carts, vinyl is still the first choice in high traffic areas. However, there are situations such as coastal properties or high humidity areas where the wall needs to breathe to avoid a mold and mildew problem. Vinyl wallcoverings that are microvented, or some of the new breathable patterns such as Scion, are great solutions for these situations," she says.

Backings used on vinyl wallcoverings are another element Salyer encourages designers to pay attention to. "The sophistication and the layering of the prints often require the manufacturers to use a non-woven backing to hold the vinyl very straight. It is important for designers to understand why the backing that has been specified is critical to the manufacturing process," she explains.

Easy Being Green

Numerous green advances in recent years have led wallcoverings to also become more ecologically sound. Marshall, for example, sources her bulk paper from sustainable forests, while Salyer supports mills like Omnova, which has developed PVC-free products to attract vinyl-shunning customers, and LSI, which reclaims vinyl wallcoverings from job sites and reuses it in the formulation of their Second Look vinyl wallcovering program.

"Technological advances such as no-PVC products that still have great tear and tensile strength like Scion, provide designers with alternate solutions for high traffic areas," says Morrow.

Tech Support

Marshall points to how technology has directly affected the creative process to simplify the relationship between designer and vendor. "Visually, you can see what a design will look like on your screen prior to installation, which helps designers push the boundaries for the customer. Digitally printed papers have also improved considerably in quality so you can create bespoke papers for clients or different scales of design to fit the project the designer is working on," she says. >



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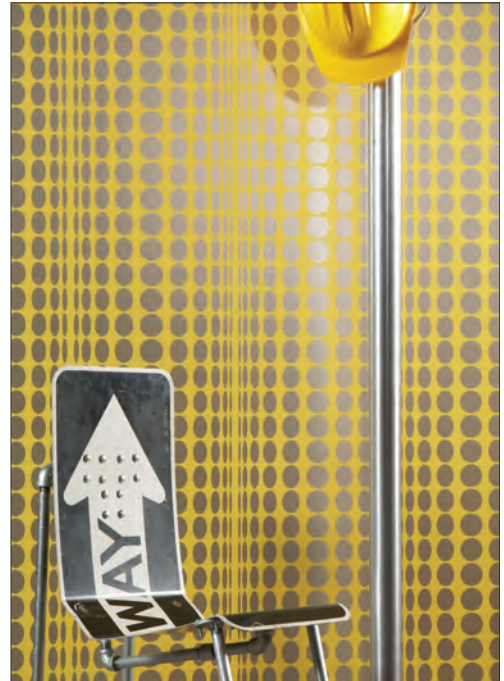
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Above, from left: Designtex's Knightsbridge, Garibaldi, and Roam patterns; the Wave pattern from TRI-KES. Left: Natasha Marshall's Atlantis wallcovering in the Billow design.

Educated Decisions

Despite the sheer number of wallcovering options, designers are, in fact, quite knowledgeable about the needs of their properties. Thanks to informed vendors, they are making educated, focused decisions on selecting wallcoverings for their projects. "If there is one mistake I sometimes see, it is in selecting a handcrafted pattern and expecting the pricing to be the same as vinyl wallcovering," Salyer points out. "Many of the handcrafted patterns are embellished with glass beads or flocking which definitely adds to the cost of the material and affects the durability of the product."

Morrow thinks it is especially important for designers to be aware of the location where the wallcovering will be applied and use a substrate appropriate to it. "For instance, a durable substrate should be used in high traffic areas such as corridors and hallways," he says.

While some designers might choose to play it safe with plain walls and neutral colors, Marshall points out another alternative that can produce equally negative looks: "Making one wall stand out can create an unbalanced look in the room. A feature wall must complement, not dominate, the interior."

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Dance Dance Dance
Roughly 250 people attended the South Florida Chapter's annual Bubble Bash held at the Fifth nightclub the last day of HD Boutique. The night included a dance competition, hors d'oeuvres, a silent auction, and raffle. Thanks to the sponsors: Indon International, New Look/Hotel Business, Milliken Hospitality Carpet, Hospitality Design Group, Mirror Image, Berman Purchasing, and Samuelson Contract.



Top left: Tina Shaffran, Brintons USA and NEWH; Kenzie Perry, Gettys; and Dawn Starling, Starling & Associates and NEWH.
Above: Indon International with the South Florida Chapter ladies: Front row: JC Weathers III, Laurie Shevock, NEWH, Brian Saeger; Back Row: Tina Shaffran, NEWH, Butch Crouse, Ronita Smith, Joe Sienkiewicz, Janice Sienkiewicz, Calvin Eggleston, Jim Leveritt, Dawn Starling NEWH, Joe Goodson, and Cindy Guthrie, NEWH.
Left: Christopher Bezzone, Advanced Interiors, took home first place in the dance competition.



Viva Miami More than 4,000 designers, architects, owners, purchasers, and manufacturers attended Hospitality Design Boutique Exposition & Conference (HD Boutique) September 18-19 in Miami Beach, Florida. Produced by *Hospitality Design (HD)* magazine, the annual show features a boutique-style show floor with more than 700 exhibitors, 15 accredited conference sessions, site visits to the newest spots in Miami, and sold-out networking events.



Clockwise from top left: The ISHP Hollywood Heart/Camp Pacific Heartland fundraiser at the Fifth nightclub; John Hardy, John Hardy Group International (JHGI), and Michelle Finn, Hospitality Design (HD) Group, present a check for \$10,000 to Radical Innovation in Hospitality—the second annual search for global innovation in hospitality experience sponsored by JHGI and HD—grand prize winners Melanie Herz Promecene and Douglas Oliver, Morris Architects, for their Oil Rig Resort; keynoter Roger Thomas, Wynn Design and Development, spoke with *HD's* Michael Adams about his illustrious career and newest endeavor, Encore, the sister property to Wynn; and *HD's* 2008 Wave of the Future honorees: Alex Calderwood, Ace Hotel Group; Denise Corso, CorsoStalcoff; Steve Brabson and Frank Medrano, Franklin Studios; Sean Tanner, Cagley & Tanner; Matt Abramcyk, Smith & Mills/Beatrice Inn/Employees Only; and Leonard Lee, Wilson Associates.



From left: Michael Dobin, Valley Forge Fabrics; Jacob Logsdon, Puccini Group; Cheryl Johnson, Puccini Group; and Diana Dobin, Valley Forge Fabrics.

Celebrating Design Every year, *Boutique Design* magazine (*BD*) celebrates the best designs in boutique hospitality. This year, *BD* received more than 100 submissions of hotel, spa, lounge, and restaurant designs. Nearly 200 industry professionals attended the awards ceremony on September 17th in Miami. The winners were: for hotel, Cabo Azul by Dodd Mitchell Design; for restaurant, Milestones by II by IV; for lounge, Foxtail by Franklin Studios for SBE; for spa, Paz by Dodd Mitchell Design. *BD* also awarded Todd-Avery Lenahan, ABA Design Studio, as its designer of the year for his notable contributions to the hospitality industry.



From left: Todd-Avery Lenahan, ABA Design Studio; Cheryl Rowley, Cheryl Rowley Design; and Elizabeth DuPree Lynch, EDL & Associates.



From left: Kelly Hushin, *BD* magazine; Michael Schneider, Sipco Publications; and Rebecca Goldberg, *BD* magazine.



Green 101 The Greater New York Chapter held a Green Event at the new Milliken Showroom in New York City. Milliken's Bill Gregory gave a lecture on specifications and certification for sustainability, life cycle assessment, and major issues in certification.



From left: Los Angeles Founding Chapter board members: Cinnamon Alvarez, A-19, Inc.; Janice Derakhshan, Hunter Douglas; Sheila Shanklin, Dal-Tile; Debra Kelly, California Lighting + Components; Felicia Fisher-Shamu, Vitality Furniture Group; and Ana Martinez, Pacific Hospitality Design, Inc.



Coming Out ASID/LA hosted The Coming Out Party for emerging commercial designers on October 2nd at the Knoll showroom. It featured the premier of ASID/LA's "If I Were You" video, a fast-paced montage of up close and personal interviews with some of the region's leading figures in commercial interior design. Sponsors of the event included Knoll, dTank, Humanscale, Bentley Prince Street, Coalesse, Luna Textiles, Interface, UCLA Extension Arc_ID, and AC Martin. Other supporters were Western Office Interiors and Jules Seltzer Associates.

Left: Another board member Logan Ross.



Rocky Mountain High The Rocky Mountain Chapter held its annual golf scramble fundraiser event on July 21st. This was the group's first ever sold-out event (with 80 golfers) and they were able to raise enough money for 2009 scholarships. Thanks to the sponsors: Milliken Hospitality, Duff & Associates, Brintons, Durkan, Aqua Hospitality, Constantine Carpet, Telos Furniture, MDC, Shaw Hospitality, Gretchen Schiller Contract Lighting, CDI, Sun Touch, Custom Building Products, Daltile, Global Allies, Signature Hospitality Carpets, Kellex, Graphic Encounter, Crossley, Kravet, TRI-KES, Nuheat, Johnsonite, Clayton Miller, the Art Institute of Denver, New Edge Designs, Accessory Warehouse, and Centerre Construction.

Clockwise from left: Returning champions Larry Sage, Sandra Blissard, JoAnne McGillvray, and Mark Vissering; Anneliese Whitfield, Jenn Isenhardt, and Noreen Shiroma of Bray Whaler with Angelique St Germain of Valley Forge Fabrics at the after event party sponsored by Milliken; Kenley Graves of Arizona Tile golfs with Leah Best, Sara Shalls, and Jayna Kline of the Ranch House.



NEWH Las Vegas 2008 Hospitality Industry Achievement Award honoree Brad Friedmutter (center) with his sons Douglas and Max.



From left: The 2008 NEWH Las Vegas Board and HOSPY Committee Members: Jennifer Houser, Kelly DeWees, Rachel Cline, Laura Frankenberg, Ana Villela, Barbara Bradley, Ruth Barton, Andrea Thomas, and Durette Candito.



Roger Thomas, Wynn Design and Development (right), accepts the HOSPY award for Best Nightclub and Best of Show from KTNV meteorologist Bryan Scofield.



From left: Auctioneer Rocky LeFleur, Kneeder-Fauchere; Margaret Casey and Bill Grenewald, World Market Center; and Asad Knoshnood, Allegiant Air.

Design Excellence Roughly 500 industry members attended the Las Vegas Chapter's 5th annual HOSPY Awards for Excellence gala on October 4th in the Latour Ballroom at the Wynn Las Vegas. The event featured a silent auction, followed by dinner and an awards program emceed by KTNV-TV 13 news anchor Tricia Kean and meteorologist Bryan Scofield. The big winner of the night was Blush nightclub at the Wynn Las Vegas, which took home Best Nightclub and Best of Show. And the chapter gave Brad Friedmutter, founder and CEO of Friedmutter Group, the 2008 Hospitality Industry Achievement Award.



From left: HOSPY judges Paul Heretakis, Westar Architects; Hannah Joseph, *Boutique Design* magazine; and Stacy Shoemaker Rauhen, *Hospitality Design* magazine.



From left: Bob Frankenberg and Laura Frankenberg, Las Vegas board executive advisor.



Eco Cocktailing The Arizona Chapter hosted an event at the Moss Wellness Spa, Arizona's first eco-luxury destination spa.

From left: Tina Lockwood, All Sign Systems; Stacy Polich and John Hill, Moss Wellness Spa; Bob McMillan, Studio West Resources; and Sunny Kaminitz, Horizon Art.

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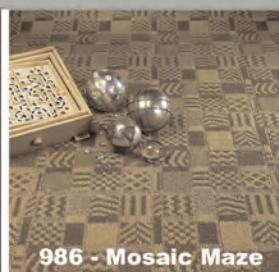
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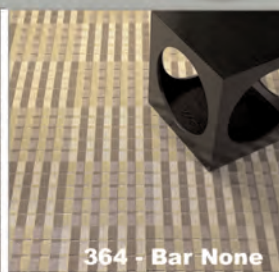
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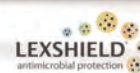


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Honor Roll

Two NEWH chapters award two prominent industry figures

Both the Greater New York Chapter and the Las Vegas Chapter are honoring two leading figures in the hospitality design industry—Michelle Finn, vice president of the Hospitality Design Group (HD Group), and Brad Friedmutter, founder and CEO of the Friedmutter Group.

The Greater New York Chapter will present Finn with the inaugural Industry Innovator honor at Light Up the City! a unique scholarship fundraiser being held November 7th at the Edison Ballroom in New York City. The award recognizes the accomplishments of a leader who has raised the bar to advance innovation in the practice of hospitality design. “Michelle has the true spirit of an innovator. It is only fitting that we honor her as the first recipient of the Industry Innovator,” says Ira Minkoff, Greater New York Chapter president.

Finn oversees the HD Group, part of Nielsen Business Media, which has helped grow from a magazine to a global brand. It includes *Hospitality Design (HD)* magazine, the premier design magazine for the industry; Hospitality Design Exposition & Conference (HD Expo), the leading industry design tradeshow; Hospitality Design Boutique Exposition & Conference (HD Boutique), the boutique-styled design tradeshow; Hospitality Design Summit, the industry’s only executive thinktank and networking event; HD CitySCENE: Next Generation Networking, a series of events for the industry’s younger generation; and HD’s ground breaking all-green conference, Green Day. In addition, the HD Group produces its namesake creative achievement awards recognizing design excellence in

the industry; the collaborative Radical Innovation in Hospitality Award to help chart the future of design; the Wave of the Future awards honoring young talent; the Platinum Circle awards recognizing lifetime achievement; the jointly offered IIDA/HD Product Design competition for product innovation; and the newly founded HD/American Society of Interior Designers (ASID) Earth Minded Project and Product design competition which celebrates exceptional sustainable design.

“I’m thrilled to receive this honor,” Finn says. “Innovation has been a cornerstone of our brand’s success and I am fortunate to lead a team who challenges the norm, thinks differently, adapts to changing market conditions, and finds ways to evolve and improve our brand...everyday!”

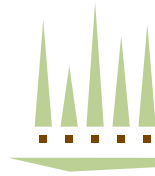
Finn is also a big proponent of philanthropic endeavors. She started the Manfred Steinfeld Humanitarian Award to honor specifically those who have given extraordinarily in service and contribution. Additionally, under Finn’s direction, the HD Group partners with several trade groups and numerous charities in sponsorship events and donations, and she founded the New Design Professionals Program in conjunction with HD Expo to help foster the careers of young design professionals through increased education and industry awareness. As a result of her efforts, she took home NEWH’s Woman of the Year honor in 2001 and Nielsen’s Chairman’s Award in 2003, for her outstanding leadership and performance in business development. “What Michelle has done for the >

Above, from left:
Michelle Finn,
Hospitality Design
Group; Brad
Friedmutter,
Friedmutter Group.

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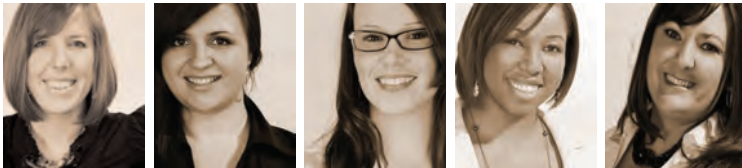


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hospitality industry is truly a remarkable achievement," says Randy Rubin, co-founder of Crypton. "From the genius and inventiveness of the tradeshow to the executive thinktanks and in generating cohesiveness for the industry, her efforts on our behalf are without parallel."

Last month, the Las Vegas chapter honored Friedmutter with its highest honor, the Hospitality Industry Achievement Award, during its 5th annual HOSPY Awards for Excellence in the Hospitality Industry. Friedmutter accepted the award before more than 500 industry professionals at the gala that took place October 4th in the Latour Ballroom at Wynn Las Vegas. Previous recipients of the lifetime achievement award include Elizabeth Blau, Elizabeth Blau & Associates; Paul Steelman, Paul Steelman Design Group; Roger Thomas and Janellen Radoff, Wynn Design and Development; and Charles Silverman, Yates Silverman.

"I am deeply humbled and proud to

receive this prestigious award and to join the list of my distinguished colleagues who have been previously honored," the Las Vegas-based Friedmutter says. "I am grateful to NEWH for this recognition and acknowledgment of my work in the industry and to everyone at Friedmutter Group for sharing my vision. We are also very pleased to be sponsoring a new NEWH student scholarship in order to further the important educational opportunities provided by the organization."

Friedmutter has more than 30 years of experience in the gaming and hospitality industry and is a registered architect in 43 states. He graduated from New York City's prestigious Cooper Union School of Architecture in 1973, and went on to work for Steve Wynn at Atlandia Design, Mirage Resorts' design arm for seven years, as well as Bally's Inc. before founding his namesake firm in 1992. Now, the award-winning architecture, interior design, master planning, and branding firm boasts more than 120

design professionals located in offices in Las Vegas, New York City, Newport Beach, California, Atlantic City, New Jersey, Hong Kong, and Dubai. He has worked for a who's who in the industry, including Station Casinos, Harrah's Entertainment, MGM Mirage, and Ritz-Carlton, on numerous exciting projects around the world like Sin City's Red Rock Resort.

Outside of work, he's active in the national and local design community. He's a member of the Urban Land Institute; American Institute of Architects; the National Council of Architectural Registration Boards; UNLV President's Inner Circle; the Nevada Development Authority; board of directors for the Neon Museum; and the American Gaming Association. He's also contributed to many philanthropic and charitable organizations such as the Nevada Cancer Institute, Boy Scouts of Southern Nevada, the American Red Cross, and the Big Brothers and Sisters of California and Nevada.



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Simply the Best

Roger Milliken is named this year's NEWH Icon of Industry recipient

This month, Roger Milliken will be honored with NEWH's most prestigious award, the Icon of Industry, at the Gold Key Awards Breakfast in New York City that is held in conjunction with the International Hotel/Motel & Restaurant Show (IH/M&RS) and is sponsored by Interior Design and Hotels magazines. This award celebrates the leaders of the manufacturing side of hospitality, those who have uniquely impacted the industry through their innovative work, consistently dedicated their time and efforts to community or industry outreach through education and/or corporate giving, and been doing business in hospitality for more than 30 years. In addition, each year an international scholarship is given to two exemplary students in the recipient's honor who have completed at least half of their program toward a degree that will lead to a career in the hospitality industry, a minimum 3.0 GPA, participated in an industry internship, and exemplify the highest standards of professionalism and scholarship.

Above: Roger Milliken, this year's Icon of Industry honoree. Opposite page: Milliken Hospitality Carpet's Kenai Collection.

The brainchild of NEWH's Christine Wasmer and Zina Zimmerman, the award began four years ago after Zimmerman attended the memorial service for Thomas Durkan Sr., an innovator in carpet design and manufacturing. There she realized he should have been honored and in 2004, he was awarded the first Icon of Industry award posthumously; in 2006, Maya Romanoff was honored for his creative textile and wallcovering designs; and last year, Manfred Steinfeld stood in the spotlight for his humanitarian efforts and industry-leading businesses. This year, Milliken will receive the honor for his innovation that has helped change the face of the textile and carpet industry. "The NEWH Icon award is greatly appreciated," the honoree says. "It means a great deal to me and my associates to be recognized by the industry. It stimulates us to do even better."

Leadership development, quality improvement, and industry innovation are the trademarks Milliken has

stamped into business during his lifetime of service to the company founded by his grandfather, Seth. Milliken became president of the company following the death of his father, Gerrish, in 1947, and served in that capacity until 1983. That year, he became chairman and CEO of Milliken & Company. Thanks to his leadership, the company has grown into the largest privately held textile and chemical manufacturer in the world, boasting the world's largest textile research facility. Headquartered in Spartanburg, South Carolina, the 143-year-old company includes approximately 45 U.S. manufacturing facilities extending to seven countries worldwide. Its diverse businesses provide more than 19,000 different textile and chemical products ranging from industrial, apparel, and automotive fabrics to specialty chemicals and floorcoverings, which are manufactured for customers across the globe.

"Mr. Milliken has a great commitment to excellence and innovation. I had the pleasure of touring his plants with him about four years ago and was so impressed that he knew every person and corner of the building. I was honored then and am honored now to work with him and his fine associates," says Pam Parsons, senior vice president, design and construction, Host Hotels & Resorts.

Part of the company's success, in 1989, when Milliken & Company received the Malcolm Baldrige National Quality Award, Milliken emphasized that "this is not the end of a journey, it's just a beginning," and announced new goals for excellence within the company. He contributed to the emergence, then widespread adoption of, bar coding, rapid response standards, supplier recognition, and many other practices now standard throughout the industry. From 1991 until 1992, he was president of the Foundation for the Malcolm Baldrige National Quality Award. In 1997 the South Carolina Quality Forum inaugurated its first "Roger Milliken Medal of Quality" award in his name.

Milliken is equally passionate about the environment and "respect for our earth," as evidenced by the 600-acre manicured greenspace, which serves as the walking trails, arboretum, and corporate grounds of Milliken headquarters. The attention to horticultural detail is a hallmark of each of the Milliken locations throughout the world. His commitment to environmental excellence and zero waste generation led to Milliken being named one of only 21 "Environmental Champions" in the nation by the U. S. Environmental Protection Agency and McGraw Hill publishing. He is the founder of the Noble Tree Foundation in Spartanburg, dedicated to appreciation of trees through education and the planting of noble trees. Milliken's personal passion for horticultural excellence has not gone unnoticed.



He is the recipient of the 1997 Katherine H. Sweeny Award given by the American Horticultural Association, and received the Garden Club of America's Frances K. Hutchinson Award in 2000. He was presented the Frederick Law Olmsted Award by the National Arbor Day Foundation in 2004, and in 2006 the American Society of Landscape Architects (ASLA) conferred Honorary Membership upon him—one of only 111 individuals so honored since its founding in 1899.

"I came to Milliken in large part because of the legacy that Roger Milliken has created. Innovation is core to the company he built and it is manifested in everything from products to Milliken's sustainability stance," says Steve Hillis, Milliken Hospitality Carpet's business manager.

Speaking of awards, Milliken and his company have received numerous honors. In 1989 he received the Silver Medal Award of the Northern Textile Association and in 1990 he was named *Textile World* magazine's Leader of the Year. In 1995, Milliken & Company was named *Textile World*'s Model Mill for the miraculous six-month rebuild of its LaGrange, Georgia, carpet plant that was completely destroyed by fire. Milliken was bestowed the state's highest civilian honor, the "Order of the Palmetto" by South Carolina Governor Carroll Campbell in 1994, and in 1996 was named Georgia Manufacturer of the Year. This was followed by designation as South Carolina Manufacturer of the Year in 1998.

He was inducted into the South Carolina Hall of Fame in 1993 and received the Freedoms Foundation Pamplin Distinguished Award for Leadership the same year. He was named Citizen of the Carolinas by the North Carolina Chamber of Commerce; Businessman of the Year – 1981 by the South Carolina Chamber of Commerce; and he was among the first of seven Laureates elected to the South Carolina Business Hall of Fame. He was named an honorary member of the American Institute of Architects in 1992.

The American Textile Manufacturing Institute honored him in 1986 with its Samuel Slater Distinguished Service Award, and he was the first recipient of the Textile & Needle Trades Division of ASQC Quality Award in 1991. In 1999 the Northern Textile Association presented him with its "Lifetime Achievement Award" and *Textile World* magazine named him "Leader of the Century" that same year.

In April of 2000 he was inducted as a Laureate to the Junior Achievement National Business Hall of Fame, joining 195 other esteemed business honorees inducted since 1975. In 2001, he was the inaugural inductee into the newly formed American Textile Hall of Fame at the American Textile History Museum in Lowell, Massachusetts. In 2003 he received the Juran Medal of Quality, >



scholarship icon of industry

presented by the American Society of Quality. He was also named the inaugural recipient of the 1st Drummond Award for Statesmanship in South Carolina in 2003.

In 2004 and again in 2006, 2007, and 2008 Milliken was named to *Fortune* magazine's "100 Best Companies to Work For" in its annual listing. Additionally, *Occupational Hazards* magazine named Milliken one of the "17 Safest Companies in America." His company recycles more than 99 percent of its waste, sending less than one percent to landfills. Operating his company with the same integrity he lives his life resulted in Milliken being named one of the "World's Most Ethical Companies" in 2007 and 2008 by *Ethisphere* magazine.

A graduate of Groton School and Yale University, he has served on numerous public and private boards of directors, including Mercantile Stores Company, Inc., W. R. Grace & Company, Citicorp, Westinghouse Electric Corporation, and Arthur D. Little, Inc. He also has served as a director of the American Textile Manufacturers Institute and the American Quality Foundation. He has been chairman of the Crafted With Pride in the U.S.A. Council, Inc. since 1984 and chairman of the Greenville/Spartanburg Airport Commission from its 1959 inception.

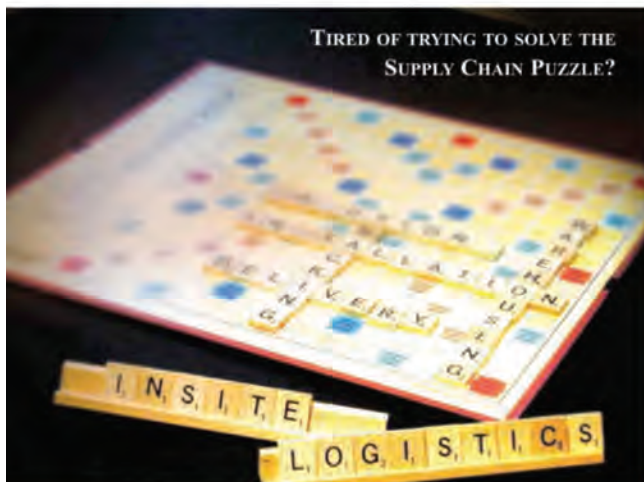
A strong supporter of education, Milliken received the Distinguished Service Award and Trusteeship presented by the Association of Governing Boards of Colleges and Universities in 1994. He has received more than 10 honorary doctorates from distinguished

**A strong supporter of education,
Milliken received the Distinguished
Service Award and Trusteeship presented
by the Association of Governing Boards
of Colleges and Universities in 1994.**

universities and colleges. The Institute of Textile Technology (ITT) named him Chairman Emeritus in 1997 following his service as Chairman of ITT for 49 years. In 1999 the South Carolina Governor's School for Math and Science

bestowed upon him the distinguished Charles A. Townes Award for his commitment to excellence in education.

Milliken will be honored at the Gold Key Awards breakfast, November 10th, from 7:30 to 9:30 a.m., at New York City's Mandarin Oriental, and then again at the Platinum Circle Awards Gala during the 2009 Hospitality Design Exposition & Conference (HD Expo), May 14th in Las Vegas. For more information, log on to www.ihmrs.com, www.hdexpo.com, or www.milliken.com.



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NEWH Sustainable Auction Makes a Difference By Lu Flaherty

AS AN ARTIST AND DESIGNER the NEWH Sustainability online auction offered a focus to make a statement of the impact of the energy crisis using nature as the vehicle. I offer a very simple practice: I take elements from the earth and woodlands, and recyclables such as metal, leather, wood, and glass and combine them in highly detailed creations for my clients reflecting their personal life statement. The donation to the auction was a custom designed mirror called “Juanita’s Birds,” an elaborate mirror using sculpted clay of red Cardinal birds and vine with recycled woods and woodland artifact. Instead of the Cardinals, I offered the donor his/her choice of bird to be used in the design.

The bird selected is extremely well known in the ornithology world—it is called the Ivory Billed Woodpecker. It was deemed extinct about 60 years ago but in 2004, Cornell Lab of Ornithology sent a press release announcing the bird’s rediscovery and placing it on the endangered species list in an area designated as the “Big Woods.” The Big Woods are forested wetlands located in the Mississippi Delta in Arkansas. Two hundred years ago this particular region surmounted to 24 million but now only 4.4 million of scattered acreage remains due to the harvesting of valuable timber and clearing land for agriculture. As a result of the Ivory Bill’s recovery, conservation efforts have been put into place to secure the Big Woods and similar areas threatened by the same destruction.

Above:
Lu Flaherty's
Elvis Returns.

Lu Flaherty is an
artist/designer with
Wildwood Designs.
www.wildwood-designs.net
or lu@wildwood-designs.net

As a result of the recognition the Ivory Billed Woodpecker has become known as an icon in ornithology. According to John Fitzpatrick, Sr. Ornithologist at the Cornell Lab of Ornithology, it represents a powerful symbol of the forests of the Deep South: “The lure of the wild and the lure of the beauty of birds and the lure of the mysterious—and-possibly—gone is enveloped in the idea of this bird.” Frank Gill, former president of the National Audubon Society in New York, referred to Cornell’s press release by saying, “It’s kind of like finding Elvis.” So I named this work donated to NEWH Sustainability as “Elvis Returns.”

The winner of “Elvis Returns” was Jeanne Varney, vice president of Host Hotels & Resorts and member of the NEWH Sustainable Committee. Her comment in response to her personal design created for her father: “I am just speechless! I don’t know where to start...the label with Elvis in the background in all of his glory and then the tiny Ivory Bill bird in the center is very powerful and playful at the same time. I like the way it is dedicated. The loss of this species is tragic and becoming all too frequent. Your work ‘Elvis Returns’ is such a wonderful story of its recovery and the resilience of nature. I am thrilled that we are honoring it in this way. This has been such an enjoyable collaboration. I am so thrilled I won your mirror. Noting that you took the time to ‘dedicate’ the piece for my father in your letter is an unexpected but heartwarming personal touch. I can picture the two of you in a caravan of canoes paddling through the backwaters of Arkansas, with binoculars keyed on the trees looking for that distinctive red head of the male Ivory Bill Woodpecker...and so the story goes.”

And so the story does continue to redefine our colors, not by trends, style, or fashion but by acknowledging the value of our resources and utilizing them in ways to respect the earth. In sharing Al Gore’s focus: “The tide of this battle will turn only when the majority of people become sufficiently aroused by a shared sense of urgent danger to join an all-out effort.”

As a donating member of NEWH, I see the practical action being taken for public good in the hospitality industry. It will take everyone and perhaps our partnerships in this effort through NEWH can become much bigger and more effective than the sum of the participants. The growing need is becoming recognized and the time ahead now is becoming a shared responsibility for beautiful buildings which co-exist with our environments.



Photos by Oscar Einzig



Tara Mastrelli
Hospitality Design
magazine



Tim Center
Collins Center for
Public Policy



John Naranjo
Michael Rosenthal
Associates



Karrie Drinkhahn
Gettys



Devon Smith
Devon Smith Design
Studio

Green Horizons

NEWH and HD magazine delve into the eco-friendly hotel of the future

MORE THAN 100 PEOPLE ATTENDED THE GREEN LUNCHEON at *Hospitality Design* (HD) magazine's Green Day, an all-day conference dedicated to eco-friendly design. Held in Miami Beach on September 16th, in conjunction with Hospitality Design Boutique Exposition & Conference (HD Boutique), the sold-out event, which was co-presented by NEWH, Inc.—The Hospitality Industry Network and underwritten by Shaw Hospitality Group, tackled the topic of the green hotel of the future and included a lunch, an informative panel, and a Q&A session.

"To be successful at sustainability, we have to think long-term. What will be the impact in 10 years, 50 years, not just today," says HD's managing editor Tara Mastrelli, panel moderator and Green Day organizer. "And that has to be a collaborative discussion, one where designers, architects, policy makers, and developers are all sharing ideas and envisioning the possibilities and solutions for the future of hospitality."

The panel consisted of Tim Center, vice president of sustainability initiatives, the Collins Center for Public Policy, who discussed the actions Florida is taking to preserve its vast economic and natural resources; Karrie Drinkhahn, vice president/principal, Gettys, who went into detail about some of the more than 500 eco-friendly ideas (like fabrics and floors that capture energy) that came out of the HD- and Gettys-sponsored Hotel of Tomorrow (H.O.T) Project; John Naranjo, designer, Michael Rosenthal Associates, who delved into his Radical Innovation in Hospitality finalist concept, Envision Green Hotel; and Devon Smith, Devon Smith Design Studio, who chatted about designing locally, technology and integration, and primitive solutions. "In this day and age anything is buildable—we need to, collectively and individually, make decisions to better our surroundings, celebrate locality, and decrease our impact," Smith says.

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A Stone's Throw

Casting the trends of the concrete and stone industry By Alia Akkam

Calming, refined spaces continue to inspire hospitality trends, so turning to colorful, textured stonework is a natural reflex for designers wanting to offer their clients places that are elegant, durable, and environmentally friendly. Whether man-made quartz or a sustainably driven material, cool, polished looks currently drive the stone construction industry.

Hampton, Tennessee-based Total Scope Construction Services Inc., which has worked on recent projects such as the Radisson Hotel in Myrtle Beach, South Carolina, and the Sheraton Suites in Houston, is actually seeing a move away from natural stone. "The pace is accelerating more towards man-made materials such as quartz," notes president Donovan Duncan. "This is driven by the demand for color conformity, dimensional integrity, and resistance absorption." Currently, Total Scope is launching a quartz product line called TerraStone, which has a .02 absorption rate and a Class A fire and flame spread rating. Duncan's predictions for the future: quartz for its "brilliance and availability of unusual color," and exotic stones "because of pressure for a more natural movement."

At G&L Marble, headquartered in Winston, Georgia, Mary Beth Tallant, architectural sales representative, has a different outlook than Duncan. "Natural stone has been part of construction since construction began. Many people attempt to imitate its beauty and durability, but man-made products don't have the same appeal as products that are of nature. That's why there will always be a bright future for stone," she explains. "As technology advances, more natural stones are quarried. Therefore, the selection of exotic stones increases each



year. The development of new finishes has also increased the availability of textured surfaces.” Tallant points out split-faced stones; convex and three-dimensional mosaics and patterns for vertical applications; and honed or antiqued finishes for granite countertops and flooring as examples of appealing textures.

“Commercially, the biggest trend we are seeing is an awareness of the green movement and an increased demand for products that are quarried locally or regionally,” she says. “Unlike most quarried or mined materials being removed from our earth, natural stone has a relatively low impact on our environment. The extraction process does not require the use of any chemicals.” Tallant also points to a study the National Stone Council has initiated with the University of Tennessee on ways to make the mining and transport of natural stone products more environmentally

friendly. Reflecting this trend, G&L Marble’s portfolio features the Cradle-to-Cradle certified Silver IceStone, made of 95 percent recycled glass. “It can earn up to five LEED points, making it one of the greenest countertops available,” she adds.

Nearby, in Atlanta, DEX Studios is just as committed to eco-friendly options. “We have been manufacturing green product since our inception—it just wasn’t as important to everyone as it is now,” points out vice president Lauriel Leonard. The company’s green product line is anchored by a recycled glass terrazzo material, which can be integrated into any of DEX Studios’ products, from sinks to bartops. The finish, which offers a “chunky look,” has been in high demand. “We source much of our glass aggregates locally from Atlanta restaurants and crush them internally in our Atlanta >

This and opposite page, from far left: An installation using G&L Marble’s honed camara marble; Architectural Systems Magna Mosaic Collection; a detail of a dining table with DEX Studios’ Martini Terrazzo finish cut with champagne glass inlay (a high percentage of the glass is recycled in-house at DEX); and a bathroom installation by Total Scope in the Sheraton Suites in Houston.



cover story



Nancy Jackson, president, Architectural Systems, Inc.



Mary Beth Tallant, architectural sales rep, G&L Marble



Lauriel Leonard, vice president, DEX Studios



Donovan Duncan, president, Total Scope Construction Services

manufacturing plant. Responsible manufacturing practices have always been utilized, with recent initiatives such as recycling of any excess concrete and reclamation and filtering of water from operations returned for re-use being successfully implemented,” she says.

The biggest change DEX is seeing, though, is the design industry’s notice of the capabilities of cast concrete. “We believe imported stone will continue to become more commoditized and designers will find more creative options with custom cast concrete. From our perspective, we see architects and designers interested in expanding beyond materials that are only capable of being fabricated in flat slab format. Since we offer a cast product, they are coming to us with interest in creating flowing shapes and intersecting angles using one continuous material,” president Craig Smith explains.

“Where stone was once prohibitive to use in guest bathrooms or on guestroom bartop surfaces, a solution is now available,” explains Nancy Jackson, president of Architectural Systems, Inc. in New York City, referring to FusionStone, a product developed for the hospitality market, comprised of ultra clear glass fused to exotic stone slabs to achieve superior protection. The acceptance of porcelain tile has been one of the

most dramatic changes she’s recently seen, though: “The actual simulation to a natural stone has been responsible for the shift in using a material other than natural stone in high profile projects. Technology will continue to enhance the industry’s choices—I have already seen a company market custom color granite.”

Like her colleagues, Jackson keeps the environment at the forefront of her company. “The Crystallized Glass Stone is sustainable because it contains no harmful radioactive elements and it is a decorative material made from non-organic and non-metal minerals; the Agglomerate stone collection is a man-made stone created with marble chips and can have glass inclusions that are typically recycled; and lastly, concrete tiles, crafted from all natural materials, are air-cured, eliminating added energy to the manufacturing process,” she points out.

Singling out Architectural Systems’ Magna Mosaics, history-inspired natural stone designs which are set on a flat mesh interlocking background to create a “geometric and powerful” look, Jackson reveals the stones her clients seek out are dimensional and often paired with glass or metal mosaics: “Technology, together with hand craftsmanship, makes for a sophisticated product offering.”



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project ice spa



Ice, Ice Baby

An Alaskan spa brings the outdoors in

“Spas tend to revolve around themes of warmth, renewal, and tranquility, yet we set out to achieve something unique that captured the essence of Alaska,” explains Anita Degen of the Ice Spa housed on the 16th floor of the Sheraton Anchorage Hotel in Alaska. “Using the environmental cues of nearby Portage Glacier and extreme winters we set up a contrast between the surroundings and the sensation.”

Yet the design scheme was easier said than done since creating a “space that feels icy can easily become cold and uninviting,” says Degen, principal of Seattle-based Degen & Degen, who renovated the entire 375-room property. With that in mind, she and her team incorporated a glacial color palette of white and blue hues with contrasting warm wood tones; lush textures such as mohair and terrycloth fabrics, faux throw blankets, and wool carpet that has a pattern mimicking walking on cracked ice; textured stone walls that resemble chiseled ice; a stone clad floor-to-ceiling fireplace; and natural light and modern lighting for the dark winter months. But the spa’s best asset? Sweeping snow-capped mountain and city views.

Besides capturing the hotel’s location, the design also fit the male-dominated demographic. “There’s a lot of engineers, oil and construction business, and a big airline industry,” says Lorraine Park, vice president of spas for Remington, the management company of the property. “It’s not a traditional feminine design, it’s more masculine. Our mantra is ‘always in your element,’ so we are always respectful to the area. We wanted to use the icy, cool design as a double entendre—cool and hip.”

Design aside, the spa equipment was very important for this project so the team brought in SpaEquip Inc. “Due to the location, we wanted to provide something that could alleviate some of the local concerns,” explains SpaEquip’s account manager Loren Jackson. “As a result, Lorraine and SpaEquip came up with the SoliTone system, which is a light-based facial system. This system is believed to help provide relief to those with seasonal affective disorder.”

But redesigning a floor that was originally made up of a penthouse suite and a few smaller guestrooms into a spa, posed a few challenges. First and foremost: Space planning. “The significant plumbing needs of a spa made the ability to tie into the existing plumbing chases crucial,” says Degen & Degen project manager Amy Green. “This really limited the locations of the treatment rooms and locker rooms. Balancing those limitations while optimizing the views was tricky but ultimately we ended up with the best possible solution by creating a ‘wow’ moment at every corner.”

Other issues? Ceiling heights were low, but in the end, helped create intimate spaces. The floorplan had many shafts that the designers had to work around—instead of just painting the columns, they covered them with brown, amber, and opaque tiles for a more “glacier feel,” says Park. And with only 5,500 square feet for front-of-the-house space, the designers had to get creative with storage in treatment rooms—for instance massage tables have built in cabinetry. “It’s very residential looking, we didn’t want it to look commercial,” Park explains.

Moral of this project: “Embrace your limitations,” Degen says. >

Opposite page, clockwise from top left: Ice Spa’s arrival area, relaxation lounge, and retail space.



project ice spa



Above, from top: White hues contrasted by dark wood tones decorate the ladies lounge and pedicure area.

Ice Spa at the Sheraton Anchorage Anchorage, Alaska

Owner Ashford TRS Nickel LLC **Management** Remington Management LP

Architecture and Interior Design Degen & Degen Inc., Seattle

Project Team Jeff Degen, Anita Degen, Amy Green, Erin Lesinski

Mechanical, Electrical & Plumbing Consulting RSA Engineering

Carpet Brintons

Floor Tile Pental Marble & Granite

Mosaic Tile United Tile

Wallcovering Sondra Alexander

Artwork Third and Wall Art Group

Faux Fur Throw Pillows and Blankets Posh Pelts

Custom Cabinetry and Reception Desk American Woodworking

Sofas Mitchell Gold + Bob Williams

Reception Chairs Pedrali

Glass Side Tables Bernhardt Design

Retail Tables M. Lavine

Fireplace Stone Cladding Island Stone

Fireplace Montigo

Custom Glass Countertops and Pillars Glassworks

Custom Signage EEC Industries

Quartz Countertops Technistone

Fabrics Valley Forge Fabrics, Zimmer Rohde, ArcCom, Richloom, Textus

Jim Thompson, Kravet, Spinneybeck

Lighting AXO Light, Global Lighting, LBL, Coronet

Custom Planters Gold Leaf Design

Plumbing Fixtures TOTO USA, Porchere, MTI, Ginger

the hospitality design group

hdmag.com

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2009 hospitality design events

HD Summit
March 4 - 6, 2009
Duck Key, FL

green day
May 13, 2009
Las Vegas

HD Expo
May 14 - 16, 2009
Las Vegas

HD Awards
June 2009
New York City

HD Boutique
September 14 -15, 2009
Miami Beach

CitySCENE
Los Angeles, Las Vegas, New York City, Miami,
Atlanta, Chicago, Dallas, and Washington, DC

Photo courtesy of: Nobu InterContinental Hong Kong
Architecture and Interior Design Firm Rockwell Group, New York City
Photography George Mitchell





project gene juarez



New 'Do

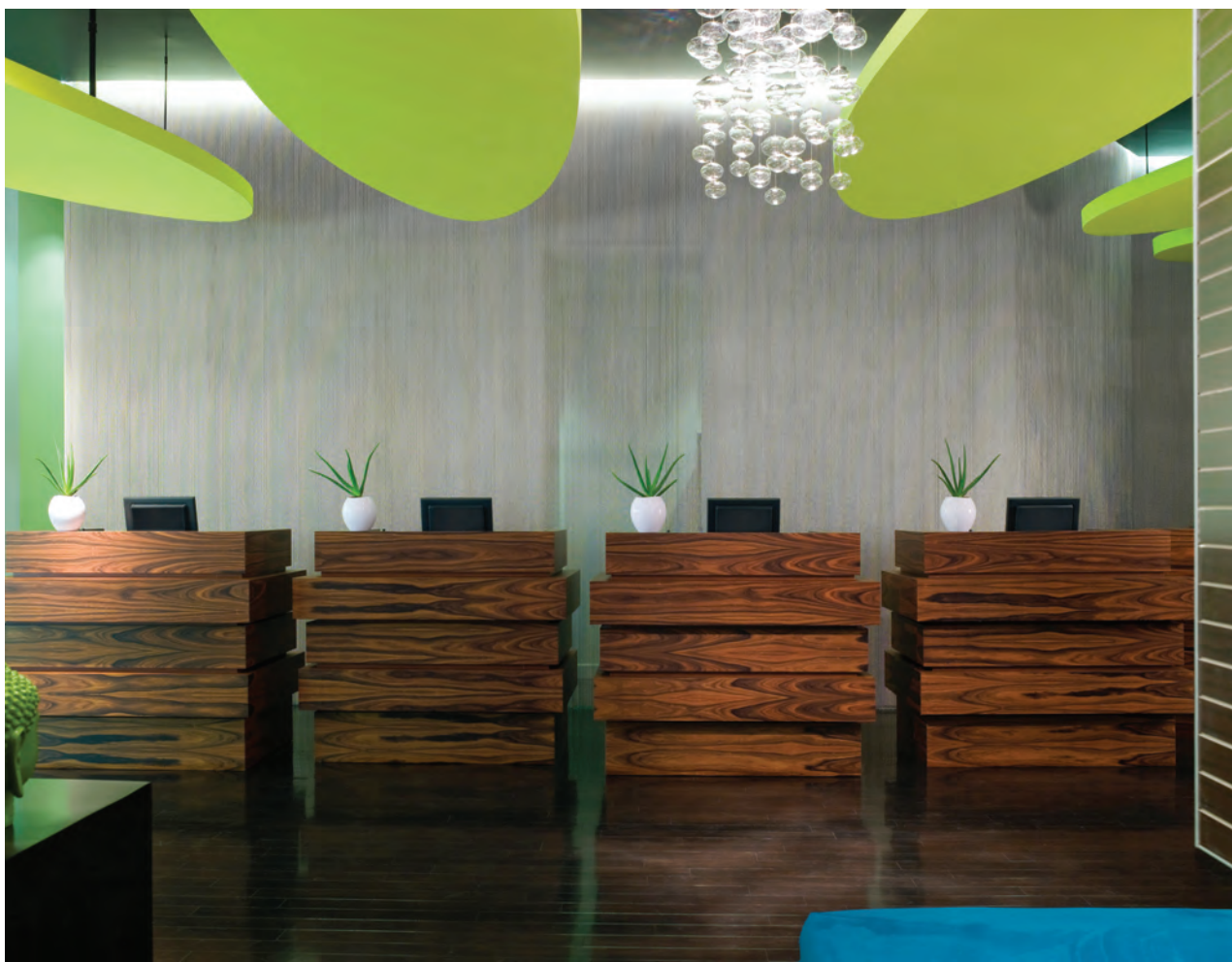
**Testani Design Troupe
gives
a Seattle-based
salon and spa
a makeover**

By Alia Akkam
Photography
by Ken Hayden

Typically, a haircut obtained in a mall might suggest convenience, just another item to cross off the to-do list between clothes shopping. The Gene Juarez Salon & Spa at Northgate Mall, just north of downtown Seattle, however, is more of a sanctuary, an escape from the chaos of shopping.

This outpost of Gene Juarez, the Seattle-based mini-chain offering hair, skin, and nail services, had been in Northgate for years. But when the mall decided it needed a facelift, they changed its location and brought in Scottsdale, Arizona-based Testani Design Troupe, Inc. to create a complementary fresh look for it.

“Our design concept began with a photo of a dewy leaf. We felt that this image was indicative of the Pacific Northwest feel and this is what drove our concept,” explains founder Judith Testani, who wanted to provide a youthful, modern, yet warm space. This was accomplished by using materials like natural wood veneer, ice stone, recycled glass and concrete countertop, sculptural wall panels, and acrylic panels with natural bear grass sandwiched between. Testani also integrated starfire glass because “it is much clearer and does not appear as blue/green like most glass appears;



it is white-ish when a translucent film is applied.”

She also wanted to bring in the area’s creative side. So she, along with CMDA Design Bureau, the Scottsdale-based architects for the project, tapped into an arena synonymous with Seattle: technology. “We addressed Seattle as the center of technology with Microsoft in its backyard,” says Testani. “This was achieved by the use of projected images on the windows, visible both inside and out. We also projected images within the salon area. It was designed to exude a high energy vibe while the spa area was designed to promote relaxation.”

These projected images were also the biggest challenge for the 20-week project. “Our team, particularly Riccardo Cattapan of CMDA, worked very hard with the vendor to get this right; getting the size and intensity of the projected images correct and also working with our client to maintain a library of images that are current.”

But Testani’s favorite aspect of the spa? The waiting area. “It has a great feel with the Modular Art walls, starfire glass, and the combo of steel and metallic tiles we incorporated in the candle ‘fireplace,’” she says. >

Above: Wood cashier desks line the Gene Juarez Salon & Spa’s reception area. Opposite page, from left: The spa’s all-glass façade; a closeup of a seating area’s steel and metallic tiled fireplace and textured wall.



project gene juarez



Above, from top: A fireplace stands in the lobby; one of the treatment rooms.

Gene Juarez Salon & Spa Northgate Mall Seattle

Owner Gene Juarez Salon & Spas
Architecture Firm

CMDA, Scottsdale, Arizona

Interior Design Firm Testani Design

Troupe Inc., Scottsdale, Arizona

Interior Design Project Team Judith

Testani, Joanne Hertel, Nicole

Herman

General Contractor Wilcox Construction

Treatment Room

Paint Sherwin-Williams

Floor Armstrong

Door Inset and Backsplash 3Form

Countertop Ice Stone

Artwork West Elm

Spa Seating

Fireplace Iris Ceramica

Floor Armstrong

Walls Modular Arts; SanFoot

Table Saarinen

Chairs Andreu World; Sina Pearson

Rug Nani Marquina

Lobby Cashier Station

Floor Armstrong

Walls Shimmer Screen

Lighting Eurofase

Lobby 2 Entrance

Floor Armstrong

Fireplace Iris Ceramica

Walls SanFoot; Graphic Vinyl

Wallcovering

Pendant Eurofase

Table Lamp Asher Cole

Fireplace 1

Floor Armstrong

Fireplace Iris Ceramica

Walls SanFoot; Graphic Vinyl

Wallcovering

Pendant Eurofase

Table Lamp Asher Cole

HD2009 expo & conference

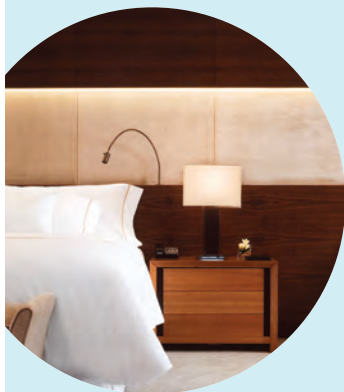
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F.R.O.G., New York City; Architecture and Interior Design Firm: Cottinier Ku Design, Ltd., New York City; Photography Bruce Buck
Belvedere Club, Mykonos, Greece; Architecture and Interior Design Firm: Rockwell Group, New York City; Photography Vagelis Paterakis



new members

Membership drives continue to be successful across all chapters.
Meet the newest additions to the NEWH family.

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Elmco-Stewart
Sales Representative

Atlanta

General

Virginia King
Standard Textile Co., Inc.
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Ryan Partin
KAID
Interior Designer

Bill Snellgrove
Wells & Company LLC
Manufacturer
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Jeff Wells
Wells & Company LLC
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Bret Dunbar
Lees Carpets
Sales Representative

Christiana Noyalas
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Architect

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Architects, P.C.
Interior Designer

Michael Moeller

Susan Nagle
Bentel & Bentel
Partner



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Erik Pellegrini
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Gina Puzzanghera
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Indocara
Business Development
Manager

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Apollo Hospitality Group
Jr. Interior Designer

Sherry Snodgrass

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Colleen Albair
TRI-KES Wallcovering
Source
Sales Representative

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LA Spice Custom Catering
Event Planner

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General
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Lisa Burns Interior Design
Owner/Interior Design

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Vice President of Sales

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Representative

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Sico America Inc.

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Sico America Inc.
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Hospitality

Associate
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Senior LifeStyle Design
Design Assistant

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Group, LLC
CEO - Owner

Debra Dowd
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Group, LLC
Purchasing Specialist

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Interior Designer

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Pental Granite and Marble

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Member
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Picture Source
Project Manager & Art
Consultant

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Pental Granite and Marble

Patti Studley
Pental Granite and Marble
Showroom Manager

Chapter Business Member
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Pental Granite and Marble

Laurie Schmaltz
Pental Granite and Marble

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Gallery Manager

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Rice Fergus Miller
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Owner/Principal

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Principal Consultant

Tode Rubenstein
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President

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The Puccini Group
VP, Creative Director

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Paramount Purchasing
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Aleya Sattar

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Hospitality Resources &
Design
Principal

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Wyndham Vacation
Ownership
Buyer

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Deitch-Griffin & Associates
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A & D Consultant

Jerilyn Miller
Winter Lion & Co.
Senior Director Sales
Division

Steve Plastow
Wyndham Vacation
Ownership
Senior Buyer



new members

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Vincente Wolf Associates
Interior Designer

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Wolf-Gordon, Inc.

Gina Puzzanghera
The Nourishing Soup
Kitchen of NYC
Chef / Director

Yvette Santiago
Jeffrey Beers International
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Igloo Design Group
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Vaishah Singh
Stephen B. Jacobs Group
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Dale Stahley
Territory Contract Sales

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Publisher and President

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Wynn Design and
Development

Debbi Gold
Hunter Douglas Hospitality
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Terri Herman
Wynn Design and
Development

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Ferguson Bath, Kitchen &
Lighting Gallery
Designer Outside Sales

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Founding Chapter
Chapter Level Business
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Ownership
Senior Buyer

Nicole Wilson
Disney Worldwide Services
Sourcing Specialist

Toronto
General

Fernanda Coin
Invista
Fiber Consultant

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World Wide Iozza Ltd.

Bruce Maindonald
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United Kingdom
General

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Limited
Business Development
Manager

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Glave & Holmes
Associates

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Katharine Lambeth
Marchand-Mercier
Manufacturer
Representative

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Metro
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The Kane Company

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Manager

Dale Winder
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Associate

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Architectural Specialist

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NEWH
The Hospitality Industry Network



save the date

NOVEMBER

1
NEWH/Sunshine
Scholarship Awards Event

1-2
ISHC 2008 Annual
Conference
<http://ishc.com>

2-4
Design Success Conference
West Palm Beach, Florida
www.thedesigncollective-group.com/design-success/conference.html

3
NEWH/Houston
Board of Directors Meeting

NEWH/Chicago
Board of Directors Meeting

3-5
2008 Design-Build
Conference & Expo
Las Vegas
www.designbuildexpo.com

4
NEWH/South Florida
Election Results Happy Hour

NEWH/United Kingdom
Afternoon Tea at SLEEP 08

NEWH/Washington DC Metro
Board of Directors Meeting

5
NEWH/Washington DC Metro
Networking Luncheon

5-6
Sleep | The Hotel Design
Event
London
www.thesleepevent.com

5-8
Justice Architecture:
Sustainability/Design/
Delivery/Practice
San Francisco
www.aia.org/aaj_2008

6
NEWH/Southern Counties
Les Beaux Arts in La Jolla
Scholarship Fundraiser

7
NEWH/Greater New York
Hospitality Design
Roundtable
and Light Up the City!
Scholarship Fundraiser
Special award to
Michelle Finn

7-11
AH&LA Fall Conference 2008
New York City
www.ahla.com

8
IH/M&RS Hospitality
Leadership Forum
New York City
www.ihmrs.com

8-11
International Hotel/Motel &
Restaurant Show (IHMRs)
New York City
www.ihmrs.com

Healthcare Design 08
Washington DC
hcd08.com/ME2/Default.asp

10
2008 Gold Key Breakfast
New York City
www.ihmrs.com/goldkey/breakfast.html

NEWH/Dallas
Board of Directors Meeting

NEWH/North Central
Board of Directors Meeting

10-12
Florida Green Lodging
Conference
Gainesville, Florida
www.floridagreenlodgingconference.com

10-13
ISPA 2008 Conference & Expo
Las Vegas
www.ispaconference.com
/ISPA

11
NEWH/Greater New York
Board of Directors Meeting

12
NEWH/Washington DC Metro
Networking Luncheon

12-14
ARDA 2008 Fall Conference
Washington, DC
www.arda.org/AM/Template.cfm?Section=Fall_Conference

12-17
Energy Efficiency and Design
Garden Grove, California
www.csufextension.org/classes/certificate

13-15
Healthcare Match USA
www.hospitalitymatch.net

13
NEWH/Atlanta
Bowling Night

NEWH/Chicago
CEU by TOTO USA

NEWH/Rocky Mountain
Scholarship Fundraiser at
Coors Field

NEWH/Toronto
London, Inc. Tour

NEWH/Washington DC Metro
Hospitality Interiors
Specification Writing – The
project all starts Here!

14
NEWH/Arizona
Board of Directors Meeting

NEWH/Sunshine
Sunshine Goes Green
Luncheon

15
NEWH/South Florida
Board Meeting/Strategic
Planning for 2009

NEWH/Sunshine
Rock 'n' Roll Celebration
Scholarship Fundraiser

17
NEWH/Dallas
Stoneleigh Tour with Deborah
Forrest and Carl Long

NEWH/Houston
Hotel Tour

17-20
Global Gaming Expo (G2E)
Las Vegas
www.globalgamingexpo.com

19
NEWH/Virginia
Thanksgiving Party

NEWH/Washington DC Metro
Networking Luncheon

19-21
Greenbuild Conference and
Expo
Boston
www.greenbuildexpo.org/About/

20
NEWH/Atlantic City
Meet & Greet

26
NEWH/Greater New York
Networking Luncheon

NEWH/Washington DC Metro
Networking Luncheon

DECEMBER

2
NEWH/Greater New York
Hotel Tour

NEWH/Washington DC Metro
Board of Directors Meeting

2-3
Sustainable Design Summit
London
www.ajsustainabledesign.com

3
NEWH/Atlantic City
Board of Directors Meeting

NEWH/Sunshine
Toys for Tots and Holiday
Event

NEWH/Washington DC Metro
Networking Luncheon

4
NEWH/Atlanta
Holiday Fiesta at Eclipse di
Luna

6
NEWH/Los Angeles Founding Chapter
23rd Annual Gala – NEWH
Goes to ... Casablanca

NEWH/Toronto
Board of Directors
Meeting/2009 Strategic
Planning

NEWH/Dallas
Board of Directors Meeting

NEWH/Houston
Board of Directors Meeting

NEWH/North Central
Board of Directors Meeting

8-11
Ecobuild Fall
Washington, DC
www.aecobuildfall.com

9
NEWH/Arizona
Board of Directors Meeting

NEWH/Greater New York
Board of Directors Meeting

NEWH/Houston
Holiday Toy Drive

10
NEWH/Washington DC Metro
Networking Luncheon

11
NEWH/Greater New York
Holiday Toy Drive

NEWH/North Central
Holiday Gala Fundraiser

NEWH/South Florida
Holiday Soiree

17
NEWH/Greater New York
Networking Luncheon

NEWH/Washington DC Metro
Networking Luncheon

18
NEWH/Atlantic City
Meet & Greet

JANUARY

6
NEWH/Washington DC Metro
Board of Directors Meeting

7
NEWH/Washington DC Metro
Networking Luncheon

8-11
NEWH Leadership Conference
San Diego
newh.org/getpage.asp?pageid=317

10
NEWH/South Florida
CEU Saturday

14
NEWH/Washington DC Metro
Networking Luncheon

19-21
Hospitality | 2009
Birmingham, United Kingdom
www.hospitalityshow.co.uk

21
NEWH/Washington DC Metro
Networking Luncheon

26-28
Americas Lodging Investment
Summit (ALIS) 2009
San Diego
www.alisconference.com

28
NEWH/Washington DC Metro
Networking Luncheon

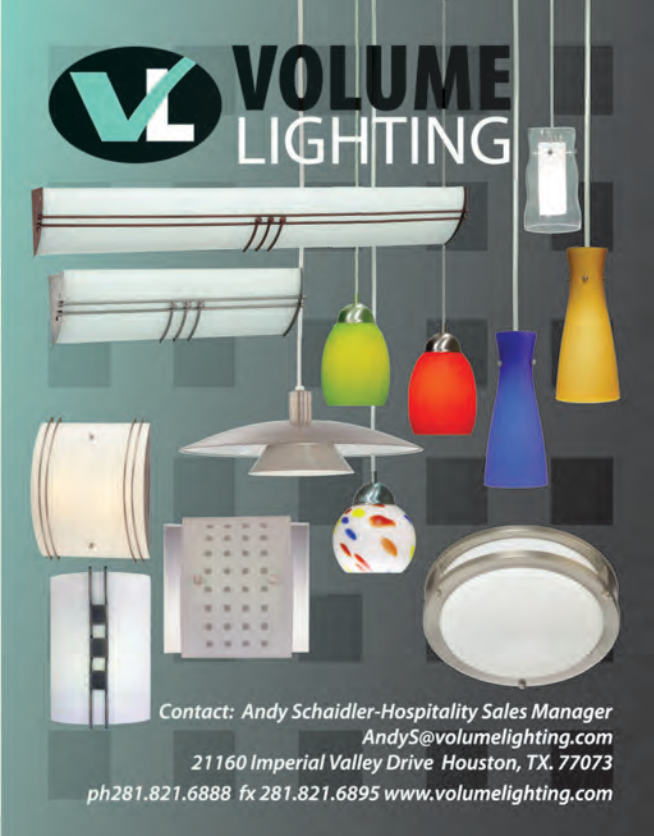
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partner profiles

How does NEWH stay afloat? With the help of its corporate partners. Take a minute to get to know this month's highlighted companies.



Durkan Hospitality, a leading manufacturer of flooring, has just introduced its latest design collaboration last month at Hospitality Design Boutique Exposition & Conference (HD Boutique), a collaboration with Tracy Lee Stum, a world-renowned street painter and muralist with a fine arts background. "She brings a fresh perspective to carpet design," explains Lee Blair, Durkan's senior vice president. Stum joins Durkan's impressive design collaborators such as Virginia Langley and Todd Oldham.

The company's latest technological innovation is Synthesis, which layers pattern and texture together. The combination of design patterns onto a textured multi-level loop base pattern gives a whole new dimension to the floor. Durkan has also released its first SMART Catalog (sustainable materials and responsible technologies). In an effort to seek new ways to reduce, reuse, and recycle, the carpet manufacturer redesigned the pattern catalogs in a new format that uses recycled content paper, uses less materials, and takes up less space on the shelf. The first book of Transitional patterns hit the field a few weeks ago, and the companion books for Traditional and Contemporary patterns will be out at the end of the year.

"Durkan supports NEWH because they do an excellent job of keeping the industry informed and educated, while it provides us with another resource to reach the market and find out what are the needs of our industry down to our clients," says Blair.



TOTO, manufacturer of bathroom products, introduces the elegant one- and two-piece Gwyneth High Efficiency Toilets (HETs), that bear the EPA's WaterSense endorsement, and revolutionizes water-efficient, gravity-fed flushing systems with its 1.28 gpf Double Cyclone Flush Engine. The product consumes 20 percent less water than the traditional 1.6 gpf mandated by the Energy Policy Act of 1992. "We are proud to support NEWH," says Jason Fitzsimmons, senior director of business development. "Like TOTO, NEWH has grown rapidly by adopting innovative strategies. We found the culture, business philosophy, and entrepreneurial spirit in NEWH to be remarkably similar to our own."



NLP Furniture Industries has introduced two new products, the Series I Sleeper and the Series II Sleeper. The Series I Sleeper is engineered specifically with the hotel industry in mind and features a simple, but durable pullout system that easily converts the sofa to a bed with a minimal amount of effort. The sofa sleeper is available in various upholstered styles that will accent any setting. The sleeper is also available in various sizes including queen, full, twin, and chair.

Meanwhile, the Series II Sleeper has a durable scissor pullout system that easily converts the sofa to a bed and is offered in different upholstered styles. The unit is easy to take apart for setup and will almost fit through any door. By listening to its customers, NLP made it a point to design and engineer a new Sleeper for the hotel industry that was effortless, lightweight, and easy to operate.

"NEWH is a great organization to be a part of," says Joseph Cabrera, president of NLP Furniture Industries. "It is an honor to work with, and be a partner of an organization that is so committed to education within our industry. Working with NEWH has also been a great place to network with new and upcoming designers."



Klaussner Contact Furnishings (KCF) is a division of veteran manufacturer Klaussner Home Furnishings, which is privately owned and headquartered in Asheboro, North Carolina. The company specializes in not only a full catalog of standard seating but also made-to-order, designer-specified, upholstered seating with more than 45 years of expertise. Klaussner Furniture Industries is the fourth largest furniture company in the U.S., offering coast-to-coast manufacturing, distribution, and extensive global resource network, as well as the ability to manufacture and deliver contract quality, seating within 35 days or less, not only domestically but also internationally to the port of debarkation. KCF has the ability to produce goods in California, Iowa, and North Carolina with 15 sustainable manufacturing facilities encompassing more than 3.4 million square feet, with a work force of more than 2,500 highly skilled associates.

Klaussner prides itself with being an environmentally friendly company that produces its products' overly strong construction features, which allows KCF to provide a comprehensive five-year warranty. It welcomes special, made-to-order requests and promotes COM/COL use. "KCF is proud to be a supporting sponsor of NEWH," says Ron Werner, director of the division. "KCF is not about just selling furnishings, taking orders, and making profits. KCF's focus will be to totally support NEWH to the best of our ability, due to the fact that the NEWH mission is to support the advancement of the hospitality professional and contribute to the betterment of all of us within this dynamic industry."

Thanking NEWH's 2008 Corporate Partners: **benefactor:** ULSTER **patron:** AMERICAN LEATHER / HOSPITALITY DESIGN GROUP/NIELSEN BUSINESS MEDIA / MILLIKEN HOSPITALITY CARPET **supporting:** BURTCO ENTERPRISES / DURKAN HOSPITALITY (Mohawk Industries) / ELECTRIC MIRROR / FABRICUT CONTRACT/ S. HARRIS / KLAUSSNER CONTRACT FURNISHINGS / LEXMARK CARPET MILLS / MASLAND HOSPITALITY / NLP FURNITURE INDUSTRIES, INC. / SERTA INTERNATIONAL / SIGNATURE HOSPITALITY CARPET / TOTAL SCOPE CONSTRUCTION SERVICES / TOTO USA / UNIGROUP WORLDWIDE LOGISTICS

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