

THE

CONNECTION

Spring 2024

A Lancaster County Showcase Publication

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EDITOR SPEAKS

The rush is on as the last ad rides in on e-signals. We proofread the last story, dot the i's, and cross the t's. The deadline looms and it's getting late as I dash off this quick note.

In your hands you're holding a wonderful trove of premium contacts. Contacts that let you reach dozens of American manufacturers. Take a moment to see what's new and keep this copy on your desk for easy reference during the next few months.

This edition of The Connection also includes stories that I think you'll enjoy. If you would like to see an article on a certain subject please send an email to Connection@LancasterCountyShowcase.com. We love hearing your suggestions and comments!

-Steve Esh
managing editor

Questions/Comments?

phone: 717.687.8150

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Lancaster County Showcase

836 Houston Run Drive

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Hours:

Monday - Friday

8am - 4pm

First Saturday of Every Month

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Improving connections between retail furniture stores and their suppliers is our passion. This magazine is only one of the tools we use.

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The Showcase Network

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MANUFACTURER spotlight

Nestled in the Appalachian town of Punxsutawney Pennsylvania is a thriving community of furniture craftsmen.

Recently we had the good fortune of talking with Ervin the owner of Byler's Rustic Furniture and he gave us an interesting peek into the history of his company and their woodworking community.

Ervin's grandfather was a woodworker but the youngster had his eyes set on the lumber industry and started working in a local lumber mill as soon as he was out of school.

In 1991, Ervin married his wife Sarah and by the early 2000's he had started a panel shop and was gluing panels for local woodworkers. In 2005 the panel business was sold and Ervin was on the lookout for a new challenge.

Fascinated by the potential in rustic furniture, Ervin and a few employees started manufacturing furniture in their 2,500 square foot shop. During the next few years Byler's Rustic Furniture grew tremendously, employing two generations of woodworkers in multiple sub-shops throughout the community.

In 2012 the business purchased an abandoned sawmill located one mile away. After renovating the building to about 13,000 square feet of usable space the business moved in. Five years later Ervin, Sarah, and their daughter Sylvia moved to a new house on the sawmill property.

"It's a family business," Ervin explained. "Many of the original sub-shop managers were my wife's brothers and cousins and now the next generation is starting their own sub-shops." When we talked with Ervin, Byler's Rustic Furniture had more than twenty different sub-shops spread throughout the community. Ervin's nephew, David is the general manager at Byler's and Noah is the sales manager. Sarah helps Ervin with accounting duties and Sylvia keeps the offices clean. "Surrounding yourself with good people is the key to success," Ervin says. "Over the years we have been blessed with many buyers, vendors, and employees. Together they have made Byler's what it is today."

Over the years logistics has been a real challenge but that issue faded into the past once the company started delivering their own products. They now have two dedicated truckers who make deliveries to stores all over the eastern United States. This has been a huge advantage for the company, especially when furnishing large projects like AirBnB homes, entire restaurants, and lodges. Ervin also noted, "We've been part of the Lancaster County Showcase back when they were still in the Chicken House and have built many wonderful dealer relationships through the Showcase."

2024 is shaping up to be an exciting year at Byler's Rustic Furniture. One important new product is a walnut/wormy maple bedroom line that sports some modern styling while retaining the rustic, real bark look. The company also hopes to launch a live edge walnut/pine set later this year. In recent years the folks at Byler's have been brainstorming about how to stock all their products at their main warehouse. They already have a stock list available for buyers who need products immediately but they're hoping to offer an even bigger selection of stock items in 2024.

Ervin lives with his wife Sarah and daughter Sylvia in the beautiful hills of western Pennsylvania. When he's not working at Byler's Rustic Furniture he may be pursuing one of his many hobbies which include collecting antiques and attending auctions. Ervin and Sylvia also spend two days a week working with handicapped children in the community's workshop for special needs children. Learn more about Byler's Rustic Furniture by calling Ervin, David, or Noah at 814-427-4130.



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THE SAGA OF SEATS

by Oliver Fitz

The chair has always been a staple furniture piece in every building. This fixture has always existed in modern times - people from across the globe know of it despite varying design and construction. When people want to sit comfortably, the next logical step is to pull up a chair and take a seat.

However, have you ever stopped to think about the history behind chairs and chairmaking? We're taking a tour back in time to learn more about the history of the chair. Won't you join us? Learning is best done while comfortable, so pull up a chair and take a seat!



▲ Skara Brae, Orkney Archipelago, Scotland where the oldest known chair was discovered.

NEOLITHIC PERIOD (3,200 B.C.)

Historical dig sites reveal the ingenuity of human beings, which includes furniture making. Believe it or not, people from the stone age sought to make life better by using chairs! Pieces of evidence leads experts to believe that the first furniture probably originated in Scotland.

Although people are said to have designed rudimentary furniture as early as 5,000 B.C., the Scottish settlement provided clear evidence. The first settlers of Skara Brae, Orkney created neolithic furniture consisting of hand-crafted items made from—you guessed it—stone.

Before home furnishings became a status symbol, Skara Brae dwellers introduced a precedent to this old

tradition. The large block seat, located between the entrance of the home, and the fireplace is thought to be reserved for the head of the household.

EGYPTIAN PREDYNASTIC PERIOD (3,100 B.C.)

Ancient Egypt is known for its elaborate and jaw-dropping stories, with carvings and relics as concrete evidence. In the early dynastic period, three-legged and four-legged stools came into existence. The basic form gave way to the most common chair design consisting of arms and back.

The Egyptian seats were much lower compared to modern chairs. Some designs were only ten inches tall! Nevertheless, these chair seats were a symbol of splendor and royalty. The chair-makers used various materials including gilded or carved wood, ebony, and ivory. Ornate patterns depicting beasts or captives became the distinctive design of the chair legs.

High-ranking officials during this period sat in taller and grander chairs. Pharaohs, ancient Egyptian rulers, sat on thrones that featured a cloth or leather covering for extra comfort. Precious gems, gold, and colored glass adorned such extravagant chairs.

continued on page 24

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Q. What Are The Benefits?

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Q. Are There Additional Benefits?

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Q. How Do I Get My Priority Pass?

A. By visiting our showroom, calling us, or visiting our website. After payment your Priority Pass membership card will be sent via mail.

Q. What Does A Priority Membership Cost?

A. One year subscriptions cost \$99.99. Memberships can be canceled at any time by calling 717.687.8150

Q. When Does My Priority Pass Expire?

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THE SAGA OF SEATS.....continued from page 12

GRECO-ROMAN CHAIRS

The artistic sensibilities of ancient Greek furniture makers shone with their earliest chair design in the 6th or 7th century BC. An image of Zeus on the frieze of the Parthenon, depicts the Greek god sitting on a square seat. It had a bar-back and tapering, out-curve legs. Known as the Klismos chair, the seat is considered one of the most beautiful pieces of furniture ever invented.

Concurrently, the curule chair was also introduced, which was the ancient Roman version of the folding chair. People of that age saw this type of seat as a sign of military authority and power.

ANCIENT MESOPOTAMIAN AND CHINESE CHAIRS

In Nineveh, the ancient Assyrian city (now in northern Iraq), old monuments depicted a chair with elaborately carved legs. While the seat had no back support, the feet more than make up for it with a bull's hoof or lion's claw design.

On the other hand, 6th century Buddhist stela and murals depicted the earliest Chinese chair. During the Tang Dynasty, members of the elite sat on armchairs as a declaration of their wealth and status. Still, sitting on furniture was uncommon at this early time until the 12th century. From then on, chairs became widespread, becoming available to anyone who could afford them.

continued on page 28



▲ Greek Klismos chair. The curved legs sweep forward and rearward for improved stability.



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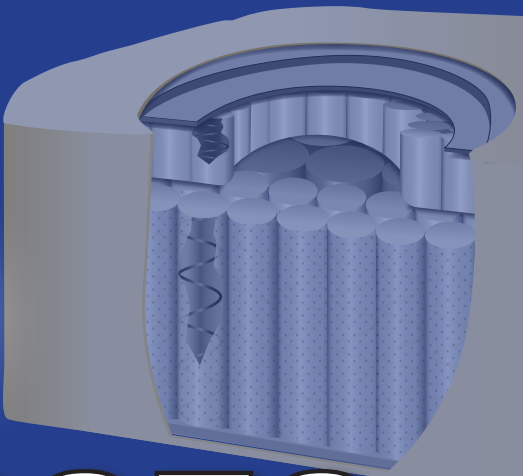
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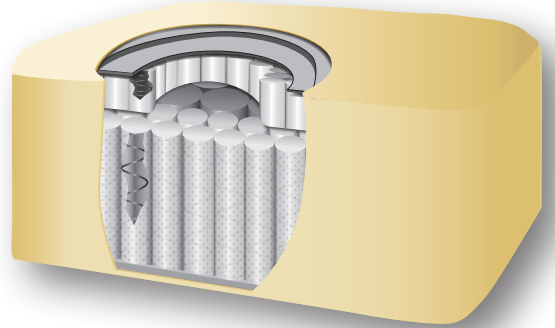
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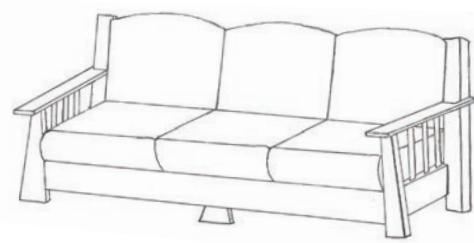
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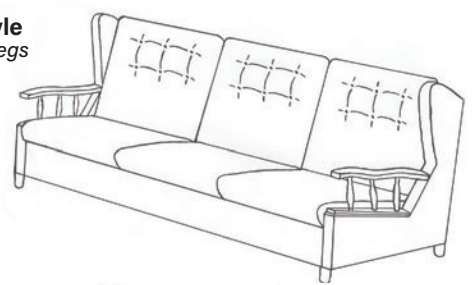
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▲ The dainty Chiavari chair was designed by Italian cabinet maker, Guiseppe Gaetano Descalzi. Although mass production was still years away these chairs became mainstream.

◀ This 16th century Savonarola chair is made with intricately carved walnut wood. The Savonarola folds together but its look-alike cousin the Dantesca does not. Both chairs are also referred to as X-chairs.

THE SAGA OF SEATS.....continued from page 24

MEDIEVAL PERIOD

During the Middle Ages, furniture inched closer to its modern characteristics. Since the period was a time of warring, family life usually consisted of traveling or fleeing from conflict. As such, the foldable chair design was popular, especially among the aristocracy.

Chairs were also closely associated with religion. The Throne of Maximian in the cathedral of the Italian city Ravenna is a breathtaking episcopal throne made of ivory. With a semi-circular back, the relief panels featured important biblical narratives like the Life of Christ, the Book of Genesis, and the Story of Joseph.

Another notable seat is the Cathedra Augustini or the Chair of St. Augustine. Constructed using Petworth marble, this ceremonial chair is significant in the enthronement of an Archbishop of Canterbury. In modern times, the cathedra represents the seated Archbishop's role as the 'worldwide spiritual leader of the Communion'.

RENAISSANCE PERIOD

In Italy, chairs veered away from being an authoritative symbol to standard furniture - made for comfort. Guiseppe Gaetano Descalzi, the Italian cabinet maker, redesigned the elaborate empire style chair for Marquis Stefano Rivarola. Although mass production was still unheard of at that time, these Chiavari chairs (named after Descalzi's hometown), became mainstream.

These banquet chairs brought back the opulent Empire furniture while costing less due to light and cheaper materials. They also display less detailed carvings but retain the affluence of the style. Some other noteworthy chair designs include the Dantesca chair and the Savonarola chair also sometimes referred to as X-chairs.

ART NOUVEAU AND THE INDUSTRIAL REVOLUTION

The Arts and Crafts movement transformed the characteristics of the chair from large and loud to simple and geometric. Michael Thonet, a German-Austrian furniture maker, introduced the Vienna chair in the 1830s. The seat features a minimalist aesthetic and the back makes use of traditional wood bending techniques. This style is still commonly seen nowadays in coffee shops and cafes.

continued on page 32

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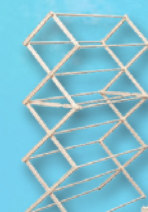
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THE SAGA OF SEATS.....continued from page 28

The Industrial Revolution spurred the mass production of furniture. During the 1830s, fancy chairs like the ones sold by Sears, Roebuck and Co. were factory manufactured, becoming readily available to the masses. By the 1880s, chairs were a household staple—every family member had a chair to sit on at the dining table.

BIRTH OF MODERNISM

Coming from the throes of World War I, furniture makers adopted simple and contemporary themes on a large scale. The mass-produced chairs were much more affordable, made of inexpensive materials like plywood, chrome, and tubular steel. The 20th century Wassily chair, made by Marcel Breuer, is a great example of modernist furniture.

The Barcelona chair was another famous piece created during this period. It was designed by Ludwig Mies van der Rohe. Inspired by ancient Egyptian and neoclassical seats, the cantilevered chair boasted elegance fit for a king. It became so insanely popular that it went to production for most of modern history.

Revolutionizing the era was the Eames chair, a design made by Charles and Ray Eames. These American furniture makers utilized plastic and it became one of the most recognizable pieces of 20th century furniture. At that time, petroleum-based plastic material was far from the typical furniture material, but the creators found an innovative way to use it.

The Eames brand also offered a chic and luxurious lounge chair, which became iconic in 1956. The chair and ottoman combination were made of three bolted pieces fully cushioned for maximum comfort.

The 1960s gave birth to other creative chair forms, such as the Hardoy chair, egg-shaped swivel pod chair, and bean bags.

CHAIRS OF TODAY

Spanning thousands of years, the history of the chair is as colorful as any furniture piece known to mankind. Specialty chairs fashioned with technological advancements are the newest kind of seating. Ergonomic chairs that provide musculoskeletal support are a huge trend these days as well as the highly technical massage chairs and elaborate gaming chairs, among others.

Still, the classic and contemporary chair designs are here to stay. In the years ahead there will be plenty more chair designs to discover and appreciate thanks to the ingenuity of modern furniture makers and retailers. **The End**

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THE POWER OF REAL

WHY PEOPLE WANT REAL IN A WORLD GONE VIRTUAL

by Oliver Fitz

In a time when the public is obsessed with instant gratification and the convenience of ready-made products, an impressive counter-movement is growing. Americans are being attracted to the one-of-a-kind, the long-lasting, and the innermost.

It's not just about a visual appeal or sentimentality but rather a search for the things that tell a story, the search for the master craftsman's dedication. The growing demand for handmade furniture is a perfect illustration of this shift.

But what is the specific thing that is driving this revival, and why is it happening now? In this article, we discuss the rise in popularity of handcrafted furniture and we celebrate the notion of reviving such practices. We also talk about the ways consumers and craftsmen benefit from these traditions, so let's dive in!

THE QUEST FOR AUTHENTICITY

In a world gone digital many items that were once considered luxurious are now available to the masses. Luxury's only remaining attribute is authenticity. Consumers are willing to pay handsomely for the genuine.

The value of handmade furniture then, is contained within the singular imperfections and details that give the piece a personality of its own. This is one of the reasons that rustic and log furniture has become increasingly popular. Every element is functional but it's also a manifestation of the artistry, which combines the experience, enthusiasm, and care of its creator.

THE APPEAL OF SUSTAINABILITY

The spike in popularity of handmade furniture could also be a reaction to a culture that is addicted to disposable products. Most artisan furniture is created with sustainably harvested hardwoods or reclaimed materials such as poly-wood, making artisan furniture the greener choice.

Unlike most factory furniture, which needs to be replaced occasionally, handmade furniture is usually built with heirloom quality, remaining functional for decades. This is a profound benefit to sustainability that is often overlooked.

While probably not the biggest selling point for most consumers, the sustainability factor is becoming more important and most shoppers will opt for the sustainable option as long as the product also meets their other requirements.

A PERSONAL TOUCH IN A DIGITAL WORLD

In this digital age, where virtual interactions are becoming more common than physical ones, handmade furniture provides an almost physical link with other humans. Handcrafted furniture emphasizes the notion that each element of the finished product is imbued with humanity and thus bringing personal touch and warmth into our lives and surroundings.

Its commonly known that the first thing a furniture shopper will do when analyzing a piece of furniture is to run their hands across the top. People want to feel what they're getting. Touch is important.

continued on page 39



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THE POWER OF REAL.....continued from page 36

THE ARTISANS BEHIND THE MOVEMENT

The modern-day artisans are the motor force behind this movement. They come in all forms, from individuals to small teams and family businesses. Holed up in studios and woodshops across the nation, these artists work steadily to employ their skills and produce one masterpiece after the next.

Making furniture is not merely a job for these craftsmen and craftswomen but rather a way of life. They are the guardians of ancient techniques, but they also innovate, bringing together traditional craftsmanship with modern design to create their own unique product.

Handcrafting furniture requires unwavering focus on the details. From the very beginning, when the wood is selected until the final application of the finish, the steps are done with an almost tender level of care. This is an approach that cannot be rushed. Instead, the process highlights the beauty of taking time and creating something truly remarkable.

THE CHALLENGE OF KEEPING TRADITIONS ALIVE

The craftsmanship revival has its own set of problems. In a market where cheaper, mass-produced alternatives are still the norm, how do these artisans stand out? How can they teach an instant-gratification culture about the value of handmade items? The struggle goes beyond the limits of workshops and studios, and out onto social media and craft fairs where artisans are working to enlighten the public about the value of handmade items.

The future of handcrafted furniture in the United States looks promising. There is a rising trend of valuing quality more than quantity, of things not just being functional but also having a deeper significance. With the spread of this consciousness and changing consumer attitudes, the demand for handmade furniture is expected to grow.

continued on page 41

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THE POWER OF REAL.....continued from page 39

EMBRACING THE DIGITAL AGE WITH A HUMAN TOUCH

Surprisingly, the digital age, which is often perceived as the opposite of traditional craftsmanship, has become a helpful partner in this renaissance. Social media and online marketplaces provide artisans with an opportunity to present their work to potential customers on a global scale and a shoestring budget. The challenge is to harness digital communication in a way that enhances the physical, tangible face of craftsmanship instead of diminishing those values.

When asked why they buy handmade products consumers often cite superior quality as their reason. That's a good and valid reason but many times the only way they know it's superior is the fact that it was created by a craftsman. They like the thought that a real person spent hours carefully fitting the joints, assembling the drawers, and sanding the corners.

SUPPORTING LOCAL CRAFTSMANSHIP

The revival of craftsmanship in America is a wake-up call for action. It encourages us to buy from local artists when we have a choice between the handmade and the mass-produced. Making the right choice is a promise to consider sustainability, quality, and aesthetics in the products we purchase, an oath to support the environment and human craftsmanship.

The growth of handmade furniture in America is not just a trend; it is a manifestation of a movement towards valuing the creative, the durable, and the meaningful in our consumer choices. It's a whole movement towards things that not only occupy our spaces but also improve our lives with tales, authenticity, and a feeling of community.

Hence, we should commemorate this revival of craftsmanship. Let's pay tribute to the artists who enrich our lives with their works of art. In a world increasingly conditioned by the temporary and virtual, there is the enduring value of the handcrafted. In these handmade pieces, we find not only furniture but also mirrors of our desires to live connected, sustainable, and authentic lives. **The End**

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Indiana Artisans

Many wholesale buyers recognize northern Indiana furniture manufacturers as the leading trend setters and perfecters of quality. Innovative styles and on-key product design seem to come naturally among these craftsmen. One reason for this stellar track record may be the way the entire area approaches furniture manufacturing.

To learn more about their unique industry model we asked Steve from West Point Woodworking if he could expound on the subject. Our short interview was enlightening and we thank Steve for graciously answering our questions.

Time has blurred the details on how the industry structure formed. For some reason the first woodworker in the Amish community decided to focus on one product. His neighbor then complemented the first craftsman's product by building a matching piece in his own woodworking shop. Today northern Indiana has more than a hundred small businesses that build fine furniture and many of them focus on only one product in a variety of styles.

Before producing a new style West Point, for instance, will reach out to one of the local chair shops and invite them to design a chair that matches their new table. They may go to another manufacturer and invite them to create a matching hutch or server. In this way they create complete sets of matching furniture or the buyer can pair a dining table with any chair from anywhere in the community. This ability to freely mix and match a room's furnishings already appeals to many and it will likely gain in popularity as consumers develop a more eclectic taste.

In order to produce a uniform stain color on furniture from different manufacturers we need to introduce a partner that plays a very important role on the Indiana furniture scene - the finisher. After the furniture is manufactured by the different craftsmen it is delivered simultaneously to the finish shop where it is coated with the finest stains and varnish. The finish shops also operate as a quality control checkpoint, helping to ensure that only the finest of fine furniture is delivered to customers.

After the finisher works his magic the entire set is shipped to its destination using an impressive network of furniture transport companies and white glove delivery experts. Much of the furniture is blanket wrapped and delivered to homes and stores across the nation. The logistics keep getting better as the network grows.

When we asked Steve how he would advise new stores he highly recommended attending the Northern Indiana Woodcrafters Association expo which is held in March. "There you'll be able to talk with finish shops, meet manufacturers, and create many valuable connections," he said. "In the meantime you can visit the Lancaster County Showcase or go to www.LancasterCountyShowcase.com to find phone and email contacts."

Steve recommended finding a good finisher first and then asking them about logistics and local suppliers that they recommend. American furniture manufacturers have a handle on good customer service but nowhere is it practiced more fervently than in the woodworking community of Northern Indiana.

Steve Raber is the owner of West Point Woodworking a Northern Indiana manufacturer of fine dining room tables. You can reach him at sales@westpointwoodworking.com or by calling 260-768-4750.



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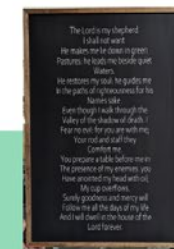
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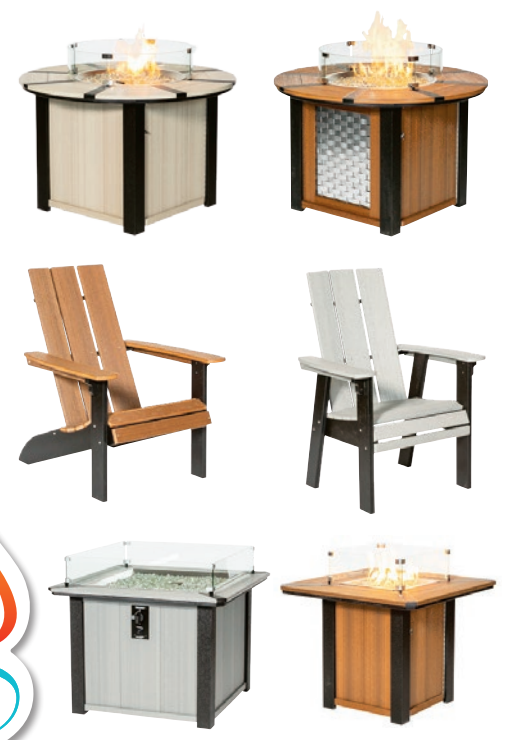


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THE BACKSTORY

by Oliver Fitz



The mountain range of upstate New York is a sight to behold and boasts a peaceful and calming vibe. Inspired by this restful nature, the Adirondack chair is designed to bring satisfaction and comfort to the sitter. The seat is worthy of praise for its form and function, making it an icon in the market.

This legendary chair is perfect for dozing as you soak in the magnificence of sunsets. It's a recognizable design with its high back and the backward-sloping seat that almost kisses the ground. The armrests are wide enough to carry a small plate or drink for complete satiation and relaxation. Plus, the design offers outstanding back and bottom support for long periods of lounging.

In retrospect, this revolutionary seating design is more than a recreational recliner. Some experts say that the history of this classic piece intertwines with the history of disease. The rise of Tuberculosis cases worldwide prompted people to flee to the mountains for the 'wilderness cure'. The Adirondack Mountains became a place of healing where sanatoriums housed TB patients to recuperate in nature.

Although the original Adirondack chair style was not designed exclusively for medical purposes, the timing couldn't be more appropriate. The market for convalescent furniture was on the rise, and this type of chair fit the bill.

The history of the Adirondack chair is quite endearing, especially to people who love a good furniture story. This beautiful piece has a wonderful background, so pull up that chair and we'll get started!

THE DESIGNER

The famous Adirondack chair is the brainchild of Thomas Lee, a gentleman from Massachusetts. He began crafting the design in early 1903, hoping to create a lounge fit for some summer frolicking. His

family spent vacations at their Lake Champlain summer house in Westport, New York. Lee decided that a comfy seating option was a must, to match the stunning view.

Now, the challenge for Thomas Lee was the topography - the Adirondacks had rugged terrain. It ranged from hilly steps to sandy ground, finding a flat spot was difficult. A typical chair or stool did not have the right balance and sturdiness. This dilemma became the main reason why Lee started making the prototype of what would become the bestselling chair in the community.

Wanting to provide the good chair for his mother, Lee assembled the chair using wooden planks. He designed the seat to be deep and sloping, with a tall back to maximize support. Complete with wide armrests, the chair became the embodiment of relaxation at the time. It is believed that he took inspiration from a deck chair on a ship and possibly the Morris Chair.

The then-called 'Westport Chair' lacked the ornate quality of Victorian furniture which was popular during that era, making it a standout. This early Adirondack design was simple yet earned plenty of love for being a suitable seat for the area.

THE DRAMA

Thomas Lee is now recognized as the original designer of the Adirondack Chair, but there was drama along the way. According to records, Lee is not the patent holder of this iconic design. Rather, his carpenter friend made the move and apparently claimed the patent as his own.

continued on page 67

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▲ An early 1900's photo of Whiteface Inn on the banks of Lake Placid, NY. Whiteface Inn was a popular Adirondack resort of that time. It was at resorts such as this that the Adirondack chair gained popularity.

▶ An early Westport chair. Notice the straight back and rugged construction. The arms and tilt of the seat are strikingly similar to the modern Adirondack.

ADIRONDACK: THE BACKSTORY.....continued from page 60

It appears that his hunting friend, Harry Bunnell, was on the lookout for new styles to create at his woodworking shop. The story implies that Lee shared his design to help Bunnell boost his winter income. Encouraged by the seat's potential, the carpenter began manufacturing the lawn chair for profit and marketed it within the community.

Bunnell sold the chairs in record numbers, proving that residents on the East Coast loved the refreshing style. In April 1904, he applied for a patent, citing himself as the original inventor of the Westport chair.

In his defense, Bunnell made modifications to Lee's design, making it slightly narrower. It also featured a footrest and armrests, which were apparently absent in the original configuration.

Additionally, Harry Bunnell used Hemlock or Basswood for material, in contrast to Lee's maple chair. The carpenter recommended removable cushions for the back and seat. He also made a commode-like version, allowing injured or sick people to experience comfort and convenience at the same time.

As the story goes, people often assume that Bunnell stole the design by claiming the patent behind Lee's back. However, the original inventor's great-great-nephew affirmed that his 'Uncle Tommy' had no interest in joining Bunnell's venture. As a wealthy man, Thomas Lee only shared the design as a kind gesture.

LIFE GOES ON

Lee didn't get involved in the furniture industry but instead spent his mental energy managing the bottling works that he owned. His company delivered fresh spring water from the mountains to their wealthy clients. He also played a role in educating freed slaves in South Carolina. It is said that he introduced his design to the state, which gave the chair a boost in the south.

On the other hand, Bunnell continued to manufacture the Westport chair for the next twenty-five years, finding tremendous success in the industry. He left a signature on his works, namely the patent number etched on the chair's back.

Part of the huge popularity of Bunnell's Westport chairs could be attributed to the rise of 'cure chairs'. As more patients sought healing from nature, the demand for comfortable seating fit for mountain terrain grew. The old Adirondack design allowed patients to breathe easier even as they lounged. It's the most plausible explanation to why the chair endured throughout the years.

continued on page 72

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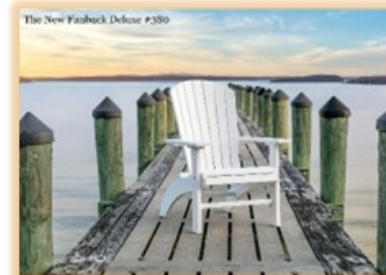
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ADIRONDACK: THE BACKSTORY.....continued from page 67

In 1938, a designer named Irving Wolpin from Lakewood, New Jersey, introduced a spruced-up version of the Westport chair. He secured a patent for the design featuring a rounded back, smaller slats, and a contoured seat. The chair's revised style further enhanced comfort, which is why Wolpin's style is commonly replicated today.

THE MODERN ADIRONDACK CHAIR

Over the years, various manufacturers made attempts to add their own unique twist to the legendary chair. With a more streamlined design, the Adirondack chair is now constructed using a range of materials. Some high-quality styles are made from composite plastic or poly-wood, which is becoming more and more popular for its long-lasting, weatherproof attributes.

Poly or traditional wood are both great options for the outdoor chair that became an icon. For many Americans the Adirondack is still the summer lounge of choice and the chair takes center stage in modern-day vacation homes and beach houses all over America! **The End**



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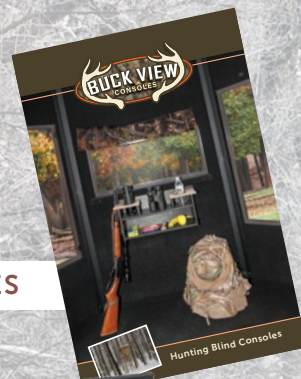


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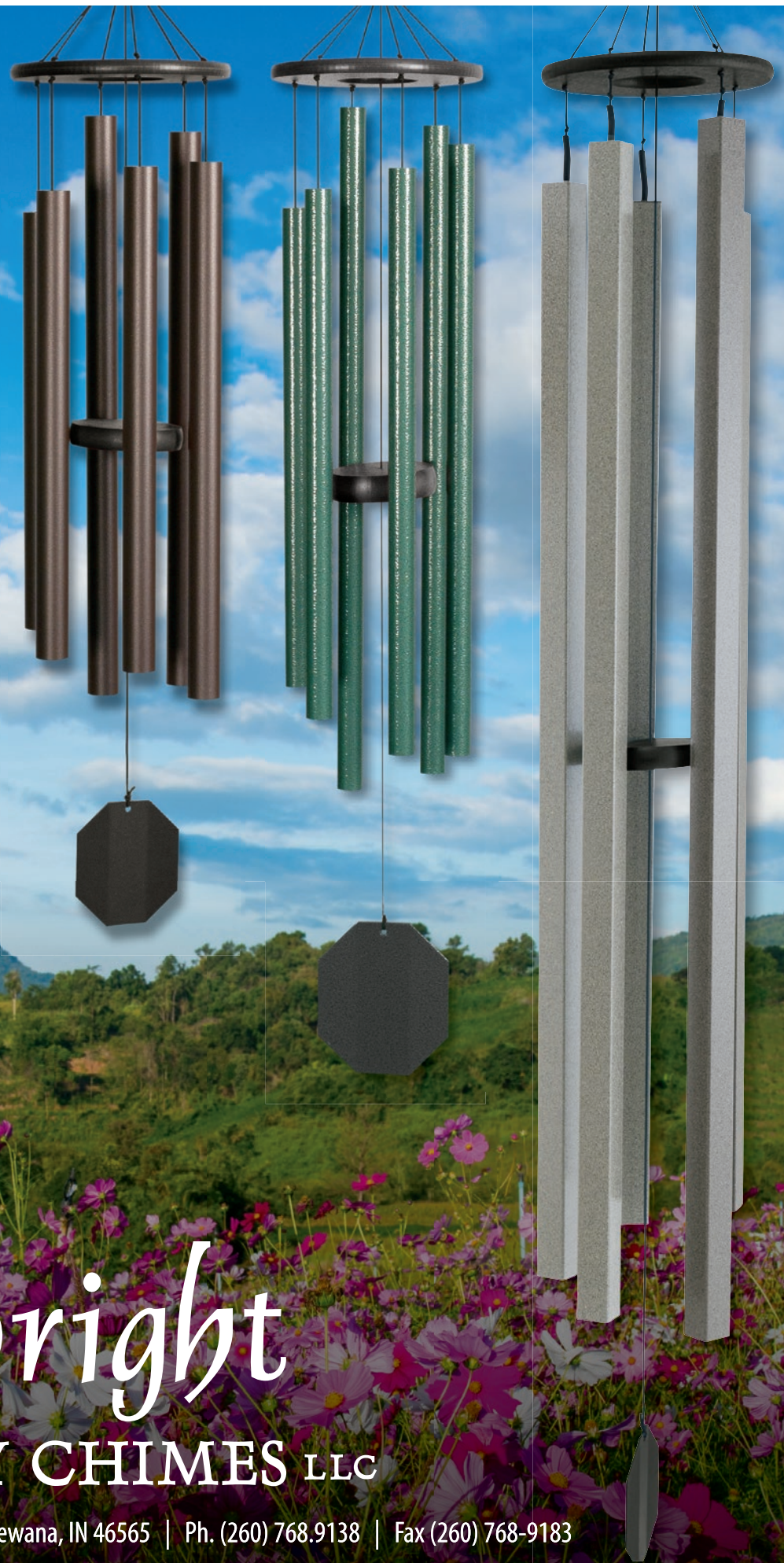
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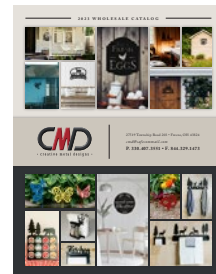
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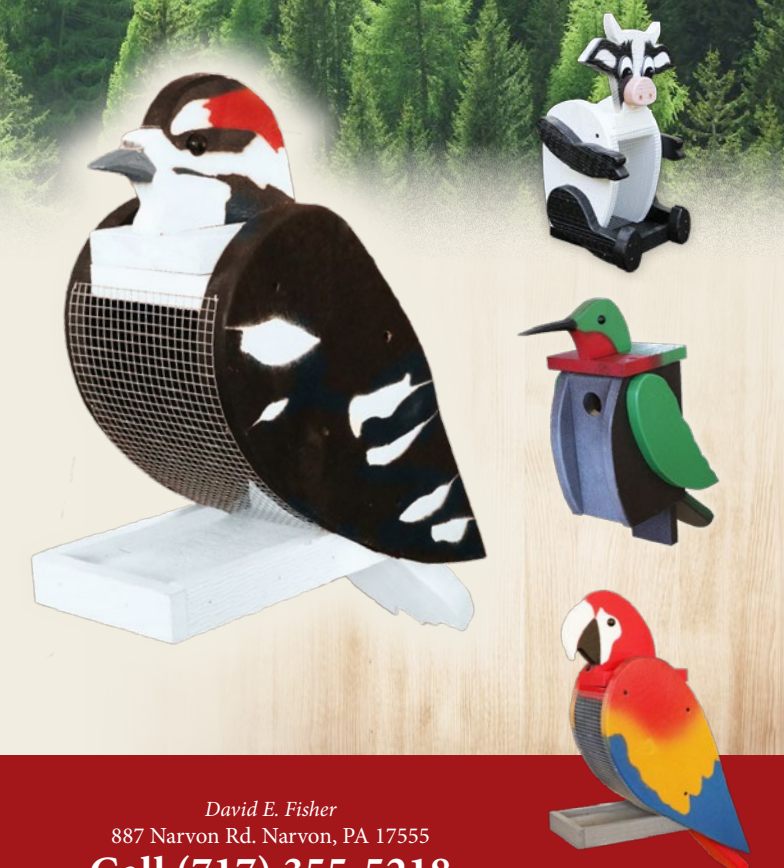
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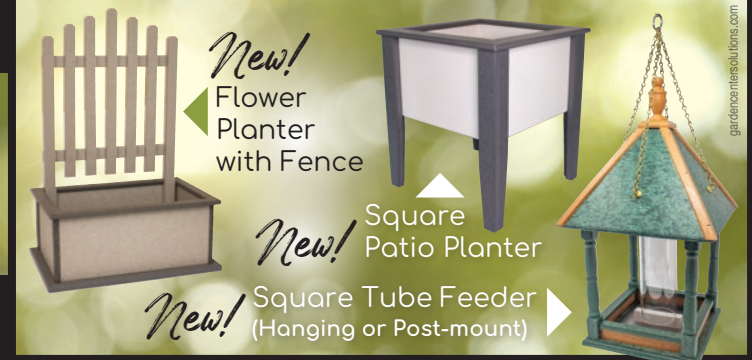
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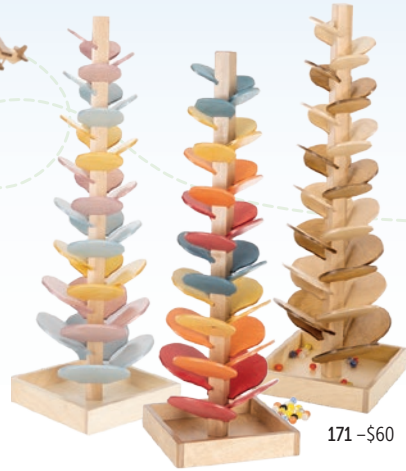


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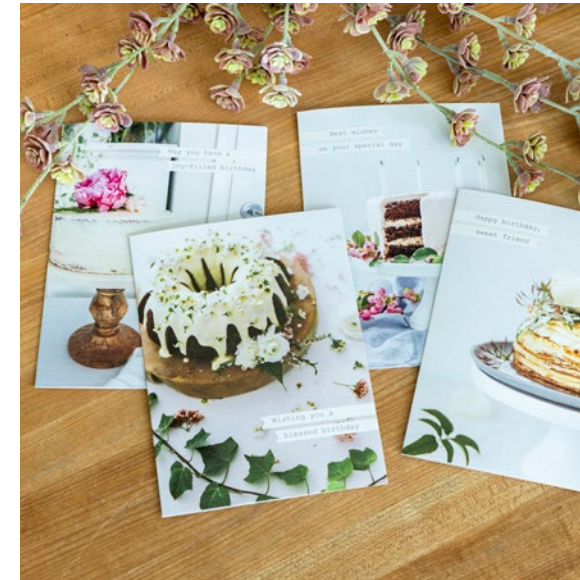
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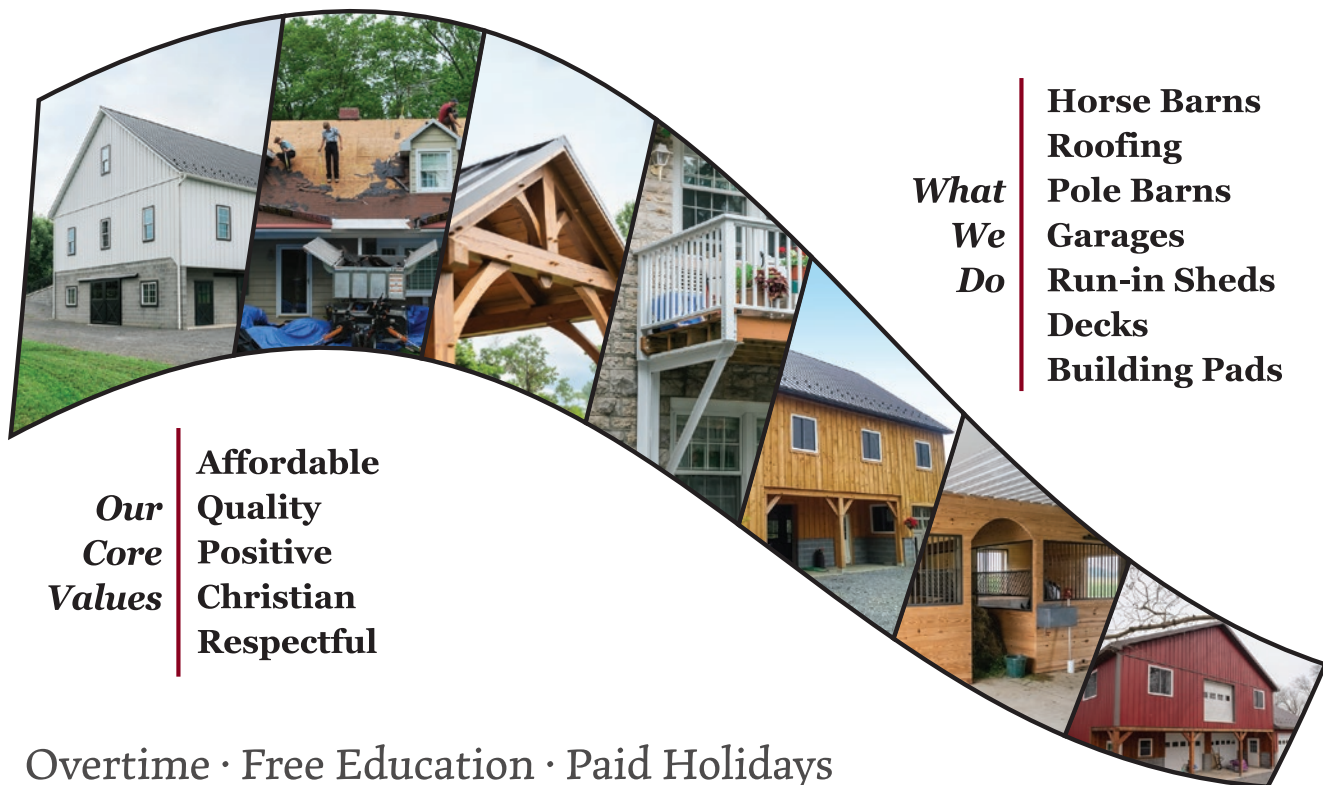
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A&L Furniture - Beds, Bunk Beds, Loft Beds, Hanging Daybeds, Tables (see page 29)	814-349-8203 Jesse
Artisan Chair - Bedroom and Dining Room Furniture (see page 49)	260-768-4488 Marvin
Buckeye Rockers - rockers, gliders, swivel gliders, office chairs (see page 33).....	330-897-2193
Byler's Bent Oak - Oak, Cherry and Hickory Rockers, Ottomans, Gliders, Footstools, End Tables (see page 21).....	724-946-5192 John
Cedar Ridge Furniture - Office Furniture, Entertainment Centers, TV Consoles (see page 8).....	610-286-6225 David
Charmworks LLC - Office Furniture, Bookcases, Chests, Trunks	717-769-0616 Aaron
Cornerstone Wood - Futons, Tables, Hoop Chairs	717-510-5986 Rudy
Countryside Tables - dining room furniture (see page 26).....	330-359-5089 Noah
Country Comfort Woodworking - Dining Room Tables and Chairs (see page 6).....	330-359-0535 Joseph
Country Value Woodworking - Bedroom, Dining Furniture, Occasionals (see page 7)	717-768-7949 Randy
Country View Furniture - Upholstery (see page 52).....	812-636-5024
Creek Hill Cabinet Shop - Cabinets (see page 7).....	717-656-7438 Daniel
D&E Workshop - Upholstered Gliders, Rockers, and Ottomans (see page 53)	260-593-0195 Andrew
Deer Valley Woodworking - Bedroom Furniture, Occasional Tables (see page 42)	740-622-1386 Andy
Ebony Woodworking - Bedroom Furniture, Occasional Tables	330-279-2102 Nathan
Econo Craft - Blanket Chests	330-600-8246 Edwin
Eli's Woodshop - Fine Dining and Bedroom Collections (see page 8).....	717-768-0220
Elm Crest Furniture - Mission Style Motion Upholstery (see page 10).....	717-625-3411 Amos
Farmside Wood - Bedroom Collections (see page 14).....	330-695-5100
Farmstead Acres Wood - Dining Room Tables and Chairs (see page 13)	330-695-2494 Lester
Finishing Designs - custom finishing shop, quick ship furniture (see page 14).....	
Fisher's Furniture - dining room furniture (see page 89)	
Fisher's Quality Products - Cribs, Conversions, Bedroom Furniture	717-786-8342 Joe
FN Chairs - Dining, Library, and Office Chairs (see page 46)	260-463-8938
Frog Pond Furniture - Bedroom Furniture, Occasionals (see page 18)	330-987-3942 John
Heritage Wood Designs LLC - Kitchen Islands, Pantrys, and Hutches (see page 55).....	574-825-4700
Hillside Chair LLC - dining chairs (see page 19).....	330-359-5991
Honey Brook Woodcraft - Primitive Pine Furniture, Chests, Tables, Benches.....	610-273-2928 Sam

Honey Run Woodcraft - bedroom furniture (see page 39).....	330-674-9609
Indian Trail Furniture - Bedroom Furniture (see page 47).....	260-562-3815
J&R Woodworking - Bedroom Furniture (see page 47)	260-463-4257
Keims Woodcraft - Cedar Chests	717-687-8150 John
Kid's Comfort - Baby and Children's Furniture, Cribs, Beds, Dressers, Nightstands.....	330-893-0713 Joe
King's Furniture Shop - Bedroom Suites, Bookcases (see page 40)	717-455-7675 Moses
Lapp's Woodwork - Tables, Chairs, TV Stands, Barn Door Furniture.....	717-786-1170 Michael
Meadow Rock Furniture - Bedroom Furniture.....	330-621-2131 Noah
Meadow Wood Furniture - Bedroom Furniture, Jewelry Cabinet Mirrors (see page 21).....	330-698-0370 Abe
Morris Hill Metal Crafts - Stylish Coffee/End Accent Tables, Magazine/Quilt Racks, Gun Racks (see page 38).....	717-786-6278 Levi
Nissley Cabinet - Bedroom Furniture, Kitchen Islands (see page 30).....	330-674-5275 David Jr.
Oakland Wood - Tables and Chairs (see page 20).....	330-231-3888 Mervin, Levi
Old Town Oak LLC - Baby Furniture (see page 48).....	260-383-3032
Orchard View Woodworks - Pie Safes, Computer Desks, Bedroom Furniture.....	717-768-0350 Jonas
Peaceful Sleeper - Mattresses, Organic Mattresses/Box-springs, Upholstery, Couches (see page 27)	59 Woodthrush Lane Mt. Pleasant Mills, PA
Quality Fabrications - upholstery (see page 10).....	330-695-2478
Quality Wood Products - Heirloom Quality Hutches, Buffets, Sideboards (see page 30)	419-368-3165 David
Red Barn Woodworking - Bedroom Furniture.....	330-388-3233 Mike
RH Yoder - Dining Room Furniture (see page 48).....	574-825-6183
Sunrise Cabinets - bedroom furniture (see page 15)	260-463-2023
Sweet Water Woodworks - Custom Kitchens and Baths, Build and Design (see page 11)	610-273-1270 Jonas
Townline Furniture - Hutches, Curios, Sideboards, Islands	260-499-4875 Verlin
Troy Lane Woodcraft - Bedroom Furniture (see page 43).....	330-601-6603 Abe
Troyers Woodcraft - Hideaway Beds, Baby Cribs.....	330-763-3758 Wyman
True Wood Furniture - Dining, Living Room and Bedroom Furniture - Large Selection.....	717-687-0803 Sol, Henry
Trusty Wood Brands - Bathroom Vanities (see page 26).....	330-763-4354 Mose
Wengerd Wood Products - Dining Room Furniture (see page 38)	330-439-3565 Jerry, Lester
West Point Woodworking - Dining Room Furniture (see page 44).....	260-768-4750 Steve
Zimmerman Wood Design - Sewing Cabinets, Tables, Bedroom Furniture (see page 20).....	717-342-1238 Cleason

Rustic&Primitive

A&L Furniture - Bunk Beds, Loft Beds, Day Beds.....	814-349-8203 Jesse
Amish Trader - Homespun Material, Barn Stars, Candles, Signs	717-442-4141 Gil
Beaver Valley Rustic - Rustic Beds, Tables, Chairs	814-367-8353 John
Byler's Rustic Furniture - Large Selection of Hickory and Oak Handmade Furniture (see page 5)	814-427-4130 Ervin
Circle M Rustics - Bedroom Furniture, Tables, Chairs (see page 25).....	814-427-2586 Andy
Country Lane Woodworking - Bedroom Furniture, Hutches, Bookcases (see page 54)	574-642-0662 Delmar
Countryside Rustic Log Furniture - White Cedar Indoor/Outdoor Furniture, Handcrafted (see page 22-23)	717-669-0209 Omar
Cornerstone Wood - Futons, Tables, Upholstered Chairs, Rockers, and Bar Stools (see page 37)	724-510-5968
Custom Wood Creations - Live Edge Slabs, Tables, Coffee Tables, End Tables (see page 40).....	540-235-2525 David
Dutchview Crafts - Pine Crafts and Furniture	717-290-1191 Leroy
Eastside Furniture - Living Room and Dining Room Furniture (see page 25).....	717-692-1200 Sam
Eberly's Hometown Designs - Tables, Floating Shelves, Frame Art	717-572-2573 Rod
Fighting Creek Furniture - Pine Bedroom, Office, Entertainment, Bookcases, Pantries (see page 31)	804-338-4929 Erik
Fireside Log Furniture - Rustic Bedroom, Dining Room Furniture (see page 51)	260-562-3064 Ray
Hickory Mountain Furniture - Rustic Barnwood Furniture.....	724-544-6544 Bob
Honey Brook Woodcraft - Primitive Pine Furniture, Chests, Tables, Benches.....	610-273-2928 Sam
Hoover's Old Wood Furniture - Old Wood, Tables, Chairs, Benches	717-354-2553 Frank
Honorwood - Bedroom, Dining Room, Living Room Furniture	717-769-2671 Nancy
M.K. Crafts - Plasma TV Stand, Pie Safe, Jelly Cabinet, Occasionals	717-768-6080 Michael
Mast Rustic Furniture - reclaimed barnwood bedroom furniture, dining room sets and living rooms (see page 34-35)	724-674-0224
NuLife Furniture - Beds, Dressers, Chests, Nightstands, Hutches (see page 43)	717-226-2281 Sam
Peachy's Rustic Furniture - Bedroom Furniture	717-483-6633 Norman
Quad M Rustics - Bedroom Furniture, Tables, Chairs, in Aspen, Cedar, and Pine (see page 19).....	330-893-3792 Marvin
Redco Manufacturing - Wooden Clothes Drying Racks - Wall Mounted, Free Standing, Hanging (see page 29).....	717-768-7066 Lloyd
Rustic Creations Log Furniture - Bedroom Furniture, Tables, Chairs	330-465-0740 Daniel

Sleepy Hollow Woodworks - Live Edge Tables, Benches, Cutting Boards.....	717-529-3824 Stephen
The Vintage Barn - coffee bars, farmhouse style furniture, fractal home furnishings (see page 51).....	574-596-1063
The Furniture Shack - Wheel Furniture	269-432-2747 Noah
Wildwood Rustic Creations - Custom Rustic Furniture, Old Whiskey Barrels (see page 54).....	260-593-0028 Gary
Whitetail Rustics - rustic barrel furniture	717-371-6518 Simeon
Woodland Heritage Furniture - live edge furniture (see page 42)	717-529-1999

Crafts

Beechdale Frames - Thousands of Framed Art, Pallet Art, Home Decor.....	717-295-0662 Allen
Birdcraft - Bird Houses, Planters, Bird Feeders (see page 89).....	717-768-0475 Steve
Birdhouses and More - Birdhouses, Bird Feeders, Rustic Tin Stars, Seasonal Crafts (see page 90)	231 Hahnestown Rd. Ephrata, PA 17522
Circle L Designs - Leather Crafts.....	610-593-6890 Barbara
Clearview Creations - Birdhouses, Bird Feeders, Mailboxes	484-667-3782 Amos
Creative Metal Designs - metal art and home decor (see page 88)	330-407-3351 Dennis
D&L Marketing - Decorative Plaques.....	717-866-7253 Lynne
David’s Hobby Shop - HiQ Games, Wooden Puzzles.....	610-273-0232 Andy
Delighted Home Co. - Wax Candles, LED Candles, Crafts	717-292-8181 James, Elam
Dutchman’s Wood Products - Trinket Logs	660-748-3339 David
Eberly’s Hometowne Designs - Home Decor, Floating Shelves, Frame Art.....	717-572-2573 Rod
Ebony Woodworking - Oak, Screen Marble Towel Holders.....	330-279-2102 Nathan
Esh’s Toys and More - Clothes Trees, Rocking Horses, Rocking Motorcycles and More.....	717-806-2934 Elam
Etchwood - Floating Shelves.....	206-768-7807 Alton
Forest Hill Leather Craft - belts, bags, purses, wallets (see page 87)	717-656-8758
Heartland Wholesale - Greeting Cards, Poly Baskets, Puzzles, Signs (see page 91).....	574-642-4360 ext.201
Impressions On Market - Framed Prints.....	800-319-1256 Zane, Steve
JL Wooden Toys - Train Letters.....	610-273-2682 Jacob
Kendall’s Custom Lamps - Lamps, Lights and Decor	814-938-8181 Dennis
Keystone Woodworking - Lighthouses, Bird Houses, Outdoor Decor (see page 85)	717-808-2635
King’s Country Crafts - Reversible Table Runners, Place-mats, Coasters, Spice Mats, Centers	610-593-6557 Lydia
Lambright Country Chimes - Handcrafted Aluminum Wind Chimes (see page 84).....	260-768-9138 Orley
Lapp’s Toys - Marble Rollers, Car Rollers, Trucks, Trains, Children’s Play-sets (see page 90).....	717-945-5366 John
Leon Lapp Crates - Crafts, Lawn Ornaments, Crates, Totes,	717-354-5430 Leon
M&L Wood Design - Marble Towel Holders.....	330-473-5280 Mervin
Norman Beiler Metalcraft - wrought iron yard art, arbors, flag holders (see page 86).....	717-355-0315
Pine Grove Metal Craft - Horseshoe Crafts, Rose Arbors.....	717-613-0012 David
Ridge View Wood - Frame Shelves, Canvas Pictures, Mirrors.....	330-600-4507 Eli
Rustic Garden Collections - Primitive Crafts, Planters, Baskets, Trellis, Crates	717-529-6488 Joe
Sonshine Baskets - Handwoven Baskets	574-642-0599 Vernon
Stoltzfus Brooms & Carpets - brooms, hand woven rugs (see page 92)	717-442-8421 Daniel
Stony Ridge Crafts - Primitive Crafts, Benches, Ladders (see page 86)	717-947-0421 Ben
Strasburg Country Crafts - Poly Bird Feeders and Birdhouses, Windmills, Wishing Wells (see page 85).....	617-687-7001 Ben
Sunny Ridge Woodcraft - Handmade Woven Baskets.....	717-945-3224 David
The Woodpecker Family - Bird Feeders, Bird Houses (see page 89).....	717-355-5218 David
Wildwood Creations - Rustic Crafts, Star Plaques, Table Setters, Cookie Platters	717-471-1552 Ervin
Woodland Country Creations - Home and Garden Crafts (see page 95).....	717-529-4010 Joe

Outdoor Furniture & Crafts

A&L Furniture - Poly, Cedar, Treated Pine, Dining Sets, Porch Swings, Gliders, Adirondack Chairs, Arbors, Pergolas (see page 66).....	814-349-8203 Jesse
Alvin’s Canvas - outdoor upholstery, patio umbrellas, Adirondack cushions (see page 61).....	717-786-5483 Michael
Caryswood Outdoor Furniture - Poly Outdoor Furniture (see page 77)	434-983-1722
Chapman Woodshop - Poly Furniture.....	570-539-4158 Dale
Colonial Road Woodworks - Poly/Treated Wood Lawn Chairs, Benches, Balcony/Pub Swings/Gliders (see page 69).....	717354-8998 Chris
Country View Lawn Furniture - Poly, Fan Back/Fish Chair, Pub Set, Roll Back, Arbors, Heart Planters (see page 70)	717-442-8440 David
County Line Woodworking - Wishing Wells, Wooden Outdoor Furniture, Playsets, Blinds (see page 74)	717-423-6322
Eagles View Poly - Poly Gliders, Ottomans, Swings, Garden Tables, Benches, Pub Tables.....	814-938-3089 Abraham, Rudy

Eastern Poly Craft - Poly Lawn Furniture	610-593-7052 Eli
E&S Supply - Wooden Swing Sets.....	814-807-2902 Emanuel
Fieldside Outdoor Furniture - Poly Outdoor Furniture (see page 79).....	717-529-5504 Isaac
H&N Poly - Poly Tables and Chairs (see page 73).....	724-946-3247 Harvey
Hillside Outdoor Furniture - Poly Outdoor Furniture (see page 77).....	434-414-6103
Hostetler’s Table and Chairs - Poly Outdoor Tables and Chairs (see page 62-63)	814-427-2800 Jonas
Ironstone Hammocks - Hammock Swings (see page 78)	717-606-8897 Daniel
King Casual Furniture - Poly Outdoor Furniture (see page 76)	610-273-2840 Sam
Lawn Creations - Lighthouses.....	260-463-0123 Duane
Lawn Swings - Garden Arbors, Swings (see page 64)	610-857-1898 Chis
Lawn & Garden Mfg - Wooden Outdoor Furniture, Gliders, Dining Tables, Picnic Benches (see page 73).....	717-445-0515 Orpha
Linden Grove Woodworking - Pressure Treated Picnic Tables, Chairs, Swings	717-354-5630 Melvin
M&M Enterprises - Cedar Outdoor Furniture, Wishing Wells.....	260-593-0641 Mervin
M&M Lawn Furniture - Poly Adirondack & Dining Chairs, End Tables	717-803-1365 Mose
Meadowview Lawn Creations - Poly Lawn Furniture (see page 61).....	717-687-5161 Alvin
Paradise Acres Poly - Poly Lawn Furniture (see page 70).....	814-427-2387 (ext 2) Andy
Paradise Outdoor Designs - Poly Adirondack Chairs, Surfboard Tables, Dining Tables, Fire Tables.....	717-869-6695 Daniel
Ponvue Creations LLC - Outdoor Poly Furniture, Dining, Deep Seating (see page 80-81)	765-939-4051
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Renew Plastics - Supplier for your HDPE Furniture, Gazebo, and Decking Profile Needs (see page 66)	727-844-1344 Tyson
Riverside Rustic - Poly Log Furniture (see page 75).....	724-946-5169 Urie
Sonrise Poly Rockers - Poly Furniture, Rockers, Tables, Chairs in 14 Different Colors.....	717-405-6079 Luke, Etta
Stony Hollow - Wood and Poly: Picnic Tables, Adirondack Chairs, Swings, Gliders, Rockers (see page 72).....	717-947-8252 Benjamin
Stumptown Manufacturing - Miniature Horse/Pony and Express Wagons, Tricycles	717-656-4262 John
Tangent Technologies - HDPE Sustainable Plastic Lumber Products.....	507-360-4571 Ervin
The Woodpecker Family - Handcrafted Birdhouses and Feeders.....	717-355-5218 David
Triple Pines Polywood - Poly Adirondack Chairs, Gliders, Tables, Swings	724-487-7562 Allen
Western View Landscaping - Landscaping	717-663-8617 Joe
Weaver’s Rustics - Unique Cedar Lawn Furniture (see page 79)	1768 85th Avenue Lakeview, MI 48850

Outdoor Sheds & Gazebos

Blue Mountain CNC - Poly Lawn Furniture.....	717-813-0277 Gerald
Belleview Structures - Sheds, Garages, Pavilions.....	717-529-1945 Joe
Fieldside Outdoor Furniture - Poly Folding Adirondack Chairs, Child’s Chairs, Settees, Footstools.....	717-529-5504 Isaac
Fox Country Sheds - garden sheds, Garages, and Kits (see page 65)	717-626-9560
HBW - Gazebos, Pergolas, Pavilions (see page 71)	610-593-6884 Melvin
Kinzer Woodworking - Swingsets, Playhouses (see page 76).....	717-442-3317 Reuben
Olde Mile Lighting - Outdoor Lighting	717-480-8066 Jeremy
Prestige Buildings - Quality Outdoor Structures (see page 68)	717-351-5520 Mark
Rocky Mountain Structures LLC - Storage Sheds, Garages, Park Model Cabins (see page 64).....	717-365-3796
Royal Crowne - Cupolas, Weather-vanes, Mail Box Posts, Mail Boxes (see page 58-59)	717-388-2630 Steve
Select Stonecraft - Custom Masonry Fire Pits	717-696-5562 Reuben
Solanco Structures - Hobby Greenhouses, Board and Pattern Horse Barns	610-593-6400 John
Spott’s Road Woodworks - Hunting Blinds, Hunting Consoles, Dog and Cat Feeders (see page 82).....	717-768-7047
Unique Construction - outdoor kitchens (see page 56)	717-205-9252 Christian
Victorian Backyard Sheds - Sheds, Chicken Coops, Dog Houses (see page 74).....	717-556-0462

Service

DG Stoltzfus - Roofing, Construction, Garages, Decks (see page 94).....	610-883-6632 David
Nate Nisely - Professional EOS Implementor (see page 92).....	260-299-3472 Nate
Keystone Transport - Transportation: Devoted to Furniture (see page 9)	717-933-5115 James
Merchant Service Consultants - Electronic Payment Solutions	484-577-7510 Robert
PA Furniture Builders Association - Pennsylvania Furniture (see page 24)	PAFurnitureBuilders.com
Spectrum Finishing - Stains and Paints.....	260-463-7300 Gerald
The Cellar - Event Center, Banquets, EOS Meetings, Seminars (see page 93).....	717-535-3788 Buzz

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