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**Steelcase**<sup>®</sup>

Do what you do better.<sup>™</sup>

**Steelcase**

## Pathways® Architectural Solutions

### A better way to build for the future

#### **Change defines business.**

It's nonstop. What will your workplace need to support next – a merger, a reorganization, a dramatic technology shift? Predicting your future business and building needs is no longer a competitive advantage, it's basic survival.

Can your business workplace adapt quickly and effectively? Will it easily respond to change – at the speed of business?

#### **Pathways enables change.**

Pathways Architectural Solutions integrate architecture, furniture and technology with an innovative construction process to create a better building and a more effective workplace. A workplace that features a modular infrastructure, technologically advanced building systems, and designed-in flexibility.

Pathways Architectural Solutions include moveable walls, access floors, modular power and cabling, and lighting solutions. A superior alternative to traditional construction that's simpler to build, easier to change, more environmentally responsible, and much more cost-effective. Again and again.

## Ongoing performance, enduring flexibility

Architectural Solutions look, feel and perform like fixed construction, without its inherent limitations. Walls, floors and infrastructure integrate beautifully with building architecture, furniture, and technology, yet reconfigure at a moment's notice. A Pathways workplace is a high performance environment that changes easily to meet your changing business needs.

### Aesthetic Appeal

Pathways design options complement any aesthetic. From clean and architectural to traditional, a broad Pathways palette lets you create an interior statement as individual as your business.

### Design Innovation

Steelcase offers more patented, integrated architecture, furniture and technology products – and supporting knowledge and services – than anyone else in the business. A comprehensive design approach, including common dimensions, simple interfaces between products and buildings, and a shared technology infrastructure, ensures a workplace that's simpler to plan and design.

### Fast, Flexible Workplaces

Preassembled, tested and ready to install, Pathways products simplify and speed the construction process, saving time and money. Your workplace comes together faster, and reconfigures with less disruption and downtime. Moves and changes are easy and quick. Even the payback period is fast – less than two years.

### Environmental Commitment

Significant recycled content in Pathways products is just the start. Components are built to be reused, and unlike many traditional construction materials, there's no off-gassing. Pathways environments also contribute to qualification for LEED® points. With improved indoor air quality, reduced energy use, and ultimate recyclability at the end of a long life, Pathways Architectural Solutions are an ongoing environmental success story.



## Open for business faster and easier

The handwriting's on the wall: Pathways® Architectural Solutions are faster and easier to install and change, more cost-effective, inherently more flexible, and far better for the environment than traditional construction.

### Simpler and Faster

Pathways Architectural Solutions	Traditional Construction
<ul style="list-style-type: none"><li>• Fewer skilled trades and simpler process speed construction</li></ul>	<ul style="list-style-type: none"><li>• Multiple trades required for on-site construction, assembly, and installation</li></ul>
<ul style="list-style-type: none"><li>• Modular components preassembled and designed for faster on-site installation</li></ul>	<ul style="list-style-type: none"><li>• Delays create a domino effect in sequential construction process</li></ul>
<ul style="list-style-type: none"><li>• Holistic approach to architecture, furniture, and technology provides seamless integration, faster installation</li></ul>	<ul style="list-style-type: none"><li>• Products not designed to work together “out of the box”; difficult to integrate building architecture, furniture, and technology</li></ul>

### Cost Effective

<ul style="list-style-type: none"><li>• Competitive initial cost</li></ul>	<ul style="list-style-type: none"><li>• Same or slightly lower initial cost</li></ul>
<ul style="list-style-type: none"><li>• Faster depreciation (7 yrs or less) for most components</li></ul>	<ul style="list-style-type: none"><li>• Long-term depreciation schedule (39 yrs) for most components</li></ul>
<ul style="list-style-type: none"><li>• Changes are simple and quick</li></ul>	<ul style="list-style-type: none"><li>• Changes are costly and time-consuming</li></ul>

### Flexible by Design

<ul style="list-style-type: none"><li>• All components – walls, floors, wiring – are easily changed</li></ul>	<ul style="list-style-type: none"><li>• Fixed infrastructure changes repeat the entire construction process</li></ul>
<ul style="list-style-type: none"><li>• 100% reuse of products</li></ul>	<ul style="list-style-type: none"><li>• New materials required for most changes</li></ul>
<ul style="list-style-type: none"><li>• Minimal or no disruption of business during changes</li></ul>	<ul style="list-style-type: none"><li>• Significant downtime and interruption of business during changes</li></ul>

### Environmentally Responsible

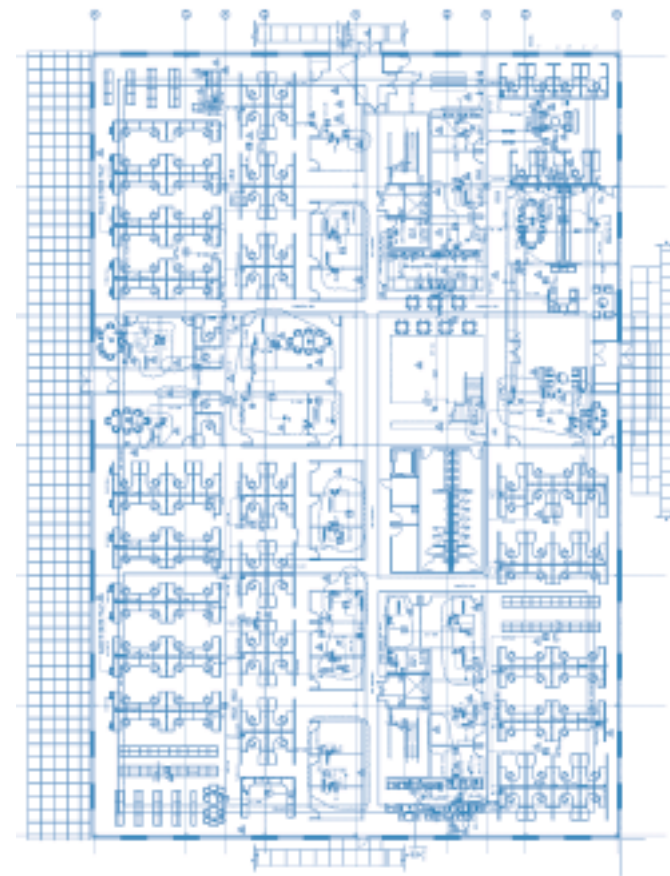
<ul style="list-style-type: none"><li>• Products made with significant recycled material content and designed to be reused again and again</li></ul>	<ul style="list-style-type: none"><li>• Significant waste inherent in traditional construction and throughout building's life as the business changes</li></ul>
<ul style="list-style-type: none"><li>• Significant opportunities to contribute towards LEED points</li></ul>	<ul style="list-style-type: none"><li>• Possible contribution towards LEED points, depending on design and construction</li></ul>
<ul style="list-style-type: none"><li>• No PVCs, VOCs, or fiberglass used in production, and no off-gassing on-site</li></ul>	<ul style="list-style-type: none"><li>• Various materials and construction methods present significant off-gassing issues</li></ul>

# Proof Positive

Here's how the payback on a new building can be as little as 17 months, thanks to the innovative design and engineering of Pathways Architectural Solutions.

## New Construction Case Study

A two-story, 79,200 sq.ft. building was constructed for 340 occupants. Workspaces included open plan workstations, 12 private offices, and 6 conference rooms. Calculations are based on a 36% federal tax rate, 5% state tax rate, 12% cost of capital, and 4% inflation rate.



## Additional Savings

Overall building height may be reduced up to 10% with Pathways Access Floor and under floor air distribution.

Increased productivity in a Pathways work environment through improved thermal comfort, technology access, and lighting; less business disruption and downtime.<sup>1</sup>

Reduction in landfill waste hauling and disposal costs through more efficient building methods, reuse of Pathways products, and simplified interior changes with moveable walls, access floors, and modular wiring.

<sup>1</sup> Teledesic Broadband Center Field Study, April, 2002, Center for the Built Environment, Tom Webster, Rachel Bannon, and David Lehrer

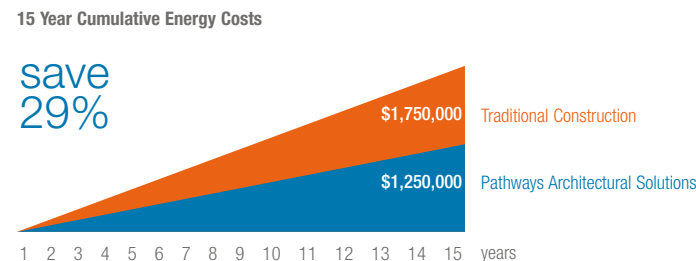
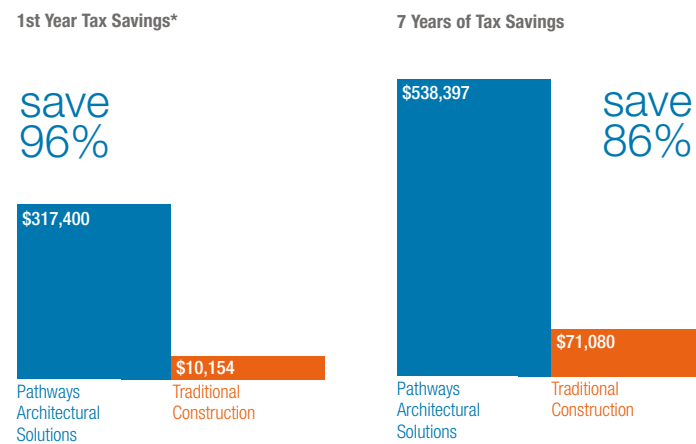
# Initial Construction

	Pathways® Architectural Solutions	Traditional Construction
<b>Time</b>	12 weeks	22 weeks
<b>Initial Cost</b>	\$1,397,000	\$1,032,000
<b>Depreciation</b>		
1st year tax savings*	\$317,400	\$10,154
7 years of tax savings	\$538,397	\$71,080
<b>Payback</b>		
Simple	12 months	NA
Discounted (12% cost of capital)	17 months	NA
<b>Energy Savings</b>		
HVAC	\$27,760 per year (vs. traditional)	0

## save time



## save money



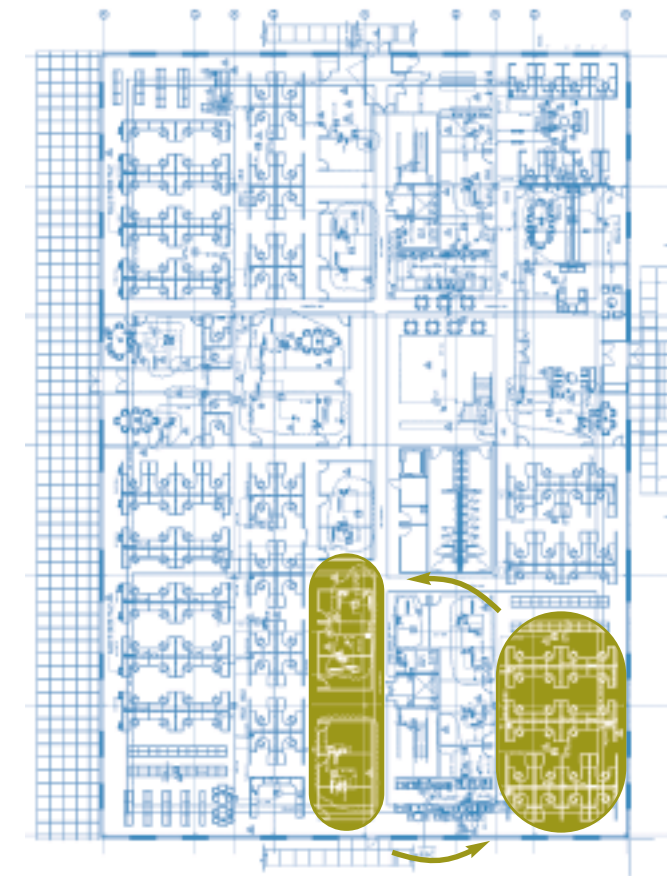
\* First year tax savings assume the project qualifies for the Jobs and Growth Tax Relief Reconciliation Act of 2003 that allows for a 50% bonus depreciation. The tax savings would have been \$86,733 without the bonus.

# Proven Again

Every time the building changes, Pathways Architectural Solutions prove their enduring value through the reuse of existing product and speed of reconfiguration.

## First Major Reconfiguration

3 conference rooms converted into 6 private offices and moved to a new location. 18 open plan workstations were moved to the location of the original 3 conference rooms to realize the efficiencies of co-location.



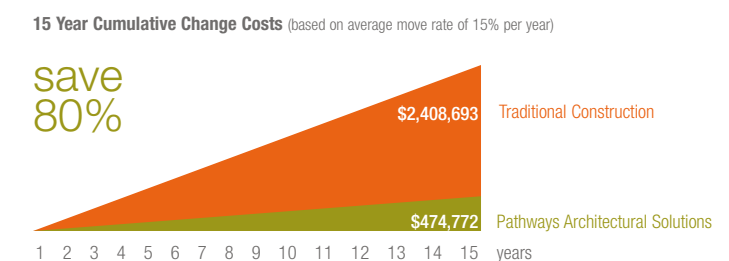
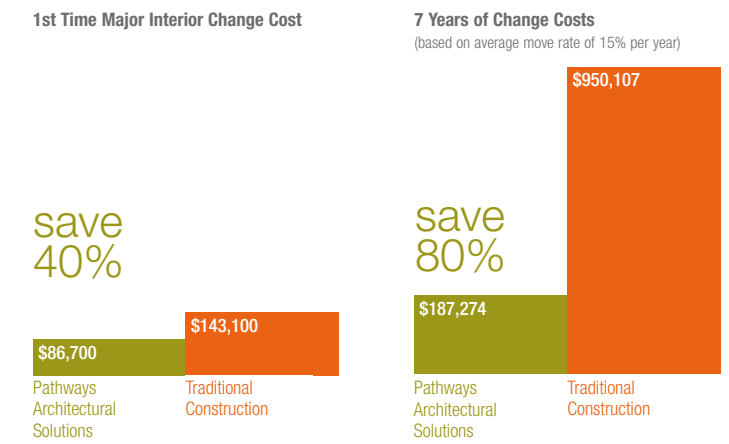
# Reconfiguration

	Pathways® Architectural Solutions	Traditional Construction
<b>Time</b>	1 week	2 weeks
<b>Cost</b>		
1 time major interiors change	\$86,700	\$143,100
7 years of interior changes (average move rate of 15% per year)	\$187,274	\$950,107
<b>Materials Reuse</b>		
Walls	100%	3%
Power and Cabling	100%	60%
<b>Landfill Waste</b>	0	90 cubic yards or over 4 dumpsters

## save time



## save money



# Moveable Walls

Moveable walls simply outperform traditional drywall construction, any way you cut it. Strong and durable, yet reusable. Fully assembled and ready to install, for easier, faster installation and change. They're quieter, more environmentally sound, and offer more aesthetic options. Plus, they qualify for accelerated depreciation for faster payback and improved cash flow.



### Quick change

Create a project room from open space. Expand a meeting room before the next meeting. Let in the light but keep out the noise. Integrate lighting, technology, furniture – and the option to change it all tomorrow. The flexibility and durability of moveable walls invite change.



### The Real Cost of Drywall

Consider that the complete cost of traditional drywall includes materials, basic fit-out components, and optional fit-out components. Moveable wall costs compare very favorably with the actual costs of traditional fixed drywall construction. (Compiled from R.S. Means® data and Minneapolis construction averages.)

Basics	Cost/linear ft.
Studs and gypsum board	23
Mud and paint	13
Vinyl base	2
Subtotal	38

### Basic fit-out components

Electrical, telephone and data	10
Blocking (for binder bins)	2
Doors and frames	23
Subtotal (cumulative)	73

### Optional fit-out components

Insulation (acoustic)	3
Floor-to-ceiling glass	41
Clerestory	19
Markerboards	12
Tackboards	19
Upcharge: glass doors	19
Upcharge: vinyl wall covering	20

**Grand Total** **\$206**

### 100% Reuse, 0% Refuse

Designed and engineered for easy installation, moveable walls involve fewer skilled trades, less time and effort. Construction moves faster and costs less. When it's time to change or reconfigure, there's no construction mess, just efficient changes to create the environments business needs, whenever it needs them.



### Quietly Effective

Moveable walls achieve an acoustical rating of 43 STC, exceeding drywall construction (typically 36 STC without insulation, 39 STC with insulation).

### Ready to Install = Ready to Work, Faster

Moveable walls are precision manufactured and arrive at the job site ready to install. So the construction process requires less time and labor, and costs much less than traditional build-from-scratch construction. Each and every future move and change is just as simple and quick. So your business gets down to business faster.

### Environmentally Sustainable

Moveable walls contain recycled content, and no VOCs or PVCs. On-site they generate no off-gassing, and much less construction waste and disposal costs compared to traditional fixed walls. Moveable walls live up to their name: they're readily reusable, and at the end of their (very long) useful life, they're recyclable. This overall environmental performance may also contribute to LEED certification credits.

### Paying for Product or Installation?

Moveable walls take less time to install than traditional drywall, so installation moves faster and costs less. Subsequent changes and reconfigurations are simpler and cost less too. Moveable walls also can be used again and again, without the demolition, waste, construction, and downtime required to build traditional walls.

### Ratio of Materials to Labor Cost

Moveable Walls		Traditional Drywall	
Materials	75%	Materials	40%
Labor	25%	Labor	60%



### PATHWAYS® Privacy Wall

More performance, flexibility, and aesthetic appeal than any other moveable wall.

Fully assembled and ready for installation, dramatically reducing installation and move time.

Recyclable feature strip "zips" walls together in any order; no need for clips or hardware.

Available pre-wired, with modular power, or accommodating customer-specific technology.

Largest selection of surface options in the industry, including glass, fabric, vinyl, painted and wood surfaces.

Standard glass wall features traditional frame details, classic profile, and a variety of color options.

Solid steel construction contains 30% recycled content. 90% recyclable at end of life cycle.



### PATHWAYS® Privacy Wall Glass Selections

Confer a high end aesthetic and a feeling of openness, an aesthetic solution that moves as easily as any Privacy Wall.

A single frame can span a width of up to 10 feet with dry glazed details, without the need for additional vertical supports.

Elegant glass-to-glass corners offer a unique aesthetic, reminiscent in detail of the Arts and Crafts movement.

Privacy Walls and Glass Selections products fit together seamlessly, using the same transition connections.

Anodized aluminum frame profile complements the Pathways Post and Beam detail.

# Access Floors

The most effective way to route wiring and HVAC systems, an access floor makes a workplace more flexible, easier to change, and far more cost-effective than a traditional building.



### Down to Business – Faster

An access floor installed above a concrete slab puts the building infrastructure where it's easiest to install and manage — right below the floor. Key utilities are quickly accessible. HVAC operates more efficiently, with better air quality and lower energy costs. Plus, the entire construction process moves as much as 50% faster than traditional construction.



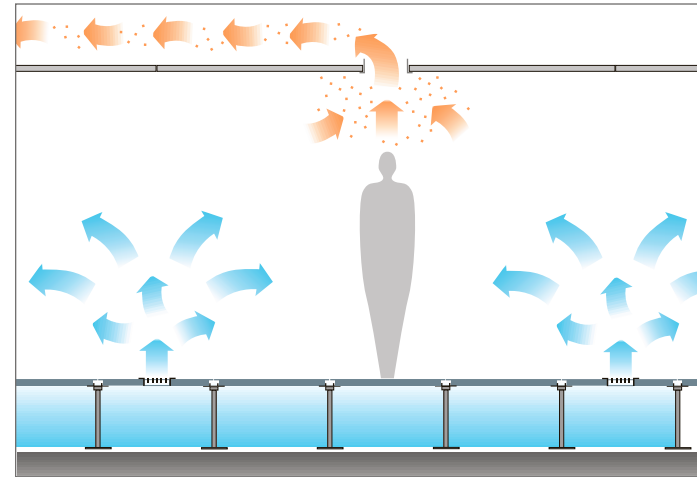
### LEED®

Pathways Access Floor, with under floor air, can help contribute towards up to 12 LEED credits thanks to reusability and energy efficiencies.



### Flexibility From Day One

Responding to shifting technology and workplace needs is made easy, since wiring and cabling are right at hand. Power and data are easy to reach, easy to change. Access floors also eliminate power poles, poke-throughs, cellular decks, ceiling cable trays, and similar outmoded, inflexible wire management methods.



### Energy Efficient

An access floor creates a supply air plenum for under floor air distribution. Conditioned air enters the workspace through air diffusers. Hot, stale air and contaminants rise to the ceiling, while clean, conditioned air flows through the occupied space. Indoor air quality, ventilation and thermal comfort are dramatically improved. And since under floor air distribution requires lower air pressure, less fan usage, and operates within more efficient air temperatures, energy costs are cut dramatically — as much as 30%.



### Accelerated Savings

Under floor air distribution with an access floor not only lowers energy costs, it substantially reduces ceiling ductwork, and thus can reduce overall building height as much as 10%. A raised floor may be accounted for as personal property, providing accelerated depreciation and increased positive cash flow.



### PATHWAYS® Access Floor

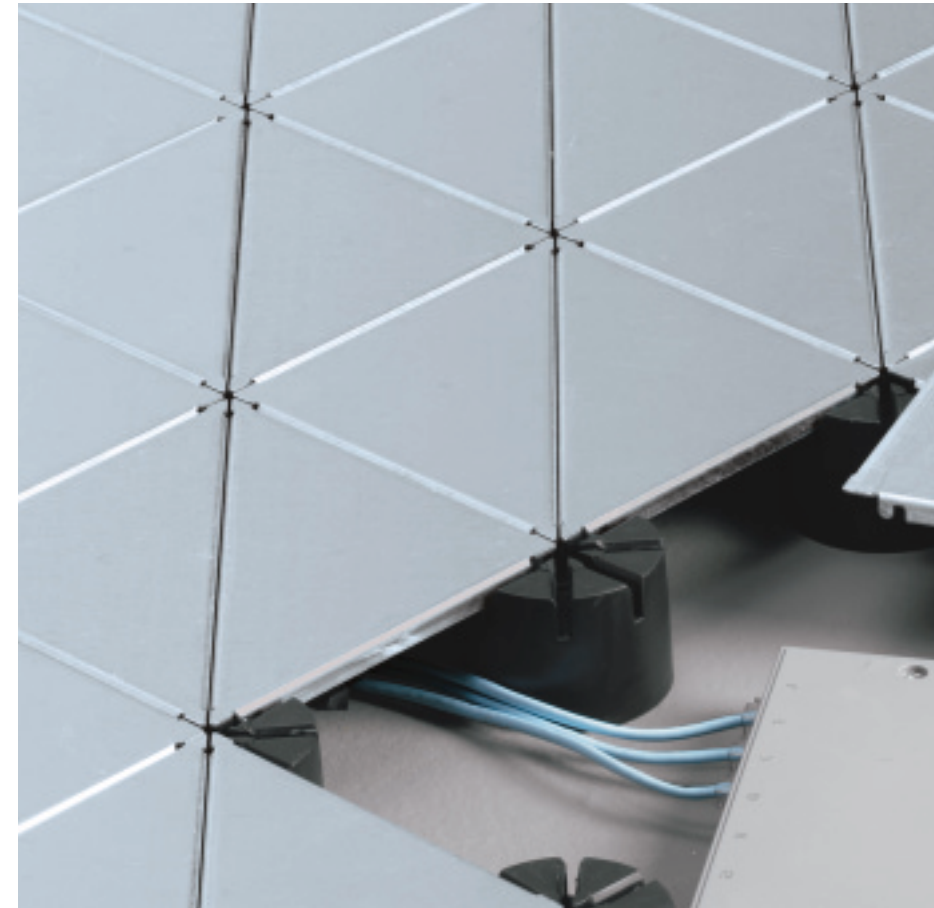
Pathways Access Floor installs on top of the concrete slab providing a perfectly level floor while also creating a cavity to easily run wiring and HVAC.

Can be installed with finished floor heights from 2½" to 24".

Pathways Access Floor promotes a flexible work environment where people, furniture and architecture are constantly changing. Easy access to technology makes moves, adds and changes less costly.

A complete offering of products including panels, universal pedestals, ramp kits, fascia kits, grommets, and stringers for both general offices and those spaces with seismic zone requirements.

High-pressure laminate panels available for use in computer and telecommunication rooms.



### PATHWAYS® Low-Profile Floor

Pathways Low-Profile Floor is ideal for renovations or buildings with established ceiling heights. It is just 2½" high, yet still provides a full 2" of clearance everywhere to easily manage communications cabling and power distribution.

Tiles quickly slide into place on universal supports that follow the contour of the concrete slab – no need for time-consuming leveling or skim coating.

Due to its unique shape and small tiles, Pathways Low-Profile Floor creates easy access to technology anywhere in the workplace with minimal disruption for quick and easy changes. Exposing just one standard carpet square reveals 18 triangular tiles.

Installation requires no adhesives or fasteners, making Pathways Low-Profile Floor tough and sturdy yet nonpermanent, so the floor can be reused in a reconfiguration or alternate location.

Allows the use of non-plenum rated cable, for substantial cost savings over plenum rated cable running in ceiling applications.

## Modular Wiring

Transcend traditional wiring approaches for power and communications with a modular wiring system that offers faster installation, easier changes, and significant life cycle savings.

### A Superior System

Modular wiring distributes power and communications from the utility closets to local distribution points, and from there to access points in user outlets. When the inevitable changes occur, there's no need to change the "home run" all the way back to the closet. Only the last segment from the distribution point changes – the last 10% of the run. Modular components make it simple plug 'n' play from the distribution point to wherever power and data are needed.

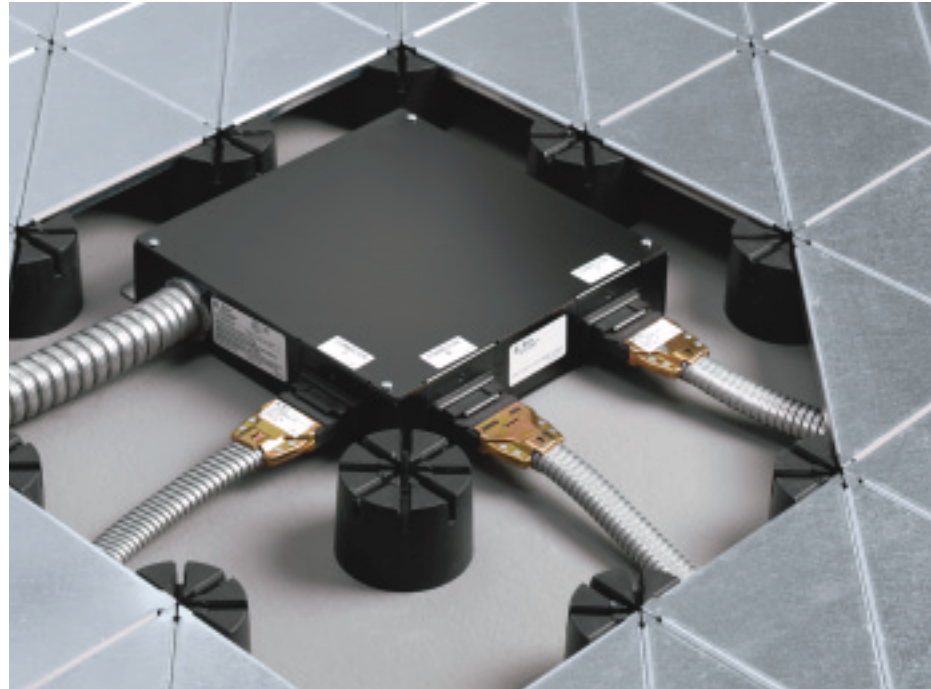
### A Faster System

Components are assembled in controlled manufacturing environments for guaranteed reliability. They snap together in simple, sure connections. Modular wiring installs up to 75% faster than traditional pipe-and-wire branch circuits and traditional home-run cabling. Plus, modular components are reusable, again and again. So every move, change, and expansion to the system happens faster and easier.

**75%  
SAVINGS**

### Real Savings

The financials of modular wiring are equally impressive. Faster installation means a shorter, less costly construction schedule. Modular wiring also qualifies for faster depreciation than traditional wiring. And when the workplace changes, every alteration is simpler and more cost-effective than with traditional wiring, with far less disruption to the business.



### PATHWAYS® Modular Power

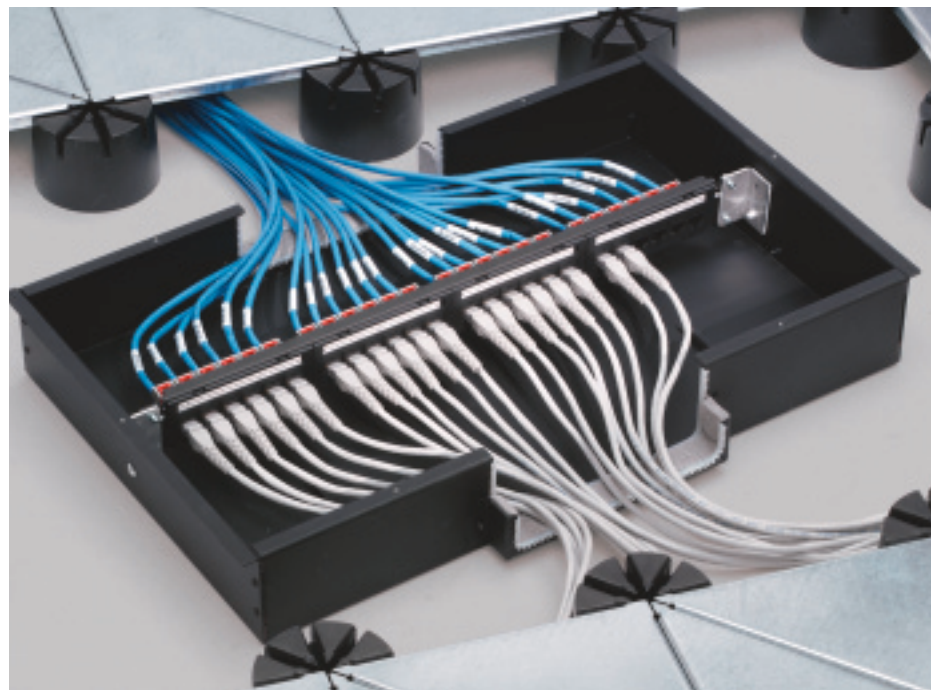
A power solution that's easier to install, expand, and change than traditional power systems.

Modular electrical components provide complete connectivity from the end user to the electrical closet.

Replaces conventional "pipe and wire" branch circuits with pre-engineered, manufactured, multi-circuit, modular components that snap together: every installation, move, and change is a simple one.

Simple power interface with furniture, walls and floors.

100% reusable components.



### PATHWAYS® Zone Cabling

Pathways Zone Cabling is a custom designed, modular cabling system.

Each cabling system is designed and engineered by a Registered Communications Distribution Designer (RCCD), and is EIA/TIA compliant for reliability.

Engineered-to-order, manufactured and tested prior to shipment, it arrives on the job site ready to install. It is tested again after installation to ensure reliability.

Designed for growth with built-in spare capacity allowing for faster, simpler, less expensive moves, adds and changes.



## Lighting

Architectural lighting improves the aesthetics of the workplace, and benefits the business through lower energy consumption, improved productivity, and increased user comfort and control.

### Aesthetics of Light

Well designed lighting can make space appear bigger and brighter, add texture and warmth to the work environment, and articulate building architecture and artwork.

### Functions of Light

Ambient and direct lighting are proven to help improve workplace performance, reduce fatigue, and minimize user complaints. Exit and emergency lighting provide important on-demand services.

### Light Savings

Significant energy savings – over 50% – are achieved through innovative lighting products and advanced control strategies: system scheduling, occupancy sensors, daytime light dimming, load shedding, and providing users control over their personal lighting.



**50%  
ENERGY  
SAVINGS**

### Lighting Solutions by Lightolier®

Steelcase offers lighting systems through an alliance with Lightolier, the lighting industry leader.

A complete line of architectural lighting solutions available to complement any aesthetic and improve every workplace.

Includes Lightolier IGEN™, a new generation lighting system that gives greater user control and energy management through an innovative imbedded technology solution.

