

November Luncheon – What You Missed

Steve Louie, a Principal of Gensler and the Design Principal of Gensler's Tokyo office spoke at our International luncheon held on 17 November 2004 to record breaking attendance. Steve is Gensler's Design Principal for the Asian region. Through his presentation of cultural norms in Asia, specifically Japan, attendees learned that landlords have been "king" in the tight Japanese real estate market, and that American furniture manufacturers are opening plants in Asia to reduce lead time.

Until recently tenants normally receive a standard type space with standard finishes (drab), lighting (too much), and layout (boring). Work letter, what work letter??? Typically, the tenants that do spend money to make changes (oh, using the landlord's designer and contractor no doubt) to the space to provide an aesthetically pleasing and functional work environment are forced to return the space to the "standard" at the end of the lease (landlord contractor again \$\$\$). Steve shared some case studies and examples of end results of how he and his team have been able to work with the landlord to develop a win-win environment for Gensler's clients that want to incorporate American or European culture into the design of the space. Attendees took away an understanding the facility management issues unique to the Asian market.

