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THE SCOUT

In step with style

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"I was born in a shoebox," Dana John Lance jokes. That explains why the former Charles Jourdan employee and son of a footwear salesman chose black patent leather to reupholster a 1940s settee, a tufted and skirted piece by the old Hollywood firm Cannell and Chaffin that's in the window of his L.A. emporium, Dana John. Lance, above, spent 12 years as a contractor for high-end architects and designers. Wife Judith is the West Coast partner of the interior design firm Studio Sofield. Together they have created an elegant retail showroom with neoclassical and Regency chairs and lamps, glass and Lucite tables and chic accessories such as the brass Italian mosaic table, \$975, and French opaline goblet, \$815 for six, shown here. Lance plans to offer that glamorous window seat in customers' own fabrics, he says, "because, really, who's going to buy a black patent leather settee?" Dana John, 302 N. Martel Ave.; (323) 965-0400.

