



Shopping Made Easy

When it's time to shop for lighting, the sheer volume of options and considerations can be overwhelming. Whether you are outfitting a new build or a single room, here's how to make showroom shopping a joy.

GO TO THE EXPERTS

"Showrooms have incredible in-house design experts who can help you with your lighting plan," says Mollie Kitchens, content marketing manager of Capital Lighting Fixture Co. "Take advantage of that!"

SHARE WHAT YOU

LIKE and what you don't. Here, photos are worth more than a thousand words. Instead of trying to describe lighting styles, bring photos.

BRING MEASUREMENTS

Know the room's dimensions, including the ceiling height, as well as the height, width, and length of any furniture piece, such as a dining table or kitchen island, that a fixture will hang above.

KNOW THE NUMBERS

Do you have a deadline for installation? Ask to see only what is available within your desired time frame. What's your price

point? Knowing how much you are willing to spend can narrow your choices.

FIND FUNCTION "A showroom can help a customer understand their needs from a functional standpoint," says Greg Martin, creative director for Kichler. "Customers are looking for something to fit their overall look and budget, but what about functionality? Is this the only light in the room or is it jewelry? Do they need a task light?"

DESCRIBE ITS MATES

Will your new fixture have helpers? Bring photos of all the lighting in the space and be ready to describe (or show with a video on your phone) how much light they offer.

SHOW YOUR SPACE

Again, bring photos or design plans—not only of the room you are shopping for, but also of your whole house. Especially if the house has an open floor plan, include several rooms to show the relationship between spaces and a view of the way you live in the rooms. Those visuals give insight into your personal style.



bring inspirational photos to show your style

THE RIGHT TIME

Consultants tend to be busiest between 11 a.m. and 1 p.m. If you want time to dig in, visit early. Make an appointment, especially if you're looking for a lot of fixtures for a new home or remodeling project. That ensures you have a dedicated pro focused on working with you.

When Should I Visit?

"You want to get to a showroom early in your decision-making process," says Heather Craine, CLC at Heather Craine Lighting Design in Kelowna, Canada. "Don't leave it to the very end. What's available and quick and easy may not be what you want. If you're doing a renovation, you'll want to make lighting decisions in tandem with your other design choices."

- 1 | **Alston, Crystorama Lighting**
- 2 | **Erlen, Justice Design Group**
- 3 | **Barclay, Z-Lite**
- 4 | **Xidane, Hunter Fan Co.**
- 5 | **Shellbourne, Savoy House**

Top 10 Trends to Watch

1 BRASS & BLACK This winning combination continues to dominate. While farmhouse and industrial styles are still popular, warmer blacks with heritage or vintage-look brass bring a new twist. **Carlyle, Savoy House**

2 WARM FINISHES Whites, warm grays, and blonde wood—highly influential in paint and furniture colors—are making their way into lighting. **Gadsen, Quoizel**

3 NATURALS Woven grasses (think rattan and seagrass), stone (like alabaster), rough-cut crystals, and even highly reactive ceramic glazes continue to be style front-runners. **Sariel, Canarm**

4 SUSTAINABILITY While fixtures crafted with organic materials are a long-running trend, sustainable lighting choices, such as LED and low-voltage options, are quickly catching up. Shoppers are choosing fixtures with sustainable looks and sustainable components. **Maura, Currey & Company**

5 SCALE Statement fixtures act as sculpture in a room. Fixtures are bigger but not imposing. They take up space but don't inhibit site lines. **Luna, Crystorama Lighting**

6 NOSTALGIA A longing for the past and simpler, if idealized, times is a natural response to a few years of pandemic, unrest, and a possible global recession. Classic silhouettes from influential design periods—from old world to midcentury—and new interpretations will emerge. **Logan, House of Troy**

7 ALL THINGS GOLDEN Gold tones continue to grow as silver finishes recede. Muted golds and matte finishes that appear soft to the touch are on the rise. **Stu, Lark by Hinkley**

8 CUSTOMIZATION Today's lighting customers make it their own with mix-and-match options for shades or configurations. They want the ability to make lighting adapt to a room's function—especially when that room needs to pivot from kitchen to office to workout studio. **Serif, Kuzco Lighting**

9 OUTDOOR Alfresco rooms were all the rage during the pandemic. That trend, and lighting to make outdoor living comfortable, is staying strong. **Cove, Access Lighting**

10 SCONCES Bedside, flanking open shelving, lined up in the hallway, even hung between mirrors in a bathroom—sconces, whether hardwired or pin-up, are everywhere. **Dawn, Maxim Lighting**



“DESIGNERS ARE ASKING FOR LARGER PIECES ACROSS THE BOARD—NOT JUST CHANDELIERS.”

—LAUREN LOVETT, director of decorative product, Hinkley



fabric shades inside soften and filter a bulb's glow

1 | **HIGH-WIRE ACT** An open-diamond surround enhances the uniform light cast by an integrated LED. *Geodesic, Progress Lighting*

2 | **ALL STAR** Ending with ball finials, dark bronze curved rods coalesce in a slightly rustic, yet thoroughly modern star shape. *Astro, Crystorama Lighting*

3 | **ROUND TOP** The curved matte black frame lifts eight tall brass-accented LED candles to prominence. *Infiniti, Artcraft*

4 | **EXPANDED ORBIT** Starting with a central metal circle, graduated metal cylinders stack the impact. Inside, off-white fabric shades soften the look. *Benjiro, Currey & Company*

5 | **IN THE FRAME** The finial above the creamy linen shade echoes the swooping lines of the open base and its dark rust finish. *Crossroads, Pacific Coast Lighting*





1 | **LUXE GLITZ** Round and teardrop crystals fill a 40-inch-long oval band finished in black cashmere. **Azores, Savoy House**

2 | **NOVEL GRAPHIC** A white silk drum shade pairs with an open metal design finished in aged brass. **Jennings, Crystorama Lighting**

3 | **VINTAGE CHIC** Ribbed spheres on the natural brass arms mesh smoothly with the black-trimmed fabric shade. **Heddle, Kichler**

4 | **INDUSTRIAL CLASS** A corrugated metal shade takes style up a notch with a flat black exterior and golden interior. **Rexton, Canarm**

5 | **PATTERN PLAY** Zigzagging lines overlap to create an intricate diamond pattern in lacquered gold. **Ziggy, Lucas + McKearn**

6 | **GLAM GRAFFITI** Free-form silver-gold lines swirl around a black-trimmed frame over a taupe linen shade. **Scrabble, Varaluz**



DESIGN ADVICE
A fixture's aesthetic function matters. "How does it look in my space? How does it make my space feel? Is it creating a mood—and allowing me to do tasks more easily? Does the light have the flexibility to jump between the two?" says Greg Martin, Kichler creative director.

TINY BAUBLES

Clear glass teardrops in two sizes drip from oval bronzed bands. Inside the graduated tiers, eight bulbs glow within the smooth and glassy waterfall effect. **Calypso**, Crystorama Lighting



TIE UP THE LOOSE ENDS—OR LET THEM HANG—
TO WRAP A ROOM WITH TEXTURE.

STRING TIME

FRINGE BENEFITS

Polished nickel crowns
cascading layers of white
string. **Syren, Canarm**



STRING BEADS Knotted
jute strands lock natural
wood beads in place.
Silas, Crystorama Lighting



RIDE THE WAVES An
opal glass globe peeks
through the strands of
the natural rope shade.
Key Largo, Minka Lavery



ROPED IN The
sconce melds
an aged golden
finish, frosted glass,
and abaca rope.
**Passageway, Currey
& Company**



To get design inspiration
from lighting pros, go to
ALALighting.com