# Cool the air in fashionable style

by Larry Lanck Special to Q-Notes

Want to stir things up around the house this

summer? Add a ceiling fan.

It's true stirring up the air will make you feel immediately cooler. But ceiling fans do more than just bring about breezes. Designed with the latest home décor trends in mind, these overhead fans move in fashionable circles.

"Fans today are design pieces as well as functional appliances," says Martin Shepherd, national sales manager for Minka Aire, a ceiling fan manufacturer based in Corona, CA.

"Customers are interested in using fans as design elements," says Gary Ball, marketing

### **Theatre**

service manager for Casablanca Fan Company, a Pomona, CA-based fan manufacturer.

Art

High-tech, contemporary designs have become popular in the last few years. As a result, brushed nickel, steel and sleek pewter finishes get approval from trendsetters. Earth tones like rustic copper and bronze are also hot-sellers. Ditto painted finishes and washes.

"People are more inquisitive than ever about ceiling fan possibilities," says Troy Lee, general merchandising manager for Progressive Lighting, Inc., a retailer in Kennesaw, GA. People want something attractive on their ceiling and they are concerned about matching the fan's design to their décor.'

Ceiling fans work well in any home, thanks to a variety of design options. Ornate filigree blade holders offer a graceful, turn-of-the-century ambience. Brushed steel housing and lightcolored maple blades offer the ultimate in contemporary styling. Classic polished brass finishes work well in more traditional homes.

"Today's fan customer seems less interested

in price and more concerned about matching their ceiling fan to their home décor. I think it's great to offer a product that makes a home more comfortable and adds beauty at the same time," said Cliff Crimmings, vice president of

Music

marketing at Craftmade in Coppell, TX. The soaring ceilings and expansive great rooms in today's newer homes have increased demand for larger fans with bigger blades and longer down rods. Manufacturers comply, creating fans that move massive quantities of air and work well in 30-foot tall bathrooms and dining areas to porches, patios and gazebos.

'We are seeing more fans being used on patios than ever before," says Kathy Held, manager, buyer and vice president of South Dade Lighting, a 10,000 square foot lighting showroom in Miami. "People are using their porches and patios as extra rooms. They spend money on landscaping and landscape lighting, then add the fans so they can sit out and enjoy it all."

With more than 14 million ceiling fans sold annually, most do double-duty, lighting a room as well as moving air. "Our research indicates that a majority of ceiling fans are sold with a light fixture because consumers are usually replacing a light in their room," says Mark Jeffrey, marketing manager for Emerson Electric Company Air Comfort Products division, a St. Louis manufacturer.

Little wonder. Ceiling fans today offer a wide variety of lighting options that add interest to any home. Mission-inspired fans look great with mica or stained glass fixtures. Art Deco styles boast white frost fixtures for a clean look. Glass shades etched with flowers ad a romantic touch to a little girl's room.

"Ceiling fans have become an important part of the lighting scheme in homes today," says Held, who often works with customers to combine recessed and decorative lighting with ceiling fans.

Some fans feature built-in lighting. Others work with light kits, allowing dwellers to mixand-match light fixtures and fitters to create a customized look.

When choosing lights for your ceiling fan, be sure they meet the room's needs. Workspaces like kitchens and home offices demand bright

light. Bedrooms and dining rooms, however, require more subdued illumination. Dimmer switches also allow you to adjust the light on a fan to fit your mood.

Film

Dance

To create more relaxed lighting, consider the latest introduction - ceiling fans with indirect uplighting. "The uplight bounces ambient light off the ceiling to create a comfortable mood," says Jeffrey. Emerson debuted uplighting last year, combining it with more traditional downlighting in several models this season.

Like garage doors and televisions sets, some ceiling fans utilize remote controls to not only adjust lights, but operate the fan itself.

"Everything else has a remote, why not a ceiling fan?" queries Casablanca's Ball.

Tall ceilings and aging Baby Boomers make remotes a good idea. "The older population and couch potatoes don't want to jump up and down to pull a chain on a fan," says Minka Aiere's Shephed.

In addition to turning fans on and off, some remotes automatically adjust the fan based on changes in the room's temperature, turn lights on and off when you're not home and dim lights as you leave the room.

Ceiling fan prices are as diverse as the styles. Experts agree, however, that quality counts.

Customers are more educated than ever about the different grades of fans," says Allan Margolin, president of M&M Lighting, Inc., a Houston retail establishment. "Fans can cost up to \$600 for a quality, deluxe model at a lighting showroom. Customers seem to be turning to the lighting showrooms and trading up to better merchandise, replacing ceiling fans that wobble, make noise and don't move air as well as top quality fans."

In fact, independent research from the American Lighting Association (ALA) indicates that 70 percent of consumers do not mind paying more for a higher quality product. The ALA points out that consumers will have the ceiling fan for many years so quality and style should be key factors in the buying decision.

Consumers can visit the ALA web site at www.americanlightingassoc.com for the name of the nearest lighting/fan showroom or call the ALA hotline at 1-800-BRIGHT-IDEAS. ▼

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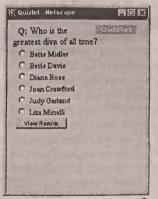
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## Out of the Will

Despite season-long critical acclaim, NBC's Will & Grace failed to garner any acting nominations or an Outstanding Comedy nomination for the 51st Annual Primetime Emmy Awards. Emmy favorite James Burrows claimed the show's only nomination for Outstanding Directing For A Comedy Series. Burrows has accumulated 14 Emmys over the past two decades, five of those for directing such shows as Taxi, Cheers and Frasier.

The biggest surprise was in the Outstanding Supporting Actor and Actress categories with the omission of Will & Grace's two supporting players Megan Mullally (Karen) and Sean Hayes (Jack). Mullally was shut out of the Outstanding Supporting Actress in a Comedy Series category, while three new nominees joined 1997 winner Kristen Johnston (3rd Rock From The Sun) and last year's winner Lisa Kudrow (Friends). They were Lucy Liu on Ally McBeal, Wendie Malick on Just Shoot Me and Doris Roberts on Everybody Loves Raymond. Even more disappointing, in the Outstanding Supporting Actor in a Comedy Series category, Sean Hayes was not included in one of the four open spots. Instead, Emmy named first time nominees Peter Boyle (Everybody Loves Raymond), John Mahoney (Frasier), Peter MacNicol (Ally McBeal) and David Spade (Just Shoot Me). None of the nominees in the Outstanding Lead Actor in a Comedy Series, Supporting Actor in a Comedy Series nor Supporting Actress in a Comedy Series are from freshman shows - like Will & Grace. Here's hoping the talented cast and the show get more nods next year.

### Briefly...

Judith Light, Luke Perry, Aaron Spelling and Felicity's Keri Russell joined Trick cast members Tori Spelling, Christian Campbell and See HOLLYWOOD on next page