



## ***McKenzie & Willis***

Illuminating the new Dunedin showrooms of South Island home furnishing and décor retailer, McKenzie & Willis, threw up its share of challenges for lighting expert Kevin Cawley.

Situated in Crawford Street, the open-plan nature of the building meant that the space had to be carved up into segments to give each area its own distinctive feel and mood.

Once again, the emphasis was on creating pools of light. In the furniture section, items were clustered into settings which were individually lit. The space between settings received no special attention. After all, “we’re not selling the floor, we’re selling the merchandise,” says Kevin. “What that creates is a visual symphony of light and shade and it draws the customer to the product.”

A tracking system was used so that McKenzie & Willis can change things around when necessary. And, the company installed light fittings to the best quality which Kevin says will be more cost-effective – because the use of lower wattage lamps will reap long-term energy savings.

“They understood exactly the power of light and what it does for their product.”