

Since its inception in 1898, Western Chandelier Co. has been helping customers discover and create the best solutions for their homes with the best selection of indoor and outdoor lighting designs. With its expansive showroom and full warehouse located in southern



Overland Park, customers can peruse 10,000 square feet of incredible indoor and outdoor lighting features, along with a variety of accessories, including mirrors, lamps, doorbell buttons and chimes and even a few prints. With nearly \$1 million in inventory, there is practically something for every home and every project, whether

remodeling or new build.

Fully devoted to the best in customer service, these industry experts work with customers to make proper decisions for their lighting and decorating needs. They have been serving the lighting needs of residential home owners and builders throughout the metro area since they first opened their doors, and when it comes to understanding lighting, these folks stand as the leaders of the pack.



"Excellent customer service is our number one goal, and we are here to help and walk customers through the process," expressed owner Wayne Burton,



who appreciates that it may seem overwhelming initially, especially to those who are experiencing building a home for the first time, and this is where the company's attention to service truly shines.

"When we work with someone who is having a home built, we will sit down with them and make suggestions based on the builder's list and the allowance," he indicated.

The knowledgeable sales staff can provide solutions from size to color selection to a complete wiring layout of the home. They can also assist with special lighting

needs, such as landscape lighting that can be difficult for homeowners to navigate, imagine and/or design, especially for the first time.

Because Western Chandelier buys from more than 350 manufacturers, the high-quality selections are seemingly endless, giving customers literally thousands of reasons to choose Western Chandelier Co. for their lighting needs. However, it's more than just the inventory that sets this company apart.



"We are highly competitive on price and will match internet pricing or the pricing of other showrooms if and when we can," explained Burton. "We also have plenty of available inventory for customers."

Above all, it is that unwavering focus on customer service that remains the top reason for Western Chandelier's continued success.

"We have an extremely knowledgeable sales staff," indicated Burton. "No one



knows lighting better than our employees, and we also offer the best selection and the best customer support."

What customers won't find at Western Chandelier is the pressure to buy. Pushy they are not, but they do continually excel in guiding and educating customers as needed.

"We help with the design aspect and coordinate selections with your style, while also assisting with sizing," explained Burton. "We make sure that each selection is the perfect fit for the customer's needs, not too small and not too large."

And if you have any issues after the sale, consider them happily and thoroughly addressed.

"Along with the manufacturer's warranty, we personally warrant everything for a year," said Burton. "And we also provide in-home repairs on newly-purchased items at no charge."

So if you feel a bit confused as to which direction to take with your home's lighting needs, the experts at Western Chandelier Co. stand at the ready to provide the perfect solutions for you. After all, these trusted professionals have been "light years ahead since 1898." ■

TRENDING...

Under cabinet LED lighting is hot now. While it may cost you a bit more upfront, LED is known for its longevity. Not sure about color combinations? Today's popular transitional style invites exciting collaborations of finishes, including two-toned fixtures with a light oil-rubbed bronze. Think: black and chrome or champagne/winter gold partnered with a distressed finish.



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