



Indigo Tones owner, Stich, right, advises Roxanne Skuse on appropriate colors as Paige Skuse, background left, and Maggie Fleming watch. / MEGAN DAILOR



Written by

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No matter what the calendar says, it's always dark autumn for Roxanne Skuse.

The 50-year-old Brighton resident wears a warm coat in the winter and lighter clothes in the summer, but the colors she chooses for clothing, accessories and makeup are guided by the advice of Kerry Stich, who operates a color analysis consulting service called Indigo Tones at 32½ S. Main St. in the village of Pittsford.

Based on her system of color analysis, Stich labeled Skuse a dark autumn. Stich determines the three main characteristics of a person's coloring: Dark or light; warm, cool or neutral; and bright or soft. That set of characteristics is matched with a set of seasonal tones that reflect the changes in nature throughout the year. There are 12 seasonal tones in her system. They range from cool winter in January, to warm spring in April, to soft summer in August and others in between, such as dark autumn in November.

"When you have a harmony and balance it makes it so much easier. You'll need fewer clothes because everything goes together," Stich said.

And it makes it easy to pack when you travel.

"They do this as a way to simplify their life and streamline and make good investments," Stich said.

A consulting session lasts about 90 minutes and costs \$150. Clients sit at a vanity, in front of a mirror. They place a hand on boards of various colors to get a sense of what works best for them. Then Stich drapes fabric swatches across the client's chest to compare the results.

After Stich narrows down the best group of colors, the client gets a packet of color swatches that look best on her to take when she shops for clothing.

"I've been carrying my swatches around with me and have been on the lookout for things," said Skuse.

"I think it was pretty evident that if you're wearing the right colors it does really bring out your features," said Skuse.

Stich, 46, worked in human resources for about 20 years before starting her own business. In 2005, she received training in color analysis and opened her own studio.

Stich earned a bachelor's degree in human resources at Syracuse University in 1986. She lives in Pittsford with her husband Jack and their 18-year-old daughter, Clare, and 16-year-old son, Tim.

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