

# Get a Grip on Builders' Hardware Trends

Builders' hardware adds a finishing touch to any kitchen, bathroom or bedroom. Adding unique knobs or sleek, matching pulls can complete a room and bring a new feel to old furniture or kitchen cabinets. To highlight the trends in this important category, *Hardware Retailing* spoke with a variety of retailers in its December issue.



While customer preferences vary tremendously for the different types of finishes in builders' hardware, brass is currently one of the most popular finishes for not only lights and furniture, but also for locksets, hinges and cabinet hardware.



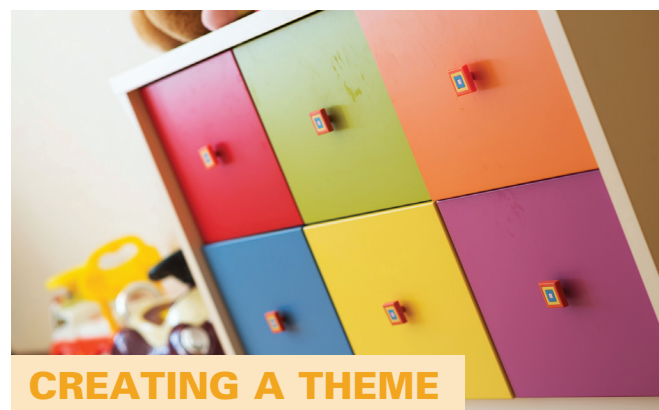
Consumers are not only making sure their knobs and pulls all match each other, but that they also match their hinges, appliances, towel bars and sinks.

## Applied to Retail:

Use these trends along with others found on Pinterest and in consumer magazines to gather hardware ideas and examples. This knowledge will let you inspire and help customers who are in need of design consultation and advice.

## How to Sell:

Your store may not offer a wide variety of thematic hardware or special hinges in-store, but be aware of all the options available via special order. Take time to read through and familiarize yourself with the cabinetry pulls and knobs section in your store's catalogs so you can quickly help customers in need of unique builders' hardware items.



Fun and out-of-the box cabinet hardware adds flare and character to children's rooms, man caves and other themed rooms. Thematic hardware such as butterfly knobs or baseball bat pulls are a fun way to spice up an otherwise plain dresser.



Soft-closing hinges are growing in popularity along with hidden hinges. This deviation from the standard hinge is increasing the streamlined look of cabinets while also increasing functionality.