

BUSINESS PROFILE

ALPINE BUILDERS' HARDWARE

What kinds of products and services do you offer?

Alpine Builders' Hardware carries a broad range of architectural door and cabinet hardware, as well as bath and lighting accessories for the Rocky Mountain region. We work with designers, architects, builders and individual homeowners from concept to installation to personalize their home with style.

What geographic area do you serve?

We cater to Rocky Mountain resort communities, but our clientele spans from the local homeowner to the true jetsetter. In reality, we actually provide world-wide service. It's also a perk to have worked on celebrities' or industry leaders' homes.

What makes our business unusual or special?

We have a beautiful showroom where clients can browse an extensive display of unique and diverse products including bronze, pewter, stainless steel and artisan glass. Many comment that our distinct products cannot be found in larger markets. Our team prides itself on our full service and technical abilities backed by a certified locksmith for specialized keying solutions. Our team integrates ideas to make custom dreams a reality and is known for being upfront to meet every budget.

What are the current trends in the marketplace?

The current marketplace consists of building large custom homes and renovations. We keep a keen eye on qualifying resort properties for "platinum" rental levels. We're so fortunate to creatively partner and offer technical advice to the best designers, architects and builders. Updating your hardware is a relatively easy change and has great design impact. We're seeing inventive uses of barn rail, sleek European contemporary looks, and more mountain transitional hardware. Because we're always pushing the envelope, many of our vendors rely on our guidance to expand their future product offerings.

How has your business changed over the past years?

The Internet has presented an opportunity for wider end-user product awareness. What is not well known is that brick and mortar showrooms are offered the deepest discounts by our vendors. Alpine is a top national dealer consistently for the products we carry. Not only do we offer best "national" pricing, but we handhold the order to satisfactory completion. Websites don't walk your home to detect its unique features and address special hardware needs. We do.

What is your favorite place nearby to take it all in and enjoy?

Bob Angel, our vice president of sales, moved specifically to Colorado to enjoy skiing. He works as a volunteer at events to earn his season pass and part-time at Christy Sports to earn a locker near the slopes. Neal and Karolyn Harper's careers took them across the country, but were devoted to get back to family in Colorado. They enjoy skiing, hiking, hunting, camping and coaching their two sons' sports. Michele Wolfe moved here to enjoy camping, rafting and hiking.

KAROLYN HARPER
OWNER, ALPINE BUILDERS' HARDWARE



Alpine Builder's Hardware is a family-owned and operated decorative hardware business representing the finest and most exquisite manufacturers in the industry. The Alpine name has been with synonymous with locks and decorative hardware for more than 25 years.

PICTURED ABOVE The Alpine Builders Hardware Sales team (left) Bob Angel, (center) Karolyn Harper, and (right) Neal Harper