



# Answers to Common Closet Hardware Questions

Thank you for downloading!

In the following pages you will find answers to the question that I am constantly being asked.

If you find value in these tips please forward them to a friend, if not deposit in the circular file.

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# Locks Stressing You Out...

*Installing locks through a drawer face can be a challenge.*

*Is the lock long enough to go through the drawer face and the drawer box?*

*Does your raised panel front have enough room to mount the lock?*

*Do you want them keyed alike? Keyed differently?*

*All of these questions and the only thing that the lock does is keep the kids out...*



For those of you that have developed a system, I applaud you.

For everybody else here is my two cents -

Use a push lock that mounts through the vertical panel whenever you can. It won't matter what type of drawer face you are using, and since it's on the side panel you're not drawing unnecessary attention to it.



[Click to see how simple installation is](#)

# How To Lock Two Doors With One Lock?

The easiest and least expensive way is with an elbow catch.



Once an elbow catch is mounted to the back of a door, it can't be opened unless the catch is released.

On the other door install a lock. It can lock on the first door (think French doors) or the fixed shelf.

[Click here to watch an installation.](#)

# How Do You Level Your Verticals?

Do you build floor based systems?

If you do, how do you level your verticals? You can use wooden or plastic shims which works fine, but doesn't look great on wood or tile flooring.

If you have the ability to drill into the edge of your verticals, we offer a t-nut and leg leveler that will give you an inch of adjustment and save you a lot of time.

This looks much better than a stack of shims and is an easier installation.

Sure some other vendors sell them, but ours come already assembled and as one part number.

Stop wasting time screwing legs into T-nuts.

Stop running out of one while still have plenty of inventory of the other.



# Adding Lighting Is Easy Once You Know The Basics.



Janet Stevenson of Closet City won the 2015 Top Shelf Award with her project "Personal Boutique"

LED lighting adds a WOW factor to your work – that's why the trend is so hot right now.

Customers love the look and the fact that they can spotlight their favorite Louie or pair of Manolos.

My customers that are currently selling lights love it to because their average sale is going up and once you get the hang of it – it's really not that complicated.

## Lets start off with some basics -

The most cost effective ways to light an area are with puck lights or LED tape.

There are many other options on the market however, unless you are doing super high end or commercial the price will scare off your client.

**"Rule #1 – Pucks or LED Tape is the most cost effective way to go"**

## How to decide between pucks and tape?

Pucks are great if only lighting a couple of upper cabinets or accenting your favorite collectable.

The downside to pucks is each light has to run back to the transformer or mounting block – the wires could get messy – imagine having 12 pucks in a large walk in.

Typically you would need a transformer for each wall to make running the wires a little easier – each transformer will cost you about \$30 and each transformer could require a switch if the outlet is not already controlled by one. Leading to additional money and wires.

“Rule #2 – Pucks are great for accent lighting or smaller jobs”



## When is LED tape the best option?

Tape is great when you want more of a functional light.

Many of my accounts run the tape above closet poles or behind fluted moulding, when lighting a closet. It works underneath upper cabinets to light counter tops or prep areas.



“Be careful when adding lights above a mirror in a hutch section – the reflection is distracting”

The major benefit to tape is it's a linear light, which means that each piece of tape can be connected to the previous piece – you don't connect each piece to the transformer.

This saves you money on transformers, switches and labor.

“Rule #3 – Tape is great for walk-in closets, work areas and commercial applications”

## Warm Vs Cool Lights

LED lights come in a wide range of colors – to keep it simple there is a warm yellow light and a bright white light – think the Apple store. Most of your clients will believe that they want a bright white light, but that isn't always the best choice.

The white lights work great in a contemporary situation – if you are building white closets or anything glossy. The white lights will brighten the material.

Warm light works better in most other situations. Warm light will bring out the grain in the wood.

Of course this is personal preference – a good way to remember is –

**“Rule #4 – Warm (W) for Wood grains / Cool (C) for Contemporary”**

## Switches

If your client has an outlet controlled by a wall switch – skip this section, pour your favorite glass of Merlot and relax – you're done.

Not so lucky – there are a ton of options. The two types that I typically sell are a basic rocker switch or a remote dimmer.

The rocker switch is a cost effective way to control the lights – the installation is easy – a  $\frac{3}{4}$ " hole in your panel, push the switch in the hole and connect the wires between the transformer and mounting block. The biggest problem is hiding the wires, most hide in fluted columns or backing.

The dimmer switch is a little more expensive, but there is no additional wiring. Plug the sensor into the transformer and you are done. Many of my customers offer this as the only option so that they don't have to worry about additional wires.

**“Rule #5 – Controlling the lights with a remote is easy!”**

These are a few of the basic questions you need to ask yourself when considering lighting.

Lighting has come a long way and is made with the installer in mind.

There is no reason for you to lose this work to the electrician.

# Ask These 3 Questions Before You Buy Those Slides

At this point we all agree that your customers want soft close slides in their closets. We can also agree that using a side-mount full extension is much easier than using an under-mount.

Every manufacturer of full extension slides has introduced a soft close version and believe me all are not created equal...

In an effort to prevent those dreaded service calls I came up with a list of 3 questions that you should ask before you make that purchase...

1. Is it ½" side clearance? There are many slides on the market that require an extra 1/16" for proper installation. Yes, if you don't account for that 1/16" your drawer will bind.
2. How wide and how deep of a drawer has the slide been tested on? If a slide is tested, typically it's for a standard kitchen drawer – 24" wide X 4" high X 22" deep. Will it work for your hutch drawer that is 30" wide X 10" high X 18" deep? How much will it cost you to be the guinea pig?
3. Is it really a full extension slide? To fit the soft close mechanism some slide manufacturers have shortened the drawer member making the slide more of a ¾" extension. This presents a problem on all of those 12" and 14" slides that you use.

Bonus question – is there a 12" available?

Many of the manufacturers have not figured out how to make a 12" slide yet... A real problem if you are making a 12" deep closet...

# Push Open Doors & Drawers It's Not All About The Design..

Using push open hinges and slides are great for creating a modern feel to your space.

This hardware will eliminate the need for handles and knobs, giving you that European look that your customers keep asking for...

However I think there is an entirely different market for this product that our industry could be missing...



How many of you have worked in a senior community? Have you ever been told that it's difficult to open the drawers? Did you have to go back to remove the rubber bumpers in the back of the slide?

Do you install cabinets in medical or dental offices? No handles = no germs...

These places could benefit from not having to open up doors or drawers with a handle.

## What about the installation?

If you only remember one thing, it's to make sure that you don't install these slides on drawers over 24" wide, or you could have a problem.

Another important tip is the push mechanism requires a 5mm gap between the faces and the cabinetry to work properly. This could be a problem if not going wall to wall... To avoid a customer pointing this out you might want to add an extra vertical to hide that gap...

Good news is a standard ½" side clearance works just fine... The bad news for some of you is that the slide should be mounted a 1-1/4" from the bottom of the drawer... If you follow these instructions when you push the drawer it will open almost completely by itself.

## What about the doors?

This is easy... Salice sells a push – open European hinge, it mounts and installs exactly the same way your “regular” hinges work...  
You also need to install a touch latch otherwise the door will not stay closed... Simple right?

This is another way for you to look a little different than everybody else...

# Undermount Slides Not Just For Kitchens Anymore.



Almost every new kitchen is made with undermount slides – even imported stock cabinets have them.

Clients today are more educated, familiar with undermounts and have very high expectations. That's why dovetail boxes and undermount slides are not just for kitchens anymore. Some high-end clients not only expect undermounts, but require them to land their job.

Don't let this make you cringe...

Undermounts may be different, but they aren't any harder to install...

As long as you know the facts –

Let's start with a common misconception – even though the slide is referred to as an undermount it still mounts to the vertical panel and will probably hit your system holes. The drawer box sits on top of the slide, that's why it's referred to as an “undermount”.

Now it's time to get technical –

The drawer spacing is different. Instead of it being an inch less your opening, it's 5/8" less when using 1/2" material and 3/8" less when using 5/8" material.

Number two, undermount slides don't come every two inches. Standard sizes are 9", 12", 15", 18" and 21". This size refers to your drawer box depth. Your vertical panel must be an inch deeper than the drawer box.

There are a handful of companies on the market that make a 13" deep undermount, I stock King Slide, it works great.

If you're outsourcing your drawer boxes than that's all you need to know. For a few extra bucks the drawer company will prep the boxes for the undermount slides... Trust me this is the best \$3 you'll ever spend.

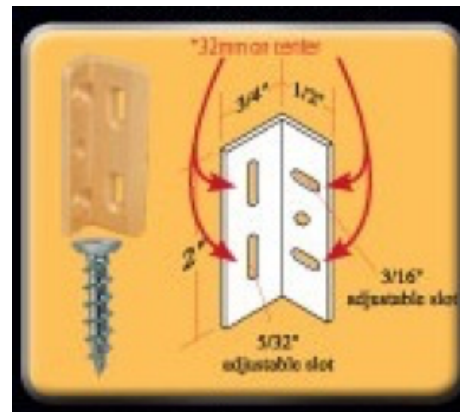
If you insist on manufacturing the drawers yourself, you will need to recess the bottom of the box a  $\frac{1}{4}$ " so that you can mount the front clips. You will also need to notch the back of the drawer and drill a 10mm hole.

## Attaching Drawer Fronts With Glass Inserts.

I'm sure that you can use pocket screws or some other form of carpentry magic to attach your drawer faces. If you are like me and don't know any carpentry magic - in my house I fix everything with a hammer and a roll of duct tape...

Then you should be using a "Kolbe Korner."

Kolbe Korners are made by Fastcap. It's a metal or plastic L-bracket that is made to mount above a full extension drawer slide. It has slotted screw holes on both legs of the L-bracket to give you enough adjustment to level your drawer fronts. The plastic Korners come in black, clear maple, light maple and white. The metal Korners come in tan, white and aluminum. They are sold in packs of 50 or you can buy a bulk pack of 500.



[Click to see Paul Akers install a drawer face](#)

## Pull Out Drawers Made Easy.



*"Rollouts in lower cabinets in a kitchen, utility room or any frequently-used home storage area are specified in 92 percent of projects, reports cabinet manufacturer RSI PCS, citing the NKBA 2014 Kitchen & Bath Style Report"*

I know that adding pull out drawers behind doors can sometimes be a pain, especially if it's a face frame cabinet or a pantry closet with return walls.

Here is an easy solution.

This metal L-bracket screws to a fixed shelf and then attaches to your full extension slide. It comes in sets of four with the necessary screws to easily attach to your slides. Adding pull out drawers to your jobs should increase your close rate and profit.



## Sliding Doors Could Increase Your Sales



You go into a client's home and they walk you into their bedroom to show you their closet...

How many times have they opened the sliding door and it sounded like a garbage truck was driving by?

Now your client has newly organized closets behind these old noisy sliding doors... how long before they change them? Will they call you? Or another company that advertises sliding doors?

The majority of my customers will not install sliding doors and I'm not sure why...

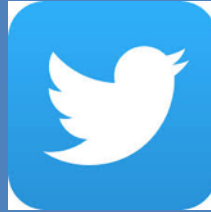
It's easier to increase your sales with an existing client than get a new one.

In these times when everyone is fighting for jobs and there doesn't seem to be a bottom, doesn't it make sense to provide your client with a service – like getting rid of those old noisy doors?

There are many varieties of sliding door hardware on the market. From bi-passing doors to room dividers your local distributor should have hardware suitable for your needs. You will need to provide them with the material of your door, the door thickness and the application.

# Cool Next Steps

Click the links below and connect with me on social.



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And if by some crazy chance you would like to review your hardware needs send me an email at [RichDeMarco@Optonline.net](mailto:RichDeMarco@Optonline.net)

*Thank You For Reading!*