

**Business of the Week**

## Decorative Hardware Studio, Chappaqua

By Colette Connolly

When Ron and Marie Prezner bought the vintage 1850s building that currently houses their Decorative Hardware Studio in Chappaqua many years ago, they could never have predicted the sizeable reach of their business. Today, the company is not only a mainstay in Chappaqua, but has also earned itself a reputation across the country and around the world.

It's easy to see how this affable couple found themselves in a business that not only creates and sells unique collections of decorative hardware for the home, but also lovingly refurbishes vintage chandeliers and homeowners' cherished items, among other restoration projects.

What first started out as a retail store more than 30 years ago is now an exclusive provider of brass and bronze hardware that can be found in luxurious yachts, palaces, museums, theaters and high-end hotels throughout the United States and around the world. The Bellagio, Venetian and Wynn hotels in Las Vegas and the Beverly Wilshire in Los Angeles all have included the Prezner's products. Their hardware also graces Carnegie Hall and is in the Yale Club and Harvard Club in New York City.

Marie Prezner, a former Latin teacher

who also studied art at New York University, has always had an appreciation for beautiful objects. Her husband, an engineer by trade, loved to build model boats and airplanes as a young boy.

The Prezners enjoy working as a team. Marie Prezner explained that after she meets with a client, she passes her interpretation of the proposed job along to her husband, who then designs a blueprint.

"Much of our success has to do with being able to collaborate together until every job is complete," she said.

All of the products on display at the Decorative Hardware Studio are made by a team of skilled artisans who work out of the Prezner's factory, also located in Chappaqua. They include door and cabinet knobs, drawer handles and door pulls, metal hinges, brass locks and latches along with custom brass finials, tiebacks and carpet rods.

For years, the Prezners have been selling their products to high-end establishments as a private-label manufacturer, meaning that Decorative Hardware's products are being sold under the brand names of other companies.

That's a marketing strategy that has



COLETTE CONNOLLY PHOTO

Ron and Marie Prezner, owners of the Decorative Hardware Studio in Chappaqua.

worked well for them, as they continue to sell through the Atlanta Design Center, the Decorator and Design Building in New York and the Pacific Design Center in Los Angeles, among other places. The Prezners also market their products through prominent trade shows held in Atlanta, Chicago, Houston, Los Angeles and New York.

But the Decorative Hardware Studio is much more than a provider of impressive hardware items to the wealthy. It's also an

all-American company that the Prezners are extremely proud of, especially at a time when domestic manufacturing has ebbed and consumers are forced to buy products from overseas.

"Investing in high quality products is something we truly believe in," said Marie Prezner, referring to both the expensive and inexpensive items that the company makes. "What brings value to our products is not only are they beautiful, they are products that will last a lifetime."

The Decorative Hardware Studio is located at 160 King St. in Chappaqua. Find them on the web at [www.dhshardware.com](http://www.dhshardware.com) or call 914-238-5251. An open house is being scheduled for November, the details of which will be included on the company website in the coming weeks.

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