

BALCONYviews magazine

Innovative design solutions for contemporary building



Balconette

Welcome to Balcony Views Magazine

Balcony Views Magazine is an inspirational and effective way of communicating ideas, innovations, practical information and design concepts to homeowners, developers, self-builders and architects.



Effi Wolff
Founder

Welcome to issue VIII of Balcony Views Magazine. With publication starting in 2008, the magazine showcases Balconette's products by focusing on why, where and how they have been installed in all types of real-life projects.

Balconette continues to grow and move with the times to bring you beautiful, yet practical products perfectly suited to modern lifestyles.

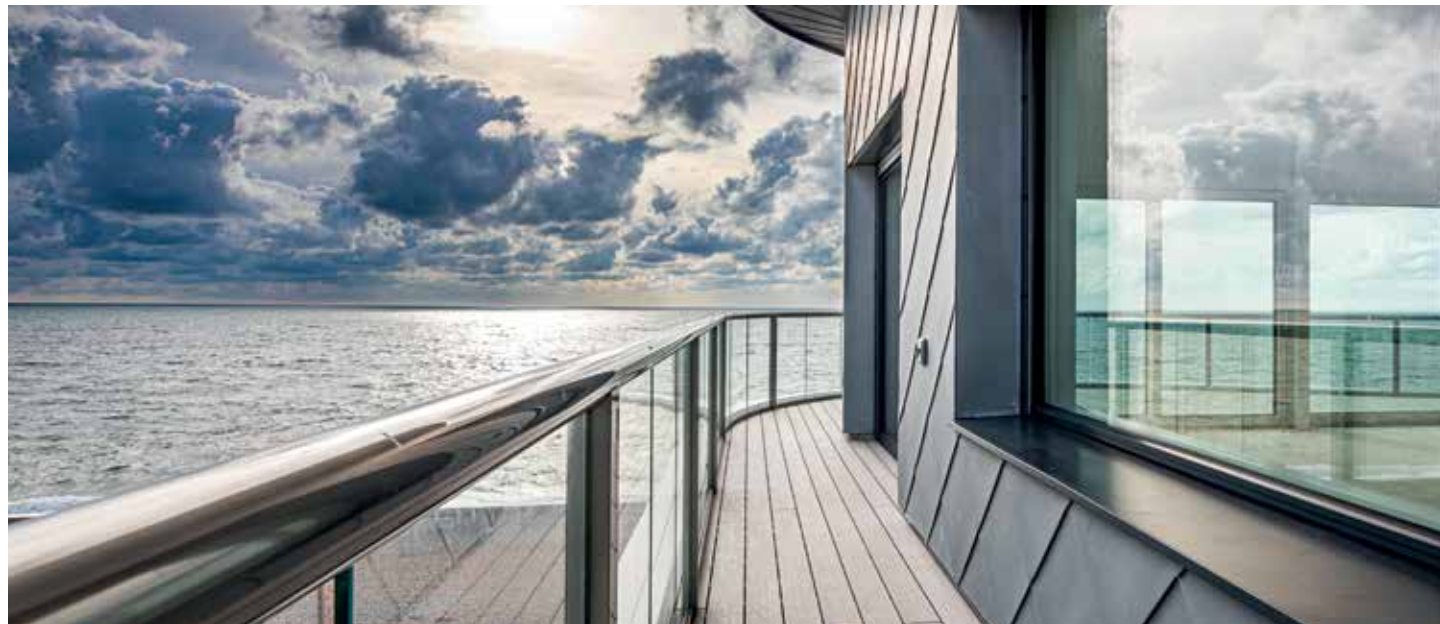
Whether you are an architect, in the trade, building or renovating your own home or just seeking ideas, we hope our magazine informs and inspires you.

Enjoy the read.... ●

As a leading manufacturer and supplier of Glass Balustrades, Juliet Balconies and Privacy Screens, our aim is to inspire designers and homeowners with our wide range of contemporary and stylish solutions. We have also updated products across our range in response to changing customer preferences.

The magazine highlights many appealing projects both small and larger scale that cover many different buildings, renovations and major flagship developments.

In this issue, we also introduce new online innovations, such as our 3D Balustrade Designer tool, and include comprehensive technical data; all designed to make the ordering and purchase process easier.



Published by **Balconette**
Editor **Effi Wolff**
Design www.beyondmedia.co
Copywriter **Kathy Wilkinson**

Balconette

The content of this magazine is copyright of Balconette. All rights reserved. Any redistribution or reproduction of part or all of the contents in any form is prohibited other than the following:

1. You may print extracts for your personal and non-commercial use only.
2. You may copy the content to individual third parties for their personal use but only if you acknowledge the magazine as the source of the material.

You may not, except with our express written permission, distribute or commercially exploit the content.

Balconette is a trading name of Balcony Systems Solutions Ltd.

01342 410411

www.balconette.co.uk

- 
- 4 **SELF-BUILD**
In this section we showcase how our products can enhance your home and what we can offer self-builders, home improvers and small developers.
- 18 **DEVELOPERS**
Larger projects installed and solutions for house builders, contractors and larger scale developers.
- 31 **REFURBISHMENT**
See how our flexible range of products can transform your property without breaking the budget.
- 37 **Dealing with planning permission and building control**
- 40 **GALLERY**
- 42 **TECHNICAL**
Technical information about our Juliet Balcony Systems, Glass Balustrade Systems and Privacy Screens.
- 56 **Can Glass Balustrades be used on high rise buildings?**
- 58 **BalcoNano®**
How BalcoNano® advanced glass coating and self-cleaning glass application works.
- 59 **How much does a glass balustrade cost?**
- 62 **Balconette partner and affiliate programmes**
- 64 **ABOUT BALCONETTE**

What Balconette can offer you for your Self-Build or Extension Project

Whether you are building a new home or adding an extension to your living space, Balconette can offer a range of solutions that enable you to include that extra 'something' and a touch of 'wow factor' without overstressing your budget or creating obstacles towards completion.

Combining experience, expertise and technical innovations, our products are as visually appealing as they are practical in terms of installation, maintenance, product quality and affordability.

Every project is unique and whether applied to a loft conversion, internal or external renovations, extensions, patios, decking or balconies, we can provide a flexible range of possibilities to suit your specific requirements

and your imagination.

Whatever the scope of your project, we can also provide you with full back-up, such as help with the design and technical specifications, structural calculations and even the choice of the finishes and colours.

Alongside the quality, strength and durability of our Juliet balconies, Glass Balustrades and Privacy Screens, there is also timeliness of delivery and straightforwardness of installation, bolstered by full technical support and a nationwide network of installers should you need the help.

We work with you to ensure a smooth process that takes you from your initial idea right on through design, timely delivery, fitting and installation to the finished product.

Protective finishes to the glass and handrails mean they require virtually no maintenance and minimal cleaning to keep them looking 'as new' for many years, and enabling us to offer 10-year guarantees on our anodised finishes, even under marine conditions in coastal locations.

The aesthetic appeal provided by Balconette's products is self-evident as you will see from the completed projects and customer testimonials featured in the following pages.

We welcome any questions that you may have and will be pleased to answer them. Take a tour of our website, email, call us or even arrange to visit our showroom to see our products first-hand. ●

5 'Our Balconette Juliet balcony is well-made with the best aesthetics'

How the process and installation of a Juliet balcony for a loft conversion was easy and straightforward.

6 'Our Balconette glass and aluminium balconies fit in with the modern theme'

Aerofoil Glass Balustrades bring contemporary look to a countryside new-build project.

8 Glass balustrade adds finishing touch to a 'one-in-a-million' location

Views from a renovated bungalow terrace are enhanced with a curved Orbit Glass Balustrade system.

10 'My glass balustrade makes me feel like I'm on a cruise ship!'

Stylish wing shaped Aerofoil Glass Balustrade brings uninterrupted views and protection to Scottish seaside home.

12 'The views are to die for; that's why we chose glass balconies'

Curved frameless glass balustrading creates a beautiful window on the world.

14 Balconette adds 'wow factor' to Scandia-Hus Show Home

External balustrade and extra-wide Juliet balcony blend in with Scandia-Hus style.

16 Glass balconies are a 'real asset to the property'

Two large balconies finished with the Orbit Glass Balustrade system complement prefabricated newbuild project.

'Our Balconette Juliet balcony is well-made with the best aesthetics'

"Well-made, sturdy and with the best aesthetics" – that is the verdict of Staffordshire homeowners Dave Fenton and Nicky Tagg on their Balconette glass Juliet balcony.



Dave, who works in property maintenance, installed the Orbit Juliet balcony himself as part of a loft conversion project that has added two further bedrooms to their home in Stoke-on-Trent.

Glass was imperative for the couple who wanted to retain light and views over surrounding countryside from the second-storey gable end room. Also important was how the product looked – and for them, the Balconette product has 'the best aesthetics.'

"We didn't like metal bars and wanted a glass Juliet balcony; it has a modern, fresh look. For us, glass was a massive thing," comments Dave. *"We liked the*

style and sturdiness of the Balconette product; it is attractive and for our price range, certainly has the best aesthetics."

Putting his building skills to good use, Dave found the installation 'really simple', saying: *"I drew up the specifications for the fittings to comply with Building Regulations and it all clicked together very nicely. It looks great!"*

Commenting on service and delivery, Dave adds: *"We are delighted with the Juliet balcony, it was delivered promptly and well packaged. I would certainly recommend Balconette and their product 100%. They have been brilliant, even down to the delivery driver who was really helpful!"* ●

'Our Balconette glass and aluminium balconies fit in with the modern theme'

Striking glass balustrades supplied by Balconette add extra external space while opening up extensive countryside views at this unique self-built home in a rural location near Peterborough.





To obtain planning permission on the three-quarters of an acre empty plot, owners Jason and Caroline Sadler engaged local architects to assist in the design and adhere to Paragraph 55 (that then evolved to Paragraph 79) for their dream four-bedroomed eco-home.

Paragraph 79 of the National Planning Policy Framework (NPPF) allows new dwellings to be built in the countryside where they are innovative or of exceptional quality

of design and fit into the local 'vernacular'.

"We found an architect with experience of dealing with sites in the open countryside to fulfil the requirements of Para 55, which states that the design has to be truly outstanding," explained Jason. "For us, it was all about providing an eco-home that is an A-rated building, very thermally-efficient and fully insulated."

The property's 'modern' design embraces the use of local materials, such as stone, steel panelled cladding and a slate roof, given its proximity to farms and farmland in the open countryside. Glass balconies enhance this modern look.

Balconies were a key part of the architect brief to make the most of views over the Lincolnshire countryside and create more outdoor space off the bedrooms. The couple had found Balconette via an internet search and cross referenced their research on the company's social media channels.

Preferring the comfort of a handrail to lean on, they opted for Balconette's innovative Aerofoil Glass Balustrade System with its wing-shaped handrail in Balconette's proprietary Royal Chrome finish. A total of 23 metres

of glass balustrade was installed for two main balconies, which used a minimal amount of posts.

This unusual installation involved designing seven straight sections of the Aerofoil Glass Balustrade system to help create the spacious and enjoyable balconies. This system was designed to be attached to both the steel support posts and the brick wall.

Praising the 'simple lines' and 'continuous clear glass' character of the Balconette product, Jason said: *"The Aerofoil design was perfect for us; it fitted the bill, and I liked its style. We wanted to keep the minimalistic look, so it was good to use glass and aluminium that fits with the modern theme."*

He added: *"Our order was delivered complete and on schedule. Overall, I am extremely impressed!"* ●

"The property's 'modern' design embraces the use of local materials, such as stone, steel panelled cladding and a slate roof, given its proximity to farms and farmland in the open countryside. Glass balconies enhance this modern look."





Glass balustrade adds finishing touch to a 'one-in-a-million' location

When you live in such an idyllic setting like this on the Isle of Wight, a glass balustrade supplied by Balconette is perfect for adding the finishing touch to a property renovation.

Ian and Jenny Whitmarsh decided on glass to keep the light and south-facing views over fields to the sea beyond at their home near Newport.

"It is a one-in-a-million location, quite amazing really; that's why we wanted the clean, clear look of glass," says Ian, who installed the 23 metres of balustrading

himself. *"I was a bit concerned at first that the curved sections could be tricky, but the instructions were straightforward, and it all went together really well!"*

He chose the Balconette Orbit system after finding that the company was the only one that could supply a curved handrail, explaining:

"All the other types I enquired about used straight sections to create the curve, which was not what I wanted. Balconette helped with the technical aspects, mainly making sure we'd got the curve measurements all correct."

Refurbishment of the 1960's bungalow kept the building's original footprint.

"It was well built by local builders with an open-plan layout, so quite modern for its time," continues Ian, who added a new roof and extensive outdoor decking.

"The balustrading was the final 'piece of the jigsaw' and the quality of the product impressed me."

On completing the balustrade, the couple have maximised their enjoyment of sunshine and views from the wraparound terrace in what is one of the sunniest parts of the UK.

Ian adds: *"The balustrade really does finish off the project; I can't imagine what else would look as nice all round that big area!"* ●





"The balustrade really does finish off the project; I can't imagine what else would look as nice all round that big area!"



'My glass balustrade makes me feel like I'm on a cruise ship!'

Stylishly complementing its surroundings, this Balconette glass balustrade has enhanced far-reaching North Sea views and enjoyment of the garden for homeowners Kerrie Jones and James Hutchison in Kirkcaldy, Fife.

James installed the 11-metre Aerofoil system glass balustrade on his own in two days. Taking its name from the distinctive wing-shaped handrail, the

Aerofoil balustrade system's design allows for posts, when required, to be spaced at up to 2.1 metres apart. Secured with end posts at each end,

this balustrade features an Aerofoil handrail with Balconette's proprietary Royal Chrome finish.

As well as retaining uninterrupted views from the sloping garden, the glass panels on their smart new patio provide protection from the wind on breezier days.

Kerrie chose the Balconette glass balustrade for its attractive appearance and the fact that it does not use clamps to keep the glass in place. She comments: "Many homes in our area have glass balustrades as we get a lot of wind off the sea. I wanted a balustrade that looked the best and I think this is the nicest one!"

The couple have received 'lots of compliments' on the balustrade and say that it 'suits the garden'. "It adds that finishing touch and I really love it," continues Kerrie.

"We often sit out on the patio with cocktails. The balustrade makes me feel like I'm on a cruise ship looking out to sea."

Praising the assistance from Balconette's team throughout the ordering process, Kerrie adds: "Having no knowledge of the process, I was surprised at how easy it was to purchase the balustrade. Everyone at Balconette was really helpful, and I was impressed with their approach at every stage." ●



"I received great service and would absolutely recommend Balconette and their product!"

'The views are to die for; that's why we chose glass balconies'

Far-reaching countryside vistas don't come much better than this. That's why Steve Procter installed glass balconies and frameless balustrading from Balconette to keep the views from his elevated three-storey Yorkshire home.

Glass was 'totally key to the project' for Steve and his wife Sue, who installed more than 60 linear metres of Balconette's SG12 curved frameless balustrade and Aerofoil balustrade at their self-build home in north Leeds.

"The views are to die for; that's why we chose glass balconies to maintain the stunning views as far away as York," says the shopfitting company owner, who installed all the balustrading with help from his builder.

The couple demolished an existing property to build their self-designed five-bedroom detached home on a spectacular sloping plot overlooking

open fields. On a clear day, it's possible to see local landmarks Almscliffe Crag and Harewood House, as well as York Minster illuminated at night.

Inspired by the plot's unique, unspoilt outlook to the rear, incorporating external space and balconies was a 'no-brainer' for the Procters who enjoy their friends' company.

"This is a total entertaining house - complete with bar - so we make the most of the outdoor space and our many balconies," says Steve. "Being elevated, you can almost touch the Red Kites as they fly over the top balconies."

Leading off the main living areas is a wraparound terrace across the full back of the house. Curved frameless balustrades enclose terraces from

the dining kitchen, as well as the main bedroom above. Further glass balconies at the front of the house make the most of all-day sunshine.

The couple first saw Balconette's products at a home improvement show, returning a year later having made their decision.

"We had not found anything else that matched up to our expectations, that's why we decided on Balconette," continues Steve. *"I'm totally happy with the style and quality of their products."*

Incorporating curves was an important element of the overall design. Steve appreciated assistance

from Balconette's technical team with the design and installation process, saying: *"With their guidance, I was confident of installing the curved glass. Delivery was perfect; everything arrived on time and the company was good to deal with."*

Would he recommend Balconette?

"Yes definitely. I have already recommended them to a friend who is also installing their glass balustrading!"





Balconette adds 'wow factor' to Scandia-Hus Show Home

Two clear glass balconies supplied by Balconette fitted the design brief perfectly for Scandia-Hus, adding the 'wow' factor to the Swedish self-build home supplier's Adelia Show Home at its East Grinstead headquarters.

As the property's modern design incorporated an external balcony and extra-wide Juliet balcony from the start, it was important to

Scandia-Hus to find a supplier that could provide matching products, even though the Juliet was a bespoke size at 4.8 metres wide.

"We had used Balconette previously and they were already a favourite with our clients," commented Jeffrey Willis, Scandia-Hus Project Manager, "we wanted the best product that was available for our Show House. We considered other companies, but Balconette's product quality stood out."

Balconette's ability to meet the exacting technical challenge was a key aspect of their offering for Scandia-Hus.

"The most difficult part by far was the extra-wide Juliet balcony to the master bedroom which necessitated the incorporation of two posts," continued

Jeffrey. "This was a very technical challenge as the positioning of the post supports had to be done early on in the build and had to be 'millimetre' perfect."

He judged both quality and cost as 'first class', saying that the balustrades help to give their Show House the 'wow factor'.

Concluding, Jeffrey added: *"Balconette certainly delivered our requirement for a contemporary low profile glazed balcony balustrade and bespoke Juliet balcony. We would have no hesitation recommending them to our clients. We are very happy with a job well done!"*





For more information on the Scandia-Hus Adelia Show House visit www.scandia-hus.co.uk

... "we wanted the best product that was available for our Show House. We considered other companies, but Balconette's product quality stood out."

Glass balconies are a 'real asset to the property'



Constructed in just six months on a rural Hampshire plot, this impressive self-built five-bedroomed home boasts two sizeable Glass Balustrade systems supplied by Balconette that take advantage of extensive garden and countryside views.



The couple were familiar with Balconette's products, having installed a small clear glass balcony on their previous self-built home.

"We very much liked this feature, so larger glass balconies were a key part of the specification for this project," continues David. *"I budgeted based on what we spent last time and multiplied it accordingly. It was about right, although these balconies were more complicated than our last build."*

"We absolutely love the balconies; everybody says how great they look and they're a real asset to the property,"

... say owners David and Lesley Lennox, whose custom design timber frame home from Potton was featured in a Channel 4 documentary celebrating prefabricated construction techniques.

Their new dwelling sits on a one-acre plot, formerly occupied by a 'rather rundown and poorly maintained' 1950s bungalow. *"We were quite happy to say we bought the worst house in the village!"* says David, a project manager.

Having had clear glass before, they decided on a stronger different look this time. Architectural film was applied to one side of the glass panels to provide a 'smoked/tinted effect' that echoes black elements in the roof, such as the rafters and soffits. Planning conditions also required a privacy screen on one of the balconies. Here the film was applied to both sides of the glass making it completely opaque.

Liaison between the installer and Balconette's technical team over their design and final drawings ensured everything was installed according to the schedule so the couple could move in.

The balconies have been well-used and are popular with visitors. *"They're*

pretty much the first place friends and family head to when they come to stay; they want to go and have a look out over the balcony. My wife and I often go up there with friends to watch the sunset and relax with a glass of wine."

David would recommend Balconette, saying: *"I think it's a really good system. It ticks all my boxes and looks great. We've had lots of admiring comments and everybody praises the smart appearance of the balconies."*

A large wraparound split-level deck at the rear of the house has also been added, featuring a further 20 metres of Balconette's balustrading to match the existing balconies. ●

"We very much liked this feature, so larger glass balconies were a key part of the specification for this project,"



For housebuilders, contractors and property developers

Kerb appeal is vital when it comes to new properties and our products can help you in this regard. Balconette's clear glass Juliet Balconies, Glass Balustrades and Privacy Screens provide modern eye-catching architectural enhancements to both residential and commercial developments.

Over the years we have built up a deserved reputation, not only in terms of the design options provided by our innovative materials, but also for ongoing customer support, advice and help in overcoming technical issues.

Backed by this considerable experience and a first-class track record of working with developers, we can meet the specific requirements of projects of any scope or size and offer the materials and designs

that overcome the problems associated with traditional materials such as stainless steel, iron and timber.

In doing this, we have demonstrated the concept of truly affordable glass balustrades; combining an attractive initial purchase price with the long-term cost-saving compared to traditional materials. Our products are low maintenance, being resistant to corrosion, and save on painting and repairs, including our BalcoNano® protective glass coatings.

We supply custom-made or standard sized configurations and finishes to meet your specific requirements. Installation is straightforward, with technical queries dealt with promptly and quickly resolved.

Furthermore, our ability to provide a snap-and-pop

service with a competitive lead time and prompt delivery, plus assistance with fitting and installation if required, is valued by many clients.

Full ongoing technical support from start to finish provides complete assurance on the project, from programming and design, technical drawing and load tests to technical specifications and structural calculations.

The aesthetic contribution of our products promises purchasing appeal of your finished project and can be witnessed in the many building schemes we have completed.

Be assured, our customer testimonials bear testament to client satisfaction.

We welcome queries from installers, quantity surveyors, builders and developers. Take a tour of our website or visit our showroom, we will be pleased to help. ●

19

'We were super-impressed with Balconette's service and product'

Awesome curved Orbit Glass balustrades are the icing on the cake for this award-winning seaside property.

22

Frameless Glass adds 'modern look' to iconic London property

Soho building glistens with stylish new SG12 Frameless glass balustrade installation.

23

'I'm happy with the product, the installation and the way it looks'

A distinct taste of Orbit curved balustrade with tinted glass is a great way to see golf.

25

Balconette balustrades frame sea views with a famous connection

Coastal luxury apartments gain high aesthetics with Balconette's Orbit glass balustrades in Royal Chrome finish.

28

City living gets 'ahead of the curve'

Attractive curved glass balustrades bring kerb appeal to modern urban dwellings.

30

Glass Juliet balconies enhance riverside views

Glass Juliet balconies are a safe, cost-effective, and low-maintenance choice for these mid-terraced homes.



**'We were super-impressed
with Balconette's service
and product'**

When your home enjoys stunning views along the Jurassic coastline, enhanced by the sweeping curves and clear glass of Balconette's balustrading system, there are few better places for relaxation than a gorgeous balcony.



Specialists Balconette supplied and fitted their Orbit balustrade on eight luxury apartments in this award-winning, five-storey development on Seaton seafront in East Devon. Echoing the curves of Lyme Bay, the sinuous balconies make a dramatic visual statement on the prominently positioned building.

Named 'the UK's most sustainable residential new build' by the International Property Awards, the project is also the UK's first multi-block development to be certified Passivhaus Plus. This is a building designed for the future, producing more energy than it consumes, so it is effectively 'carbon positive'. Any extra energy goes back to the grid, and residents get a deemed export payment via the FIT scheme.

In realising his vision for the site, property developer Mike Webb of Seaton Beach Developments Ltd had specific requirements for the balustrading.

"It was a 'big ticket' item for us because the building has a lot of balconies that cost over £73,000," explains Mike. "Most are south-facing sea view balconies, however the Penthouse had over 63 metres of balustrade with curves and straight sections that provide 360-degree views with a walk around balcony that extends to some 80m2.

"Given the building's position, we wanted to do a really good job in terms of a quality finish. Not just for today, but for the longevity of the performance, so we spent much time researching the options. Ultimately Balconette stood out for their professionalism and efficiency with quotations and the ordering process. We were super-impressed with them as a company!"

Mike visited Balconette's Surrey offices to discuss the specification process and to see the balustrading first-hand: "We spent time in their showroom working out a solution to a particularly complex detail that we had to think through before we placed the order. Balconette's team advised us on features such as their self-cleaning glass coating and, more importantly the anodised aluminium marine grade warranty on the Royal Chrome handrail finish. That's what sealed it for us. It wasn't on price; it was more the quality of the product."

Praising Balconette's expert installation team, Mike adds: "It's the first time we'd used the company and would definitely recommend and use them again in the future. The balconies at Seaton Beach look simply fantastic!" ●





"It's the first time we'd used the company and would definitely recommend and use them again in the future. The balconies at Seaton Beach look simply fantastic!"



Frameless glass adds 'modern look' to iconic London property

Frameless glass balustrades, supplied by Balconette, have been installed as part of the extensive redevelopment of Axtell House, a distinctive 1920s commercial property located within the Soho Conservation Area in central London.

The project included the demolition and replacement of the top three floors of the seven-storey building, creation of a new roof garden and terrace as

well as comprehensive remodelling of its existing internal space. Installation of 80 metres of Balconette's SG12 Fully Frameless system was carried out by

Dmitro Facades, a South East-based facades specialist. The company also installed skirting wall and new stone external panels for their client Red Construction Group.

Glass balustrades were specified by Darling Associates Architects to enhance light and add a contemporary appearance to the prominently-located building.

Commenting on the project, Taras Stasyuk, Managing Director of Dmitro Facades said: *"The client specifically wanted to use balustrades in their design to make the project look modern. Therefore, their architect along with our designer worked closely to achieve this."*

It was the first time Dmitro Facades had worked with Balconette, having been introduced to the balustrading

specialist on approval of the client's design. Taras continued: *"We specialise mainly in facades, steel framing systems and similar products. However, we're always willing to go that extra mile for clients and offer more services."*

"Balustrades were something fairly new and therefore the challenge was to ensure that we delivered a quality installation. Careful attention to detail and working closely with Balconette on their installation instructions ensured we overcame that challenge successfully." Impressed with the result, Taras added: *"The glass balustrades look very good and bring a more modern look to any building."*

Axtell House offers around 19,000 sq ft of prime office accommodation over its first six floors, plus a feature roof garden on the top level. ●





'I'm happy with the product, the installation and the way it looks'

Developers are invariably particular about the visual appearance of their homes and the quality of products chosen. Happily, Balconette's products are able to satisfy even the most discerning of customers.

For businessman John Thomson, quality, aesthetics and cost were key factors in the choice of balustrading for two large, curved balconies at his spectacular new home overlooking Moray Golf Club and its championship course near Lossiemouth on Scotland's north east coast.

Measuring more than 12 metres and 14 metres, each gently-curving structure provides a safe barrier to the steep cliff below. Bronze-tinted glass panels, matching the windows, maintain privacy and views to the outside. The balconies protect spacious decks from a kitchen/diner and living room.

John, a former developer who runs a local garage and car sales business, researched several balcony options before deciding that Balconette's system supplied the best solution.

He explains: *"Having researched and discussed with Balconette's team what could be achieved, particularly the curved handrail and glass, I decided that's what I wanted. I chose the system for its finish, simplicity and robustness, plus the advantage of no glass clamps obscuring the view. We get some crazy weather, so that was a big factor in my decision. The system is so strong; it can certainly handle severe weather here."*

Nearing completion, John engaged Simon Elms, of Elmswood Ltd to design and install the balconies, saying 'if someone's doing it all the time, they know the pitfalls'. The most challenging part of the project was setting out and installing the supporting posts, according to Simon, Balconette's most northern Registered Partner.

Initially, a frameless system was considered, but being beyond the budget, John investigated what Balconette could offer using minimal supporting posts.

"John was particular about the posts' spacing so they didn't block certain parts of the view, which was achieved," says Simon. "Once fitted, the rest of the installation went smoothly. Taking time to choose the right products, John has the balustrading within budget and he's over the moon with it."

As for John, 'the balconies look absolutely fantastic, both from the golf course and inside the house. It's what I wanted'. An added bonus is the glass panels provide protection from the wind; 'you can sit out at night longer, watching the sun set, because the glass is deflecting the breeze, which is a good thing'. ●

"I'm happy with the product, with the installation and with way it looks!"





Balconette balustrades frame sea views with a famous connection

Tantalising sea views are delivered through 171 metres of Balconette's clear glass balustrading at these luxury modern apartments – with a famous connection - on the prestigious North Foreland estate, one of East Kent's most desirable areas.



Royal Chrome finish — together with 10mm Clear Toughened Glass. Due to their size and run of glass, some balconies required posts, supplied in Royal Chrome finish to match the handrails. A minimal number of posts were required as the Orbit System allows up to 3.3m balustrade runs without the need for any.

Popular in coastal areas, Balconette's glass and aluminium system is designed to withstand the elements thanks to the use of corrosion-resistant materials.

“To satisfy building regulations, 1.8-metre-high Privacy Screens were supplied by Balconette with opaque glass, ensuring private outdoor spaces are not overlooked.”

Residents of two high specification apartment blocks at Ocean Drive, Broadstairs have private beach access via the famous 'The Thirty-Nine Steps' from John Buchan's renowned thriller novel of the same name.

The Scottish author took inspiration from the set of now-concrete steps cut into the chalk, which zig-zagged through two shafts and three tunnel sections.

Ocean Drive was constructed on a former cliff-top villa site by developer Blueberry Homes, which has a reputation for excellence in building quality new homes throughout the South East.

The three-bedroomed apartments, up to 2,525 sq ft, are split across two four-storey buildings set in private gated grounds.

Spacious balconies on each east facing apartment maximise outdoor space and unspoilt views. Each balcony features Balconette's Hybrid® Orbit Glass Balustrade System consisting of a circular aluminium handrail and basetrack - in Balconette's proprietary





The balustrading specification also called for privacy screens, which were required as part of the building regulations. The 1.8-metre-high privacy screens were specified with opaque glass, ensuring private outdoor spaces were not overlooked.

A Blueberry Homes spokesman commented: "As a property developer of luxury apartments, we sought a high-quality glass balustrading solution for our Broadstairs project. Having contacted Balconette, we realised the quality and aesthetics of the Hybrid® Orbit glass balustrade system fitted our specifications. Balconette's level of service and technical support offering also impressed us. The all-round service of site-surveying, designing, manufacturing,

and installing tailor-made glass balustrade systems for our project is reassuring. This delivered a result that met our client's expectations. We see Balconette as a proficient and reliable partner that delivers a great-looking aspect to our properties."

"The glazed balconies allow the owners to perfectly view, enjoy and magnify the beauty of the morning sunrise."



City living gets 'ahead of the curve'

More than 600 metres of glass balustrading, all supplied by Balconette, perfectly complement this flagship project in Birmingham city centre.





According to the architects, Birmingham-based BM3 Architecture Ltd, the environment around this area 'is very urban and the development is intended to attract people that enjoy city living'.

The design concept 'set out to provide high quality, contemporary city living that is contextual to the local surroundings'.



The curved balustrading features prominently on the building's distinctive street-facing curved façade, creating ample open space on the external balconies.

Located a stone's throw from the National Indoor Arena, the Embankment apartment complex is the first housing project to be developed for the private rental sector by Birmingham City Council's wholly owned company — Inreach Birmingham Limited.

The £14 million project is a purpose-built market rent scheme. The development comprises 92 furnished apartments — 68 two-bedroom and 24 one-bedroom — and all designed to a high specification.

Commenting on the scheme, a spokesman for the main contractor said: *"Curved and straight Glass balustrading was specified by the client and makes a very modern and aesthetically-pleasing statement on this contemporary urban development."*



Glass Juliet balconies enhance riverside views

Clear glass Juliet balconies supplied by Balconette enhance the riverside views from 18 exclusive townhouses overlooking the River Nene at March, Cambridgeshire.

Architect Chris Cooper of James Developments Company Ltd specified Balconette's system to maximise the properties' light, space and views.

The 78 double-sized Juliet balconies are a distinctive selling feature of the three and four-bed Sandpiper

properties. Each mid-terraced home has four Juliets, measuring 1.7 to 2.9 metres wide, while the end properties benefit from an extra set on their side elevations.

Chris comments: "Key for us was something light in appearance and to be



completely 'kiddie-proof', for example, so the balustrading could not be climbed over, nor trap a child's head. The system also had to be reasonably-priced and fully-finished.

"It's a straightforward product for a straightforward situation and has been well-received by purchasers." He adds: "We are seeing more and more Juliet balconies as 'standard' features, because as well as being a useful marketing tool, they are attractive and popular with buyers. In a riverside setting they give the sense of being on a deck, while also maintaining privacy."

Balconette's Founder Effi Wolff says designers welcome a maintenance-free system that is not only simple to

install but allows greater freedom of design options.

"Straight or curved glass can be used to create elegant juliet and external balconies, often without vertical or corner posts.

"Increasingly, architects are seeking an attractive balustrading solution that combines safety with maximising light and spaciousness at reasonable cost."



Why choose Balconette products for your Refurbishment Project?

Breathing new life into your home or building can be a very rewarding experience. Whatever the size or scope of your refurbishment project, we can supply a flexible range of options that can help you to transform your property and, just as importantly, without breaking the budget.

Many years of expertise and technical innovation have been invested in our products to provide practical, highly-attractive and affordable renovation solutions for all types of buildings - with the added low-maintenance benefit to suit modern lifestyles.

Whether you are undertaking internal or external renovations, converting the loft or installing new decking or balconies, we can offer a wide and flexible range of options to suit your individual requirements and help you realise your vision.

Not only that, we can also assist you with the design

and technical specifications, structural calculations and even the choice of finishes and colours, should you require extra support with your plans.

The aesthetic appeal of Balconette's products are showcased in our completed projects and customer testimonials featured in the following pages. They may even help to give you some ideas for your own refurbishment schemes.

The quality, strength and durability of products are complemented by timely deliveries and straightforward installation to keep your project right on track. You can also call on our full technical

support and a nationwide network of installers should you need assistance.

Having helped thousands of customers on their 'refurbishment journey', our aim is to make the whole process as smooth as possible from concept to completion.

We hope you will be inspired by our completed projects featured in the following pages. Please feel free to ask any questions you may have and we will be pleased to answer them. You can take a tour of our website, email us, give us a call or even arrange to visit our showroom to see our products first-hand. ●



32 'Attention to detail is critical and that's where Balconette stood out'

Technical adaptability of the Aerofoil Glass Balustrade system helps transform dilapidated office block into modern luxury apartment complex.

34 Glass balconies a 'big attraction' for apartment buyers

Balconette's Aerofoil Glass Balustraded balconies are a big attraction to apartment buyers.

35 'The glass balustrade looks the absolute business, and everyone loves it up there!'

Seaside restaurant enhances coastal view with required safety with the Aerofoil Glass Balustrade system.

36 Glass balconies enhance new London apartments

High quality, robustness and efficient design of Orbit Glass Balustrade helps with renovation of inner-city apartment block.

'Attention to detail is critical and that's where Balconette stood out'

From dilapidated office block to modern luxury apartments, Farringdon House in the centre of East Grinstead, Sussex has been transformed with Balconette's products adding that all-important 'Wow' factor.

Working with developer Whitehall Homes, Balconette supplied and installed 185 metres of its popular Aerofoil Balustrade System with its wing-shaped handrail in a Royal Chrome finish.

More than 40 apartments on five floors were 'dressed' with Balconette products offering a consistent aesthetic, which also included Aerofoil glass Juliet Balconies, four custom sized Juliets, and Aerofoil Infinity Privacy Screens





to smarten the fully refurbished building. After consultation, the Aerofoil Balustrade System was selected for its technical capability to follow the existing building's shape that included recesses. The installation was designed with a combination of wall fixings and end posts.

To satisfy building regulations, 1.8-metre-high opaque glass Aerofoil Infinity Privacy Screens were installed to divide 53 metres of balustrade on the fourth-floor roof terrace, ensuring private outdoor spaces are not overlooked.

Designed to fit specific size openings, the four custom Aerofoil Juliet

balconies required fixings within a recess. One side of the balcony was fixed normally with a wall fixing into the façade and the other was secured directly into the side of the recess.

Having stood empty for several years, the structure was stripped back to bare concrete and brickwork before refitting into 42 contemporary apartments and terraced penthouses. Whitehall Homes Quantity Surveyor, Andrew Lake explained Balconette had won the contract in a 'competitive and thorough' tendering process.

"Our MD knew of the firm via an acquaintance and after meeting the team, it was apparent that they could offer the

products and service to meet our needs. "Balconette's service in terms of surveys, measurements, design and manufacture met the intricacies of this complex refurbishment. Together with aesthetically pleasing products and a choice of finishes, all our requirements were satisfied."

Andrew praised Balconette's ability to 'perform' throughout the stages of the design, supply and fit order, saying: *"As a refurbishment project, all areas had to be measured and checked prior to manufacture as you are fitting within an existing building. This means that attention to detail is critical and that's where Balconette stood out."*

Balconette's 'proactive and helpful team' impressed too: *"Communication*

was excellent and the operatives' 'can-do' attitude was greatly appreciated."

Andrew added that Balconette's products provide one of the 'main finishing touches' to the building. *"It is important that these provide a smart and contemporary look as the façade is the first thing potential customers see. If the outside has a bit of 'Wow' factor, customers walk into the building with a positive mindset. The building does look good."*

Would he recommend Balconette?

"Absolutely. It was a pleasure working with them!"





Glass balconies a 'big attraction' for apartment buyers

Clear glass balconies from Balconette have helped to transform the former HM Revenue & Customs' local VAT office in West Hove into 28 high-spec luxury apartments.

The £2 million conversion project of Martello House transformed the three-storey building, including glass balconies on all the two-bedroomed and most one-bedroomed apartments.

Balconette's unique balustrading system enabled all 28 balconies to be constructed without a single post, in true Hybrid® style, creating a seamless glass barrier.

Planners stipulated the existing façade be substantially upgraded to improve its appearance and thermal performance. New balconies, along with vertical through-coloured fibre cement cladding in contrasting colours, assisted the transition to residential use.

French doors instead of smaller windows allow increased natural light into the apartments, and access to the balconies and private patio areas of the ground floor residential units.

Ellis Rodda, representative for developer Martin Homes explains how glass balconies were a key part of the specification: *"Exterior changes result in a building which is more suited to residential occupation, as opposed to office use."*

"Glass was our preferred choice. The aesthetics are nicer, and residents can appreciate clear views from their living rooms. I can't understand why you wouldn't use glass for balustrading."

Designed for commuters, young professionals and those looking to downsize, the Martello Lofts apartments were finished to high standards.

Julie Frith, of Mishon Mackay New Homes adds:

"Glass balustraded balconies are a big attraction; the clear glass and the seamless style with the chrome handrails make a stylish statement and an asset to this development."



'The glass balustrade looks the absolute business, and everyone loves it up there!'

Café culture does not get much closer to the sea than here in Westgate-on-Sea where your coffee cup, or dining out experience, is just a few metres from the waves.

Taking advantage of this enviable position is owner Alan Dolan's West Bay Café which has undergone extensive renovation, including the installation of nearly 40 metres of glass balustrade manufactured and supplied by Balconette.

"The glass balustrade looks the absolute business; it's the ideal product for this location right by the sea with nothing in front interrupting the view," says Alan, who specified glass to keep the sea views, which are a major draw for visitors.



Reopened on completion of building works, the café on the West Bay Promenade now boasts a first-floor restaurant extension on top of the original single-storey property. Making the most of views to the Isle of Sheppey and beyond, the cantilevered balcony structure is framed with Balconette's innovative Aerofoil Glass Balustrade System. Particularly suitable for busy, public areas, such as restaurants and retail areas, the system combines inherent strength with the visual beauty of glass to create wide runs of glass balustrading.

The system designed for West Bay Café was made to withstand the required 1.5 kilo-Newton loading for public areas. Completing the aesthetics of the Aerofoil System with its wing-shaped handrail, base track and posts was Balconette's proprietary Royal Chrome finish.

For the system to achieve the 1.5 kN/m loading, the structural calculations of the Aerofoil system enabled the design to incorporate posts at a healthy 2.1m apart. The posts themselves are a rugged 60mm x 60mm in size and were covered with 66mm x 76mm post sleeves in the Royal Chrome finish to match the handrail and base track for an aesthetically pleasing result.



Given the elevated coastal location, the specification drawn up by Balconette's technical team also had to factor in the wind loading on the balustrade. This ensured that the structure, including its spectacular 25-metre-long run of glass balustrade parallel to the beachside walkway, was capable of withstanding the elements while adding that all-important 'wow' factor to delight customers.

With UK staycations continuing to prove extremely popular, the feeling of spaciousness enhanced with glass balustrading sea views is a big hit with patrons. Alan adds:

"It does look absolutely gorgeous and I'm very happy with it. Everyone loves it up there with the new extension!"

Glass balconies enhance new London apartments

Glass and aluminium balustrading supplied by Balconette has been used extensively to create individual balconies and increase light to communal access areas at a new residential development in London.

The New Heston Road project in Hounslow comprises 88 apartments, of which 28 are for shared ownership and the rest are affordable rented accommodation.

The three blocks were completed for the London Borough of Hounslow by United Living, one of the UK's leading providers of refurbished and new build living solutions.

Close collaboration between Balconette's technical department and the United Living team ensured the project progressed smoothly from specification to installation.

In total 873 metres of balustrading was installed with some balconies featuring coloured composite panels instead of glass.

United's Site Manager Tony Kopczak commented:

“The Balconette system met exacting specifications for this scheme in terms of its high quality, robustness and efficient design. It was quick and easy to install, plus the balconies look very good and certainly enhance the external appearance of the buildings.”



Dealing with planning permission and building control

Do I need planning permission for a balcony?

There are 3 likely scenarios to consider: a new external balcony structure that you want to build, an existing balcony or flat roof that you want to enhance with a glass balustrade, and a Juliet balcony (essentially an opening in your wall with a glass barrier fitted across it). In all cases, it's better to be safe than sorry - an initial enquiry to your local council planning department is usually quite simple. Having said that, there are some general starting points.

1. A new external balcony almost certainly needs planning permission. A balcony is defined as a raised platform, and these aren't included in 'permitted development' rules.

2. Turning a flat roof into a balcony will usually require permission.

3. A Juliet balcony itself doesn't usually require permission, but creating an

opening in your wall may do -and if the wall is structural your local Building Control will need to be involved. Again, the first answer is to check with your local Planning Authority.

What should I consider before applying for Planning Permission?

It's worth considering early on if you should anticipate potential interferences. These might include:

1. Neighbours

Your neighbours' privacy is a key determining factor. Naturally, your neighbours will be concerned whether the addition of your balcony means that you can see into their property or garden. Have a chat with them to discuss their concerns and agree on a location that doesn't impact their privacy.

2. Loss of Light

If the balcony you intend to build has a solid floor, this could cast shadows that could darken your home or

garden or even your neighbours' home or garden. Also, be mindful that the larger the balcony, the larger the shadow. If the loss of light is significant, it could lead to a refusal.

3. Matching the Property Aesthetics

Theming and style are everything, and if your balcony doesn't match the general theme of your property and the surrounding area, your application will likely run into some hiccups.

4. Preventing a Fall

Precautions need to be taken to ensure that your balcony is safe and follows UK building regulations, which stipulate that exterior balustrade railings need to be a minimum of 1100mm in height and that any gaps must be narrower than 100mm diameter.

5. First Balcony in the Area

Sometimes it pays not to be the leader



of the pack. If you're the first one in your area wishing to add a balcony, you might face more significant challenges as it could be deemed a superfluous feature.

6. Listed Property

There are entirely different rules when it comes to listed properties; please check with your Local Planning Authority on what can and cannot be done.

If the property is in Scotland, please note that planning legislation differs from England and Wales. For more guidance on balcony planning permission, read the very detailed advice on GOV UK's website. Your Local Planning Authority can also provide further guidance.

Who to Submit Planning Permission To?

Pre-application advice could save time and money in the long run as redesigning and resubmitting applications can be very time consuming as well as a financial drain. But once you've considered the points above, you can submit an application to your Local Planning Office. You will have to pay an upfront fee in the region of £200.

It can take days, perhaps a couple of weeks, for the council to validate your application. Your application then moves into an eight-week window for a decision, though a big project can make the process last a lot longer. During this time, your neighbours will be contacted and given 21 days to raise any concerns.

Generally, unless stated otherwise, you have three years from the date of your application to begin building your dream balcony.

What If My Planning Application Is Refused?

You can always resubmit. There are several options to improve the chances of approval on a resubmission:

1. Amend and Resubmit

Your Local Planning Authority will outline the reasons why your application was rejected. You can amend your plans and resubmit with their recommendations.

2. Hire Help

If you didn't use an architect or planning consultant the first time around, it might be worthwhile

getting them on board which can improve your chances of approval.

3. Appeal

Your final option is to appeal to the Planning Inspectorate and ask them to review the Council's decision. It has to be said this can become very expensive.

Can I Extend or Replace an existing balcony?

You will need to submit planning permission if you intend to extend your balcony.

Bear in mind that balcony structures can become unstable, worn and unsafe over time. In these cases it is best to build a replacement.

Do I Need Planning Permission for a Juliet Balcony?

Juliet Balconies are usually considered 'permitted developments', so they do not need planning permission. This is because Juliet balconies do not extend forward, so you cannot step out onto them; they usually frame French doors or a large window opening at an upper-storey height.

But if any of these three factors apply, planning will be needed:

- If the Juliet has a floor, no matter how small the floor is, this will then be deemed as a raised platform and will need permission.
- If your property is listed or located in a conservation area, you will need planning approval.
- If you're in an area where Juliets are uncommon, then the likelihood of you needing permission increases. You might be asked to install the balcony at the rear of your property where it is less visible.

What about Building Control?

Building Control officers have to be sure that what is built is safe.

Their verification and sign-off is important for many reasons: first and foremost is safety, but lack of building control approval will seriously complicate any future attempt to sell the property.

Approval of balcony work can be a difficult judgement for the inspector if balcony components have been mixed and matched, or certifications



or structural calculations or drawings are not supplied, or if changes have been made to what is presented in the drawings. Small jobbing builder firms may simply lack the resources to provide this kind of information easily.

We run professional development courses for Building Control inspectors, so we understand their problem. To make life simpler for everyone, and to avoid delays, we provide installers and builders with comprehensive documentation on our products for each installation - effectively a certificate that can simply be passed on to the Building Control officer.

These are well received and make it easy for the checking officer to verify that what exists on site matches the correct design, specifications, components and compliant materials required in the latest building regs.

There are many different standards and regulations, and importantly, Building Control officers will need to verify Conformity to "BS6180:2011- Barriers in and about buildings - Code of practice". Specified within this particular standard are different building usages for balustrades and the relevant loading (pressures) required for each. Building control will want to see confirmation of

compliance to BS6180:2011., and this is part of the information we standardly supply.

In the case of tall balustrades, such as privacy screens or balustrades on tall buildings and in exposed locations, it is important to demonstrate that wind loads have been considered and, where they are the dominant design factor, that the balustrading system is designed to the correct wind loads. We also standardly supply this information.

Are your materials considered suitable to the environment?

If you want your balustrading system to last then the materials and finishes you choose should suit the environment and location of the installation. If your project is in a marine area, ensure in particular that the grade of metal is suitable for that location. Not all stainless steel metals are suitable for marine environments and sometimes it's best to avoid stainless steel altogether.

Choosing low maintenance materials such as anodised aluminium and self-cleaning glass can reduce your

maintenance to a bare minimum. It is recommended to look into the long-term life of any product you choose to use, and to see case studies of these kind of products installed in similar locations to yours, or request reference sites of similar installations.

What are the legal height requirements for railings?

We are often asked what height the requirement is for a balustrade by building regulations. In the United Kingdom this question is answered in BS6180:2011 Barriers in and about buildings:

Internal balustrades and stairs railing height:

For internal balustrades or railings that are used in a single family home on landings or other areas (including stairs) the height required is 0.9 meters (900mm) from where you stand to the top of the handrail.

Exterior balconies, roofs or terraces balustrades height:

For exterior balconies, roofs or terraced areas the required height is 1.1 meters (1100mm) from where you stand to the top of the handrail. ●

Gallery

A selection of Balconette product installations.



› SG12 Frameless Balustrade with Elliptical Handrail



› Aerofoil Balustrade with no posts



› Aerofoil Balustrade internal view



› Hybrid Orbit Balustrade



› Frameless Juliet Balcony



› Frameless Juliet Balcony



› Aerofoil Infinity Screen System



› Orbit Juliet Balcony



› SG12 Frameless surface mounted



› 3 Metre Aerofoil Juliet Balcony



› Orbit Balustrade in Bronze anodised finish

GALLERY



› Curved SG12 Frameless System

Balconette Technical Section

Architects, designers and specifiers need certainty in the products they incorporate into designs. Confidence in the products' technical compatibility and structural capabilities is vital, along with knowledge of whether they are sufficiently flexible to suit specific design requirements.

This detailed information is included in our comprehensive library and knowledge base, available through our website and with the help of our knowledgeable staff.

We have extensive experience working with architects and developers, specifiers, builders, installers, inspectors and, of course, homeowners. We also have a thorough understanding

of the possibilities opened up by state-of-the-art innovations in materials.

This has gradually built into a resource that can spark new ways of incorporating the beauty and light of clear glass into designs.

Our materials overcome many of the limitations presented by traditional materials such as stainless steel, iron and timber. They are more resistant to corrosion and require less in terms of maintenance, painting and cleaning. Our glass can also be supplied with our unique protective coating – BalcoNano® – for longevity and low maintenance.

Our technical department are happy to provide

support and technical advice on subjects relating to design, dimensions, configurations, calculations of loads and stresses, regulatory compliance, fixings and other related areas. An advisor is never more than a quick phone call away.

The following pages show some of the standard technical details and specification of our main product ranges. All technical details are available in electronic format both in PDFs and DWGs.

A tour of our website will provide more information, but we are always pleased to answer your questions by phone, or to arrange a visit to our showroom where you can face to face and hands-on with what we make. ●



- 43 Juliet Balconies**
 Orbit Juliet Balcony System
 Aerofoil Juliet Balcony System
 Orbit Mirror Juliet Balcony System
 Frameless Juliet Balcony System



- 47 Glass Balustrades**
 Orbit Balustrade System
 Orbit Balustrade System (75x66 posts)
 Aerofoil Balustrade System
 Aerofoil Infinity Screen System
 Orbit Privacy Screen
 SG12 Frameless System - (BFFL)
 SG12 Frameless System - (AFFL)

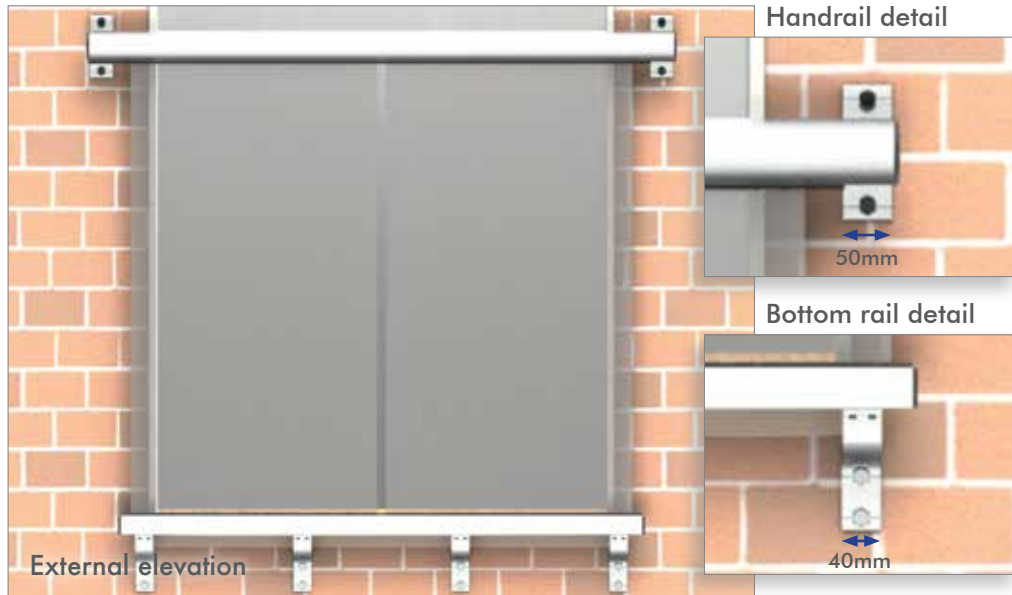


- 54 Commercial Balustrades**
 Milano – Surface Mounted
 Milano – Side Mounted

Orbit Juliet Balcony System

Hybrid®

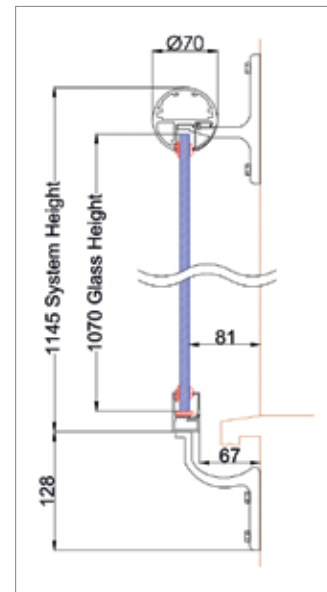
TECHNICAL



Fast-track sizes available
1000mm handrail width
1280mm handrail width
1500mm handrail width
1680mm handrail width
1860mm handrail width
2180mm handrail width
2450mm handrail width
2840mm handrail width
3200mm handrail width
Custom sizes available
Min 800mm handrail width
Max 3400mm handrail width

Glass options
Standard models
10mm clear toughened
Custom models
10mm bronze tint toughened
10mm green tint toughened
10mm grey tint toughened
10mm satin (opaque) toughened
Optional extra (for all glass types)
BalcoNano® self-cleaning coating

Free instant quotes
www.balconette.co.uk



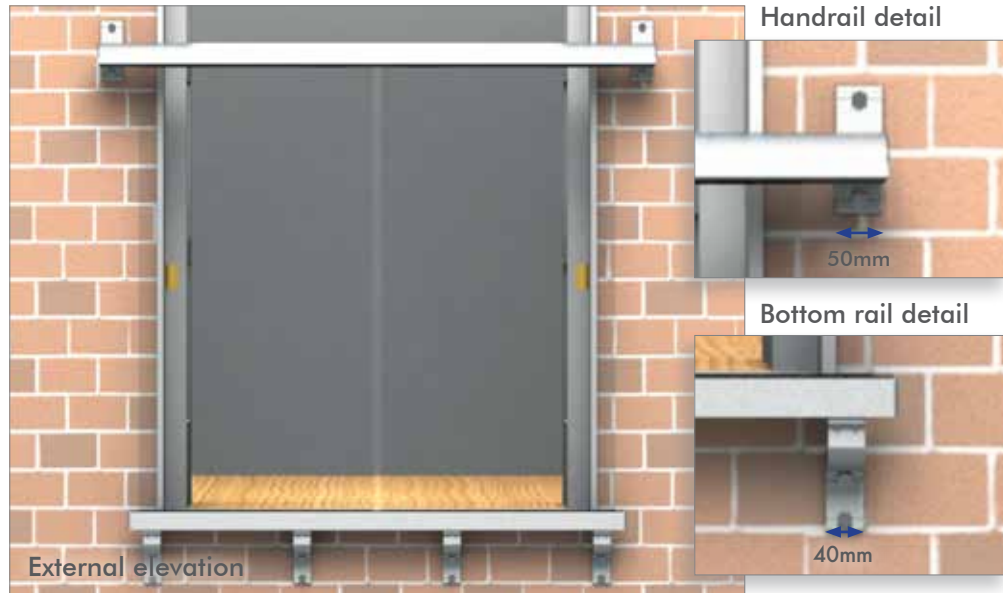
Colour options



Aerofoil Juliet Balcony System

Hybrid®

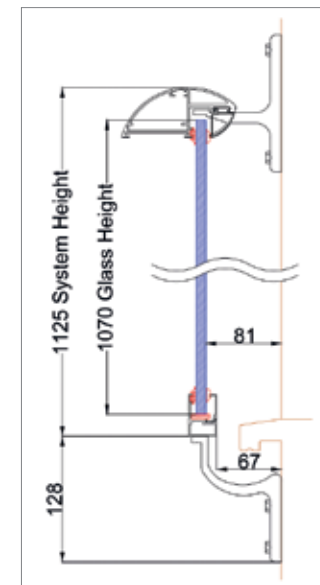
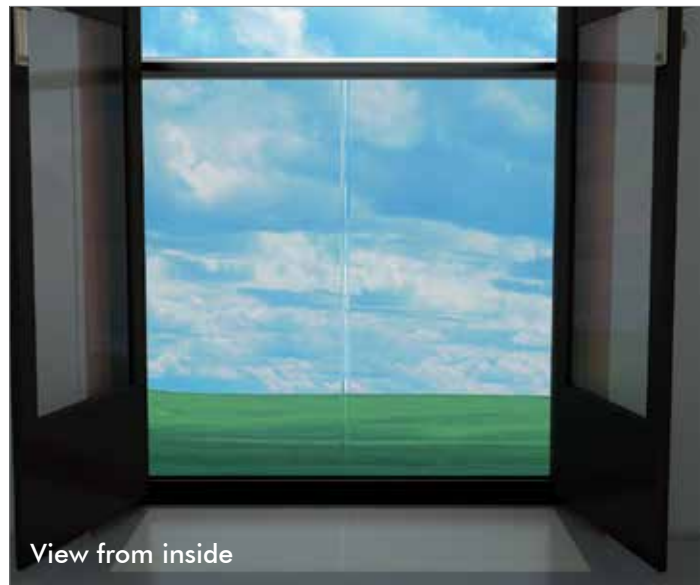
TECHNICAL



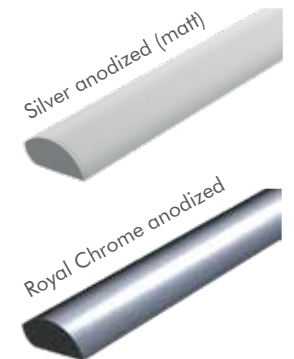
Fast-track sizes available
1000mm handrail width
1280mm handrail width
1500mm handrail width
1680mm handrail width
1860mm handrail width
2180mm handrail width
2450mm handrail width
2840mm handrail width
3200mm handrail width
3560mm handrail width
4000mm handrail width

Custom sizes available
Min 800mm handrail width
Max 4100mm handrail width

Glass options
Standard models
10mm clear toughened
Custom models
10mm bronze tint toughened
10mm green tint toughened
10mm grey tint toughened
10mm satin (opaque) toughened
Optional extra (for all glass types)
BalcoNano® self-cleaning coating



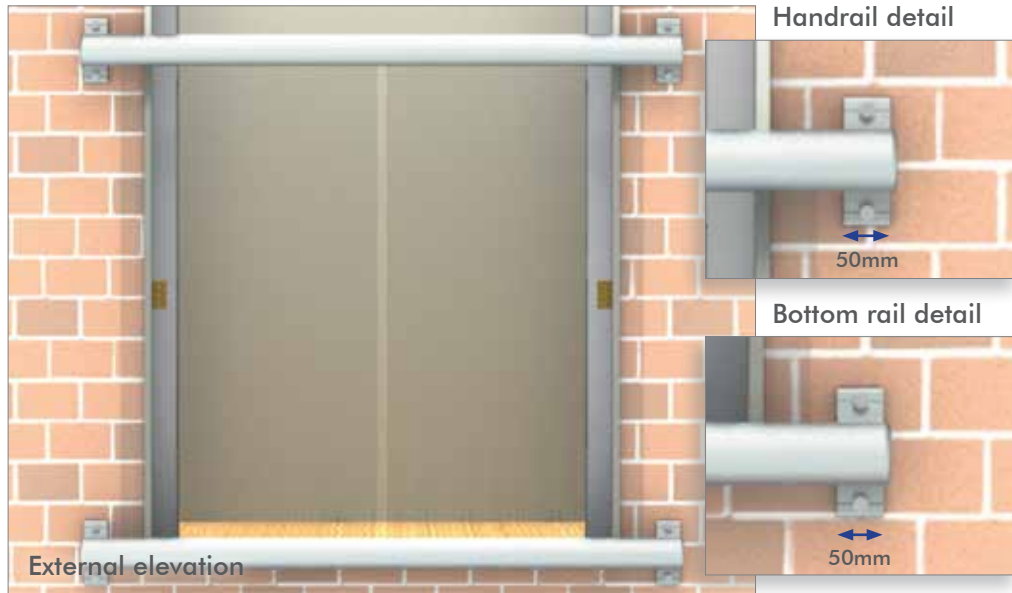
Colour options



Orbit Mirror Juliet Balcony System

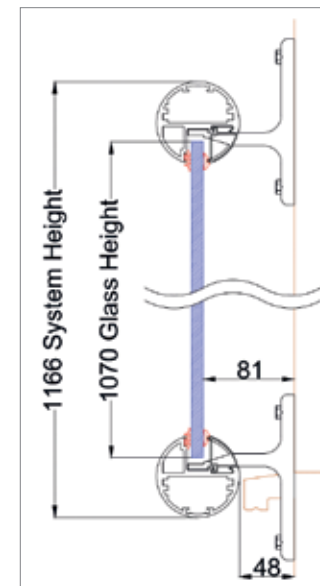
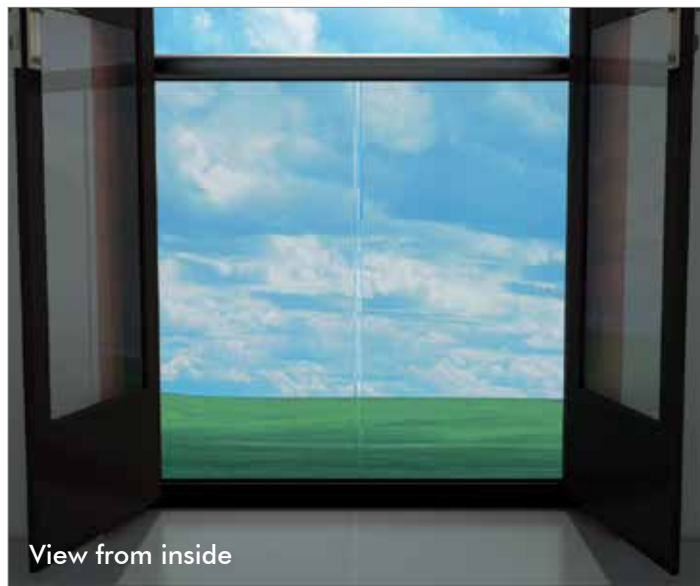
Hybrid®

TECHNICAL



Fast-track sizes available	Glass options
1000mm handrail width	Standard models
1280mm handrail width	10mm clear toughened
1500mm handrail width	Custom models
1680mm handrail width	10mm bronze tint toughened
1860mm handrail width	10mm green tint toughened
2180mm handrail width	10mm grey tint toughened
2450mm handrail width	10mm satin (opaque) toughened
Custom sizes available	Optional extra (for all glass types)
Min 800mm handrail width	BalcoNano® self-cleaning coating
Max 2450mm handrail width	

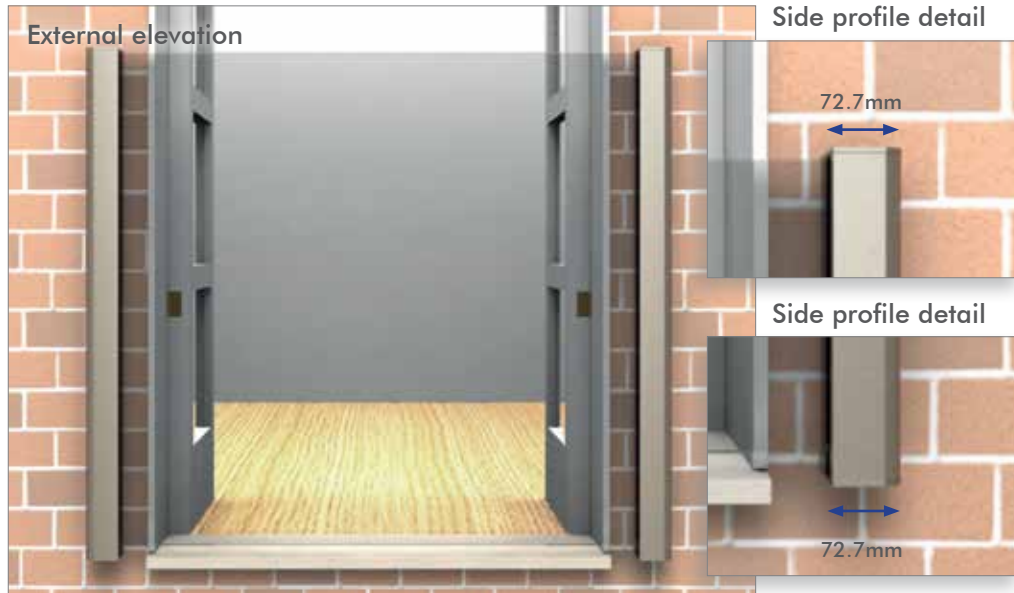
Free instant quotes
www.balconette.co.uk



Colour options

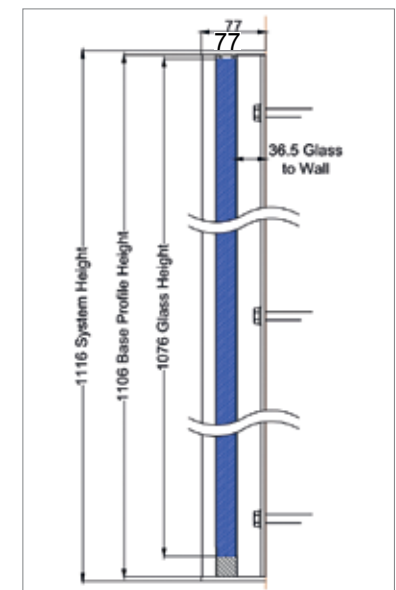


Frameless Juliet Balcony System



Fast-track sizes available	Colour option
1000mm width	Anthracite Grey
1280mm width	Jet Black
1500mm width	Royal Chrome anodized
1680mm width	Glass options
1860mm width	Standard models
2180mm width	21.5mm clear toughened
2450mm width	Custom models
2840mm width	21.5mm clear toughened
3200mm width	Optional extra (for all glass types)
Custom sizes available	BalcoNano® self-cleaning coating
Min 800mm width	
Max 3300mm width	

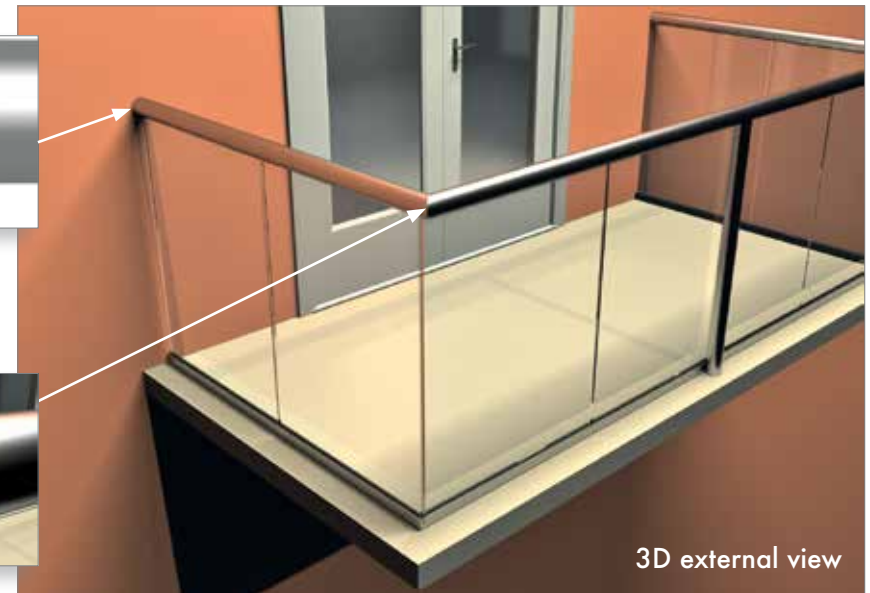
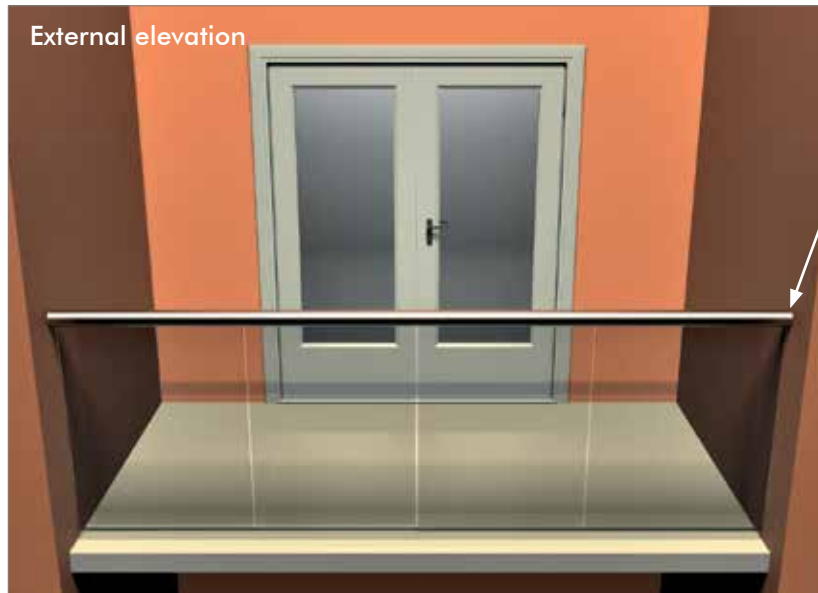
Free instant quotes
www.balconette.co.uk



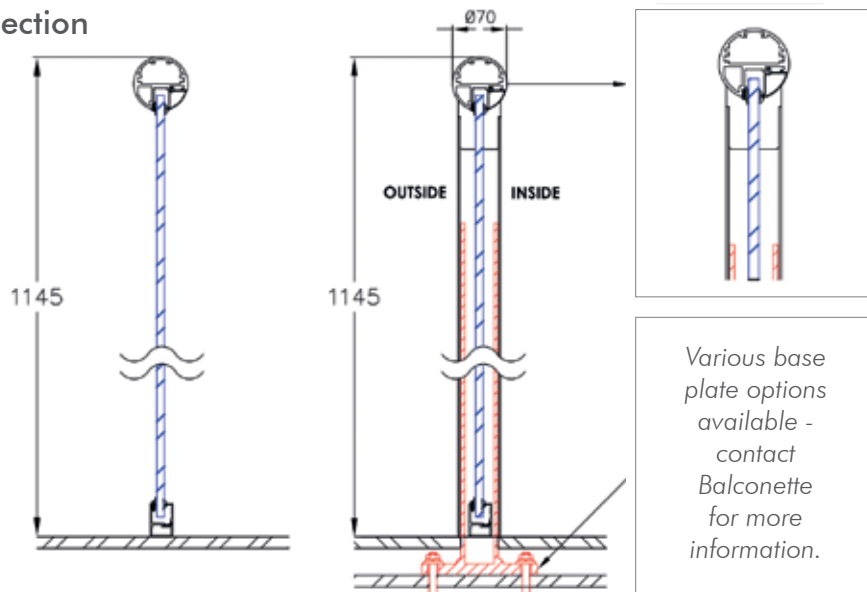
Orbit Balustrade System

Hybrid®

TECHNICAL



Section



Parameters

Max structural length without posts 3300mm
Max post spacing 1900mm

Glass options

- 10mm clear toughened
- 10mm bronze tint toughened
- 10mm green tint toughened
- 10mm grey tint toughened
- 10mm satin (opaque) toughened

10mm satin (opaque) toughened

BalcoNano® self-cleaning coating
Laminated glass options available

Colour options



Free instant quotes
www.balconette.co.uk

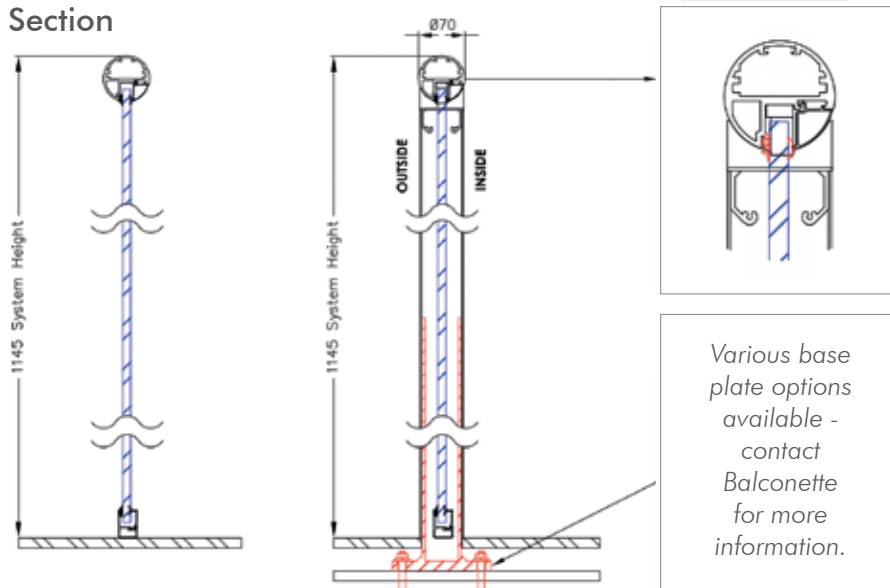
Orbit Balustrade System with 75mm x 66mm posts

Hybrid®

TECHNICAL



Section



Parameters

Max structural length without posts 3300mm
Max post spacing 2700mm

Glass options

10mm clear toughened
10mm green toughened
10mm grey toughened
10mm bronze toughened
10mm satin (opaque) toughened

Optional extras (for all glass types)

BalcoNano® self-cleaning coating
Laminated glass options available

Colour options



Free instant quotes
www.balconette.co.uk

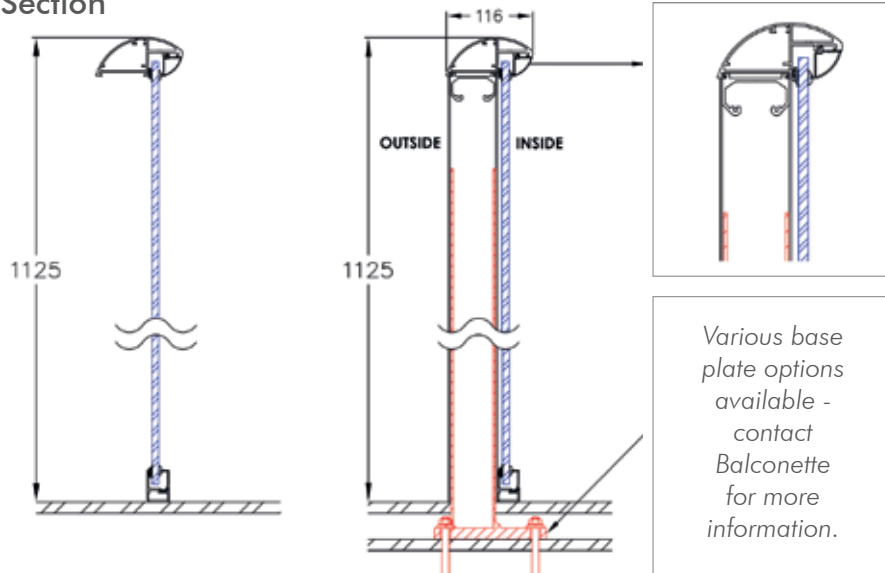
Aerofoil Balustrade System

Hybrid®

TECHNICAL

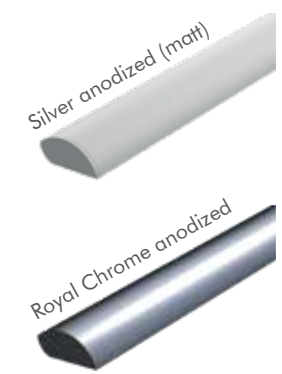


Section



Parameters
Max structural length without posts 4000mm
Max post spacing 2100mm
Glass options
10mm clear toughened
10mm bronze tint toughened
10mm green tint toughened
10mm grey tint toughened
10mm satin (opaque) toughened
Optional extras (for all glass types)
BalcoNano® self-cleaning coating
Laminated glass options available

Colour options

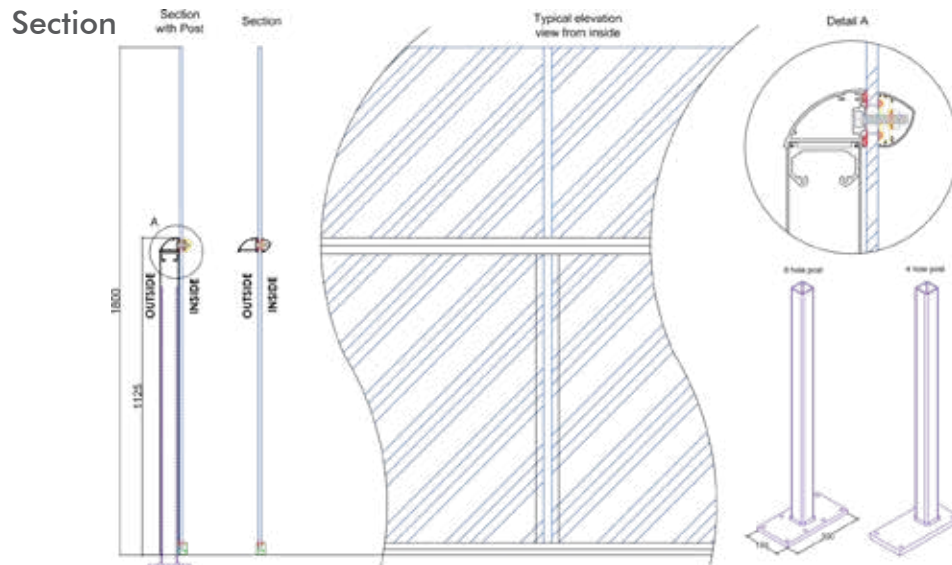


Free instant quotes
www.balconette.co.uk

Aerofoil Infinity Screen System

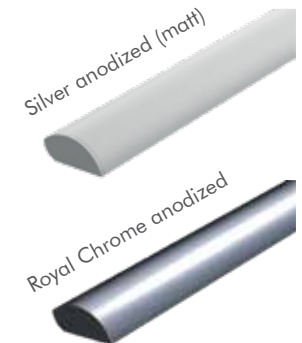
Hybrid®

TECHNICAL



Parameters
Height limits: Max 1800mm
Length limits for normal wind loads: Max 2750mm without posts, 1925mm post spans
Length limits for increased wind loads: Max 2300mm without posts, 1600mm post spans
Colour options: Silver anodised (matt) or Royal Chrome anodised
Glass options: Satinised (opaque), clear or tinted
Optional extra: BalcoNano® self-cleaning coating
Base plate options: 300mm x 150mm with 8 or 4 holes Base plate covers available in Royal Chrome or Silver anodised

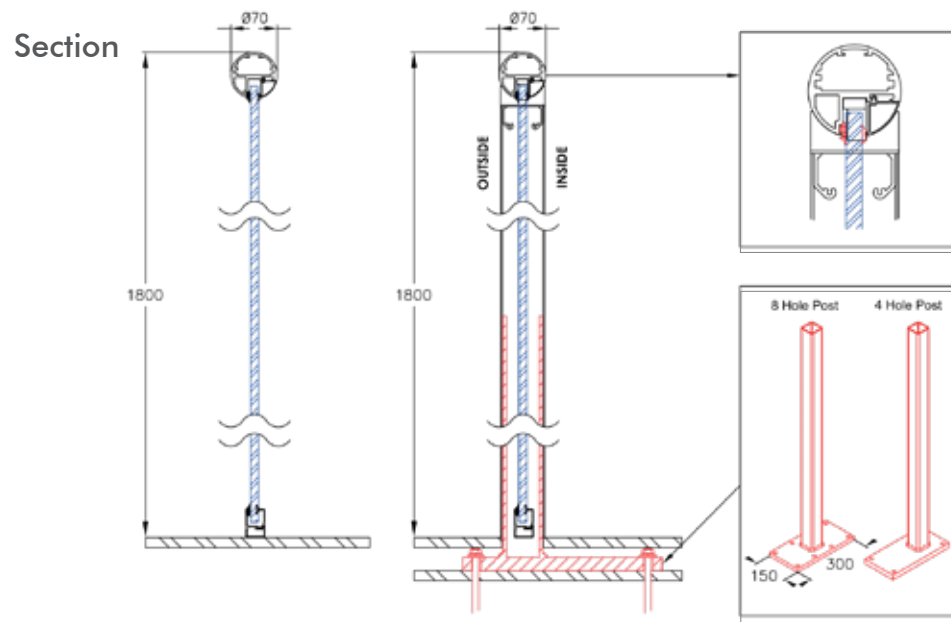
Colour options



Orbit Privacy Screen

Hybrid®

TECHNICAL



Parameters

Height limits: Max 1800mm

Length limits for normal wind loads:
Max 3000mm without posts, 1600mm post spans

Length limits for increased wind loads:
Max 2300mm without posts, 1300mm post spans

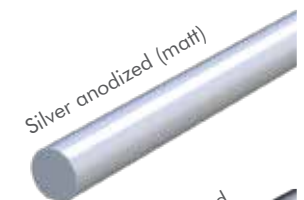
Colour options:
Silver anodised (matt) or Royal Chrome anodised

Glass options: 12mm Opaque Privacy or Clear glass

Optional extra: BalcoNano® self-cleaning coating

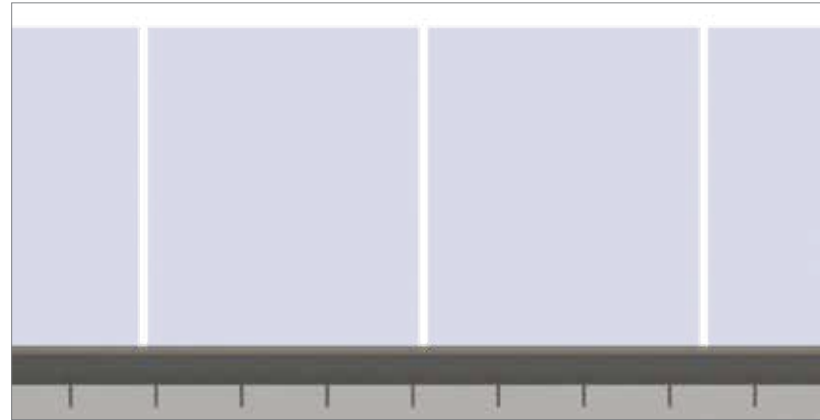
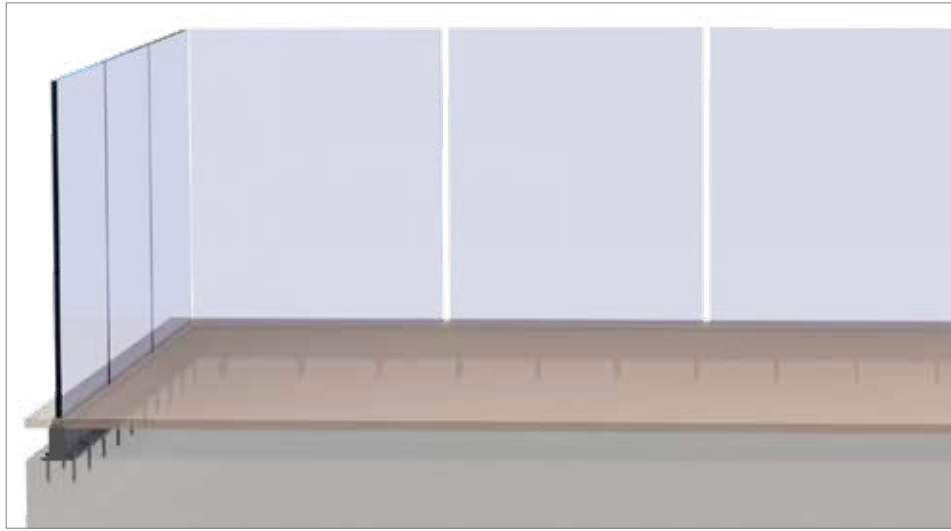
Base plate options: 300mm x 150mm with 8 or 4 holes. Base plate covers available in Royal Chrome or Silver anodised

Colour options

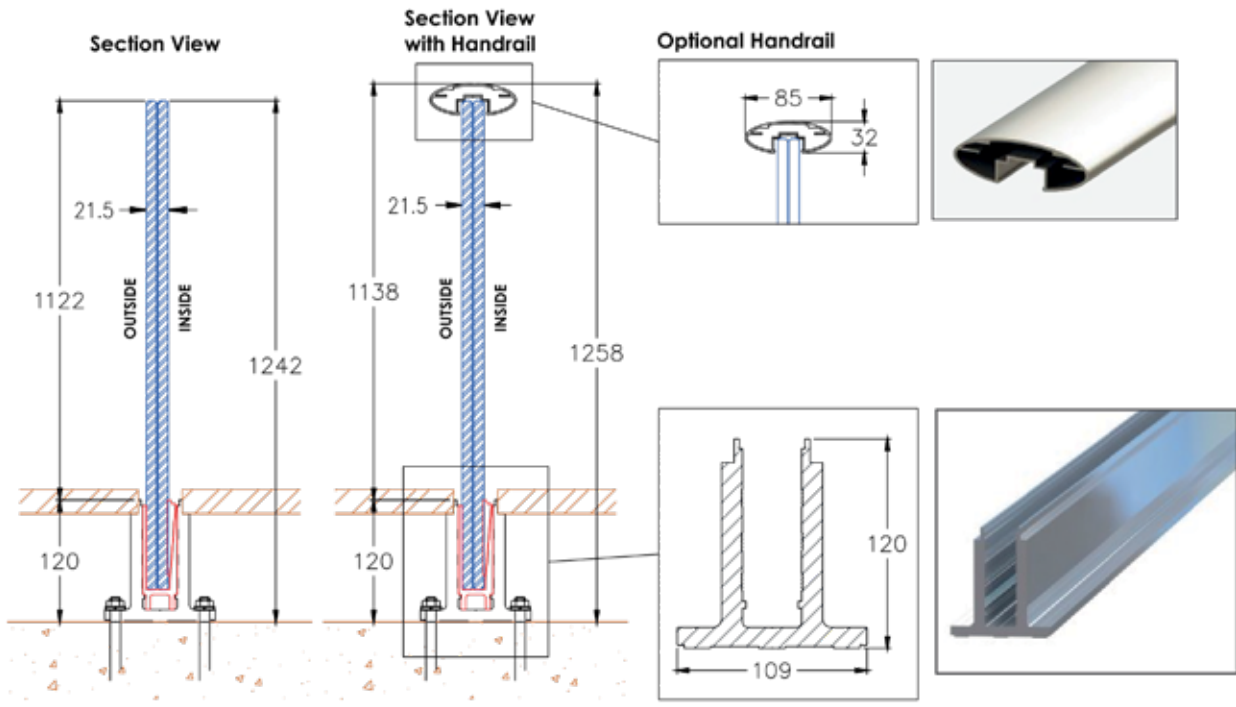


Free instant quotes
www.balconette.co.uk

SG12 Fully Frameless System - recessed below floor



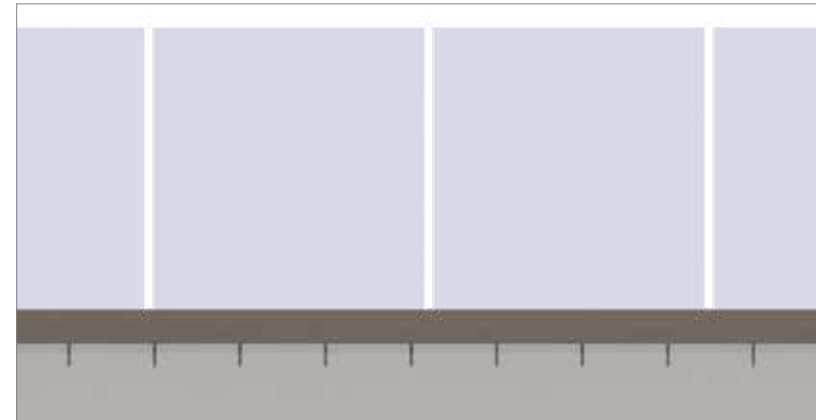
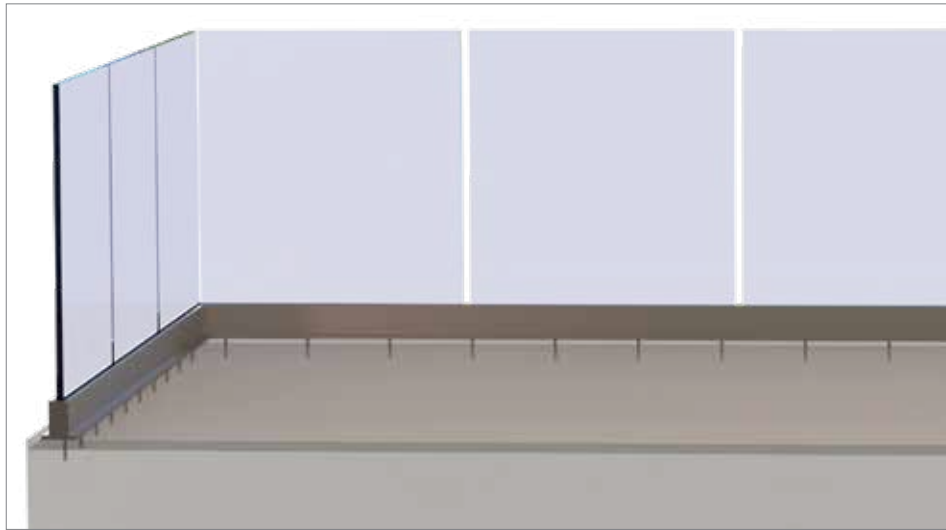
SG12 Fully Frameless Glass Balustrade fixed below finished floor level, with or without a handrail.



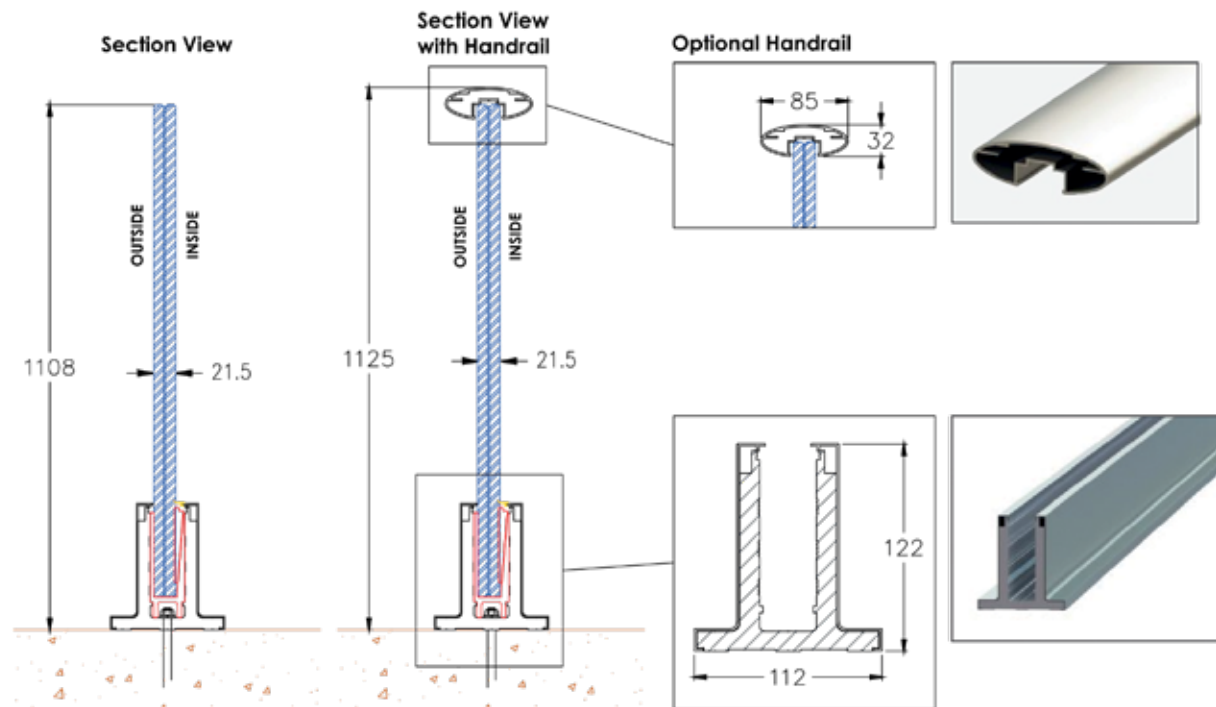
Parameters
Max structural length without posts: unlimited
Handrail colour options
Royal Chrome or Silver anodised
Glass options
21.5mm clear toughened
21.5mm satin (opaque) toughened
Optional extras
BalcoNano® self-cleaning coating

Free instant quotes
www.balconette.co.uk

SG12 Fully Frameless System - surface mounted above floor

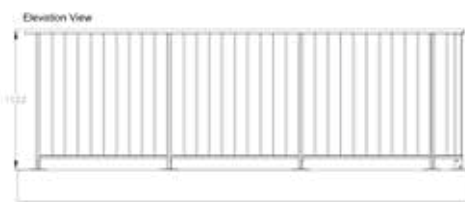


SG12 Fully Frameless Glass Balustrade fixed above finished floor level, with or without a handrail.

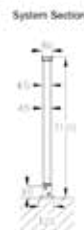
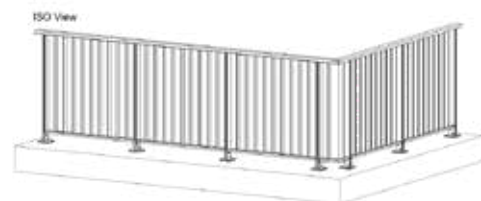


Parameters
Max structural length without posts: unlimited
Handrail colour options
Royal Chrome or Silver anodised
Baserail colour options
Royal Chrome
Silver anodised
Anthracite Grey
Jet Black
Glass options
21.5mm clear toughened
21.5mm satin (opaque) toughened
Optional extras
BalcoNano® self-cleaning coating

Milano - Surface Mounted



Milano - Surface Mounted



Specification

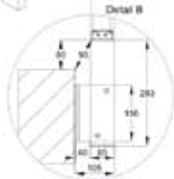
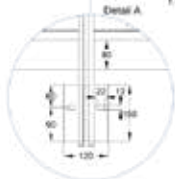
6063 T5 & 6063 T6 extruded aluminium

Colour options

- Royal Chrome Anodised
- Silver Anodised (matt)
- Bronze Anodised (matt)
- White Polyester Powder Coated
- RAL Polyester Powder Coated (MOQ applies)

Free instant quotes
www.balconette.co.uk

Milano - Side Mounted



Milano - Side Mounted



Specification

6063 T5 & 6063 T6 extruded aluminium

Colour options

- Royal Chrome Anodised
- Silver Anodised (matt)
- Bronze Anodised (matt)
- White Polyester Powder Coated
- RAL Polyester Powder Coated (MOQ applies)

Free instant quotes
www.balconette.co.uk

Can Glass Balustrades be used on high rise buildings?

Developers and architects who want to increase quality of life in multi-storey buildings have increasingly turned to balconies and balustrading. Glass balustrades and Juliets are almost always the most popular solution with both designers and occupants.

However there has been some confusion since the publication of new regulations in the wake of the Grenfell disaster. Fire regulations on external facades have been scrutinised and revised and new regulations have been published regarding the use of laminated glass in balustrades and balconies in high rise buildings.

These new regulations have sometimes been viewed in the industry as a “ban” on glass in high rise balconies, with some architects apparently led to believe it is now forbidden. Confusion on the new regulations has turned some designers away from glass balconies and balustrades, with some turning back to vertical steel railings as a substitute.

The truth is that glass balconies and balustrades are most certainly not banned in these settings. For clarity, we explain here what is - and what is not - allowed under the latest regulations.

What are the new regulations?

The regulations initially banned the use of all combustible materials on the external face of buildings at 18 metres height or above. The 18 metres has been further reduced, and regulations now apply to any residential buildings above 11 metres.

Approved Document B - 2019 edition, incorporating 2020 and 2022 amendments (for use in England), states: *‘In buildings that include a ‘residential’*



purpose with a storey 11m or more in height balconies should only contain materials achieving class A1 or A2-s1, d0, except for Seals, gaskets, fixings, sealants etc”.

In order to understand the classifications, it might be helpful if we explain what these letters & numbers actually mean:

- A1** — means “Non-combustible — Will not contribute to the spread of fire at any stage”
- A2** — means “Limited combustibility and contribution to fire - [EN ISO 1716, EN ISO 1182]”
- s1** — means “Emissions absent or very little [EN 13823]” (emissions refers mostly to smoke)
- d0** — means “No burning droplets [EN 13823]”

So how are materials and products checked for compliance?

Several British standards apply, but for simplicity we can state that any product (and all individual materials used as part of that product) used on external facades needs to be classified as either “**A1**” or “**A2-s1, d0**”. Unless the material is already designated and stated as A1 in the standards or material literature/properties, it must be tested to gain this classification.

How is this done or checked?

The product needs to undergo a “Single burning item test” (to EN 13823) & the individual parts a

“Calorific Value test” (to BS EN ISO 1716:2018) or a “Non-combustibility test” (EN ISO 1182).

Then the entire product should obtain a “Classification report according to BS EN 13501-1”

Is laminated glass “banned” under the new regulations?

Standard laminated glasses use an interlayer called PVB (Polyvinyl butyral). This interlayer bonds two glass panels together and is usually between 0.8mm – 1.5mm thickness. Other laminated glass interlayers can be used, including EVA, PET, SGP (Dupont Sentry®) and others.

However, PVB (and all the above-mentioned alternatives) are combustible and cannot pass the tests or classification/s mentioned above. Because of this, some have thought that “Laminated glass” in general has been banned.

There is disagreement and rejection within the industry of a ban on these interlayers. Many glass manufacturers consider it an over-reaction, and view as

ridiculous the suggestion that the interlayer, trapped between two non-combustible glass panels, can be considered non-compliant - particularly when these same glasses and interlayers are accepted for use in windows and doors.

However, regardless of the industry’s view, at the time of writing it remains that laminated glasses using combustible interlayers, such as the above-listed and others, are not allowed to be used in balconies on residential buildings over 11m in height.

What types of glasses can be used?

Some glass types do exist that meet the “A1” or “A2-s1, d0” classifications:

1. Monolithic (single-sheet) toughened glasses such as 10mm, 12mm, 15mm & 19mm are allowed. Some of these are available in clear, satinised (opaque), extra clear, or tinted options. All of these are classified under A1.

2. Laminated toughened glasses that do not use a combustible interlayer are allowed. These interlayers include nano composite silica gel, or a special non-combustible resin, provided they

have passed the “Single burning item test” (to EN 13823) & the “Calorific Value test” (to BS EN ISO 1716:2018) or “Non-combustibility test” (EN ISO 1182).

What types of Glass Balustrades are allowed?

As explained above, all materials used on residential buildings above 11m must use fire compliant materials that are either “A1” or “A2-s1, d0”. Glass balustrades need to be able to show that the product in its entirety can meet this requirement, and should have a Classification report according to BS EN 13501-1.

Balconette offer Glass Balustrade products that fully comply to current fire regulations:

Balconette products approved for High-rise use

- Hybrid® Aerofoil system
- Hybrid® Orbit system
- Hybrid® Juliet Balcony systems
- Hybrid® Aerofoil infinity Privacy screen system
- SG12 Structural glass

Building control and compliance certificates

Balconette supplies products complete with all the parts and components in a “ready to install” condition. All metal work is cut to size, all parts and elements are finished/machined and complete. This allows us to supply each product with a Building Control Compliance Certificate.

The certificate identifies the balustrade/Juliet balcony, its specific drawings, and details, covers the structural elements of the balustrades and, where the glass type chosen is compliant, includes a fire rating Classification report according to BS EN 13501-1.

Summary:

Glass balustrades are certainly a viable option when it comes to high rise buildings and can be widely used.

Only systems that can meet the regulations, and that have a Classification report according to BS EN 13501-1 should be used.

For more details and prices please get in touch with our specialists. ●

Glass corrosion – can anything be done?

Build-up of grime and salt deposits, if not removed, can attack the transparent surface of glass turning it opaque. So why don't we do more to look after this often-neglected material which is essential for our well-being, when protective solutions are readily available?

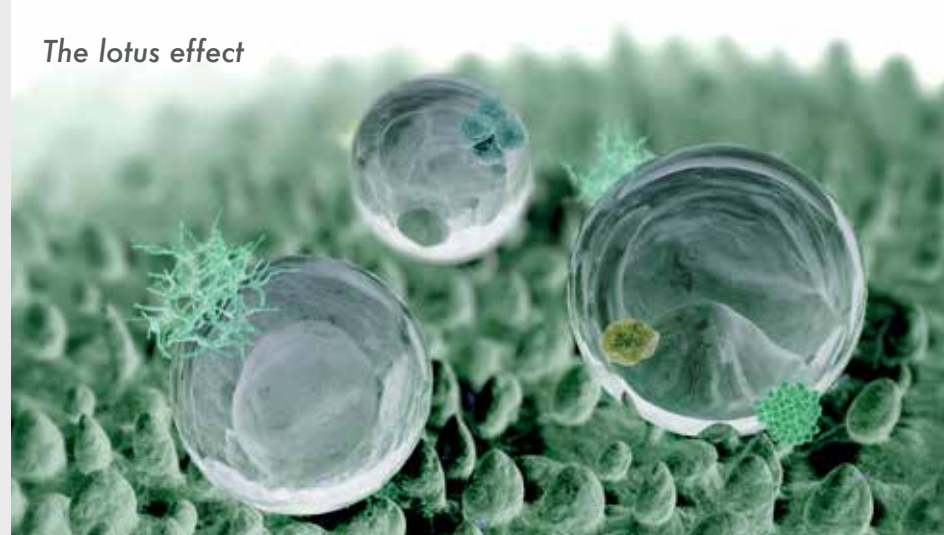
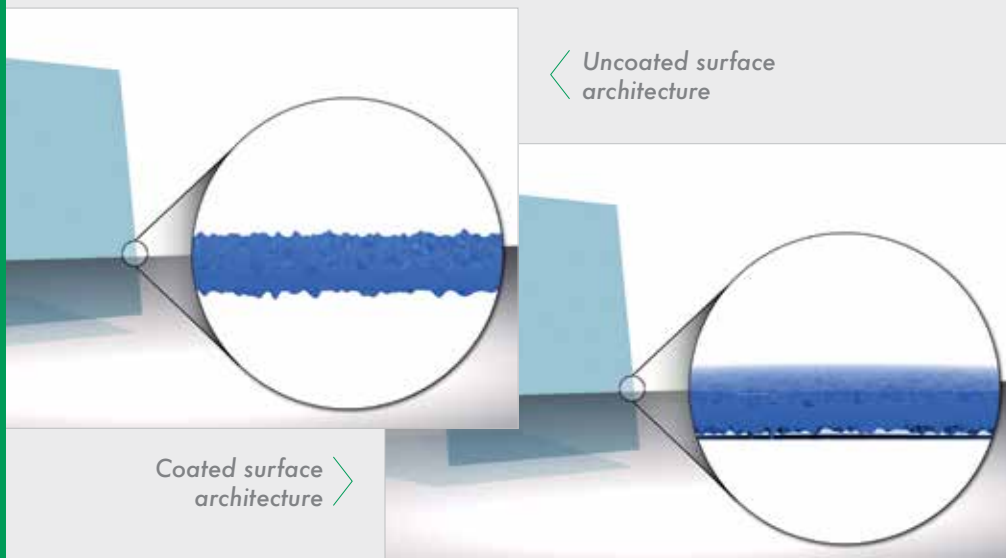
Have you ever experienced glass stains or streaks on glass that, no matter how hard you try to clean them, just will not budge? Why do shower enclosures get dirtier and more opaque over time? Why does it seem impossible to remove finger prints from sandblasted glass?

Although glass may seem to have a

smooth surface, the microscopic surface topography of glass is actually uneven and pitted with peaks and valleys. This surface architecture is the hidden reason behind many glass-related problems. ●

“Build-up of grime and salt deposits, if not removed, can attack the transparent surface of glass turning it opaque.”

To understand this problem we need to zoom into the surface of glass.



The lotus effect

The solution – BalcoNano® advanced glass protection

Inspired by the lotus leaf's self-cleaning technology, we have created a unique and very durable coating for glass that actually transforms the surface architecture of glass, turning it from a hydrophilic (water-attracting) into a hydrophobic (water-repelling) surface.

How BalcoNano® advanced glass protection works

At only 20 nm (nanometre) thick, BalcoNano® works at the nano-scale level – a nanometre is one billionth of a metre or one millionth of a millimetre (1 millimetre = 1,000,000 nanometres).

The BalcoNano® coating forms a hard, clear and super-smooth surface on the glass, covering entirely these problematic pits, peaks and valleys of the underlying glass surface. It transforms the surface into

one that is charged and water-repellent. Water that now comes into contact with the coated glass will not have access to the pits and valleys; water will sit high on the surface and the droplets will tend to curl up and quickly roll away.

Dirt, grime, calcium and other deposits will not be able to embed themselves into the surface and will wash away easily. Teflon is a good comparison. Just as Teflon protects the underlying metal on a frying pan, so BalcoNano® protects the underlying glass surface. ●

“Eco-friendly & pocket-friendly, Balconano® eliminates the need for harsh chemical cleaners.”

How much does a glass balustrade cost?

What will a glass balustrade cost me?

Balconies bring you light and air. Walk-on balconies in particular create a favourite summer space for entertaining, or for simply enjoying the view. Any balcony adds to the quality of life. Estate agents know they also provide unique 'kerb appeal' when the time comes to sell.

If you are considering balustrade options, you'll need some guidelines on what you can expect to pay for the different types - and an idea about what ongoing costs might be involved.

You might start by browsing websites such as ours, and getting an idea of the look you want. We provide two styles of corrosion-resistant aluminium handrail, and a fully frameless style.

Where space permits, an external walk-on balcony expands your higher-level space. It is a particularly desirable feature for future resale: research suggests a balcony can raise a home's value by as much as 12%.

Alternatively, a Juliet balcony will suit smaller spaces, while still opening up those all-important views.

Modern glass balconies such as ours are clear long-term winners as they require virtually no maintenance.

Our website provides tools for online design and pricing. You can also arrange a face to face consultation with one of our Registered Partner Outlets, or at our main showroom in Surrey (not far from Gatwick Airport).

Getting 'hands-on' with the handrails and glass options gives a real idea of the quality, practicality and aesthetics of our materials and designs. The components are sturdy and durable, finely machined to precise tolerances to provide a perfect fit.

What are my Installation options?

You have 3 main options for installation:

1 A local builder or tradesman

Personal recommendations and vetting service such as Checkatrade or MyBuilder can help to identify competent installers in your area. In addition to our in house technical team, all our products are backed up by comprehensive online video and written instructions, so skilled tradesmen with experience in windows, glazing and conservatories can be expected to successfully carry out your installation.

2 Self-installation

Doing it yourself is the cheapest option, and it leaves you to do the job in your own time. Our online videos and downloadable illustrated guides should answer most questions. You will need to source some items and materials such as fixings and cleaning materials.



It is important to have a realistic understanding of the weight of glass panels, and the safety implications of working above ground. You will need to have appropriate equipment available. Installations in almost every case will require more than one pair of hands.

3 Our national network of Registered Partners or Installers

A recommended option is to use a nearby installer who has a proven track record with Balconette products. Their familiarity with our products will often result in speed (and therefore cost) savings.

You can buy our products through our Affiliates, Outlets and Partners, or directly from us. We will happily give you details of registered installers in your area.

Registered installers have plenty of experience with our products, so they can provide tailor-made solutions with fine-tuned adjustments, and easily source the best fixings for our products.

What is a rule of thumb for installation costs?

Installers may charge in different ways, and will usually take into account other factors such as distance, accessibility, and additional work they are doing on site.

All installation costs, no matter how small the job, will be subject to minimum daily rates or install charges. For example a small balustrade run of two metres would still require at least half a day's labour, akin to a call-out fee.

A first visit is usually required for a site survey, then prior to the installation visit, some time may be needed to source install materials and fixings.

Travel costs and accommodations, where needed, will usually be itemised separately.

An easy approximation of installation costs, only to be used as a very general rule of thumb, can be made by calculating a percentage of the full purchase price of the products.

The cost of a professional install will usually be in the region of 30-40% of the cost of the system.



How do tradesmen calculate quotations?

Installers might offer a fixed priced, or simply charge for time. In either case, they will usually reach a final quotation using one of these methods:

1 Per-metre charging:

Some installers prefer to charge based on a per metre basis for Balustrade installations, with extras and allowances for preparing the site and tailoring plans and measurements.

Typical costs for our systems using this calculation may be £95 - £115 per metre for our Hybrid Glass Balustrade systems, Aerofoil and Orbit.

Our Frameless SG12 system is heavier and more complex with thicker laminated glass. Installation prices could typically range around £120 per metre and above.

2 Flat day rate:

Many installers offer a simple flat day rate, with preparations, install materials and clean-up costs incorporated.

A typical day rate for a team of two fitters who come to your property, complete an initial site survey (often charged separately), source the perfect fixings for your balustrade system, and install (and perhaps remove and clean-up existing fixed furniture) could come to about £800 - £1000 + VAT for 8 hours on site.

There may be small additional charges to cover clearing the site, fixing products, and equipment delivery.

3 All-inclusive pricing

Our Orbit and Aerofoil Juliet glass balconies are generally the easiest of our products to install. They are affordable to fit at typically around £350 - £500 for the first, and often at a reduced rate for further similar sized balconies. Above two metres in size there may be an extra cost applied at £70 - £85 or more.

Mounting of Juliet balconies requires interior and external access, so hire of scaffolding, a tower, genie lift or cherry picker platform will be reflected in your price.

Frameless Juliets installation costs are higher as they are heavier, harder to manoeuvre, and require more manpower (3 workers or more). An experienced builder would be likely to charge at least £500-£600, depending on the dimensions, plus equipment hire.

Will it cost more for a complex installation?

More complex systems such as curved balustrades take longer to install, with time needed for marking out the exact layout of the run of glass before assembling and emplacing base rails and handrails. Also, some sites have limited or difficult access and working space. You can expect these factors to be reflected in the price.

Are there additional costs?

You may see itemised charges in addition to the actual installation costs - although some builders prefer to simply include them in their basic quote. Either way, the installer will want to make sure that your final quotation covers his costs. These often include:

Site surveys:

Most installers will ask you to pay for an initial site survey or include this in their quotation. Surveyors would come to the property, measure up, and produce working plans to design and produce the balcony/balustrade you want. Tradesmen will also need this to correctly assess materials, dimensions, and feasibility. A typical survey amount would be in the region of £200 - £400.

Overnight costs / site stays:

If your installer needs to arrange overnight accommodations this will be included in your costs, along with travel time.

Travel time charges will vary, but £30/hour per man is normal, along with inexpensive (ie: not luxury) hotel costs.

If the site is within an area where parking is difficult, or requires parking permits, or within a congestion charge area, these supplementary expenses will be factored into mileage and transport estimates.

Clean up and recycling:

An installer's final onsite steps are to clean up packaging, working materials and detritus from construction. Disposing of such waste items in an environmentally friendly manner, such as recycling the cardboard and wooden pallets that protect the products can incur extra costs. If a skip has been needed onsite, it will need to be booked into a slot at a waste and recycling centre. These factors sometimes involve extra costs for returning to the site for collection, or for off-site storage pending environmentally sound disposal. ●



Balconette partner and affiliate programmes

How does Balconette work with builders, installers and others in the trade?

Over time we have been able to build an extensive network of trusted installation companies covering most of the UK. These are referred to as Registered Partners, Outlets, Registered Installers, and Affiliates (depending on services offered to the public).

Our customer's want to be able to talk to local companies with training and experience in our products, and who we ourselves trust to do a good job.

The network is constantly growing, and we encourage applications from trade customers.

We provide our affiliates with top-quality service, product training, a stable point of contact, and admin backup - in addition to our trade rates, and the very best balustrading products available.

First and foremost, it's about service, and we ensure that our service matches the top-quality products. Your business and success are important to us, we make sure Balconette Trade Affiliates are able to build their business on the back of our top level service, abilities and quality products.

Trade Affiliates benefits:

- Online Trade Account with all order details, invoices, drawings, warranties, instructions etc displayed. Ability to view all Quotes, Orders, and Invoices in personalised Account area
- Trade Discounts and Online discount — Online discount, includes all orders placed online, Juliets, Balustrades and 3d module basic package
- Ability to accurately design balustrades via an online 3D balustrade designer tool
- Training for 3D designer tool for online ordering
- Priority service — with faster lead times
- Special "Fast track" rate for trade customers
- The opportunity to open a credit trade account
- A dedicated account manager, in charge of their account: their ambassador at Balconette for anything needed
- Manufactured products, fully designed, fit for purpose, requiring only assembly and installation on site
- Backed by our full factory team and quality R & D
- All items ready to install: no need to cut or saw anything on site
- All components sourced from one place. No need to search for profiles, parts, glass etc., from different suppliers, no worries about compatibility
- Training on Balconette product installations always available through online video and written downloads, plus occasional seminars at Balconette and personal advice from our engineers if needed
- Online Product Knowledge training on Balconette's range of products
- Acknowledgement as trusted representatives of the Balconette brand - the best name in balustrades
- Your company details and credentials provided to customers buying products direct from us

What the levels of Trade Affiliate programmes?

We value and reward customer continuity, in everyone's interests. Trade Affiliate status is awarded to returning trade customers who see tangible benefits of doing repeat business with Balconette.

If you use or supply glass balustrades as part of your business or offering - whether it's part of the loft conversions you build, the houses, or renovations you undertake, and whether it's occasional or regular work for you - becoming a Balconette Trade Affiliate could enhance both your business offering and technical expertise.

Different statuses are determined based on company size and product offerings - including Registered Partners, Outlets, Registered Installers and Affiliates.

New trade customers usually begin as affiliates, and are then able to grow into higher statuses, which include such things as customised sales materials and assistance, product sample installations, portable display cases and additional financial rewards.

Part of our intention is to help trade professionals to transform their client's concepts into completed designs, based on our innovative products and seamless design

and production facilities. Modern technology allows us to do this seamlessly, faster and at a cost-effective price.

What are the financial benefits?

We provide affiliates with a personalised trade account customised to individual needs and requirements. This can include bespoke credit limit and payment terms which allow trade customers to order products without an upfront payment on a pre-agreed payment plan.

All quotes, orders, and invoices in a personal account area on our website, accessible at any time. This includes a detailed history of quotes, orders and invoices and means installers can be untroubled about losing separate pieces of paper or keeping an independent record of jobs.

What design support is available?

Affiliate membership includes unlimited access to our online 3D designer tool, with guidance on how to make full use of it.

Once confident in use of the tool, affiliates can create made-to-order balustrades to suit the precise needs of their client, without any assistance from our technical team. Our prices for such orders are reduced accordingly.

Users will also be able to download PDFs of section and elevation drawings of their designs containing all the system's dimensions and measurements, for use in everything from planning applications to site instructions. These drawings remain available for future download through your account log-in.

Online training is available for the 3D designer tool through our Balconette University.

What is your Fast track manufacturing system?

Faster manufacturing is an additional benefit of our online 3D designer tool. The ordering process allows trade customers to approve their own drawings and cuts out the need for questionnaires, technical discussions, and going back and forth with drawing revisions. Once the trade customer approves and orders their own drawings, the order bypasses the technical department and is sent directly to the manufacturing team to build your vision.

How quickly can you do deliveries?

Delivery options and costs are listed on our ordering system, and you can choose the most suitable option. Options range from self-collection

to our premium direct delivery (a specific timeslot assigned to a single driver, directly to your property).

Do you offer product knowledge training?

We hope you will want to know more about our product range, that you will become expert at presenting our products to potential customers. Tutorials and training sessions are available on our website to help you become an expert on all things balustrading. Trade customers can also get ongoing advice, assistance and technical support from our team.

To apply for a Trade Account simply go to:

www.balconette.co.uk/join



Join Balconette's National Registered Partners Programme

We operate a growing Registered Partners Programme throughout the UK, stretching from Cornwall to North Scotland.

Our approach is to develop long-term partnerships with trade customers who sign up to our Registered Partners Programme. The comprehensive support package includes training, product discounts, referral of enquiries and dedicated literature to help close sales, as well as installation advice.

"We are always looking for professionals that we can collaborate



with and recommend as potential local partners of our products to clients in their areas," says Effi Wolff, Balconette's Founder.

"Our expanding network has helped to open up new sales opportunities for window, door and home improvement companies as well as installers and builders involved in all types of fenestration, refurbishment and improvement projects."

Our Registered Partners can offer clients a full service, from initial site surveys, design and drawings through to final installation, ensuring complete customer satisfaction from start to finish.

For Aberdeenshire based joiner Simon Elms, becoming a Balconette Registered Partner has added sales and given his business a new dimension with mutual benefits. He signed up having been impressed with the Balconette glass and



aluminium balustrading system he installed for a client.

"I've used a number of balustrading systems and the Balconette one is certainly a good quality product that sells - and at a very competitive price. Decking systems frequently need a secure barrier and adding the Balconette range has given me another 'string to my bow'," says Simon.

"It has opened up opportunities for more work; for example, architects are asking me to quote for installation projects having been referred to me through Balconette. In turn, I'm introducing more people to them so there are definitely reciprocal benefits," he adds.

Welding and fabrication business owner Alan Snowden, who joined as a Registered Partner for the South West, is convinced of the benefits. He says: *"I get quite a few leads from Balconette; they're a great team with really good*

products that look sleek and are easy to install."

He adds: *"The anodised aluminium handrail does not rust, so is perfectly suited to the coastal climate here. Clients also like the post-less system that keeps clear views. They all choose the self-cleaning glass coating too, as it enhances the products' low-maintenance."*

Joining the programme has helped to grow Simon Ritchie's Tunbridge Wells-based Construction Company. They comment: *"It's definitely added an extra element to our business and the products are easy to install. It's the best balustrading system available, in my opinion, which is why we find it easy to sell to our customers."* ●

To learn more about Balconette's Registered Partners programme and of upcoming Partner events, call or email us at partners@balconette.co.uk

Balconette: it's all about the customer

Balconette's headquarters include our comprehensive Research and Design facility, our Manufacturing and Warehousing buildings, Shipping area, Admin offices and our Showroom.

Our site is located on the main A22 Eastbourne Road, close to the M25 and M23. Our floor space has expanded constantly since the company first occupied it in 2010, after outgrowing previous addresses in two nearby towns. We now occupy some 40,000 sq ft.

Year-on-year growth for the company has run at between 10 and 20% since the early 2000's. Production output, turnover, square footage and staffing levels have all remained closely in step.

Rising demand for glass products in the building industry and an excellent reputation amongst our customer base have enabled the company to build a strong position.

Since our early days we have focused on our core production: providing high quality glass balustrading products, formed into attractive, innovative, durable designs. We maintain a guiding principle that our products remain practical for end users and the trades who install them.

Balconette products regularly feature in prestigious projects, including flagship apartment, commercial and public developments. At the same time, our balustrades and Juliet balconies are popular with specialist installation companies, builders, and self-builders.

A balance of aesthetics and

practicality is achieved through a design process that includes input from installers at an early stage, along with testing in the real world. Continued feedback from our different these user groups is a vital part of our production process.

We continue this approach through a comprehensive provision of

interactive product information, both online and in print, to make design and ordering easier. Product buyers are also provided with easy-access installation materials in the form of written, illustrated and video guides and tutorials that clearly explain and show every step of preparation and installation of each of our products.



3D Online Design Tool

Our online 3D Balustrade Designer tool allows customers to undertake preparatory work, obtain a base price and see a 360-degree visualisation of how their glass balustrading will look once installed.

Where customers are confident in use of the tool it can also be used to complete the entire ordering and purchase process, allowing for reduced prices to reflect the time saved for manual intervention by our design staff.

The tool is simple to use and produces instant quotes. Details such as dimensions, balustrade style, glass type and colour finish can be input, to enable almost unlimited comparison of possibilities, and well-informed decisions.



Product Ambassadors

Happy customers are a hallmark of any company's success. Some of our customers agree to act as our Ambassadors, giving prospective buyers the chance to see one of our installations in a real home.

"It is a great measure of our customers' satisfaction in that our Ambassadors welcome visitors to their homes to view their Balconette installation. Likewise, we have also developed an online 360-degree virtual experience of a variety of installations to give prospective customers a real feel of how Balconette's products look once installed" comments Effi Wolff, Balconette's Founder.

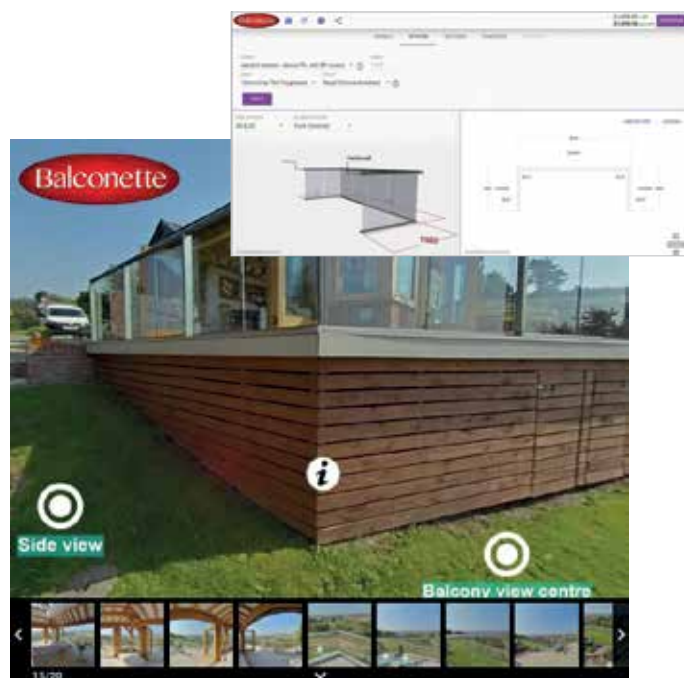
"Customer feedback is an essential tool for any business, as well as a useful guide for prospective new customers. We use customer's feedback to improve our products and service. No one is perfect and we don't always get it 100% right, however we never stop listening and learning how we can improve. All customer service issues are handled by our highly qualified Quality Department. We have achieved the Feefo Gold Trusted Service award now for 3 years in a row with over 700 customer reviews that average 4.8 out of 5 stars," he adds.



Italian style

Our Milano steel balustrades offer a counterpoint to our glass products, and fill the gaps where glass can't be used. The metal railings system, Milano, offers options for surface or side-mounting and reflects an understated Italian design flair.

The Milano system has our standard high level of product quality and durability, with rigorous testing to meet and exceed the relevant building standards. Installation is also made simple, and the system is built around our trademark low maintenance.



Continuing innovation

Our manufacturing facilities include specialist tools and machinery, such as an in-house aluminium bending facility that allows for curved and bespoke shapes on all types of building design.

It is now usual for sellers of products in our categories to buy from large trade-only suppliers, effectively just adding branding to off-the-shelf products. We make our own, and maintain a highly qualified research and development staff to push the boundaries of what is possible.

Our testing process includes use of fully-equipped rigs, on-site, to measure such things as wind-loading resistance, structural stability, weathering, and fixing strengths.

“With a reputation for innovation, Balconette is one of the UK’s leading specialist solution providers of quality, aesthetically-stunning glass balustrades, Juliet balconies and privacy screens.”

These facilities have led us to become one of the country’s leading specialists in our field. Our sustained investment in product development over many years has created technically advanced and unique proprietary systems. These deliver spectacular, design-led results.

We are probably unique amongst British suppliers in having such a complete manufacturing setup and being able to produce everything in-house. Consequently we have full control over quality control and are able to respond very quickly to customer demands.

Training - of our own staff and of external installers - is another important aspect of our quality assurance. For that reason we have separate training rooms on site where both the theory and practice of proper use of our products is taught. Further, we also run external seminars for professionals in architecture, building regulations oversight and installation.

This is particularly relevant when bespoke items are specified by architects, contractors, developers, home improvers and self-builders.



Our history

Founder Effi Wolff started the company in 2004, having grown up in and around a family business based abroad that specialised in glass and aluminium products. From an early age he learned every aspect of the business from the ground up, from aluminium bending to installations to CAD design.

Many architects and designers were among early customers as there were few products offering the same mix of practicality and simplicity of design. Feature balconies and balustrading in glass at the time tended to be limited, and often very highly priced.

Balconette were able to offer the best of both worlds and over the next years were able to develop standard product lines suitable for most customers’ requirements. This made them achievable luxuries for smaller builders and, with clever production design, more suitable for less experienced installers and self-builders.

Words like ‘minimalist’, ‘simple’ and ‘clean’ are among the most common words used by buyers to describe the current product range. ‘Ease of installation’ is added by the trades responsible for installation. ●



Balconette

01342 410411
sales@balconette.co.uk
www.balconette.co.uk

Balconette, Unit 6
Systems House
Eastbourne Road
Blindley Heath
Surrey, RH7 6JP

Balconette is a trading name of
Balcony Systems Solutions Ltd.
© 2023. All Rights Reserved.

