



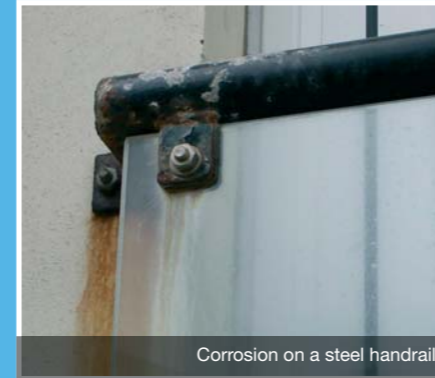
BALCONY SOLUTION

for Irish market



Balustrading specialist Balcony Systems Ltd has successfully launched its no-maintenance, affordable glass and aluminium balcony solutions to the Irish market with the appointment of Northern Ireland-based Senator Windows as its sole distributor for the island.

Offering creative design opportunities for both straight and curved glass balconies, as well as Juliette glass balconies, the system offers an innovative and aesthetic alternative to traditional bars and railings that obscure views to the outside.



Corrosion on a steel handrail

Crucially, for properties in coastal areas exposed to the harsh salty elements, its excellent corrosion-resistance removes the need for regular time-consuming and costly maintenance. An additional benefit is that glass balustrading offers balcony users protection from the wind, enabling them to enjoy the views in comfort - a key selling point for the Northern Irish climate.

Commenting on local trends, Gordon Hemphill, Senator's Managing Director explains: "Being new to Ireland, the Balcony system is meeting current design trends that favour increased light in new properties, particularly for apartments and luxury homes. As a result, we have been nominated by a number of local architects and developers who recognise its suitability

for these property styles, as well as its ability to withstand the rigours of our climate."

The close working relationship between Balcony and Senator ensures any technical or ordering queries are resolved efficiently and professionally. From his Coleraine base and with more than 30 years experience in the window industry, Gordon is well-placed to carry out surveys and liaises with clients on their individual balustrading solutions, from a single glass Juliette balcony to more complex or curved designs.

"Balcony's support is second-to-none, so nothing is ever a problem," continues Gordon. "Feedback from clients on the product has been fantastic; everyone loves it. Instead of looking at the balcony, they can see through it and, of course, that is a big bonus for enjoyment of the scenery."

Looking to the future, Gordon predicts refurbishment of existing balconies will be a growing market, particularly around the popular resort areas of Portrush, Portmore and Portstewart where the balustrading materials on some recently-built holiday



homes and apartments are already succumbing to the demanding marine environment.

"Many painted and galvanised steel Juliette balconies, which were installed around four years ago, are already showing signs of corrosion and in need of serious maintenance," explains Gordon. "The beauty of the Balcony system is that it is easy to install and only requires an occasional wipe clean to keep it looking good for years to come."

Developers PRH Construction chose the Balcony system for its clean lines and corrosion-resistance. It was installed on the last 11 apartments completed at Portmore in December. The complex of over 80 apartments stands just yards from the sea. Managing Director Raymond Henry says owners of earlier steel balconies, which have suffered discolouration and corrosion, have already expressed an interest in the smart new ones.

"Being glass and aluminium, the Balcony system is well-suited for its purpose and we're very pleased with it. Indeed, we're planning to use it on our next development nearby," he adds.

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