

The Difference between the Regal and Home Rail Aluminum Rail Systems- Case Studies



By Neil Thorslund

"If you want to support others you have to stay upright yourself."

— **Peter Heg**

This article is intended to show the market value difference in prices between the Regal Railing system and the Home Rail System. It will also discuss the advantages and disadvantages of each system in terms of functionality and installation. Several cases are presented below:

Case 1: Glass Rail on the Deck

A customer recently visited Ottawa Deck and Rail, requesting the supply and installation of the HomeRail aluminum rail system for his backyard deck. Here is the scope of the project:

Railing Type	Glass Railings
Deck Type	Concrete
Railing Colour	Black
Linear Feet of Stair Railing	12
Linear Feet of Deck Railing	34.7
Total Linear Feet	46.7

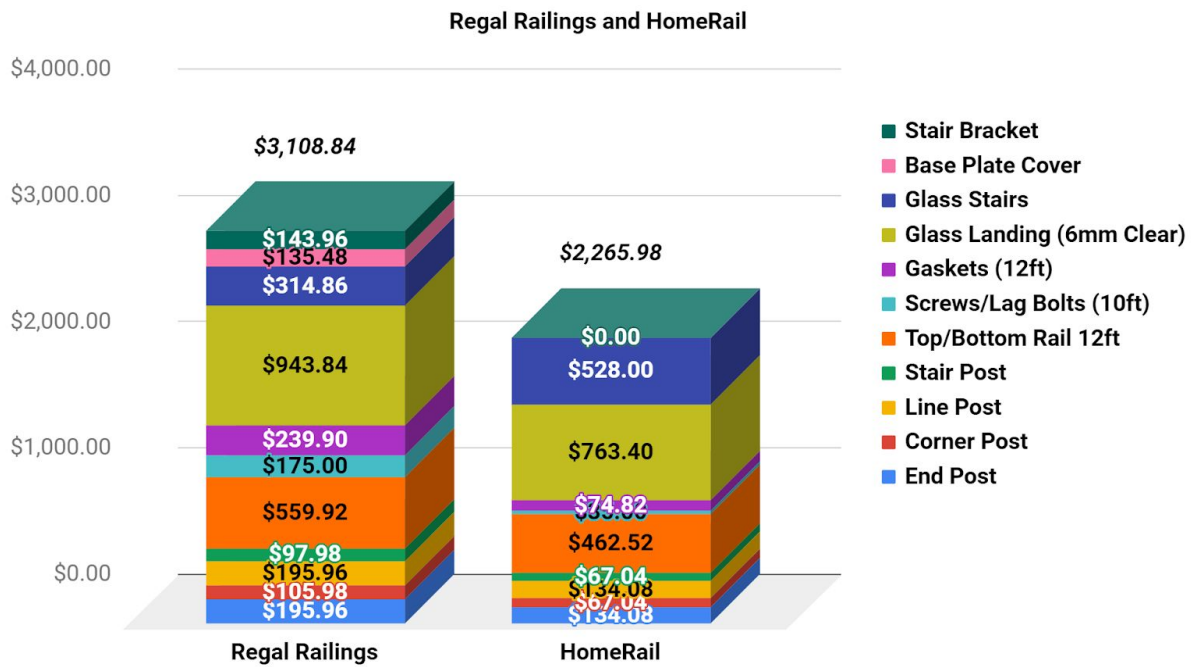


A material breakdown is shown below for both the HomeRail system and for Regal Railing system acquired from a large supplier (Lowe's). All material base prices can be found at the end of the document.

	Regal Railings		HomeRail	
Material	Qty	Cost	Qty	Cost
End Post	4	\$195.96	4	\$134.08
Corner Post	2	\$105.98	2	\$67.04
Line Post	4	\$195.96	4	\$134.08
Stair Post	2	\$97.98	2	\$67.04
Top/Bottom Rail 6ft	8	\$559.92	4	\$462.52
Screws and Lag bolts	5	\$175.00	5	\$35.00
Gaskets 6ft	10	\$239.90	6	\$74.82
Glass Landing (6mm Clear)	34.7	\$943.84	34.7	\$763.40
Glass Stairs	14	\$314.86	12	\$528.00
Base Plate Covers	12	\$135.48	0	\$0.00
Stair Brackets	4	\$143.96	0	\$0.00
	Total	\$3,108.84	Total	\$2,265.98

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As shown by the final cost of the project, he saved 27% going with the HomeRail system for this project.



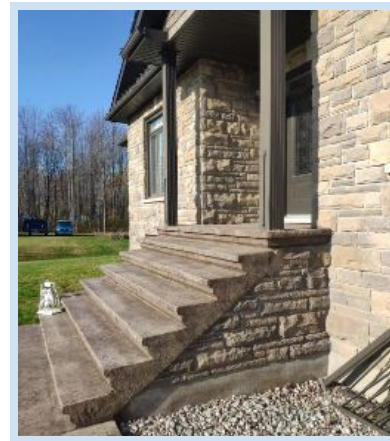
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Case 2: Pickets on the Front Steps

A customer recently visited Ottawa Deck and Rail, requesting the supply and installation of the HomeRail aluminum rail system for his front step, requesting also a custom colour to match the aluminum pillars on the porch. A materials breakdown is shown below for this project.

Railing Type	Picket Railings
Front Step Type	Concrete
Railing Colour	Yard Bronze
Linear Feet of Stair Railing	16
Linear Feet of Deck Railing	4
Total Linear Feet	20

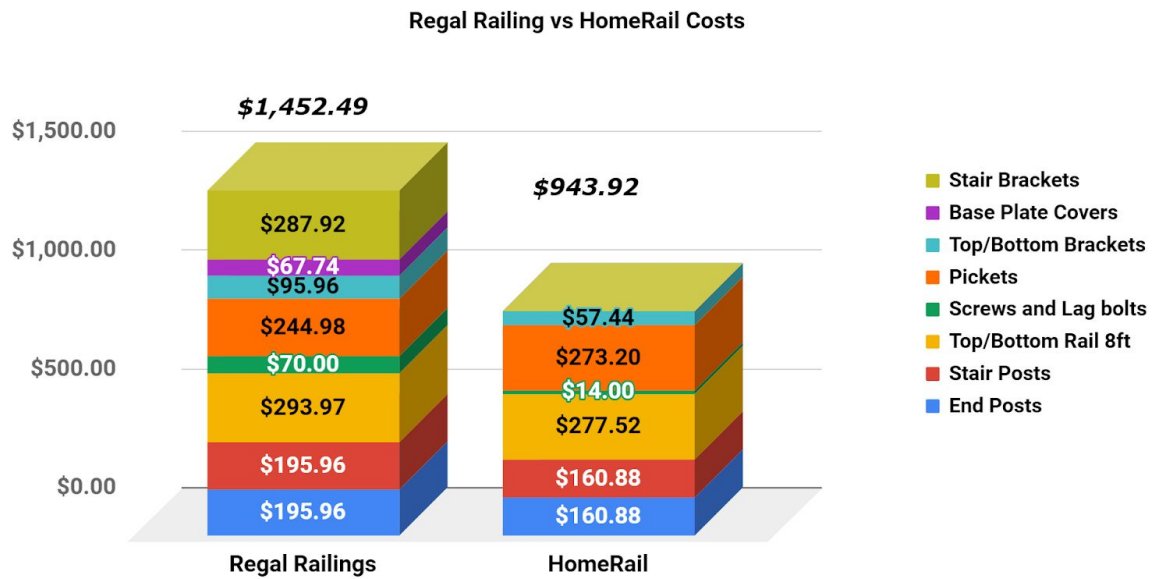


A material breakdown is shown below for both the HomeRail system and for Regal Railing system acquired from a large supplier (Lowes). All material base prices can be found at the end of the document.

	Regal Railings		HomeRail	
Material	Qty	Cost	Qty	Cost
End Post	4	\$195.96	4	\$160.88
Stair Post	4	\$195.96	4	\$160.88
Top/Bottom Rail 8ft	3	\$293.97	2	\$277.52
Screws and Lag bolts	2	\$70.00	2	\$14.00
Pickets	2.5	\$244.98	2.25	\$273.20
T/B Brackets	4	\$95.96	4	\$57.44
Base Plate Covers	6	\$67.74	0	\$0
Stair Brackets	8	\$287.92	0	\$0
	Total	\$1,452.49	Total	\$943.92

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As shown by the final cost, he saved 35% going with the HomeRail system for this project.



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A comparison of both systems

Both systems have several advantages and disadvantages that can affect the decision making process for any system. Make sure to look through this list carefully, to help you decide which one is best for your property.

Regal Railings

Advantages	Disadvantages
Stair brackets for top and bottom rail are intuitive and easy to install.	Stair brackets do not provide smooth finish and look to the system
No need to wait for glass to be custom ordered, can be purchased in store	Glass can be difficult to size for some, and using pre-cut glass can leave uneven gaps between the glass edge and the post
Lag bolts are not exposed, as they are covered by a base plate cover	Base plate covers can become broken or dislodged
	Welds of top and bottom brackets are exposed and create a segmented look
	More costly per linear foot
	Typically purchased from big box stores, which usually indicated no installation service available
	Customer service and expertise may be limited for big box stores
	Must use two posts next to each other for a 45 degree angle in a custom deck

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Photos of the Regal Rail System



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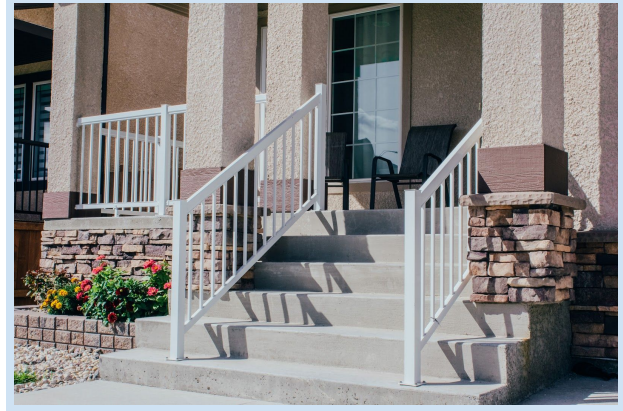
HomeRail

Advantages	Disadvantages
Stair railing looks smooth and continuous at post junctions	Stair railing is more challenging to install
Glass is custom cut to the exact dimensions, so that all spacing is equal	Glass can take up to 3 weeks to arrive
No additional cost of base plate covers, no risk of cracking or breaking during winter	View of lag bolts may seem undesirable for some people
Top and bottom rail enter the post easily, and create a smooth finish with no exterior brackets	
Lower cost per linear foot	
Installation services available in Ottawa, Winnipeg and Calgary	
Expertise and customer service are always available	
HomeRail carries a 45 degree post to handle tricky corners on the deck	
HomeRail carries 6ft posts for privacy walls	
Custom posts are available for topless glass	

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Photos of the HomeRail System



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