

The Difference between the HomeRail System and Large Box Store Systems



By Neil Thorslund

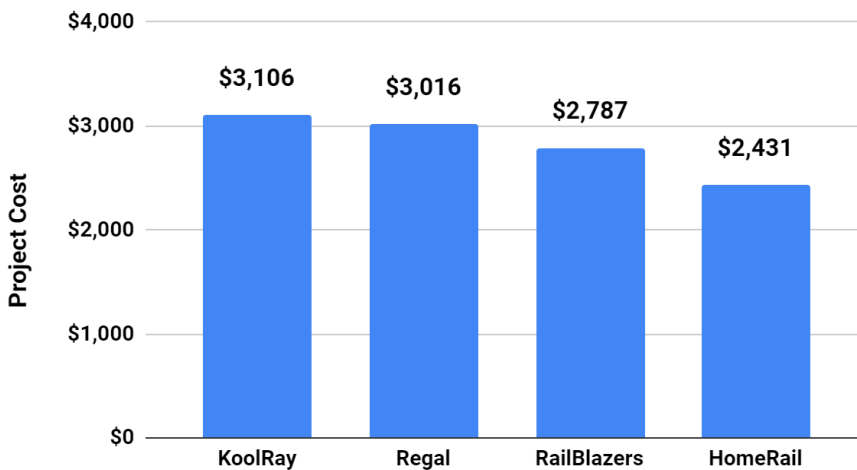
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- **Bob Goff**

Executive Summary

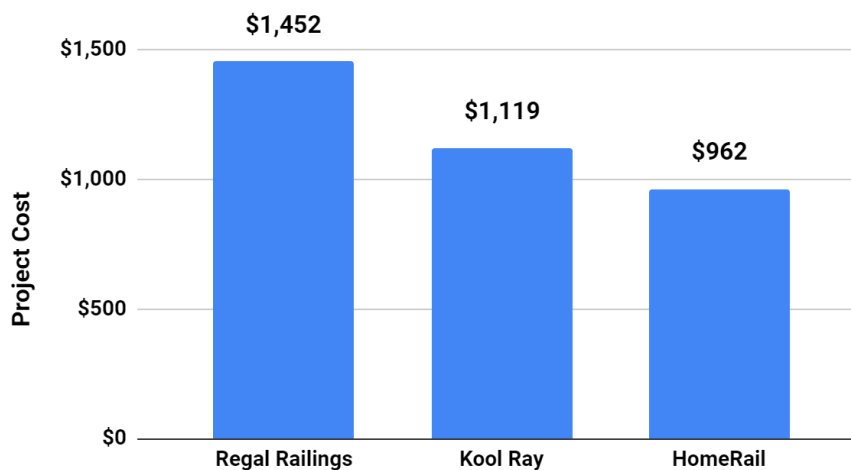
This article outlines 2 cases of railing installation projects, glass railings on the deck, and picket railings on the front step. A project summary and material summary are shown, and the prices of the Regal Railing System, KoolRay Railing System, RailBlazers Railing System and the HomeRail System are broken down. The advantages and disadvantages of the HomeRail and box store systems are compared and photos are displayed at the end of the document.

Glass Railing Price by Company



**13% SAVED
With HomeRail**

Picket Railing Price by Company



**14% SAVED
With HomeRail**

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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 and all other systems. All prices are based on large box store listings as of February 2020. Lag bolts are priced consistently across systems as this price can be variable, stair glass is priced as a custom order due to availability.

		Regal Railings	Kool Ray	RailBlazers	HomeRail
Material	Qty	Cost	Cost	Cost	Cost
End Post	4	\$195.96	\$167.96	\$199.92	\$134.08
Corner Post	2	\$105.98	\$83.98	\$99.96	\$67.04
Line Post	4	\$195.96	\$167.96	\$199.92	\$134.08
Stair Post	2	\$97.98	\$91.98	\$99.96	\$67.04
Top/Bottom Rail 6ft	8	\$559.92	\$607.92	\$555.52	\$462.52
Screws and Lag bolts	5	\$175.00	\$175.00	\$175.00	\$35.00
Gaskets 6ft	8	\$191.92	Not required	\$142.64	\$99.76
Glass (6mm Clear)	35	\$943.84	\$1,041.00	\$624.60	\$763.40
Glass Stairs	12	\$269.88	\$528.00	\$528.00	\$528.00
Base Plate Covers	12	\$135.48	\$37.08	\$74.52	Not Required
Stair Brackets	4	\$143.96	\$50.00	\$87.04	Not Required
Standard Brackets	0	Not Required	\$155.20	Not Required	Not Required
	Total	\$3,015.88	\$3,106.08	\$2,787.08	\$2,430.92

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As shown by the total costs quoted for each system, the customer saved:

- **\$585** on materials compared to the Regal Railing System
- **\$675** on materials compared to the Kool Ray System
- **\$357** on materials compared to the RailBlazers System

Thanks for choosing Ottawa Deck and Rail!



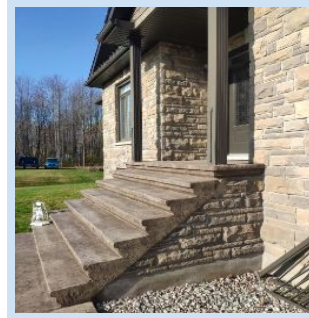
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Case 2: Pickets on the Front Steps

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 and all other systems. All prices are based on large box store listings as of February 2020. Lag bolts are priced consistently across systems as this price can be variable. No data was found for the RailBlazers system in a custom colour, the KoolRay system is priced as Charcoal Grey.

		Regal Railings	Kool Ray	HomeRail
Material	Qty	Cost	Cost	Cost
End Post	4	\$195.96	\$199.96	\$160.88
Stair Post	4	\$195.96	\$199.96	\$160.88
Top/Bottom Rail 8ft/ kit	3	\$293.97	\$548.00	\$277.51
Screws and Lag bolts	2	\$14.00	\$14.00	\$14.00
Pickets (9ft)	2.5	\$244.98	Not required	\$288.00
T/B Brackets	4	\$95.96	\$38.78	\$60.34
Base Plate Covers	6	\$67.74	\$18.54	Not required
Stair Brackets	8	\$287.92	\$99.96	Not required
	Total	\$1,452.49	\$1,119.20	\$961.61

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As shown by the total costs quoted for each system, the customer **saved:**

- **\$491** on materials compared to the Regal Railing System
- **\$157** on materials compared to the Kool Ray System

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A comparison of Home Rail and large box store 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.

Box Store Rail Systems

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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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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Photo Gallery

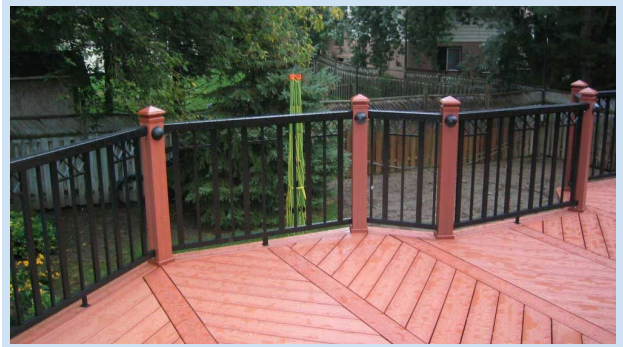
Photos of the Regal Rail System



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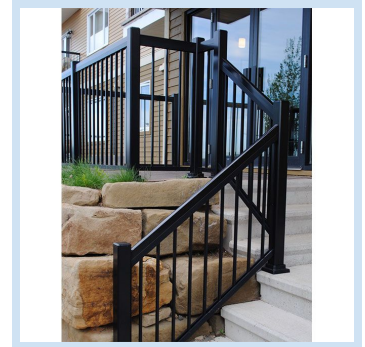
Photos of the RailBlazer System



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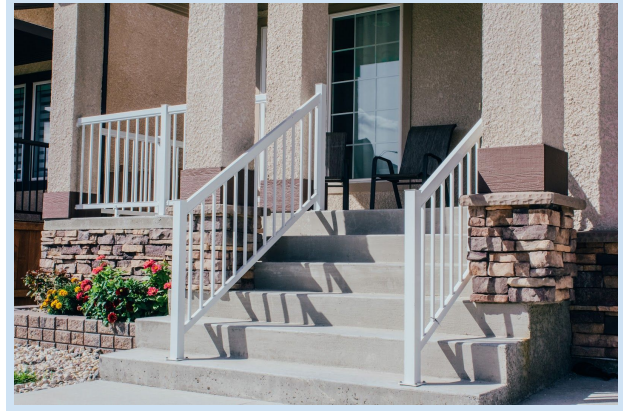
Photos of the Kool Ray System



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Photos of the HomeRail System



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