

A level above.



 **Grappler**
BALCONIES



W
WRIGHT'S

Ch
M
P
T
C

Our team .5

Our story .6

Who we help .7

Our approach .8

**Faster.
Easier.
Smarter.** .10

Grappler up close .12

With meticulous factory construction and unequalled installation speed the Grappler balcony is a level above what was once possible. Simplifying design and build processes for developers and architects, engineers and builders, it is ready-made for the future of New Zealand apartment living.

New Zealand's building industry now faces extraordinary challenges to maintain pace and perfection across the ever-changing landscape. The need for faster, easier and smarter construction has never been more necessary. The adaptive and innovative Grappler system is precision engineered and performance built, delivering beautiful balconies with far greater ease of planning and speed of installation.

Grappler is part of the Belcanto Group, New Zealand's leading provider of aluminium balustrade, stair screen and façade design and construction. Our major international partner is Sapphire Balconies – the renowned British company leading the vanguard in off-site balcony building and installation for many years now in England.

By blending Northern Hemisphere expertise and innovation with Kiwi ingenuity and dedication we bring the best of both worlds to the New Zealand market. There's less complication in consenting, fewer contractors to deal with and less time, labour, scaffolding and storage required on site. And, as a consequence, there is greater flexibility in construction schedules, faster installation of balconies, more control over the entire process and more opportunities to build faster and open sooner.





Our Team



William Stewart



Darby Stewart



Patrick Kendrick



Saba Hamidi



Jim Green



Marc Schultz

Our Story

At Grappler many of our team have been working in aluminium fabrication for close to four decades. In this time we've continued to innovate and elevate what this strong, lightweight raw material can do for New Zealand's building industry.

In 2017, while working under the Urban Group brand umbrella, we saw the potential in modular, off-site construction and started a committed research and development phase. Given our experience we knew that crucial aluminium features could be built in a controlled factory environment in less time and with less cost - and be done so without compromising quality or adaptability.

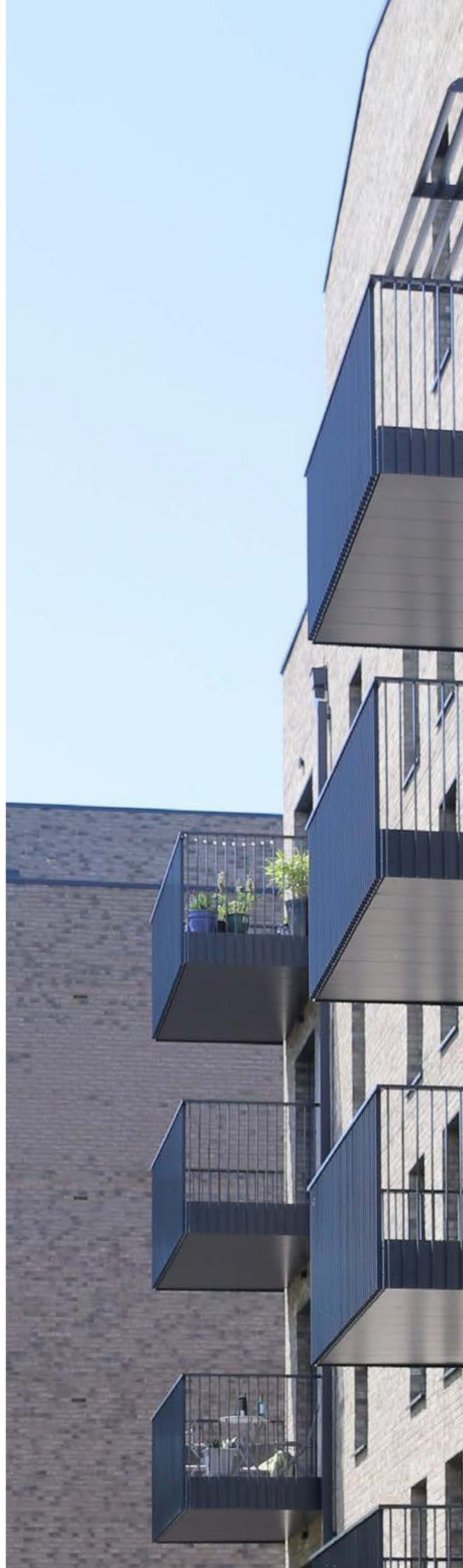
We also knew that New Zealand was crying out for this innovation and dedication. The allure of apartment living is continuing to gain momentum as our population grows. However, with lengthy and cumbersome processes, developers and their build partners are struggling to meet demand and keep costs low.

In 2019 our quest led us to the door of Sapphire Balconies and their patented balcony system. Since 1992 this family-owned UK company has been evolving and growing their production capacity and service capability. Along with a well-honed and carefully managed offsite manufacturing approach Sapphire's investment in continuous research, development and innovation has provided year after year of quality results.

Their exacting precision in manufacturing was inspiring. So too were we particularly impressed with Sapphire's approach to various testing processes, both with their in-house testing and via external commission specialists. At this time we were in the process of planning the arrival of Belcanto Group. The new focus for our company, to keep "Building New Zealand's beautiful", seemed especially true with our approach to developing these lightweight, performance-built balconies.

We were proud to introduce Grappler in 2020 and take the future of New Zealand construction to the next level.

New Zealand patent number: 713335





Who we help

Development

- Greater financial accuracy
- One supplier. One warranty.
- Accelerated projects and faster ROI
- Superior quality, safety and strength
- Lower insurance premiums
- Made from 100% recyclable material
- Minimal waste during construction

Design

- Ease of façade waterproofing
- PS1 provided by NZ façade engineers
- Minimal façade penetrations
- Less potential leak issues
- Finishing design details support
- Thermal breaks for acoustic / thermal ratings

Engineering

- Reduced dead-load on main structure
- Balconies 1/5 weight of concrete (85kgm²)
- Less material needed in primary structure
- Reduced weight, less mass, great durability
- Easier to achieve seismic ratings
- Non-combustible building materials
- Thermal break assists Homestar rating
- Minimal waterproofing required
- Acoustic rating with thermal break bracket

Construction

- Install and complete 20 balconies per day
- Balconies QA inspected prior to delivery
- No need for balconies in critical path
- One contractor communication
- No coordination of multiple trades
- Reduced site labour and site storage
- Reduced site P&G, health and safety risk
- Reduced weather delays
- Far less scaffolding and build complexity
- Greater speed and peace of mind

Living

- High quality outdoor lifestyle
- Adaptable for a wide range of uses
- Customisable with additional features
- Safe, non-combustible construction
- Maintenance free upkeep
- Thermally broken for warm, healthy living

Our Approach

Achieving a thriving and rewarding company culture and ensuring our customers receive the very best in service cannot be achieved in fits and starts. Just as our products are carefully controlled and managed so too is our approach to the work non-negotiable in its consistent quality.

Build partnerships. Construct reputations.

Now more than ever it's vital to take expertise and inspiration from the very best globally and, at the same time, remember the often two degrees of separation here at home. We are proud of the partnerships we have forged both here and internationally and work hard to ensure these and our client relationships are maintained with unwavering integrity.

Look for the beauty everyday.

Kiwis may think of beauty in terms of the aesthetic - if something looks good, it can be beautiful. We go beyond this definition and always strive to create beauty in the intangible, the processes and approaches that deliver the solid results. Because a perfectly enacted design, consent, build and installation process, well... that's truly a thing of beauty.

Innovate to elevate.

With a future-forward focus on balcony design, fabrication and user experience we continue to anticipate and address the needs both of our clients and how they can support their customers. We will always continue to research and develop new ways of making the balcony adaptable, usable and beautiful.

Stay the course.

Over the years our greatest successes have often stemmed from the most complex of challenges. With a company-wide dedication to (often quite literally) going above and beyond for our clients we have created a reputation for consummate professionalism and unwavering dedication. We'll make it happen.

Keep it simple, smarty.

A great man said, "Make everything as simple as possible, but not simpler." Einstein knew a thing or two about energy and it's natural inclination and we heed his words - reducing complexity but not to the detriment of the end result. We invest in every small detail to ensure the big picture is easy to see. From the first conversation through every subsequent project plan nothing is left to chance.

Waste not, want not.

With far more exacting control of the build process we are ensuring error-free construction and, with it, far less environmental impact. By eliminating the on-site waste that comes with traditional balconies and building with an entirely recyclable raw material we continue to elevate the construction sustainability standard around New Zealand.



Faster

The Grappler system brings speed and value by removing everything that would previously weigh down and hold up apartment design and construction.

In the past, with everything working like clockwork, traditional methods of balcony construction may have resulted in one or two balconies per week being completed.

International analysis shows that the Grappler system ensures it's easy to install at least 20 balconies in a single day. Sapphire's current installation record is 36 balconies in 6 hours. Under the correct conditions this will also be possible for New Zealand installations.

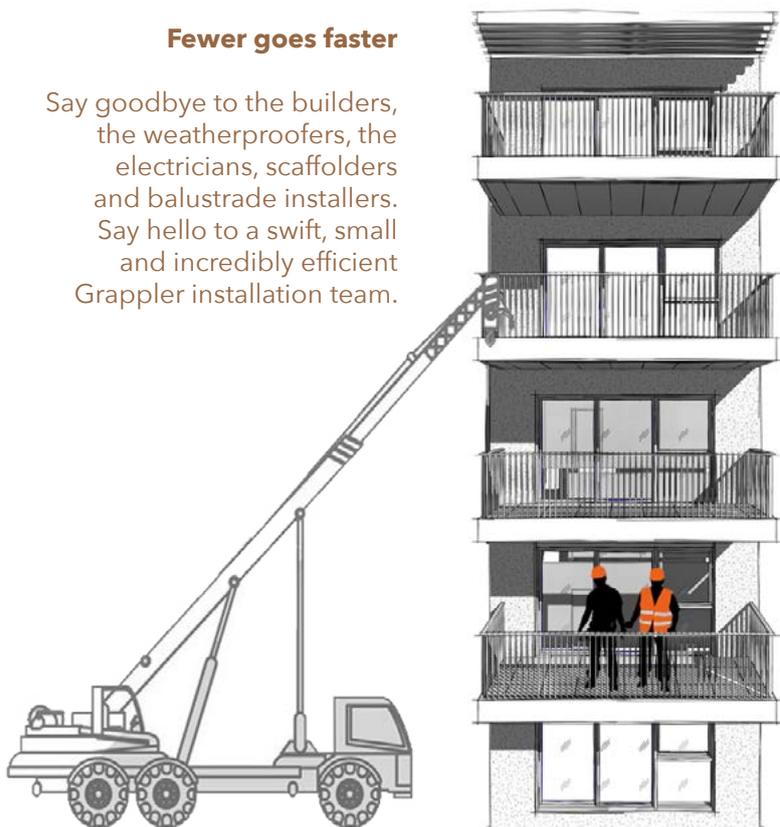
**Less moving parts.
Less time taken.
Less budget needed.**

Just like most things in life, if you want to go faster you first need to drop the deadweight. With Grappler there are less moving parts and far less project management and time-consuming processes needed. So there are no more meetings with multiple contractors to get everyone to the right place at the right time.

The Grappler balcony also dramatically reduces the scaffolding duration, programme timelines, and does away with material site storage requirements as well. With the building façade closed off earlier weather delays are reduced too. This all means that balconies need no longer be a critical path item within the construction programme and, with an accelerated project time, there's a quicker return on investment.

Fewer goes faster

Say goodbye to the builders, the weatherproofers, the electricians, scaffolders and balustrade installers. Say hello to a swift, small and incredibly efficient Grappler installation team.



Easier

Adaptability in design, accuracy in production, precision in scheduling and absolute ease with installation - isn't it nice when everything just clicks into place?

The modern NZ apartment demands considerable energy and determination from developers, architects, engineers and builders. Resources are stretched across process, consent and scheduling demands. Within this challenging industry landscape any efficiency gains are welcomed. Off-site balcony construction is an idea whose time has come.

The innovative Grappler system makes life easy during the planning and design stages. With just one contractor required for all balcony design, fabrication and installation works there is a single warranty and far greater financial accuracy with project budgeting. With a compressed programme site P&G is reduced and ease of consenting is valuable, with one PS1, PS2, PS3, PS4 covering all balcony elements.

Architects can take advantage of a range of tools and advise, with 3D configuration early on ensuring quick, accurate design reviews. Then there are all the elements they no longer need to worry about, including minimal façade penetrations and considerable waterproofing capability, and no floor step downs or upstands helps too.

**One contractor. One consent.
One hundred new efficiencies.
One million opportunities.**

Another advantage of the Grappler balcony is the impressive reduction in on-site labour. In the past multiple teams of specialised skill-sets would need careful coordination. Grappler requires just a few expert installers to get the job done - which means far less in H&S demands too.

Smarter

Balcony design, construction and installation have been taken to the next level. With Grappler innovation you can make above the first floor beyond the ordinary.

While popular in Europe for centuries, where the outdoor apartment lifestyle is exalted, the balcony is only now rising to the occasion here in New Zealand.

With building design evolving to suit the unique requirements of our weather, our people, and our communities, the balcony is no longer a 'nice-to-have' but an essential feature.

Yet traditional methods of balcony design and construction added cost and stress to the construction process. With multiple contractors, complex waterproof details and a large investment in scaffolding and other processes, these costs were considerable.

**Ultra-fast installation.
Super-strong construction.
Enduring style and usability.**

Demand for balcony apartments is rising - and new innovation is helping meet that demand. Now, with the arrival of Grappler, building smarter has never been easier.

So too is design. Customised balconies are now easy to design, consent and build. Adding unique balustrades, privacy screens, lighting, planting and other features is straightforward.

Off-site production then ensures everything is made expertly and exactly made. On-site installation makes short work of sliding and locking everything in place. And it's all done at a fraction of the time and with a fraction of the people needed - saving hundreds of work hours across the full project installation.

Grappler up close

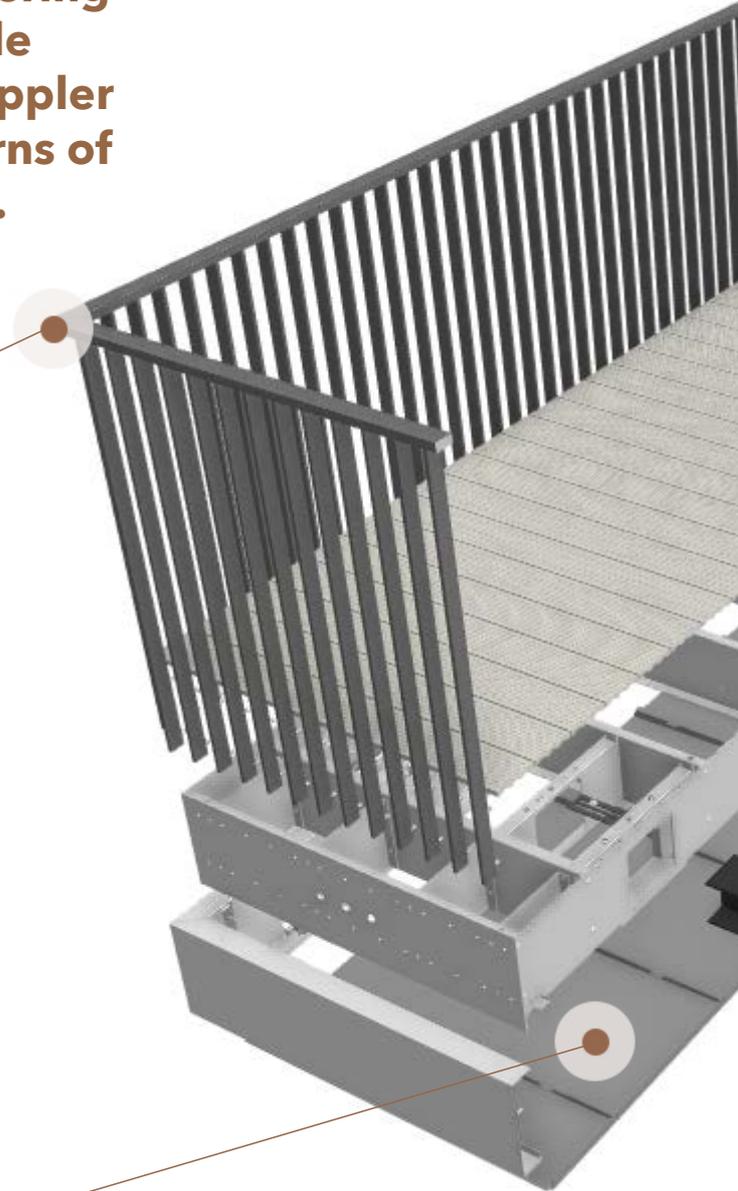
With an efficient design, engineering and consent process and a simple glide-on, lock-in installation Grappler frees you from the twists and turns of traditional balcony construction.

Balustrades

This protective barrier can now be adapted to suit a wide variety of architectural designs and residential needs. Beautiful glass balustrading can open up the view and welcome the world in. Privacy screens can be adapted to offer refuge from others.

Soffits

Another unique point with the Grappler balcony is the innovative soffit system that delivers an ideal drainage system without impacting the overall design aesthetic of the balcony or the building.



Flooring and decking

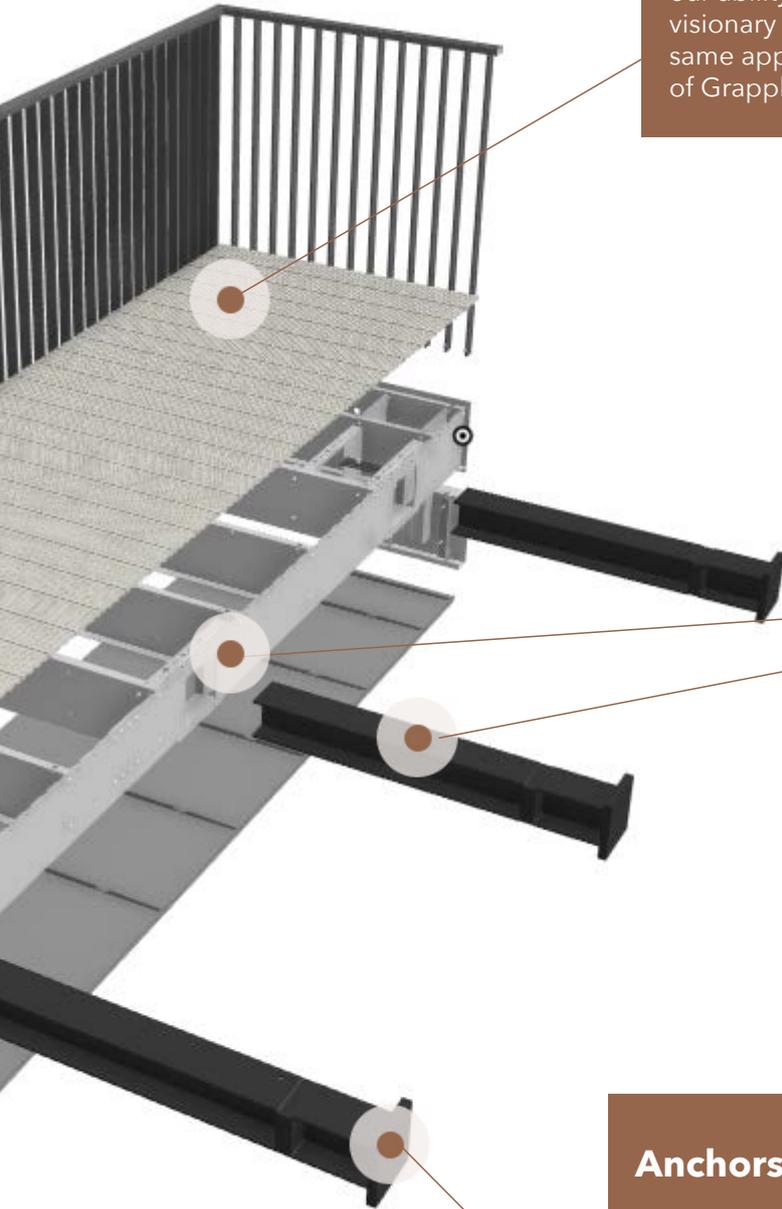
Our quality product range is second to none, our ability to tailor-make unique work for visionary clients well known. We take the same approach to the framing and decking of Grappler balconies..

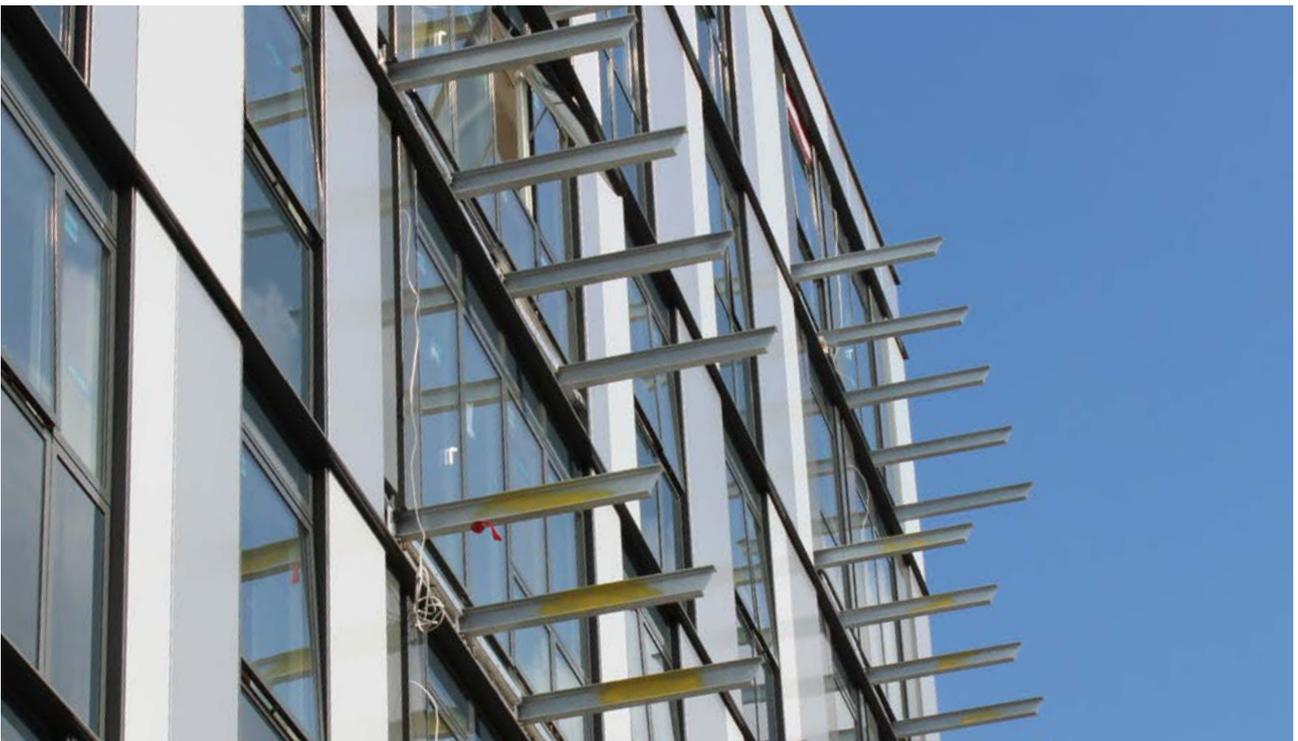
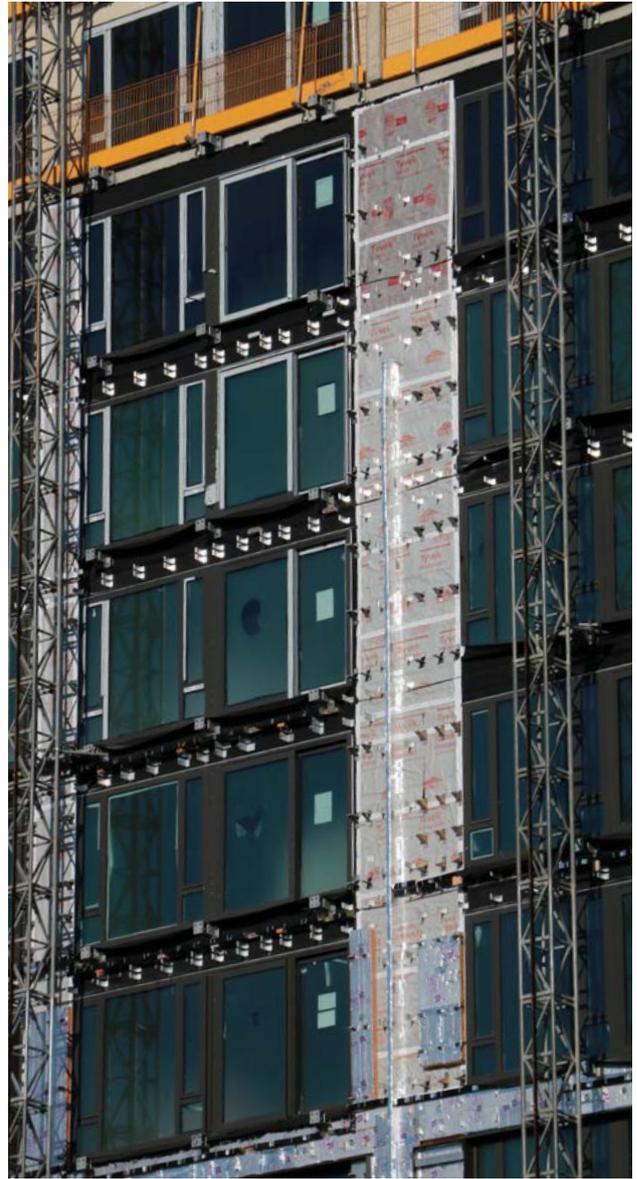
Locking in

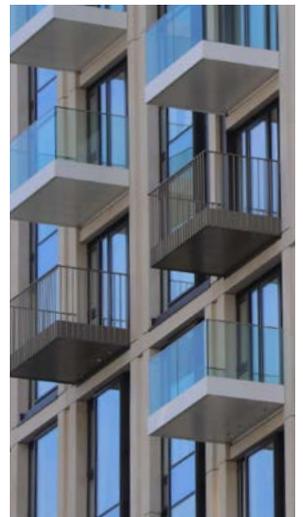
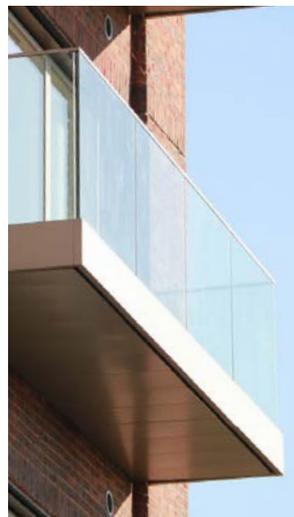
Once the balcony arrives and is installed onto the arms a stirrup-style clamp within the chassis is tightened from above. These clamps have been fatigue tested with 7686 cycles to simulate 60 years of loading. A second anti-slip device is then connected to the arms to provide a secondary fixing. Once the balcony is in position installers can easily and safely tighten all locking devices and fix down the last boards with the clips.

Anchors and stubs

Anchors and stubs make a big difference to the rigidity, strength and durability of a balcony. With a number of different design solutions we ensure this vital structural element is made to the very highest standard as specified by the design. Without this precision engineering a balcony can feel bouncy underfoot, offer substandard thermal performance and corrode quickly. That's why we ensure Grappler anchors and stubs function at the very peak of performance.







Belcanto Group Ltd

71A Patiki Road, Avondale

33 Tararua Road, Levin

Phone: 0800 BELCANTO

Email: projects@belcanto.co.nz

grapplerbalconies.co.nz



Grappler[®]

BALCONIES