

# Building a legacy

With its Legacy vertical slider, Quickslide has changed the expectations of what an authentically styled heritage window, that is fit for the future, looks like writes Quickslide MD Ben Weber

With Legacy VS, more listed and conservation properties will be able to benefit from modern, high-performing, low-maintenance, great looking windows. I think this is the best heritage window on the market. It means homeowners now have a genuine choice when it comes to upgrading windows in their period properties.

The window has a slim midrail that is over a centimetre narrower than before, coupled with 90° mechanical joints, a deep bottom rail and run-through sash horns without the tell-tale PVC-U 'lip'; we reckon Legacy VS more closely replicates the traditional timber sash styling that is a requirement for planning approval in conservation areas and for listed buildings.

Even the optional astragal bars come with spacers between the units to create the appearance of separate panes. Options for wood effect foil finishes and traditional hardware styles complete the look.

### Meeting and exceeding building regulations

As the industry looks ahead in the expectation of more stringent requirements for energy efficiency Legacy VS is already ahead of the curve. Its 1.2 U-value hits the target for windows in new build homes, rather than settling for the limiting U-value of 1.6 W/m<sup>2</sup>K. It does so without the need for triple glazing or expensive krypton gas.

We have replaced some of the steel reinforcement in the sashes with better insulating plastic reinforcement, inserted additional insulating materials into some of the chambers in the frame and cill and upgraded the coating on the glass unit. It is part of our ethos for Legacy VS to look to the future as well as to the past so that we could create a real and affordable authentic alternative to timber sash windows with absolutely no compromises.

### Peace of mind for homeowners

Along with improved energy efficiency and performance, Legacy VS is designed with security in mind too. Heritage and modern hardware style options come with PAS24 upgrades available.

PAS24, a rigorous security standard that tests windows against a range of potential forced entry methods including attacks with tools, is required in some areas to meet building regulations. So our accreditation offers homeowners peace of mind and may also qualify them for lower home insurance premiums.

Security is something we know is important to homeowners, so it is important that we've recently, once again, passed our audit with a perfect score. This confirms continued compliance for PAS24 security and BS EN 14351-1 windows and doors standards across all our products.

### IT & marketing

Quickslide's trade customers have not been forgotten in



Ben Weber

Legacy VS's design. Quick-release tilt arms mean the sashes can be easily removed pre-installation, making fitting easier. Legacy VS is also supported by Legacy-On-Screen, our custom-built marketing web tool that keeps your websites up to date.

Working in period properties brings its own challenges, so we designed Legacy VS to be as easy to install as possible. And because we know our trade partners want to concentrate on the job in hand, we launched Legacy On-Screen to take some of the load off when it comes to marketing.

When it came to designing Legacy VS we really did think about it from all angles – what do we need to do to meet the criteria for planning approval, building regulations and future-proofing, then making sure we were working with our trade partners to improve sales and service.

In a nutshell, in Legacy VS we believe that we have created an authentic, compliant, high-performing timber-alternative, traditional sash window that is fit for everything modern living demands but which won't break the bank. ☐

[www.quickslide.co.uk](http://www.quickslide.co.uk)

# New demands

**The fenestration industry has long been shaped by distinct seasonal cycles with demand for premium windows and doors following a predictable ebb and flow, writes Jo Trotman, marketing manager at The Residence Collection**

Recently, we have noticed, these seasonal norms increasingly fading, particularly following the Covid pandemic and amidst increasing climate changes. It is now good old lifestyle needs that are affecting the current market.

At the moment, in still uncertain economic times, many consumers are taking longer to make decisions. This approach really has flattened seasonal peaks, spreading demand throughout the year.

## The weather

Spring and summer months would traditionally be a high season, yet unseasonably wet weather across much of the UK last year had a dampening effect on the fenestration industry. While September and October are typically slower periods we experienced an unexpected surge in demand as consumers took advantage of the dry spell.

## Key events provide motivation

Consumers are increasingly driven by convenience and lifestyle needs when planning projects, with demand spiking around key events and holidays. We are seeing strong activity in advance of major occasions such as school breaks, Easter and in the build-up to Christmas, as householders aim to complete projects on their own timelines rather than waiting for traditional or weather-related peak seasons.

This shift toward personal scheduling means that historically slow periods can now be just as busy as typical high-demand times, making flexibility essential for businesses in our industry.

Additionally, shifting trends in planning approvals, especially for heritage areas and property conversions, are supporting this flexible approach. Approvals that were once highly seasonal or restricted are now becoming more responsive, allowing consumers to move forward with projects – whether in heritage zones or otherwise – based on convenience rather than timing constraints.

## Planning a new era for consumers

Particularly for listed buildings or those situated in conservation areas, planning approvals can be difficult due to the sensitive approach the local authority takes to upgrading historic properties. The time these types of approvals take can also have a lasting effect on when consumers move forward with their window installations.

However, The Residence Collection is home to three window systems which are readily approved by local authorities around the UK. This allows for a more robust process when moving forward with window installations in heritage properties.

## Supply chain needs to meet demand

For businesses in the fenestration industry, these



behavioural changes highlight the importance of agility and adaptability in operations. We have responded by optimising our services and production to remain flexible year-round, able to meet demand as it arises, no matter the season.

## Looking forward

In this evolving market, we expect the demand pattern to continue shifting, with fewer distinct seasonal highs and lows. As a result, consumers can feel empowered to make their decisions based on what works best for their own timelines. With increased access to on-demand resources and a team ready to meet their needs year-round, the decision to invest in high-quality windows and doors can be made on each homeowner's own terms.

As the concept of seasonality diminishes, home improvement is becoming a year-round market, dictated more by individual needs and external factors like weather than by tradition. □

[www.residencecollection.co.uk](http://www.residencecollection.co.uk)