

Shaping the future

As the fenestration industry moves towards triple glazing, Gaby Mendham, Joint managing director at Ecoglass and former director at the Glass and Glazing Federation, has been a driving force in priming the narrative of this evolution. Alongside her husband, Roger Middleton, she has helped shape Ecoglass with a strong focus on quality, people, and sustainability. With significant changes on the horizon, Mendham shares her insights on what this evolution means for homeowners and the wider industry

Homeowners are more discerning than ever before. With greater access to information, they – quite naturally – want to understand their options and assess whether triple glazing is worth the investment. When making decisions about our homes, it is not about cutting corners but about making smart, long-term choices that balance comfort, efficiency, and security.

To me, the true value of glazing isn't just in how it looks, it's in how it performs. As an industry, we have a responsibility to guide homeowners through these choices, ensuring they create homes that are not only energy-efficient and visually appealing but also safer and more resilient.

Where new-builds go, the industry follows

The Future Homes Standard is expected to be formalised later this year, with early indications pointing towards an increase in triple glazing requirements for new-build homes. In the closing months of 2024, the Ministry of Housing Communities and Local Government collaborated with the Glass and Glazing Federation to survey multiple IGU manufacturers and assess industry readiness for these proposals.

In our response, we highlighted that in an increasingly sensitive market, our customers tell us that pricing and value are their primary focus. In response to our changing environment, there is an emphasis on quality and long-term investment. Homeowners want good value, and the demand for energy-efficient homes is growing, but so is the need for glazing solutions that provide comfort all year round.

The triple-glazing challenge

Triple glazing, combined with solar control and security benefits, is undoubtedly a proactive step forward for the modern homeowner. We know that glazing today is more efficient, more sustainably produced and of better value than ever before. What homeowners don't always realise is that triple glazing is a long-term investment that pays dividends in comfort, energy efficiency, and overall home performance.

For the industry, the challenge lies in our ability to adapt quickly. When the change comes, supply chains must evolve, installers must refine their expertise, and customers must receive clear, honest guidance on the benefits of making the switch. The shift to triple glazing also brings increased manufacturing demands. For example, heavier units require stronger frames and more precise handling, additional materials put pressure on



supply chains, and production facilities need more space to accommodate the larger units.

These aren't small challenges, and they can't be addressed in isolation. Collaboration across manufacturers, suppliers, and installers will be key to ensuring a smooth transition without disrupting supply chains or installation quality.

Leading the transition

At Ecoglass, we believe in staying ahead of the curve. That's why we are actively engaging with our customers, helping them to navigate these specification changes and what they mean in practical terms. We have also invested in high-quality machinery to ensure we can produce triple glazing with the same speed, efficiency, and quality as double glazing. Using Viprotron Scanners, we already have a robust review process in place for our double-glazing units, putting us in a prime position for the transition to triple.

While the industry is preparing for the shift to triple glazing, we have been proactive, making investments in technology, expertise, and processes that will ensure a seamless transition. For us, the future of glazing goes beyond simply adding more panes, it's about smarter planning, strategic investments, and building better, more sustainable homes for tomorrow. We're ready for what's ahead, so our clients can be, too. □

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