



A ray of sunshine

The higher thermal requirements demanded by the latest Part L will mean an upgrade in the glass specification for many fabricators and installers. But, explains Ian Short, MD of Morley Glass, going beyond mere compliance could open up new sales opportunities through integral blinds and advanced thermal performance and solar control glass

Change is on the way with 2022's upgrade to part L of the building regulations for England and Wales. Described as a stepping stone to the ambitious *Future Homes Standard*, the new regulations will see most windows and doors for new build properties requiring an overall U-value for the frame and the glass of 1.2 W/m²K and 1.4 for replacement projects.

Throw into the mix the need for increased ventilation through trickle vents on nearly all PVC-U windows – including those in replacement jobs – and new legislation to tackle overheating through Part O, and it is clear that 'doing nothing' is not an option for any window and door supplier.

So, at a time when you have to review your glass specification and energy efficiency is top of the agenda for consumers due to high energy costs, now is an ideal time to consider how the glazing could be a powerful additional selling point in its own right.

Integral blinds + solar control glass = year round comfort

Morley Glass has been manufacturing Uni-Blinds double glazed units with integrated blind systems for 19 years. As the UK's pioneer of this type of glazing, we saw an opportunity for windows and doors of all types to be improved – not just in terms of providing shading and privacy, but by enhancing the thermal performance and solar control properties too.

As a result, we have always offered Uni-Blinds integral Venetian and pleated blinds with several different glass options.

These start with the already excellent 'standard' glass options – Planitherm Total Plus – which meet the criteria to create 2022 part L compliant sealed units with a U-value of 1.2 where required. And we also offer Planitherm One to offer lower U-values.

But for south and west facing elevations, we also offer the highest performing solar control glass products to provide year round comfort.



Ian Short

Our Uni-Blinds integral blind units made with Planitherm 4S glass work in two ways. The microscopic coating on the glass keeps the warmth inside the home during the winter, but in summer when the sun's heat can be intense, it does the opposite and reflects excessive heat to keep rooms cool.

But that's not the only solar control glass available. We offer the full range of Saint-Gobain's COOL LITE SKN glass which adds even greater control for clients seeking the very best products in the market.

A thermal, solar control and aesthetic upgrade

Uni-Blinds offer an easy window and door upgrade, suitable for any standard PVC-U, aluminium or timber system, which works for virtually any type of window or door – especially bi-folds. Being able to give homeowners the option to buy their blinds at the same time as their windows and doors will appeal to many who will see the value versus any additional costs. But offering this in combination with better insulation whatever the time of year offers even more sales potential. □

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