

The BIG Triple Glazing Question

Compiled independently by Insight Data

Business is better with insight



OBJECTIVE

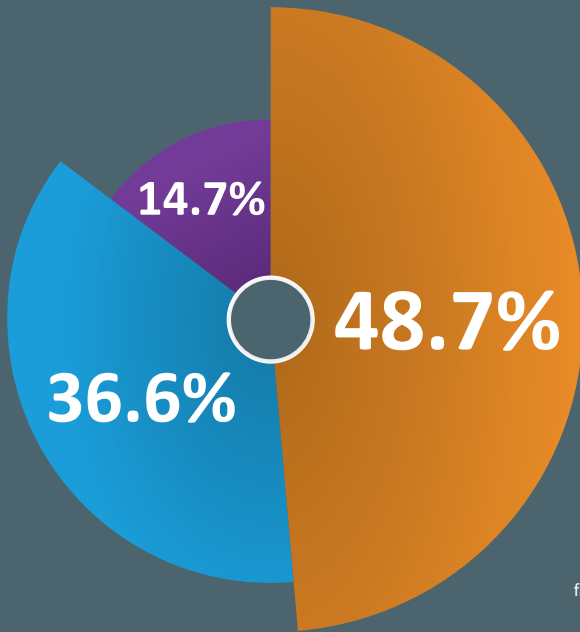
The objective was to engage with Fabricators, Installers and IGU Manufacturers and evaluate their perception of Triple Glazing.

AUDIENCE

FABRICATORS
792

IGU MANUFACTURERS
719

INSTALLERS
10,212

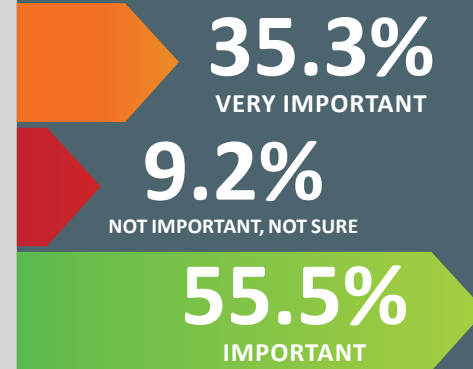


DO INSTALLERS CURRENTLY OFFER TRIPLE GLAZING?

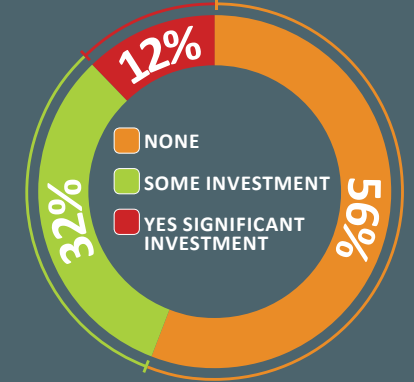
NO, WE DO NOT YET OFFER IT
 YES, WE ACTIVELY PROMOTE IT
 YES, WE OFFER IT AS AN OPTION

We asked those who did not currently offer triple glazing whether they expect to offer it in the next 12 months; 28.5% said yes. In fact, from all installers surveyed only 23% are not expecting to offer triple glazing in the next 12 months.

HOW IMPORTANT IS ENERGY EFFICIENCY TO HOMEOWNERS WHEN SELECTING WINDOWS/DOORS?



WHAT INVESTMENT HAVE IGU MANUFACTURERS MADE IN TRIPLE GLAZING?



DO FABRICATORS CURRENTLY OFFER A TRIPLE GLAZING SOLUTION?

23.8%
No, we do not yet offer it

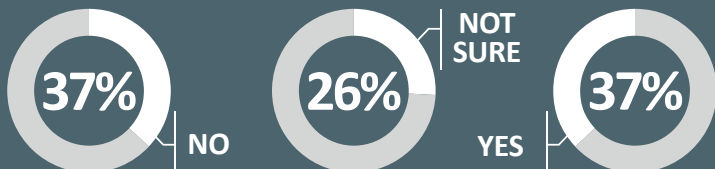
71.4%
Yes, we offer it as an option



IN THE FUTURE, WILL IGU MANUFACTURERS INVEST IN PRODUCTION OR BUY-IN TRIPLE GLAZED UNITS?

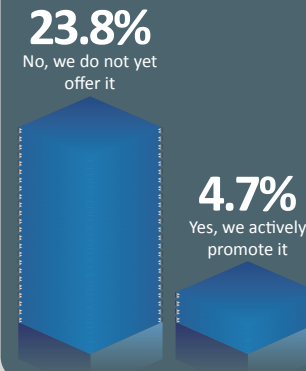
16% Buy-in triple glazed units
 44% Invest in production
 40% Not sure yet

WILL CONSUMER DEMAND FOR TRIPLE GLAZING INCREASE IN THE NEXT 12 MONTHS?



WHAT INFORMATION HAVE INSTALLERS RECEIVED ABOUT TRIPLE GLAZING FROM SUPPLIERS?

33.7% Limited information
 32.8% None
 33.5% Yes full information



52%
OF IGU MANUFACTURERS BELIEVED TRIPLE GLAZING WILL INCREASE IN THE NEXT 12 MONTHS

WHILST
28% SAID NO & 20% WERE NOT SURE