

# Sunrooms

*The bright alternative to traditional room additions*

When we think of additions on our home, we typically envision the traditional add-on, usually designed to look just like the rest of the house.

But there is an alternative. Instead of a traditional room addition, consider instead a stunning sunroom, with all the amenities of a traditional room addition, but spacious, bright, beautiful and unique. We're not talking about a screened-in patio here, we're talking about a solid,

As co-owner of Northbay Sunspace, Inc., in Petaluma, Bertnick and his crew have been building sunrooms since 1977. Having built over 2500 projects since their inception, Northbay Sunspace, Inc. has become the premier builder and designer of quality sunrooms in Marin, Sonoma and Napa Counties. And like their business, sunrooms have come a long way.

"In the old days," Bertnick said, "people built 'screenrooms.' These were just screened-in patios with plastic windows. From that start, today's sunrooms have become, literally, a part of the house.

Northbay Sunspace, Inc., an authorized dealer exclusively for Four Seasons Sunrooms, Inc. has a showroom where examples of their work are on display, full-size and furnished so it's easy to visualize one in your own home. With full foundations, electrical and interiors of wood, vinyl or aluminum, and with a wide array of window and door choices, today's sunrooms are an integral part of the structure of a home.

Northbay Sunspace Inc. uses the latest in glass technology. This means that you can sit in your sunspace on most days in complete comfort.

"People have preconceived notions about sunrooms," said Bertnick. "They think they are unbearably hot in summer and freezing cold in winter. That's all changed now. Today, they are fully livable year-round."



This is because the glass Northbay Sunspace uses blocks—completely stops—85% of the radiant heat and up to 90% of ultraviolet rays. In their showroom there is a display where you can stand behind two different grades of glass, both with an intense heat lamp shining through them. The regular glass lets the heat blast through and it's very uncomfortable. Behind the sunroom glass, however, because of its special properties, including double-paned construction (filled with argon gas, which acts as an insulator,) you can stand inches from a very hot sunlamp and literally not feel a bit of heat through the glass. This results in a room that can be enjoyed comfortably almost any time at all. It's like a room that brings the outdoors in, but without the mosquitoes, heat, cold, wind and rain. Also, all glass used is tempered safety glass with a lifetime warranty against failure and breakage.

"We became a Four Seasons franchise eight years ago because they led the way in glass technology and range of styles," said Bertnick, as he proudly showed me around the displays with their beautiful curved glass exteriors and warm wooden structural highlights within. "A sunroom is not a greenhouse. It's an actual integral part of the structure of your house."

Bertnick and his crew can customize any patio or sunroom enclosure. In fact, they are so good at this that Northbay Sunspace, Inc., out of all sunroom installers nationally, won the 2003 National Sunroom Association's design award *and* the 2004 award for Nicest Sunroom for the Western Region out of more than forty dealers.



Northbay Sunspace owner Mike Bertnick stands by a sunroom display at their Petaluma showroom

fully-outfitted part of your home, as structurally sound as the rest of your house, but with many unique advantages.

For years Mike Bertnick has been building incredibly beautiful sunrooms that enhance and add value to peoples' homes and joy to their lives.

Since today's sunrooms are considered an actual addition to your home, there are other considerations, such as site preparation, foundation, city and county permits and more. Bertnick and his staff will take care of absolutely everything. You simply enjoy the results.

Once begun, construction typically takes two to four weeks. Bertnick is proud that his crews are professional, courteous and clean and "can communicate with the customer on-site."

"Our crews do a great job and they always leave the site clean when they leave," he said.

Northbay Sunspace, Inc. uses no subcontractors. Each worker is an employee of the company and answers directly to Bertnick and the entire crew lives in Sonoma County.

The company has received a lot of letters from thrilled customers, raving about the work and the crew. Some of these can be read on their website,

[www.nbss.fourseasonssunrooms.com](http://www.nbss.fourseasonssunrooms.com). (Or come to their Petaluma showroom and see their binder containing hundreds of testimonials from happy customers).

"We hire and train from within," said Bertnick. "We all work together well. It's like a family atmosphere here."

When you call or visit Northbay Sunspace, Inc., Office Manager Linda Swarhout will likely be the first person you speak to. A long-term employee, she is friendly and enthusiastic about her position. Swarhout said she loves being a part of Northbay Sunspace, Inc. because of the great customer service and honesty, two things that mean a lot to her.

"I've watched these guys and I know that what they promise is what they deliver," she said. "I've been in other industries where they didn't. Here, our guys' word is their bond. I appreciate being a part of a respectful, ethical and honorable business and that's why I came here."

Senior Design Consultant John Nordeen will help you clarify your vision. Nordeen has been in the sunroom industry since 1980, a member of the Northbay Sunspace team for eight years.

"I used to do sunrooms with a big-box store," he said. "But I ended up going to work for my best competitor, Mike Bertnick. Customers love him. He's easy-going and honest and they see that and want to do business with him. I figured, if you can't beat him, join him. I live part-time in the Sierras," he added. "I drive two-

hundred fifty miles a week for the privilege of working with Mike."

Nordeen will give you a realistic estimate of not only the cost, but the time involved.

"I let our customers know that we are in this together," he said. "I want them to know that we won't leave them wondering what's happening. We have a sheet that shows *exactly* what will happen, and when. And we encourage our customers to call in for updates anytime."

Bertnick added, "We're very conservative with our time estimates. We're honest about when we can start and how long it will take. Many contractors will tell clients anything to get the contract and deposit, then not deliver on time. We've actually turned clients away when we couldn't meet their schedule."

Northbay Sunspace, Inc. also builds patio covers, lattice and pergolas. They use only the best materials from great companies such as Amerimax, Alumawood Structures, De-Glass, Kolbe & Kolbe, Metals USA and Milgaard windows and doors.

Bertnick folded his arms and leaned against one of the displays in his showroom. "There are two ways to go when you are considering an addition to your home," he said. "Standard room additions, or sunroom additions. Sometimes people who were planning an addition never considered that it could function as an open, beautiful sunroom. We simply ask that people start with us to learn what an addition will entail and if a sunroom or conservatory might be a better way to go.

We'll tell you if our product is the best for you or not. We'll tell the truth, and the truth is that sometimes it's better to go another way." He smiled and ran his hand over the smooth tinted glass of the striking sunroom display. "Our motto is, 'Chosen Once, Cherished Forever.' If you choose one of our sunrooms, we want you to cherish it forever. Once you see one, we think you will."

*Northbay Sunspace, Inc. is located at 420 Lakeville Street in Petaluma, CA, 94952. Call 707-769-8553 in Sonoma, 415-492-8882 in Marin, or 707-255-4942 in Napa County. They also offer a free guide titled, "Essential Guide to Sunrooms," to those interested in learning more.*

*Visit [www.nbss.fourseasonssunrooms.com](http://www.nbss.fourseasonssunrooms.com) to read customer testimonials, view photographs and learn more about sunrooms in general.*

