

Here comes the **SUN!**

St. Norbert couple on permanent vacation

by **MARGARET ANNE FEHR**

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A STAY-CATION EVERY WEEKEND WAS WHAT TERRY AND Bill were looking for. Both were getting more than frustrated with trekking off to the lake each weekend and dealing with the drive, the lack of amenities as well as the all-too-often rainy days that only served to dampen their spirits.

So the couple was more than open to the idea of simulating the cottage experience by adding a sunroom to the back of their bungalow. It also helped that Terry had a Glastar sunroom installed in a previous home she owned,

so she had nothing but positive memories about the benefits that a sunroom provides.

This time as well, Terry and Bill called on Glastar to provide their new sunroom, a 10' by 20' structure that features angled windows at each end. "It's a variation on the standard rectangular plan," says Terry, "and I'm really pleased with how much extra floor space it provides as well as creating a wraparound view that's very scenic."

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But of course, it's spring and summer when the joy of sunroom ownership is at its peak. "We use it non-stop," says Terry. "We spend so much time in there, reading the newspaper, playing scrabble or simply listening to the sound of birds in the yard."

The sunroom has dual access from the master bedroom and the main back door. There's lots of cross ventilation thanks to the screens and converts easily to glass windows when an unexpected thunderstorm makes an appearance. Berber carpeting underfoot spans all seasons.

The couple chose to augment the sunroom's footprint with the addition of stairs and railings that lead down to a lower level deck built for the twin pleasures of sunbathing and barbecue.

"Serial sunroom ownership is not uncommon," says Steve Sarens of Glastar. "Seems that there are certain home improvements that are hard to give up once you've had them. Air-conditioning, for sure, and sunrooms would be another. Terry had another sunroom before, so she is one of our repeat customers. It does happen, for the simple fact that anyone who's had a room is not likely to ever live without one again."

Terry recalls that features that used to be considered options, like an insulated ceiling for example, are now standard. She also remembers that there were never any problems. "The glass doors consistently rolled back and forth effortlessly and no shifting of the ground affected its working properly. I was told back then that the Glastar sunrooms were manufactured according to the Manitoba climate so when the ground does shift, there's no affect on the tracks not rolling properly. Over the years, their product has just gotten better."

Steve adds, "The novelty of the sunroom doesn't wear off. That's one of the nice things about being in this business. When we go to the home shows to display our product, I usually go there not for the new business, but just to see the old customers, because they make a point of stopping by. They tell us that they continue to enjoy their rooms so much. We may see them as much as 10 years down the road, and they tell us they are still excited about their rooms."



PICTURED LEFT

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"Our repeat customers, besides seeing their sunrooms as being so valuable in terms of lifestyle, also have seen the value a sunroom has added in terms of equity when they sold their property," says Steve.

"In most cases they have recovered the cost of the room on the sale of the house. It's really an investment in the home itself that gives top return for what they've spent on it. It's really a no-brainer because they've seen the value it's added."

PICTURED TOP RIGHT
Steven Sarens
stands proudly
in front of another
successful project.

