

More than coincidence: Polybau's double-digit growth and Super Spacer

Polybau Vinyl Windows and Doors is a Northern California manufacturer of premium quality products with Austrian roots dating back to 1930. The European Polybau continues to this day as a major vinyl window maker, after having spun off its California manufacturing facility to American owners in 1992. In 2004, the San Francisco Bay Area window company moved into a new 100,000 sq. ft. manufacturing facility in Tracy, CA.



Polybau employs 145 at its Northern California plant

"We feel it's no coincidence," says Cheryl Jacobsen, "that Polybau has sustained double-digit growth, year after year, over the ten years we've featured warm-edge Super Spacer® in all of our products." The company began fabricating its own Super Spacer IG in 1999, and today makes up to 5,000 IG units per week on two semi-automated lines.

"Polybau has an ongoing commitment to excellence in providing our customers with outstanding products at competitive prices. We feel partnering with industry leaders is the key to our success," says Jacobsen, "and we believe Super Spacer is the quality backbone of our window and door lines, along with premium Rehau vinyl extrusions. Together, we feel these two key components personify our current Polybau marketing theme, 'The Best Idea Around Glass.'"

The glazing system combines Cardinal Low-E² glass with 3/16" thick thermoset foam spacer. Super Spacer Premium is



**Jacek Pasternak, CEO;
Cheryl Jacobsen, President**

standard on most Polybau residential products. Polybau also makes commercial (C-60) casement and (C-80) tilt & turn windows for multi-unit apartments using Cushion Edge™ U-shaped Super Spacer on triple-glazed units.

"Virtually all of our triple-glazed products are sold in Alaska and Antarctica," says Jacobsen, "though our primary window market is California." Polybau fields five factory sales reps calling on 250 diversified dealers across the state. Products are shipped on a fleet of seven company-owned trucks. Its customers are primarily replacement window dealers. However, the company was recently awarded a new Rochester, NY, commercial apartment complex calling for 2,500 windows.

Polybau manufactures a wide range of replacement windows including single and double sliders, casements, awnings, tilt-turns, double-hungs and special shapes. The line also features sliding and French patio doors, fully assembled bay and bow windows, as well as several grille options. This year the company will introduce a line of new construction windows, with the same premium features as its replacement windows, including Super Spacer. "We've been 100% Super Spacer since 1995," notes Jacobsen, "and our new construction windows will reflect the same Polybau commitment to quality, performance, value and aesthetics."

Initially the new construction product line will focus on single-hung, sliding and fixed picture windows.

Says Jacobsen, "Our dealers are extremely loyal to Super Spacer. The bottom line is they would rather sell windows with Super Spacer than to have to sell against it. Then there's the reassurance that they won't have to deal with homeowner complaints over condensation and seal failure. We're so confident in the condensation resistance of Low-E² glass combined with Super Spacer, that Polybau offers an unconditional lifetime warranty on the glass. And the products' outstanding thermal performance means our dealers have the additional advantage of marketing only Energy Star rated products from Polybau. The company is a proud member of AAMA and NFRC and offers a wide range of NFRC Certified Products.



Polybau's high-end fenestration performs in all climates from Southern California to Alaska

"To sum up our relationship, we believe that Super Spacer and Edgetech's excellent marketing and technical support give Polybau a distinct marketing edge, as well as important aesthetic, performance and production advantages over any other spacer out there. In 2006, Super Spacer will be featured in an innovative group marketing campaign involving Polybau dealers." 