

# INSTALLER

A newsletter for the valued customers of Southeastern Aluminum Products, Inc.

## product focus: *The Signature* PIVOT DOOR SYSTEM

### we've made installation even easier!!

The Signature Pivot Door, with its simple installation and sophisticated design utilizing minimal hardware has become a real favorite among customers. In a continual bid to improve our products and by taking on board the comments made by our customers, we have made an additional improvement to this heavy glass door system. Installation of the Signature Pivot door has now been made considerably easier with a simple change to the pivot base plate. The two outbound protrusions that position the base plate on the curb have been reduced in diameter so that they will fit into ¼ inch diameter holes. The current base plate requires the drilling of ½ inch diameter holes in the curb after first drilling 3/16 inch pilot holes. The new base plate can be installed by drilling three ¼ inch diameter holes in the curb and then drilling *only* the center hole to ½ inch diameter. The new base plate will not only make drilling the curb easier but will greatly reduced the possibility of cracking curb tiles caused by drilling three ½ inch diameter holes so close together. (See insert) The color options for the base plate,

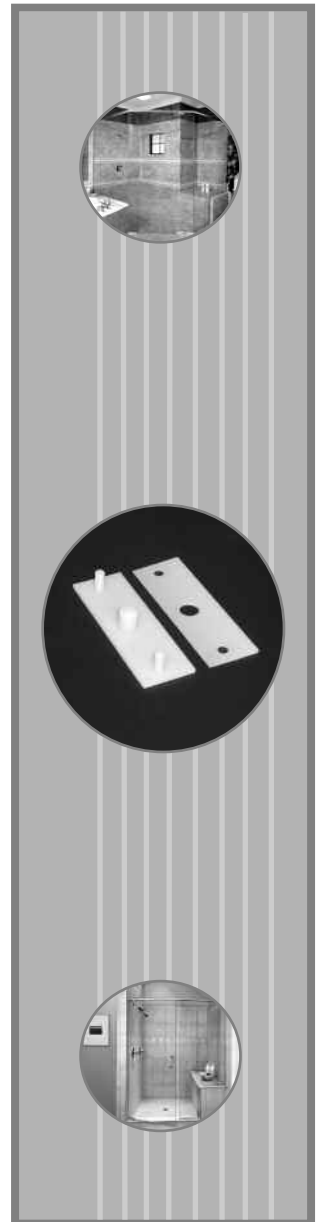
previously only available in white, have been extended to include black, gray, and beige, allowing for more blending options with the customers tile or marble surface.

#### OTHER SIGNATURE NEWS.....

The complete range of Signature Pivot hardware is now available in the increasingly popular Oil Rubbed Bronze color. This color has become a stock item and can be purchased by calling our Customer Service Team on ext.150.

We have also added a deluxe handle option to this line (see Product Development section); again this is available as a stock item offering the latest enhancement in shower enclosures.

After the recent release of 3/8 inch rain glass for the Signature By-Pass system, the company has once again extended the range of patterns available at this width to include Antique, Storm and Superchip. The By-pass has also added to its ¼ inch width glass options to include Everglade, Flemish and Superchip.



### Did You Know?

In August of 2003 Southeastern Aluminum began production of panel kits and customs using a newly revised header design. The previous design, our shape number SEJ119, was used as both header and threshold. The only difference was in the fabrication of the threshold to include weep holes. In response to suggestions from our product development committee we redesigned our header to have a round face similar to that of the heavier header used in our Signature pivot product line. That shape number became SEJ319. The redesigned shape of the new header affected formulas used to calculate the cut length pieces. Where center headers of a Neo angle were the same length as the threshold, they now differ by 1/8 of an inch. More precisely, an extra 1/16 is needed per 22½ deg cut and an extra 1/8 per cut for 45 deg miters.

The following table can be used with centerline measurements to calculate mitered header and threshold lengths.

Miter	22½ deg	45 deg	
SEJ119 T-hold	5/16	11/16	→ Add per cut to centerline
SEJ319 Header	3/8	13/16	→ Add per cut to centerline

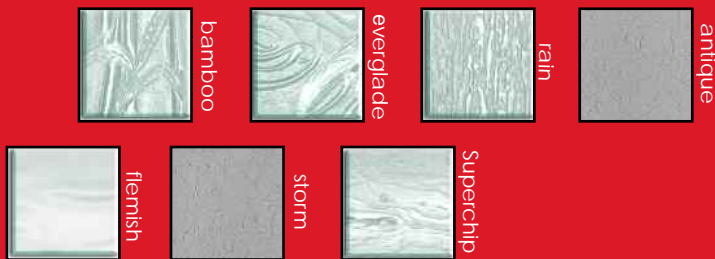
# [ product news ]

## New Crystalline Door Kits

Our Crystalline Door Kits have been expanded to include 26" x 71" & 32" x 71" kits. Both are available as KD or in Aquatex or Clear. All our Door kits are produced in a number of stock colors

## New Glass options available in Sample Size

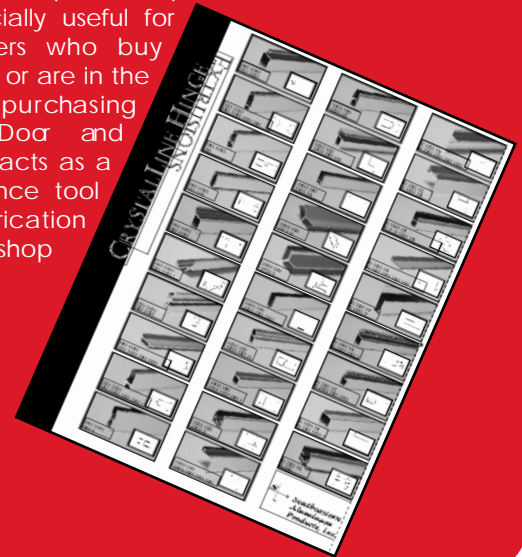
As mentioned in October's issue we have released several new glass options that included 3/8 inch rain, antique, storm & superchip, 1/4 inch everglade, flemish & superchip, as well as 3/16 inch antique & bamboo. These new options are now available in sample sizes, displayed in a new format and including all the other glass patterns we offer. This display box is an ideal extra for your showroom or simply to have available for your customers to browse through



## New Crystalline Extrusion Poster

The latest addition to our customer fabrication tools is a Crystalline Hinge extrusion poster. We realized because of the extensive extrusion range attached to this product that it would be helpful to produce a poster that displayed each extrusion clearly, with the extrusion number visible next to the silhouette of the profile, making each one identifiable (see insert).

This is especially useful for our customers who buy stock lengths or are in the habit of purchasing Crystalline Door and Panel kits. It acts as a good reference tool for the fabrication area of your shop



# [ product development @ SEALPRO ]

Changes are being made to the Parklane Pivot door threshold to facilitate installation of the threshold on fiberglass and acrylic shower stalls with rounded curb to wall corners. The new threshold will have legs that can be conveniently clipped off to fit the round corner and allow the threshold to fit flat to the curb. The new threshold also incorporates a 1 degree base slope and a rounded inside edge to improve water drainage back into the shower stall.

The Crystalline Hinge has added a new metal color to its range of shower enclosures; Satin Silver is now available as a stock frame option. This will extend our stock metals color range on this product to six.

Contact your customer service representative to order on ext.150

We have released some new handle options within the Signature range of shower enclosures. Firstly the Signature Pivot Door System will offer a new deluxe handle in addition to the already popular C-pull option. The deluxe handle is available in all stock colors and offers your customers the latest enhancement to this heavy glass enclosure. This



new handle option is also available as part of our Crystalline Hinge product range. (see insert)

The Signature By-pass has also undergone some enhancements in the form of an optional knob for the interior panel of the by-pass. Instead of the original towel bar feature, you can opt to replace this with the new knob on



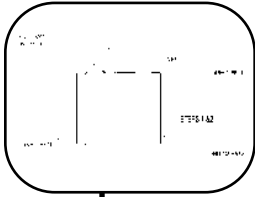
the inside while keeping the towel bar on the external panel only. This new feature is available on request and helps to reduce the overall price of this unit.

## DATES FOR YOUR DIARY

The new contemporary Crystalline By-pass towel bar featured in the last issue was due to be released in January; production on this has now been put back to mid July.

The 2004 Shower Enclosure Price book is due for release in late June.

# How to find Neoangles without a Geometry Lesson



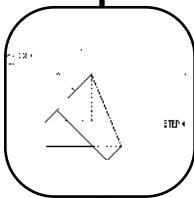
1&2

- STEP 1: Mark the center line with a pencil
- STEP 2: Align a sheet of paper along one line
- STEP 3: Fold the edge of the paper back to form the neo angle



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- STEP 4: Fold the result in two to split the neo angle in half
- STEP 5: Place the flat edge of paper against a chop saw rip fence and bring the blade to the angle formed by the sheet of paper



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- STEP 6: Cut threshold or header
- STEP 7: Flip folded paper over and place against the opposite side of the chop saw rip fence and bring the blade over to the angle formed by the sheet of paper
- STEP 8: Cut adjacent threshold or header
- STEP 9: Fabricate the angle with supplied brackets and proceed with installation

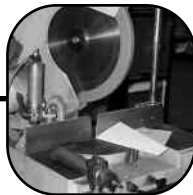
Installers often struggle figuring odd return angle cuts for headers and thresholds. This can be done using a protractor or angle finder to determine degree of cut. Sometimes these tools are not available on the job site, or consideration was not given for fabricating this angle prior to arriving at the job for installation. Determining the cuts can be accomplished with a simple piece of paper using the following procedure.



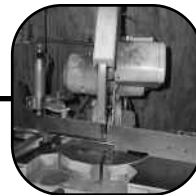
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Kimberly Gambone

Since the October 2003 issue we have seen several new faces come aboard the SEALPRO team.

Our Customer service team has expanded once again to include another new Customer Service Representative, Kimberly Gambone. Kimberly joined us in late March from a fiber optic manufacturing company where she spent ten years in Customer Service, two of which as a team leader and Head CSR. She is quickly learning the ropes and is looking forward to many years with SEALPRO. All CSR's can be reached through the customer service line ext.150

Since moving from the UK in January Kate Moyster took over from Laura Burns as the company's Marketing Associate. She has brought her Marketing and Product Development skills all the way from England and is settling well to America and

SEALPRO.

Our sales team has also seen some growth with the addition of Prime Source Marketing who have taken over sales territory #24; this includes Central & Southern Illinois, Ohio, West Virginia, Kentucky, Southern Indiana and Western Pennsylvania. They will be our new sales rep firm in those areas. Please contact our Indianapolis office for more information.

Finally we would like to welcome the latest addition to Southeastern Aluminum Products, Arizona Glass Sales who will be our new stock warehousing and sales agent for Arizona (Territory #4) As of May 3rd, Arizona Glass Sales will be facilitating both stock warehousing and sales for the company in Arizona, as well as making weekly deliveries throughout the state. For further details please call (623) 869-9351.



Kate Moyster

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[www.southeasternaluminum.com](http://www.southeasternaluminum.com)

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## "Show & Tell"

This is a new feature in our first 2004 edition of the SEALPRO Installer. It provides our customers with an opportunity to show off anything new and interesting they're doing with our products.

The first to contribute to this section is Amirrortech, one of our customers based out of Jacksonville FL. This is a family business based on the beach in Jacksonville and have been a loyal customer of Southeastern Aluminum Products, Inc. for many years.

They specialize in custom designed interior glass which includes mirrored walls and custom shower enclosures using SEALPRO products. The company is headed up by Kirk Lichty who has been installing shower enclosures for over 16 years.

Amirrortech have been using SEALPRO enclosures since they started in business. In particular they prefer to use Crystalline & Signature series as they cover a wide spectrum of price and diversity helping them meet the needs of their customers.

As the photographs highlight they have managed to put together some interesting formations using our products, ranging from a simple Crystalline By-pass to a neo-angle Signature Pivot.

If you would like to be featured in the November 2004 edition of The SEALPRO Installer and have something interesting you would like to share with our other customers, please contact Kate Moyster at ext.132



**AMIRROTECH**