

product focus

A NEW LOOK FOR CRYSTALLINE BY-PASS



The new CrystalLine Framed By-Pass has been designed to offer the quality and beauty of the CrystalLine Frameless By-Pass with the added substance of a framed unit. The CrystalLine Framed By-Pass uses the same contemporary header; wall jambs; smooth threshold; and specially-designed dual durameter center guide as the CrystalLine Frameless By-Pass.

The CrystalLine By-Pass header offers a symmetrical shape so that the contoured profile is always visible and the set



minimal guide coupled with the smooth threshold surface makes operation and cleaning a breeze.

This new option can be ordered as a stand-alone door unit or with in-line or return panels and is available in the most popular widths and lengths for shower and tub installations. The CrystalLine Framed By-Pass is stocked in silver, gold, brushed nickel and oil rubbed bronze or can be powder-coated to match any bathroom decor.

Southeastern Aluminum Products, Inc. has introduced a new Framed option in its CrystalLine By-Pass bath enclosure line. This new twist on the CrystalLine By-Pass maintains the quality CrystalLine design while incorporating sleek, polished framing to create a beautiful new CrystalLine look.



up is the same no matter which way the header is installed.

The specially-designed dual durameter center guide has a rigid frame and soft guide fins to ensure smooth, quiet operation. This

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NOW ONLINE

web updates

Our resident software and technology development guru has been hard at work this winter developing more web-based programs to help you, place, track and review orders. The new Dealer Login section features interactive ordering, sales history and statement recall sections.

The interactive ordering section allows you to order stock items, save your most frequently ordered items in favorites, search by category or part number and even view and download a pdf of our most up-to-date price list. This new ordering section replaces the previous online ordering system.

The sales history section gives you a month to month overview of your total sales as well as month-to-date account information such as invoices, payments and credits.

If you need more detailed information, you can use the statement section, which allows you to pull up individual statements and view payment posting information.

All these options have been combined with the Order Tracking section that was released last fall (*see the October 2005 e-Installer*).

To check out these new features, visit us online at southeasternaluminum.com.

THE HEAVIER SIDE OF SIGNATURE PIVOT

new 1/2 inch glass option



Southeastern Aluminum Products, Inc. is now offering a 1/2 inch glass option in its Signature Pivot series. This new heavier glass option works in all the existing installation styles, curb-to-header, curb-to-wall block and curb-to-soffit. Some new hardware has been designed to accommodate the increased glass thickness, but the system maintains its sleek, open look and easy installation.

To accommodate the 1/2 inch glass option, new part numbers have been added for the Pivot Channel Kit, SEJ 165 and SEJ 166 Glazing Channels in 98 inch lengths, the Drip Rail with Dual Wipe and the Wall Seal. The existing Pivot Wall Block and Header

Kits will work with both 3/8 inch and 1/2 inch glass. Pricing for these new items can be found in the updated Signature Pivot Price List that was sent out in April. You can also view these new additions in the pdf version of our price list located behind the dealer login section of our website (*see the [Now Online: Web Updates](#) article in the side bar of this page*). The 1/2 inch option and prices have been added to our CrystalSoft software and online ordering as well.

Updated installation instructions are also in the works and should be available by the time this newsletter goes to press. Installation of the 1/2 inch glass unit is the same as the 3/8 inch glass unit with only minor changes and considerations for weight and measurements and the elimination of header bead in panel applications.

This new option keeps the Signature series luxurious airy feel, minimal use of metal and simple clamp-on hardware, which works in tandem with the specially designed base plate to utilize the weight and turning motion of the door to allow for self-centering. The unique design eliminates the need for notches in the glass and the weight of the door never hangs on the wall, providing safety and security even with this heavy glass option. The Signature Pivot is stocked in silver, gold, brushed nickel or oil rubbed bronze or can be powder-coated to match most color samples.

Your customers will love the heavy, spa-like feel of this new 1/2 inch option and you will love the quality build and easy installation of the Signature Pivot unit.

HERE WE GROW AGAIN

groundbreaking news

In March 2006, Southeastern Aluminum Products, Inc. broke ground on a new manufacturing plant and corporate office on Jacksonville's Westside. This new plant will offer twice the operating capacity and will allow the company to combine its current Florida operations into one building.

The new facility boasts 200,000 square feet that will house the corporate, administrative and manufacturing operations, and will be expandable to 250,000 square feet for future growth. By moving into this new building, Southeastern Aluminum Products will be able to combine all of its production operations into the same building and streamline the manufacturing process.

Below is the architect rendering of how the new plant will look when completed this fall.



Once the facility is complete, the physical move will be done in stages so that production, and our customers, will not be affected. The entire staff is excited about the move and the development team has been hard at work designing the layout and workflow for the new plant.

As the new facility nears completion, we will notify you of any changes in contact information, including our new address. We will be keeping our post office box and most companies have been notified to start sending correspondence to that address until we are settled in our new building (P.O. Box 6427, Jacksonville, FL 32236).

Look for more information about this exciting new building in future issues of our newsletters.

THE HOME TEAM

personnel updates

To keep up with the growth of our business, our organizational structure has also expanded. Southeastern Aluminum Products is pleased to announce the following promotions:

Jeff Dowd has been promoted from Western Regional Sales Manager to Vice President of Sales. In his new position, Jeff will have responsibility for all of Southeastern Aluminum Products' sales activities.

Tom Jackson has been promoted from Eastern Regional Sales Manager to Vice President of Administration. In his new position, Tom will be responsible for Southeastern Aluminum Products' Customer Service, Technology, Accounting and Human Resources departments.

John Wright, Jr. has been promoted from Plant Manager to Vice President of Manufacturing. In his new position, John will be responsible for the manufacturing operations of both the Jacksonville, Florida and Indianapolis, Indiana plants as well as the Scheduling and Engineering departments.

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OUT NOW

latest additions

With the latest edition of our price list, we have added many new items, colors and options. Below is a list of the most noticeable additions.

❖ CrystalLine Hinge System

- ◆ Oil Rubbed Bronze is now available in 26 width DKD's in KD, Clear and Pattern 62 Glass.
- ◆ SEJ 117 and SEJ 118 are now offered in Brushed Nickel.
- ◆ 84 inch lengths are now available on SEJ 110 and SEJ 113 in Silver, Gold, Brushed Nickel and Oil Rubbed Bronze.
- ◆ We have added a 60 x 75 PKX1 level in Oil Rubbed Bronze.
- ◆ Towel Bar Kit pricing has been added for panels.

❖ CrystalLine Framed By-Pass

- ◆ A section has been added for this new product, which is available glazed and KD as well as in stock lengths in Silver, Gold, Brushed Nickel and Oil Rubbed Bronze.

❖ CrystalLine Frameless By-Pass

- ◆ Oil Rubbed Bronze is now a stock color.

❖ Parklane By-Pass

- ◆ Oil Rubbed Bronze is now a stock color.

❖ Mirror Door

- ◆ Small increase has been applied to the mirror door price list effective July 10.

This newsletter has been developed to keep our most valued customers up-to-date with the latest news and advancements at Southeastern Aluminum Products, Inc. If you have any suggestions for future articles or if you would like to be added to the mailing list for this publication, please contact our Marketing Department at extension 132 or email amanda@southeasternaluminum.com



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