

new training program

LEARN MORE ABOUT SHOWER DOORS

For the last year, Southeastern Aluminum Products has been preparing and testing a new customer training program. After careful planning and a few trial runs, we are ready to roll out our full program.

Beginning February 2008, Southeastern Aluminum will offer monthly training sessions at our Jacksonville facility. The two part curriculum covers basic and advanced topics to provide information relevant to various members of your team, from customer service representatives to in the field installers.

To make the most of the learning experience, our classes will be kept to a maximum of 10 people per session and classes will be filled on a first come first served basis. To further assist our customers, Southeastern Aluminum will provide lodging expenses for those who attend as well as lunch during the sessions. Travel to the training sessions and other meals will be the customer's responsibility.

The basic introductory course covers:

- Product presentations
- Selling features
- Binder review
- Software & website introduction
- Measuring and installing guidelines
- Plant tour

The advanced courses cover:

- Product details
- Precise measurements and angles
- Overcoming installation obstacles
- Adjustment of units
- Optional extrusions and pieces
- Glass sizing
- Notched panels
- Butt-glazed panels
- Advanced installation techniques for a specific product lines (such as CrystalLine Hinge or Signature Pivot)
- Sig. Pivot base plate installation
- Sig. Pivot configuration options

After successful completion of any course, trainees will be certified by Southeastern Aluminum and receive a certificate of completion. For information about training dates and times, please contact your sales representative or our customer service department.

END OF THE LINE discontinued products

The end of 2007, also saw the end to some of our products.

MIRROR DOORS

Due to a drop in demand, we have decided to stop offering mirror door products effective January 2008. The information has been phased publications.

SUPERCHIP GLASS

Due to the manufacturing process of this glass it can be hazardous in shower door applications because of it's tendency to "chip" off. We will no longer offer it as a glass option in our product lines.

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WELCOME ABOARD

new team members

CAMERON ROBERTS, SALES REPRESENTATIVE

Although born in Utah, Cameron was raised in Burlington, North Carolina and knows well the metro areas he covers for Southeastern Aluminum Products. With an area consisting of Virginia and North and South Carolina, our new salesman 23 has been on the job since October 2007. Prior to coming to Southeastern Aluminum, Cameron working with Alamance Glass, RCS and even one of our competitors. He has nine years working experience in the shower door industry, and has been around the industry most of his life, as his father is also in the business. This married father of two says he is "excited to be a part of such a wonderful group of people." Please join us in welcoming Cameron to the Southeastern Aluminum Team.

DANIEL GIANNINI, INDEPENDENT SALES REP

We would also like to welcome Daniel Giannini of Metropolitan Products. Dan serves New York city and the surrounding areas. Having been raised in New York and currently residing in the White Plains area, Dan is very familiar with the territory and looks forward to working with our customers in the area.

NEW UNITS ADDED

product additions

CRYSTALLINE HINGE

- 24" and 30" DKLX Frameless Door Kits with Clear glass in Silver, Brushed Nickel and Oil Rubbed Bronze
- Brushed Nickel option added to 24" DK Framed Door Kit for KD, Clear and Aquatex
- Silver 25" DK Framed Door Kit added in Silver with KD, Clear and Aquatex glazing options
- Oil Rubbed Bronze option added to 26" DKD Framed Door Kit in KD
- 33" DKD Framed Door Kits added in Silver with Clear and Aquatex glazing options
- Oil Rubbed Bronze and Brushed Nickel options added to 24" DKLD Frameless Door Kit with Aquatex
- Oil Rubbed Bronze option added to 26" DKLD Frameless Door Kit in KD
- Oil Rubbed Bronze and Brushed Nickel options added to 30" DKLD Frameless Door Kit in KD
- 60" x 75" PKX1 In-Line Buttress Panel Kit added in Silver, Brushed Nickel and Oil Rubbed Bronze
- Oil Rubbed Bronze and Brushed Nickel options added to 48" x 48" x 75" PKX3 In-Line and Return Level Kit

- 48" x 48" x 75" and 60" x 48" x 75" PKX3 In-Line and Return Buttress Kits added in Silver, Brushed Nickel and Oil Rubbed Bronze

CRYSTALLINE FRAMED By-PASS

- 56" x 70 1/4" RS Shower Enclosures added in Silver, Brushed Nickel and Oil Rubbed Bronze for Clear and Aquatex glazing options

SIGNATURE By-PASS

- 60" x 80" HSSY Shower Enclosures added in Silver, Aquatex and Oil Rubbed Bronze for KD and Clear 3/8" Glass glazing options

PARKLANE By-PASS

- 56" x 70 1/2" PS Shower Enclosures added in Silver for Clear and Aquatex glazing options
- Brushed Nickel KD 58" x 75 1/2" PSX Shower Enclosure added

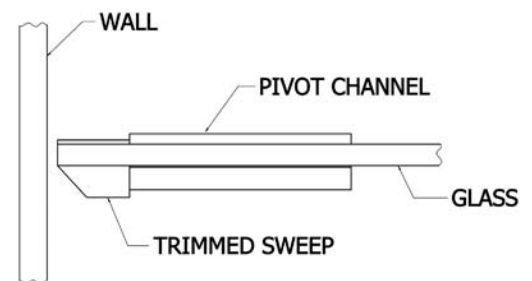
Classic By-PASS

- 56" x 69 3/4" LS Shower Enclosures added in Silver for Clear and Aquatex glazing options

INSTALLING A DRIP SWEEP

technical tip

- When installing a drip sweep on a Signature Pivot Door, you will first want to place a small amount of drip sweep between the pivot channel and the wall or panel.
- Then trim the sweep so it does not contact anything as the door opens.
- Once enough of the sweep has been trimmed, use silicon caulking to adhere the sweep to the glass.



CRYSTALSOFT SESSION

software updates

- **Updated Crystalline Frameless Hinge Glass Options**

Removed the Obscure Fluted glass option from Crystalline Frameless Hinge door because frameless stile and bead do not fully hold this pattern of glass.

- **Price List Update**

Added table to reflect December 2007 price increase. Current version will not work past January 1, 2008 if update is not applied.

- **Corrected Missing Jamb in Crystalline By-Pass**

When return panel on buttress configurations are used the option to not have a step over allows the use of a stock unit. However, if the by-pass size is not stock, the quantity of SEJ 34 wall jamb remained one as if the configuration did have the step over option. This issue has been corrected in both Crystalline Framed and Frameless By-Pass.

- **Modified Stock Unit Heights for Crystalline By-Pass**

Changes to the wall jamb length has redefined the heights Crystalline By-Pass units. Frameless By-Passes go from heights ending in $\frac{5}{8}$ " to $\frac{1}{2}$ " and Framed By-Passes go from heights ending in $\frac{1}{16}$ " to $\frac{1}{4}$ ".

- **Added Return Option to Signature By-Pass**

Added 135° post option to Signature By-Pass returns.

- **Updated Options on Program Discount Screen**

Added two labor fields and removed wardrobe discount. The user can now add a set labor dollar amount to the net price and/or a percentage add-on. Both calculate to net only, having no effect on original list. Additionally the percentage applies to only the portion of the unit Southeastern Aluminum supplies.

- **New Options in Signature Pivot**

Added a No-Door option to Signature Pivot in order to simulate Splash Panel Configurations.

- **Modified Door Glass Height Calculation in Signature Pivot**

Modified the door glass height calculation for Curb-to-Soffit installations of Signature Pivot from unit height minus $\frac{7}{8}$ to minus $1 \frac{1}{8}$.

- **Added C-Pull/Towel Bar Combo**

Added C-pull/Towel Bar combo options in both Signature Pivot and Crystalline Hinge.

- **Added New Configuration to Crystalline Hinge**

A new panel-only configuration, FHD007 Panel with Return on Buttress was added.

- **3-D Viewing Option Added in Signature Pivot**

This new 3-D viewer displays the users current configuration and allows them to rotate and pan the image of the shower. To accommodate the shape and size of this viewer the Signature Pivot form was rearranged a bit but holds all the original functionality.

- **Added Minimum Glass Size to Signature Pivot Rule**

Added rules to reflect glass vendor's limitations (cannot polish smaller than $3 \frac{1}{2}$ " or polish and miter smaller than 4").

- **Added Logo Option to Crystalline Hinge Quotes & Cutsheets**

Added our logo to the upper right corner of Crystalline Hinge quotes and cutsheets. This logo has an on/off switch or can be replaced by the

NEW PRODUCT LABEL

quality control

Southeastern Aluminum Products has initiated a new labeling format to better assist with our quality control efforts. This new label has a peel off section that contains important production and quality tracking information. To use this new system, you simply peel off the special section of the label and place it with your installation paperwork. Then if there are issues with the door, we can track the production isolate the issue and determine if any adjustments need to be made. In the future, we plan to make this label part of our warranty system as well. All products are currently being shipped with this new label. Please note that for custom units, you may need to open the packaging to reach the original product label on the main packaging of the unit. With this new tracking system in place we will be able to handle issues more effectively and efficiently.



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OUT NOW

product news

- **CrystalLine Frameless By-Pass Towel Bar Bracket Pads**

The towel bar bracket opening has been adjusted to better fit ¼" glass and all kits now include a Clear Vinyl Pad for ¼" glass and a Black Vinyl Pad for ¾/16".

- **Signature Pivot Design Improved**

Due to a vendor mis-spec, the Signature Pivot door was having issues with centering. We worked with our vendor to adjust the issue and raised the edge as originally designed so the door centers correctly.

- **CrystalLine Hinge Z-Channel Now Available**

This new extrusion acts as a buttress cap to help hide grout lines and prevent leakage when not using bull nose tile.

- **Through-The-Glass Hole Diameter Changes**

The hole diameter for hardware and handles has been changed from 7/16" to ½" on all units.

- **New C-Pull Handle/Towel Bar Combo Kit Available**

The Combo Kit is available with 6" C-Pull and your choice of 18", 20" or 24" Towel Bar and is available for CrystalLine Hinge and Signature Pivot Units

COMING SOON

product updates

- **Sleeve Over Glass Clamp In Production for Signature Pivot Units**

Scheduled for release in February, the Sleeve Over Glass Clamp will allow for a machined hold on glass in angled installations. It will be offered in 135° and 90° for all Signature Pivot color options. Please note this is not a structural item and is not meant to replace a header.

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 amandal@southeasternaluminum.com



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