

product spotlight

INTRODUCING SIGNATURE HINGE

In our continued efforts to offer our customers a one-stop shop for all of their shower enclosure needs, Southeastern Aluminum Products is happy to announce our newest product line: Signature Hinge. As an alternative to our already popular Signature Pivot Heavy Glass system, the Signature Hinge offers more tradition style heavy glass hardware fashioned with our Signature style.

Designed for minimal metal and maximum durability, the Signature Hinge creates an open, spa-like appearance. All hinges and clamps in our new line are made with solid forged brass construction and feature dual precision wound stainless steel return springs. For easy of installation, our hinges and clamps come standard with stainless steel hex-head clamp screws and matching allen wrench as well as optional phillips-head screws. For use with 3/8" and 1/2" glass, the Signature Hinge will be available in Chrome, Polished Brass, Brushed Nickel and Oil-Rubbed Bronze.

The hinge is self-closing from 25 degrees on standard capacity hinges and 15 degrees on heavy duty capacity. Maximum capacity for our standard and adjustable

hinges is 80 pounds using two hinges with a door width of 28 inches and 120 pounds using three hinges with a door width of 32 inches. Maximum capacity for our heavy duty hinges is 110 pounds using two hinges and 140 pounds using three hinges both with a door width of 36 inches. These maximums apply to both 3/8" and 1/2" glass.



Standard H Back Hinge



180° GTG Clamp

Signature Hinge panel clamps are available in one-hole glass-to-wall mount or 90, 135 or 180 degree glass-to-glass

styles and are designed for use with glass from 5/16" to 1/2" thick.

To complement our new Signature Hinge line, we are also offering new handle options. Available in the same colors, the new line will feature an option of a handle, towel bar or handle and towel bar combination. New handle options include an eight inch crescent pull,



8" Crescent Pull

a six-inch ladder pull, or an eight inch c-pull. The six inch c-pull and deluxe handles popular in the Signature Pivot



8" Ladder Pull

will also be available. Towel bars will be available in lengths of 18, 20, 24 or 27 inches; and the towel bar/c-pull combo will feature a six inch handle with towel bar lengths of 18, 20 or 24 inches.

For more information about the new Signature Hinge, please contact your sales representative and keep a look out for new literature and price list information to arrive by early 2009.

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WELCOME ABOARD

new team members

Jason Rodgers

Sales Representative Area #22

Originally from Virginia Beach, VA, Jay now resides in Indiana and covers Illinois, Michigan, Wisconsin, Minnesota and Northern Indiana for Southeastern Aluminum Products. Jason's background in residential and commercial glazing installation and sales will no doubt be a great asset to the company and our customers alike. Jay is looking forward to getting to know his new clients and will be making the rounds to meet you all as soon as possible.

Bob Crowley

Sales Representative Area #4

Originally from San Jose, CA, Bob began covering the Arizona and Southern California metros for Southeastern Aluminum Products this April. With a background in wardrobe doors, shower doors, mirror and glass, Bob is a great addition to our team. Bob is looking forward to growing our presence in the southwest and working with the team in our newest plant in Arizona.

Joe Roberts

Sales Representative Area #12

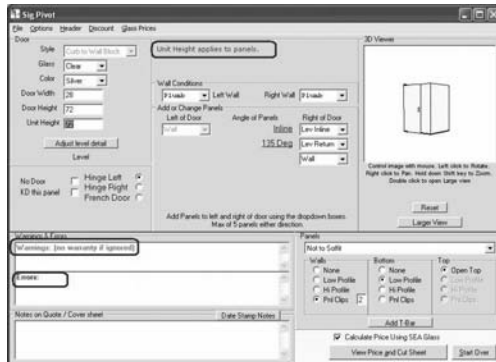
Originally from Burlington, North Carolina, Joe now resides in Medford, Oregon and has also lived in Utah, Montana and Arizona, so he knows his sales territory well. Joe joined the Southeastern Aluminum team in April of this year and covers the Northwestern United States including Washington, Oregon and the Northern parts of California, Nevada, Utah, Idaho and Montana, as well as Hawaii and British Columbia. Joe has an extensive background in sales and the shower door industry and has received several sales and service awards, so we are sure he will be a great asset to our team and our customers.

CRYSTALSOFT SESSION

software updates

SIGNATURE PIVOT UPDATES

The entire Signature Pivot interface has been rebuilt to be more user friendly and encompass more features.



• Warnings & Errors Section

This new section was added to the main form page. As changes are made, these fields will inform the user of various information and areas that require attention or corrective action. This should result in less pop-up type messages boxes.

• Panels Section

The new Fixed Panels channel/installations options are also found on the main form page. This section



was moved from the options screen to allow for immediate visual representation of the panels via the 3-D viewer.

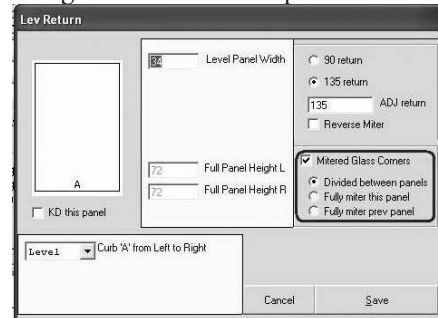
• Manually Add Towel Bar Option

This utility allows the user to add a towel bar to any fixed panel in a unit. By clicking the Add T-Bar button on the main form, a dialog box will appear. This will allow the location of the towel bar to be specifically defined or quickly positioned to center horizontally and to match to the top hole of the handle with the two positioning buttons.



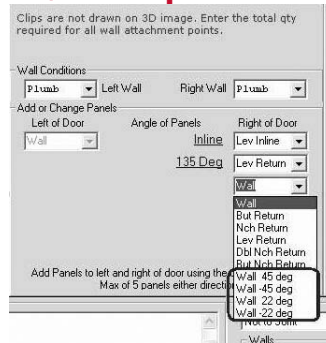
• Modify a Butt Joint

This return panel option allows the user to miter both panels equally (previous default did not have this option) or separate to either one or the other. The option does provide some savings by potentially reducing the total mitered inches in a unit. Another benefit is that a full height panel may be mitered fully to meet an angled buttress return panel.



• Angled Wall/Panel Option

This is a new option to define that a panel meets an angled wall. When selected, the panel glass will be mitered to accommodate the degree of angle but have no mechanical connection to the wall.



Other Signature Pivot Updates

- Added a multiple unit quantity field to allow for ordering more than one of the same size unit.
- Changed the user input for sleeve-over-glass clamps to a quantity field allowing the user to explicitly state how many of each (90° and 135°) they want included.
- Changed the user input for U-Style panel clips in the same fashion as the sleeve-over-glass clamps.
- Changed how the user interacts with the 3-D unit preview image. Removed the rotate, pan and zoom buttons, and replaced with mouse over control.

ARTICLE CONTINUED ON NEXT PAGE. . .

QUALITY CONTROL

product improvements

During the past year we have experienced some quality issues with our Oil Rubbed Bronze powder coated materials. Poor paint adhesion was causing the powder coat to flake off. While our supplier had provided this finish for many years without any significant issues, the problem did surface late last year and continued periodically throughout this year. We worked with our supplier to correct this issue believed the problem was solved earlier this year, until more powder coat adhesion problems surfaced.

We went back to work with our supplier to isolate the bad material while they hired a metal pre-treatment specialist to consult on the adhesion problem. The specialist determined that the issue was the water from the city used in pre-treatment cleaning was poor, allowing more impurities than believed was allowed. The impurity in parts per million (ppm) went from the 300 to 400 range a few years ago to more than 1200 ppm.

Our supplier addressed this issue by purifying the water from the city by de-ionization before using it in any processes. A second issue in the pre-treatment was also found. The metal pre-treatment specialist determined that the process of cleaning the metal to ensure adhesion could be improved upon. The improved process, called Ziconization, is used worldwide to pre-treat metal and has many benefits such as creating a process free of phosphates, minimizing chemical usage, and significantly improved cleaning ability.

Prior to any shipments to Southeastern Aluminum our supplier is testing the material to ensure consistent quality. Once we receive the shipment, we again test the material to ensure product quality. All of us at Southeastern Aluminum are committed to the highest quality products.

SHOW & TELL

customer focus

Show & Tell is a special column dedicated to showcasing our valuable customers. We select a different customer each issue and ask them to show off their company by telling us a little about how they started and where they are headed.

THIS ISSUE'S SPOTLIGHT IS ON TURNER SPECIALTY & HARDWARE, INC.

In business for 15 years, Turner Specialty and Hardware is owned and operated by father and son team Terry and John Turner. Terry Turner has over 32 years experience and started in the specialty business in 1976 while installing wire shelving as a side job. John joined his dad about fifteen years later and soon they decided to start a new venture together. Originally the Turner's marketed strictly to national and local builders but in the last few years they started advertising to the public and now 30 percent of their business is in the private sector.

Turner Specialty and Hardware offers a wide range of products to their customer base including wire and custom laminate closet systems, standard and custom shower doors and mirrors, bath accessories, door hardware and mirror frames. As one of our long time customers, they use many of our product lines and specialize in the Signature Pivot Heavy Glass System. Their range of products and extensive knowledge of the business allows them to offer all of their customers the best prices and service possible.

CRYSTALSOFT SESSION CONT . . .

OTHER SYSTEM UPDATES

• Updated Parklane Hinge

Corrected a couple discrepancies relating to the new Parklane Hinge style and unit ranges

• CrystalLine Hinge Custom Kit

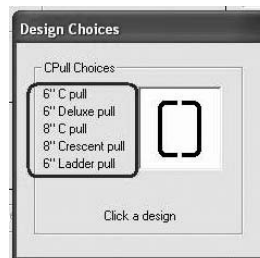
Enabled the option to price and/or produce a cut sheet in CrystalLine Hinge with No Door option, which essentially orders a custom kit.

• Clarified Signature By-Pass Towel Bar Option

Changed the Signature By-Pass Towel Bar option to read *Customer Supplied T-Bar* (previously read *No T-Bar*). Clarified fact that holes for a tough-the-glass towel bar will be needed and a glass drawing locating those holes will be provided.

• New Handle Options

The new handle options have been added to CrystalSoft for CrystalLine Hinge and Signature Pivot. These include the 8" C-Pull, the 8" Crescent Pull and the 6" Ladder Pull handles described in the Signature Hinge article on the front cover.



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OUT NOW

product news

• **New Parklane Hinge Height Added**

Clear and Aquatex units have been added in 33" PHD.

• **Stock Rain Glass Units Added**

Stock units with Rain Glass have been added in 30" DKD & DKLD in Silver, Brushed Nickel and Oil-Rubbed Bronze. Silver Rain units have also been added in 58" LT & LS and 60" FT & FS.

• **New Signature By-Pass Units Added**

Oil-Rubbed Bronze units have been added in 60" SSX/HSSX KD units, with and without Towel Bar; and 60" SSX/HSSX Clear Glass units have been added in Silver, Brushed Nickel and Oil-Rubbed Bronze. New HSSY units have also been added in Silver, Brushed Nickel and Oil-Rubbed Bronze and are 60" wide by 80" high.

• **New CrystalLine Hinge Units Added**

Two new KD units have been added: Silver 36" DKLX and Silver 36" DKLDX with C-Pull .

• **New Handle Offerings**

We will be offering new handle options in Signature Pivot and CrystalLine Frameless Hinge. These will included an eight inch C-Pull, eight inch Crescent Pull and six inch ladder pull.

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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