

# e-INSTALLER

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

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## Spotlight on Signature Pivot Heavy Glass Made Simple.

Since its introduction in March 2002, the Signature Pivot system has positioned itself as the premiere heavy glass system. Our patented pivot design accommodates 3/8 inch glass without the need for notches or complicated hinge hardware. Our simple, fashionable design uses a clamp-on device that works with the door's weight to provide smooth, quiet motion. The versatile Signature Pivot hardware can be installed in various configurations and works as a stand-alone door or in combination with fixed panels.



As part of our commitment to you, our customers, we are constantly reviewing and improving on this already popular product. The Signature Pivot is now available stock in silver, gold, brushed nickel and oil rubbed bronze, and we can match almost any custom color. Base plates can be ordered in white, black, gray, and beige to blend with most tile colors, and C-pull, Deluxe and towel bar handles can be selected to match any of the kits. With all of these choices, the design combinations are endless.

With the many Signature Pivot options, you can create a one-of-a-kind design or maintain a consistent look from the first install to the last. The Signature Pivot System is truly heavy glass made simple.

## CrystalSoft Session

Welcome to your CrystalSoft Session, where we discuss updates, tips and insight into our custom ordering software.

This session we will highlight the latest update available at [www.southeasternaluminum.com/updates](http://www.southeasternaluminum.com/updates).

- Store Multiple Glass Options**  
We have added ability for users to store multiple 3/8" glass options in vendor glass prices.
- Updated Pricing**  
We have implemented the pricing changes for 66 ST and SS KD.
- Stock By-Pass Door Option**  
In a By-Pass with return configuration, if you select a standard door size, you will now receive a prompt asking if you stock that door. If you answer yes, this will eliminate the door information in cutsheet and only include the needed kit info.

## The Home Team

### Personnel Updates

#### Introducing: Amanda Leonard

Originally from Tampa, Florida, Amanda Leonard relocated to Jacksonville, and joined the Southeastern Aluminum team as Marketing Assistant on January 31, 2005. Amanda has over nine years experience in marketing, public relations and graphic arts and is looking forward to learning all about Bath Enclosure manufacturing. Amanda can be reached at ext. 132.

## Product Development Out Now

- New Color for Signature Pivot Channel Kits**  
The channel kit for Signature Pivot in Oil Rubbed Bronze (80-920R) now comes stock with a black baseplate, socket and wedge. The header kit (17-100R) also now comes with a black header block, for a perfect match.

### Coming Soon

- CrystalLine Towel Bar In All Stock Colors**  
In September 2004, we introduced a new knock-on towel bar for the CrystalLine By-Pass door. This sleek, contemporary style bar is currently only available on the silver 60" tubs, but will be available in other CrystalLine colors in about 60 days.
- CrystalLine Double Snap Post**  
Due to customer request, our Engineering team developed a double snap post that can be used as a step-over or filler in buttress applications. Look for this new option to be available in late March.

*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 experience any problems with this file or if you would like other members of your organization to receive it, please contact Amanda Leonard at extension 132 or [amandal@southeasternaluminum.com](mailto:amandal@southeasternaluminum.com)*

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