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**Sales Letter #091-05062013**

**SUBJECT:** Dura-Glide™ SLH – Slim Line Header Slide Door System Now Available!  
**FROM:** Emily Brooks  
Marketing Manager  
**DATE:** May 6, 2013

## ***Dura-Glide™ SLH – Slim Line Header Slide Door System Product Update***

We are pleased to announce the new Dura-Glide SLH – Slim Line Header slide door system is now available in four distinct configurations and standalone part numbers for added convenience and product advancement in international markets and for applications where breakout is not required.

Now customers have the added convenience of ordering the Dura-Glide SLH with either the standard header components, or just the blank header - without any interior components. The SLH door system is still offered in both 3100 mm and 4300 mm lengths.

Also new for 2013, the SLH Utility Hanger Option has a new bottom guide, p/n 517264. This new bottom guide offers greater versatility for numerous applications.

The Dura-Glide SLH is our first slim-line header offering with our industry-leading header drive and logic components positioned to enable the reduced profile. The header design of 114 mm versus our current, standard Dura-Glide header of 203 mm may look different, but the SAT-quality customers have come to expect is still inside.



### **Dura-Glide™ SLH – Slim Line Header Re-announcement *At-a-Glance***

- NEW Bottom Guide for Utility Hanger (L-Bracket) p/n: 517264
- Single Slide with header components NEW p/n: 314172-2
- Single Slide without header components NEW p/n: 314172-1
- Bi-part with header components NEW p/n: 314171-2
- Bi-part without header components NEW p/n: 314171-1

Since our official release in September, 2012 our sales teams in Western Europe, UAE, and APAC and Latin America have helped drive the demand for this innovative, slim header design.

**Reminder: The Dura-Glide SLH – Slim Line Header design is currently only available in non-breakout applications and supports “X Panels” only. “SX Panels” are not supported.**

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This exciting slim-line header design and new standalone part numbers offer our sales associates, authorized distributors and customers around the world the flexibility to stock and customize their door system to meet a wide range of applications and design requirements.

**SPECIFICATIONS AND PRICING**

**Dura-Glide SLH (Slim Line Header) Slide Door System**

PRODUCT	POWER SOURCE (Choose One)	PART NUMBER	LIST PRICE	
Dura-Glide SLH Single-Slide	3100 mm (122.0") - Clear Anodized Only	314172-2	\$1,350.00	
Dura-Glide SLH Single-Slide	3100 mm (122.0") - Header Blank - Clear Anodized Only	314172-1	\$ 675.00	
Dura-Glide SLH Bi-Part	4300 mm (169.3") - Clear Anodized Only	314171-2	\$1,550.00	
Dura-Glide SLH Bi-Part	4300 mm (169.3") - Header Blank - Clear Anodized Only	314171-1	\$ 700.00	
<b>Hangers (All Hanger Kits INCLUDE Load Wheels) and at least one Hanger Kit must be selected</b>				
Utility Hanger Kit (L-Type)	Single Slide	(1) LH and (1) RH hangers per package	314159	\$ 103.00
		(2) bottom panel guide (Two must be ordered for SS)	517264	\$ 15.00
	Bi-part	(1) LH and (1) RH hangers per package (2 Kits need to be ordered for BP)	314159	\$ 103.00
		(4) bottom panel guides (Four guides need to be ordered for BP)	517264	\$ 15.00
Standard All Glass Hanger Kit	Single Slide	(1) hanger and (1) bottom panel guide per package <i>(an integrated glass clamp is included that supports 10 mm and 12 mm glass)</i>	314160	\$ 309.00
	Bi-part	(2) hangers and (2) bottom panel guides per package <i>(an integrated glass clamp is included that supports 10 mm and 12 mm glass)</i>	314161	\$ 510.00
<b>Sensors (Optional)</b>				
	BEA Wizard (1)	713869	\$ 655.00	
	Holding Beams (1)	517211	\$ 75.00	
<b>*Solenoid Locking (Optional)</b>				
	Fail Safe - RH	314155-1	\$ 243.00	
	Fail Safe - LH	314155-2	\$ 243.00	
	Fail Secure - RH	314155-3	\$ 243.00	
	Fail Secure - LH	314155-4	\$ 243.00	
<b>Controls (Optional) &amp; Header Component Kit</b>				
	SLH Header Components Kit (For blank headers)	314163	\$ 670.00	
	Battery Backup (Optional)	314156	\$ 588.00	
	ECO Pro (Optional)	314115	\$ 155.00	

NOTE 1: Standard package includes: header, header cover, end caps, clear-anodized finish, illuminated power switch, 3-position toggle function switch, step-down power supply (220VAC), MC-521 Pro controller, drive motor, drive belt assembly, bumper stops and data port.

\*NOTE 2: If ordering a Left Hand Single Slide, and Solenoid Locking is a requirement, you must order a Right Hand locking system.  
If ordering a Right Hand Single Slide, and Solenoid Locking is a requirement you must order a Left Hand locking system.  
If ordering a Bi Part, and Solenoid Locking is a requirement, you must order a Left Hand locking system (Fail Safe - LH or Fail Secure - LH).



## **DURA-GLIDE SLH APPLICATIONS GUIDE**

The updated part numbers and bottom guides are reflected in the latest revision of our Dura-Glide SLH Applications Guide. This guide helps to determine Panel heights, Header heights, Glass sizing charts, etc.

## **RESOURCES**

There are a number of resources available to help you promote and sell the exciting new Dura-Glide SLH – Slim Line Header slide door system including a sell sheet, Architectural Drawings & Specification and other information posted to our website for customers, architects and specifiers. In addition, the PowerPoint presentation and the Installation Manual can all be found on the SAT StanleyNet Intranet site and distributor website. Links are all contained below:

- 1. Resources Available Shortly on Public Website – [www.stanleyaccess.com](http://www.stanleyaccess.com)**
  - Sell Sheet (also attached to this email)
  - Architectural Drawings and Specifications
- 2. Resources Available on SAT StanleyNet Intranet (Stanley Associates) and Stanley Distributor website (SAT Authorized Distributors)**

### **SAT INTRANET LINK:**

<http://ecentral.stanleyblackanddecker.com/portal/Businesses/SSS/MAS/SAT/Pages/Default.aspx>

### **AUTHORIZED DISTRIBUTOR WEBSITE LINK:**

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

- PowerPoint Sales Presentation
- Installation Manual
- Sell Sheet
- Applications Guide

We hope all of the information contained in this Sales Letter will help you to promote and sell the new Dura-Glide SLH – Slim Line Header. If you have any additional questions please contact Emily Brooks, marketing manager, at email: [Emily.Brooks@sbdinc.com](mailto:Emily.Brooks@sbdinc.com) or phone: 860-679-6473, or Dan Seymour, product manager, at email: [Daniel.Seymour](mailto:Daniel.Seymour) or phone: 860-409-6530.