



PRODUCT - SPOTLIGHT BAHAMA SHUTTERS

Bahama shutters originated in the Caribbean islands as a means of protecting windows from the tropical storms and hurricanes that frequent that part of the world. Bahama shutters usually cover the entire window opening, are hinged from the top and propped out at an angle from the bottom with push rods. Wider bahama shutters will typically have one or more vertical sub styles that add stability by dividing the louver sections into shorter more stable lengths.

Southern Shutter proudly offers the 1 3/8" *Designline* and 1 3/8" Heavy Duty product lines in a bahama style shutter. These shutter parts dimensions are the same in the bahama application as they are in the regular shutter product line with one exception. The 1 3/8" Heavy Duty fixed louver or paneled bahama's side styles have no bead on the inside edge and along with the cross rails are flush sanded to 1 3/8" thick. The sub style dimension is the same as the side style but is customizable at the customer's request. The same louver and panel options are available in the bahama shutters that are available in the regular shutters.

The 1 3/8" Heavy Duty Movable Louver is also available in a bahama style shutter but does have a few exceptions they do not share with their fixed louvered cousins. Movable louvered shutters have louver tension screws that have to be accessed on the sides of the side style. This limits the Movable Louver Bahama to only one sub style therefore limiting the maximum width to 64 inches.

A new twist to the Bahama product line is the Bahama Spandrel panel. This utilitarian panel is nothing more than a short wide Bahama shutter. Bahama spandrel panels can be used in many different ways such as between columns around the tops of porches for afternoon sun shading, under balcony railings or as a window awning. They are typically fixed into a framed opening with stop molding applied to each side but can be hinged if necessary.

Please keep in mind that Bahama shutters and Bahama Spandrel panels can be ordered raw cedar, spray primed, primed and prepped for paint or custom painted to the customer's choice of color. Mahogany, Spanish cedar, and Cypress wood species are also available.

Bahama Shutters can also be used in a variety of applications * see photos right * making them a truly versatile shutter for a multitude of uses.

Please keep Southern Shutter in mind the next time you are asked to quote Bahama shutter panels or Spandrel panels.



Designline Bahama traditional mount



Designline Bahama Shutters



Bahama Shutters used as a patio divider



Bahama Shutters create a unique Garden Wall



Heavy Duty Bahama Spandrel



BAHAMA SHUTTER INSTALLATION - INSIDE VS. OUTSIDE MOUNT

There are several different types of hinges that can be used to hinge a bahama shutter panel. No matter which hinge one chooses the panel will either have to close inside the opening or outside on the face of the opening.

Inside mounts are used when the pocket the shutter will close into is deep enough to accommodate the shutter thickness along with the telescoping push rods in the collapsed position (1 1/2") behind the shutter. The shutter will have to be sized smaller than the opening to allow for clearances on the sides, top and bottom. Side clearances of 1/4" are usually adequate but more may be necessary when dealing with uneven surfaces such as stone. Top and bottom clearances are 1/4" as well with additional deductions that may be needed for the hinge itself.

Outside mounts can be used on virtually any opening and are much more forgiving when it comes to sizing than the inside mount. Outside mounts are sized to width by adding 1 1/2" to each side of the opening for the push rod to collapse behind the shutter panel in the closed position. The length of the panel is terminated at the bottom of the opening but can extend below if wanted and spacing allows.

Please feel free to call Southern Shutter Customer Service for assistance with choosing hinges or sizing of your bahama shutter panel.

Bahama Hardware Options

Several options are available for Bahama shutter installation hardware. In this section are photographs of the assorted configurations your customer may choose. All of the Bahama hardware kits include the mounting hinge assembly consisting of either the aluminum continuous build out hinge, or your choice of pintels and straps and two telescoping push rods. Hardware information and pricing is found in your catalog on pages T8 and P3. All Bahama hardware "Kits" include Two (2) telescoping pushrods. Sales associates at our office can assist you in determining the best configuration for your customers' Bahama shutter installation needs.



Aluminum Build-Out Hinge Kit
AL-238K-BOH



Aluminum Bahama Kit Flat/Lintel
AL-138K-FLH



Hot Rolled Steel
also available in Stainless Steel
HR-BAH-LHK or SS-BAH-LHK



Stamped Steel Bahama Hardware
ST-BAH-BLK





SALES REP - SPOT LIGHT - RICK MULLEN

Southern Shutter Company has had the privilege to sit down and speak to one of our sales representatives, Rick Mullen. Rick is the Owner of Mullen Sales based out of Farmington, CT. He has Thirty-Three (33) years of experience in the millworks industry. He and his brother Geoff are 3rd generation in the industry. Mullen Sales services, Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut & the up state New York areas.



What advise would you give to other sales Reps / New Businesses?

“Work hard every day and make your sales calls. It sounds simple. Working every day whether you are a single man agency or multi-man agency requires discipline. For the most part, as a sales rep you get in your car alone every day and drive. Sometimes its only a few miles and other times it’s several hundred miles. Statistics indicate that it can take as much as Eight (8) sales calls to earn the buyers trust; so if you are just starting as a rep. that’s a huge expense to get started but you will be rewarded with sales.”

What are the easiest and most difficult aspects of selling shutters ?

“The easiest thing about selling shutters is that Southern Shutter Company manufactures a superior product that is sought after in our area. For generations, the Northeast had small local shops making pine shutters of all sizes and styles. The one thing we all knew was they did not last long. Having a long coastline and four seasons, it takes a lot of work to maintain wood shutters. And as we all know, pine is not a wood that lasts a lifetime. Southern Shutter Company has given homeowners a choice, to keep the beauty of a wood shutter with a lifetime warranty. Western Red Cedar is a naturally a long lasting wood that finishes beautifully.”

“The most difficult and most frustrating aspect of Shutter sales is that shutters are often the last thing needed on the house and sometimes customers opt to go with cheap plastic products. Many contractors just opt for price and the homeowner misses the opportunity to see Southern Shutter products. Wood shutters from Southern Shutter Company are great looking and the longest lasting product. Once a homeowner sees the quality and craftsmanship of Southern Shutter Company products it is a sold order, and generally, not for much more money either. “

“Southern Shutter Company’s generous sample program allows the dealers to have products they can display in their stores! Once the homeowner sees the product it is a sold order.”

A blue house is made of blue bricks. A yellow house is made of yellow bricks. A red house is made of red bricks. An orange house is made of orange bricks. What would a green house be made of?

Find the answer on our Web Site @ <http://www.southernshutter.com>





SOUTHERN SHUTTER COMPANY

GOOD EATS SOUTHERN SHUTTER STYLE

Redfish on the Half Shell

Prep Time: 35 mins Total Time: 50 mins Servings: 4

About This Recipe

“Do not scale the fish. The scales become the grilling dish. The amount of basting sauce is enough for a whole fish. Prep time includes marinating time. “

Ingredients

2-3lbs whole Redfish
Juice of 1 Lime
1/2 cup butter, melted
2 - 3 tablespoons Worcestershire sauce
Old Bay Seasoning, to taste
Salt, to taste.

Directions

- slice whole redfish in half, length-wise
- do not scale fish
- lightly salt fish and coat with lime juice.
- melt butter
- add the Worcestershire sauce, and Old Bay seasoning



- baste fish well with butter mixture
- let marinate for 30 minutes before cooking.
- place fish on BBQ grill, scales down and cook.
- continue to baste until done.



SOUTHERN SHUTTER COMPANY
100 Coffee Street
Montgomery, AL. 36104
Toll Free: (800) 344-8590
Fax: (334) 264-6001



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