



Enhancement Systems takes Hide-A-Hose to the Shores of Bermuda

(right) This was Enhancement Systems' first Hide-A-Hose install in Bermuda!
(lower right) Enhancement Systems installed six Hide-A-Hose valves in the home.

Who could have anticipated a web search would lead a New Jersey central vacuum dealer to the sandy shores of Bermuda for a large Hide-A-Hose install? Well, that's exactly what happened for Enhancement Systems LLC, a large central vacuum dealer located in South Amboy, NJ and run by President Bill LaMonica, Sr. and General Manager Bill LaMonica, Jr.

A Bermuda-based contractor, M-n-M Construction, was searching for a central vacuum to put into one of their projects on the island. They came across Enhancement Systems and the Hide-A-Hose hose management system and contacted the dealer. While Bermuda is out of their usual territory area, the LaMonica's weren't about to say no to a project in the tropical paradise.

"When we received a call from the project's architect, we were certainly ready to take flight to Bermuda," said Bill Jr.

Before that flight could take place though, much planning and preparation was needed. The LaMonica's and M-n-M Construction Project Manager, Orville Campbell spent 20-30 hours on the phone and via e-mail to complete all the plans for the install. The international project required a few specific needs, including work permits from Bill Jr. and his co-worker John Cobstad and special packaging for some of the products to clear customs in Bermuda.

The home was a 13,000 square foot, two-story, cement structure which presented its own set of challenges, coupled with the scorching heat of the Bermuda sun. With help from local workers, Bill Jr. and John set out to install the system which included six Hide-A-Hose inlets, two VACUFLO® MaxAir power units, four Vroom quick-clean accessories as well as attachments sets for both the home and garage.





(above) The home was a 13,000 square foot, two-story, cement structure. (right) The VACUFLO® MaxAir power unit was installed to run the whole system.

Far from the “vacation” his co-workers stuck at home in New Jersey thought they were on, Bill Jr. and John worked hard to complete the project in the week they had allotted on the island.

“We worked on the project for 10 hours a day, the five days we were there. It was definitely a long, but successful week,” said Bill Jr.

In the end, the LaMonica’s and M-n-M Construction were both pleased with the products installed and the success of the installation process. Bill Jr. explained, “By installing these products, M-n-M Construction ensured their client a home with cleaning convenience.”

This may not be the last international project for Enhancement Systems. “We won’t shy away from opportunities like this one,” said Bill Sr. “We will get involved in other international projects as they present themselves.”

Enhancement Systems has been installing central vacuums for over 20 years and primarily offers VACUFLO® and Hide-A-Hose systems.



(above) The 2010 Installation Seminar participants outside the new construction site. (center) Chris Slackford, Training Manager for H-P Products, performs the rough-in for the Vroom quick-clean hose management accessory. (right) Chris Slackford, Training Manager for H-P Products, explains the installation process for Hide-A-Hose Hose Management System.

H-P Products Sponsors Central Vacuum Installation Training Seminar

Anyone in the central vacuum business knows that ensuring your customer's satisfaction with their system starts with professional installation and service. In today's challenging marketplace, you can't afford any mistakes. A system that is installed properly will reduce callbacks, minimize service calls, increase overall satisfaction of the product and result in a higher volume of recommendations for both the dealer and the product.

At the 2011 VDTA Convention, attendees have the unique opportunity to experience an on-site central vacuum installation lead by Chris Slackford, Field Trainer for H-P Products. An industry expert, Chris is a tremendous resource for dealers with his vast knowledge of central vacuum installations. Chris has traveled extensively through the U.S. and Canada to help central vacuum dealers and installers maximize their installation efficiency and profit margins.

The 2011 seminar will feature the installation of the quick-clean accessories Vroom™ and Spot as well as the Hide-A-Hose hose management system. These products are among the hottest items in central vacuums today and all dealers should be aware of their installation procedures. This will give dealers first-hand knowledge of these popular technologies and help reduce their installation times of these products in the future.

Attendees will travel to a local Las Vegas home and get to see and participate first-hand a central vacuum installation. Chris will lead participants through the planning, rough-in and finish stages of installation and give them the tools and tips they will need to perform a professional central vacuum install.



(above) Seminar participants learn all about the latest central vacuum installation techniques.

The seminar will be held on Tuesday, February 22 at 9 a.m. Transportation will be provided to the seminar from the Las Vegas Convention Center. Lunch will also be provided free of charge. The seminar will conclude by 2 p.m. This comprehensive seminar is a must for any central vacuum installer. Whether you are new to central vacs, interested in Vroom, Spot or Hide-A-Hose installation or just want a refresher course on proper installation techniques, you are sure learn something new at H-P Products' Installation and Service Seminar.

Pre-registration is required to attend this event. Space is limited, so call VDTA today at 800-367-5651 or fax registration to 515-282-4483.