



"It was encouraging to see Gary Phillips of Gary's Vacuflo once again attending the Installation Certification course to continue learning what is new in installing CVS. A true professional never stops learning. It is why he is Hall of Famer."

*-- Vincent Ciernick
A1 Central Vacuum Inc.*



Electrolux products a hit with dealers at VDTA Show

The 2008 VDTA Annual Convention was a successful one for Beam-Electrolux Central Vacuum Systems. Scores of U.S. and Canadian dealers attended the meeting and were introduced to exciting new products that give them a complete package of indoor air quality solutions.



The show marked the debut of new Beam HEPA Air Filtration Systems and they were an immediate hit with dealers attending the show. Available in two flow-through models that can be installed on forced air heating and cooling systems and a portable system, Beam HEPA Filtration Systems are 99.97 percent efficient at 0.3 microns.

"The HEPA Air Filtration Systems offer dealers an unmatched package of indoor air quality solutions," said Larry Hartley, vice president of U.S. sales and marketing. "Our central vacuum systems remove dust and allergens from surfaces in the home, and the filtration systems remove particulate from the air."

The VDTA Convention also showcased the newest edition to Electrolux Central Vacuum Systems' industry-leading central vacuum system lineup, the Beam Serenity IQS, a powerful, quiet and smart system that adds a new level of indoor air quality protection.

The Serenity IQS Power Unit features the most powerful motor available for a central vacuum system that delivers up to 20 percent more cleaning power than competitive systems. It also features an intuitive user information system that informs the homeowner how efficiently the system is operating, when to check the collection bucket and when to call for service. The collection bucket also contains the silver ion AlphaSan® infused into the resin offering permanent protection against mold. New anti-vibration technology also assures quiet operation. In fact, the companion Beam Q PowerTeam features the quietest electric power brush in the industry and manual height adjustment to clean carpets of varying height and thickness.

Hartley added the highlight of the meeting was the opportunity to interact with dozens of attending Beam dealers from the U.S. and Canada, as well as several of Beam's international distributors. ❖



Beam Q power brush and the Serenity IQS.

“TurboCat”

A rare breed at VDTA Show

Unveiling the powerful new “TurboCat- A Rare Breed” ad campaign, H-P Products demonstrated their full line of turbine powerheads including the next generation of the TurboCat Zoom.

The next-generation TurboCat Zoom powerhead, already one of the quietest and most powerful in the industry, adds the new DeepSweep II Brush Roller, which relies on a proven design of tufted bristles to ensure deep cleaning contact. Ribs and traps, located at both ends of the roller as well as on the side of the belt, block debris and allow for quick and easy clean-up of the roller.

The sleek TurboCat Zoom provides a more ergonomic and deep-cleaning vacuum experience. Featuring H-P’s exclusive Z-Tech Design, the TurboCat Zoom provides the ultimate whole-home cleaning experience, allowing central vacuum owners to remove embedded dirt and dust more effectively while maneuvering an extremely quiet and lightweight powerhead.

H-P Products celebrated its next generation TurboCat with the appearance of “CatGirl.” CatGirl walked the show inviting dealers to visit the H-P booth to receive their free TurboCat t-shirt. Many dealers made the trip leaving with a shirt as well as a picture with CatGirl.

H-P’s full line of turbine powerheads (TurboCat Zoom, TurboCat EX, TurboCat and RugRat) is available from many central vacuum OEMs and distributors.

For more information on H-P’s turbine powerheads and where to buy, call 1-800-822-8356 or visit www.turbocats.com. ❖



“CatGirl” walked the show inviting dealers to visit the H-P booth to receive their free TurboCat t-shirt.



“It is no wonder that the dealers who attend the VDTA/SDTA Show year after year are among the most successful business people in the industry!”

*-- Ricky Brooks
RNK Distributing*





VACUFLO® creates a buzz with new MaxAir power unit & Hide-A-Hose



"I definitely enjoyed the convention. As a manufacturer, it gave me a much better frame of reference to understand what is important to dealers."

*-- Rick Middleton
Linear Corp.*



VACUFLO® created a buzz at this year's VDTA Show with the introduction of their new MaxAir power unit and the demonstration of the Hide-A-Hose retractable hose management system.

Attendees had a chance to see a Hide-A-Hose valve installed at a local Las Vegas home during the H-P Products-sponsored Installation Training. Field Trainer, Chris Slackford, covered proper installation techniques for the Hose Management System.

At their booth, VACUFLO demonstrated the new MaxAir -- the only power unit in the central vacuum industry designed specifically for the Hide-A-Hose retractable hose system. MaxAir is also an excellent choice for powering longer hoses in traditional applications -- or just for customers who want the maximum amount of cleaning power available.

Delivering more vacuum power than other central vacuum systems of its size, MaxAir is a powerful choice for large homes with up to 22,000 square feet of living space. Combined with the Hide-A-Hose retractable hose management system and TurboCat® powerhead, MaxAir delivers the homeowner a totally integrated package of maximum cleaning power and convenience.

MaxAir owes its super-charged cleaning power to its unique dual motor design, which actually pushes air through the system. Despite its enhanced power, MaxAir has a smaller footprint than other power units.

VACUFLO also demonstrated their full line of True Cyclonic® and Filtered Cyclonic™ central vacuum systems and accessories.

VACUFLO has complete literature and display support packages available for all their products.

For more information on VACUFLO products and programs, visit www.vacuflo.com, or call 1-800-822-8356. ❖



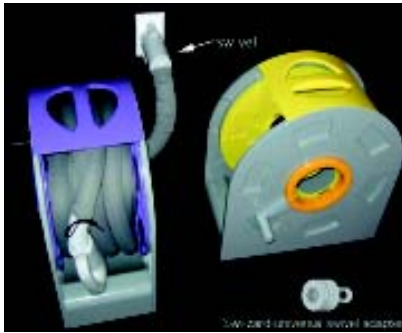
HoseWizard:

The first universal hose storage/ management solution for central vacuums

The debut of the HoseWizard, the universal hose storage/management system for ALL central vacuum hoses, was met with enthusiastic response at the 2008 VDTA Convention in Las Vegas, NV.



HoseWizard Overview:



The age-old problem of neatly storing the long central vacuum hoses has finally been solved with this revolutionary reel. Simply plug your existing standard or super-valve hose-end into your wall inlet (requires Swi-zard universal swivel adapter for electric or low-voltage hoses) and pull out the length of hose needed. Hose can be pulled out or wound up with the hose (wall cuff-end) plugged into the valve. When finished, reel-in the

hose, disconnect hose from the wall inlet, and store this compact, durable, yet light weight tote anywhere. Wall mount system allows easy mounting of HoseWizard in the garage or closet.

2008 VDTA Show Booth:

At the VDTA Show, they demonstrated the HoseWizard, Swi-zard swivel adapter, and the wall mount prototypes, offered free champagne and featured special guest Miss Alison Waite, *Playboy's* Miss May 2006. Guests received personalized autographed pictures as well as photo ops. Their intent for the VDTA Show was to introduce their prototype HoseWizard reel system, Swi-zard swivel system and the wall mount system to get the response from potential distributors and dealers.



GUEST RESPONSES:

Distributors and dealers from across the country, Canada, and Europe were very supportive and interested in the HoseWizard. Questions from attendees included: "Why wasn't this invented earlier?" "Hose management has been the biggest drawback of central vacuum systems and you've solved it!" and "Is it available now or how soon can I get it?"

AVAILABILITY & PRICE:

During the 2008 VDTA Show, HoseWizard received commitment from major distributors for substantial orders along with full support from dealers. This propagates them to move into full production sooner than anticipated. They will begin full production soon with projected availability in June 2008.

Visit www.HoseWizard.com to see updated news, brochure downloads and streaming video of the HoseWizard in action.

For questions, e-mail hk@hosewizard.com, or call 1-206-225-6099. ❖

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"This year's VDTA Convention was the best ever for us! We took more personnel, bought more, picked up more new products, went to more classes and spent more quality time with vendors than ever before!"

-- John Douthat
AllBrands.com



Central Vac Professional 11

H-P Products sponsored Central Vacuum On-site Installation Seminar



H-P PRODUCTS, INC.

Ensuring your customer's satisfaction with their central vacuum system starts with professional installation and service. 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 this year's VDTA Conference, H-P Products offered exclusive access to its installation training program through a one-day seminar instructed by H-P Field Trainer, Chris Slackford.

Slackford led participants through a Hide-A-Hose retrofit installation, giving them the tools and tips they would need to perform a professional central vacuum install.

The seminar covered the tools of the trade and proper planning techniques. During the installation planning phase, Slackford gave tips on how to best determine inlet valve, tubing and power unit location. During the rough-in phase, the proper way to install inlet valve drops was covered. The seminar ended with discussion on the finishing phase where participants learned how to run the trunk line and low-voltage wire, finish the valves and test the system for performance.

Participants also shared their own installation experiences and shortcuts with each other. Each dealer walked away with a better understanding of central vacuum installation, especially in a retrofit application, as well as the unique features of the Hide-A-Hose system installation. ❖

“Steady stream” of show attendees expand their product lines with HomeAire



This year at VDTA/SDTA, HomeAire, a manufacturer and distributor of indoor air quality products and an ENERGY STAR® Partner, exhibited a cross-section of products for vacuum dealers interested in expanding their product lines. A steady stream of show attendees expressed interest in the HomeAire products on display, including central vacuum systems from Duo Vac. In the company’s double-sized exhibit booth, HomeAire introduced several new products to VDTA/SDTA members:

- Kompact, a more portable version of Duo Vac’s award-winning central vacuums that has been reduced in size but not in power and is ideal for smaller homes and condos; it can be installed vertically or horizontally and requires no ductwork.
- Duo Vac’s 40th Anniversary Symphonia Special Edition central vacs, which offer the world-class quality of all products in the Duo Vac line in eye-catching racing colors.
- HomeAire’s new retail test kits for radon in air, which include EPA-listed laboratory analysis and are very competitively priced.
- Several examples of HomeAire’s complete line of inline ventilation fans for specific uses, including radon reduction, soil gas removal, dryer boosting, and bathroom, kitchen and garage ventilation.
- HomeAire’s exclusive Active Dampness Control (ADC) System, which reduces moisture at its source; using a method that has been found effective by the EPA, the ADC System draws water vapor from beneath the slab of the home and vents it above the roof, preventing as much as 1,000 gallons or more of water vapor each year from entering the home.

The Duo Vac central vacuum systems and displays appealed so strongly to one VDTA/SDTA convention-goer, that he purchased all the vacuums, vacuum accessories and vacuum displays in the HomeAire exhibit.

For more information on HomeAire products, visit the company online at www.homeaire.com, call 1-800-767-7080, or e-mail sales@homeaire.com. ❖



“Seeing old friends and meeting new ones, and the value of the information from industry movers and shakers always makes the VDTA Convention a highlight of my year.”

*-- Andy Weter
Midwest Vacuum*

