



Why retrofit?:

- Because it usually is not very difficult or expensive.
- Your house appraisal will increase \$2000.
- One gets all the benefits of built-in vacuuming.

What are the benefits?:

Built-in Vac offers several benefits:

- Cleaner indoor air. Although uprights have HEPA bags, the dust still escapes around the poor seal. All built-in vacs take the air out of the living space. Additionally, built-in vac at the source of vacuuming still has 7 to 10 times the amount of suction. You are able to clean carpet much deeper, which gets rid of dirt, dust mites, pollen etc...
- Power of vacuum/ cleaning effectiveness:
 - Suction--measured in inches water lift
 - Air Flow—measured in Cubic Feet per Minute (CFM)

*****FOR CLARIFICATION SEE ATTACHED INSTALLATION MANUAL *****

- Convenience:
 - light weight hose to carry
 - can dust high places with wands
 - specialty tools
 - easy to use for everyone, especially seniors
- Durability: our vacuum power unit typically lasts 27 years.
- Add value to house: adds typically \$2000 to an appraisal of a house

How much more expensive is it to retrofit then to install during new construction?

Typically having a qualified dealer do the installation, a retrofit plumbing costs around 30-35% more per inlet due to the extra labor required. Most dealers charge per inlet, which includes labor and materials.

How much can a homeowner do himself or herself? When should they call a professional?

Someone that is handy and has the base tools can easily retrofit their home. Any one else should call a professional

What kinds of products are good candidates for retrofitting?

Power Units: Any of our power units are a good choice for retrofitting. The proper power unit choice is dependent on the size of the application (house). Sizing is very important. Many dealers and manufacturers sell power units that are too small for an application. The result is that the customer is not happy due to impression of not much power, clogging due to not enough airflow, air tools that are not very effective due to lack of airflow, etc... Most people want to spend the least amount of money possible. The key is to make sure the get the proper system. Remember our power unit typically lasts for 27 years or more due to our design.

Inlet Valves: Direct connect inlet valves is the best choice, I believe for choice of inlet valve. However, direct connect inlet valves are difficult to retrofit depending on the installation. They also require hooking up high voltage electricity. A qualified dealer should install direct connect inlets.

VacPan/VacuSweeps: Usually can be retrofitted under kitchen cabinet. Interestingly, this item has become a major selling point for many people in deciding a whole system. For more information see our web site or literature package that Kim is sending.

What is the number one thing a consumer should think about before starting a retrofit project?

- If they are going to do it themselves (Check out our attached installation manual that we provide for people who want to retrofit:
 - Safety
 - Planning

How can a consumer save money when retrofitting?

Do it themselves.

I must stress that putting in less inlet valves (recommend one per 500 sq ft.) is **not** an option. This is the whole point of having a central system. Besides the tubing is the least expensive item.

Installing too small of a power unit is a bad idea.

Built in vacuums are more expensive than upright, but with the benefits and durability of the unit, a consumer is investing in something that will last a "housetime"

Is an educated consumer a help or a hindrance in installing new technologies in a retrofit situation? I am not sure I understand the question.