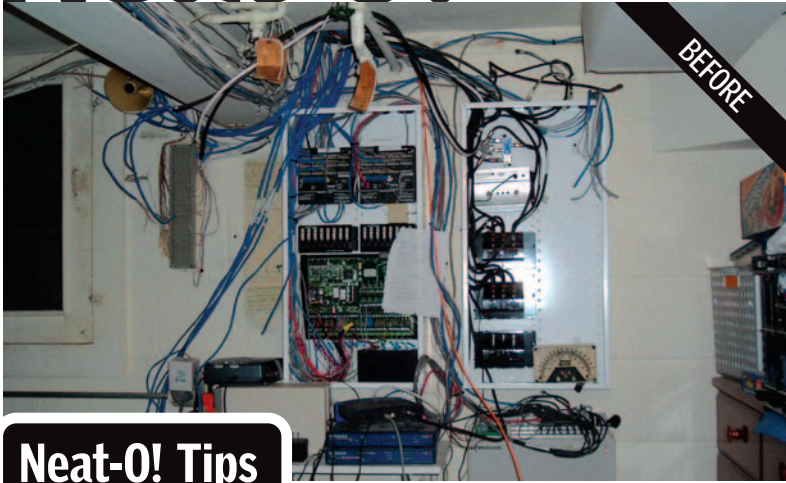


Neat-O!



Neat-O! Tips

- Plan your wire runs into the panels and comb out all the wire before bringing them into the panel, says Joseph Golubitsky, original founder and present day vice president of installation and engineering of Cleveland-based S.M.I.L.E. Inc.
- Anyone in this business should be able to make it work, Golubitsky says, but how you make the wiring look and how you label it goes miles in saying how good you really are.
- Tagging wire close to where you terminate them keeps the next guy from cutting all your tie wraps in order to trace a wire. We all know they never seem to find the time to re-tie or wrap the wires.



Legacy jobs — they're typically install jobs valued around \$500,000. The integration companies that install these particular jobs dry up and go, leaving no one around to service the left-behind systems. "There are a lot of legacy jobs out there and some look good and some are scary," says Dale Schultz, manager of field operations with S.M.I.L.E. Inc., audio/video and home automation specialists with locations in Cleveland, Pittsburgh and New Orleans.

S.M.I.L.E. has inherited a number of legacy jobs, Schultz says. This job came to S.M.I.L.E. from a homeowner who had been servicing his legacy system as a do-it-yourselfer. The homeowner was remodeling the second floor and wanted to add some audio zones in the upstairs rooms. "The wiring didn't work," Schultz

says, and S.M.I.L.E. was called in. "Our guys had to spend time figuring out why something didn't work.

"The first time I went there, I kind of looked at it," Schultz explains. "I can't sleep if the backboard looks that bad."

S.M.I.L.E. informed the homeowner that fixing the system once and for all meant service costs for figuring everything out and an entire day's worth of labor taking everything down and remounting it. "We told him that if we were going to continue this service, it needed to come up to par," Schultz recalls. "I just didn't want any competitor or visitor to think we had any part of that."

Schultz designed the backboard and

This spider's nest was part of a legacy job that S.M.I.L.E. Inc., home automation specialists, inherited in the Cleveland region. "This was the worst area," says manager of field operations Dale Schultz. "We spent some time cleaning up the splice box upstairs, too."

S.M.I.L.E.'s Joseph Golubitsky, original founder and present day vice president of installation and engineering, installed it. In the end, the legacy of wires was replaced with a legacy of neatness.

"The homeowner was amazed," Schultz says. "He didn't think it could look like that. He was under the impression that, having that many wires, it had to look like that." ■ —Geoffrey Oldmixon



Congratulations to Dale Schultz for a Neat-O! installation. He will receive a Rhino 3000 labeling system. To submit your Neat-O! installation, go to www.cepro.com/neato. We're looking for the tidiest racks, vans, warehouses, documentation and other displays of neatness.