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## Highest Revenue Integrators

2007 data reveals 9% increase in installation income. PAGE 61

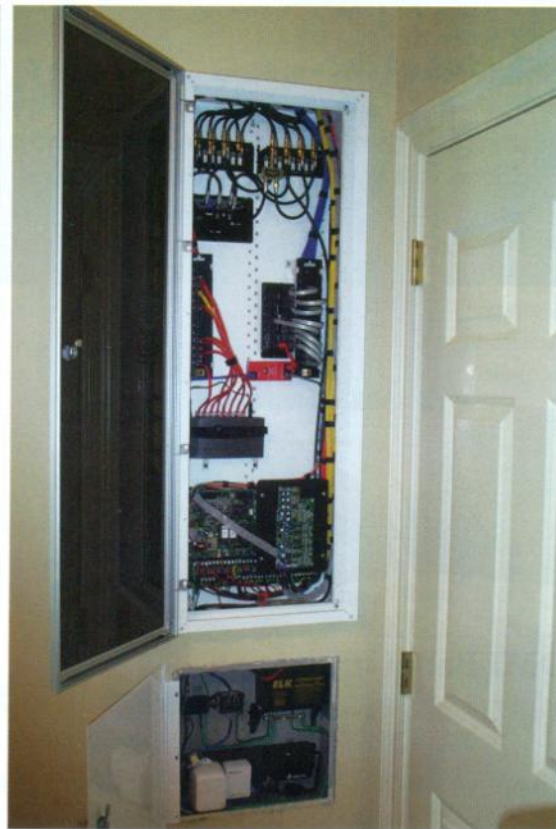


# Neat-0!



## Neat-0! Tips

- "If you have to put something out in the open, spec the gear that will make it look extra good," says Thomas L. Marino, president of Advanced Technologies in Baton Rouge, La.
- "When you're doing a whole-house automation job," he says, "include surge protection."
- Anytime you're putting equipment in an unusual spot, Marino suggests you "get the customer to sign off on what your doing and where you're going to put it."



The neat-o element of this particular job is two-fold. First, explains installer Thomas L. Marino, president of Baton, La.-based Advanced Technologies, the panel location is somewhat different. Second, the project's On-Q structured wiring center includes Leviton components to provide a patch panel for future growth and for reconfiguration — something that was not often done when this system was first installed three years ago.

Advanced Technologies met with this Baton Rouge project's homeowners to discuss their automated systems, which would include such things as whole-home surge protection, temperature control and burglar alarms with "voice annunciation," according to Marino. From the get-go, there was a bit of a discrepancy between the man of

the house and the lady of the house. He wanted the system out in the open, ready to be shown off; she wanted it concealed and out of the sight. "The guest room was the gender-buster compromise," Marino recalls.

The panel was located behind the door of the guest room. Advanced Technologies included a smoked glass door to further mediate the compromise. "Who could argue this was indeed something to show off to guests?" Marino asks rhetorically.

The rough-in for this job took about three days. The trimout, Marino recalls, took about two weeks. After combing

out every cable, the integrators used heat-shrink and Velcro strapping to finish and organize the connections.

Marino explains that Advanced Technology mixed and matched products on this job "to get just the right fit." He adds that this particular combination was uncommon three years ago, "when Cat 6 panel configurations were not readily available for On-Q."

For Marino, appearance and neatness matter regardless of placement or whether the project involves new techniques. "I'm an artist," he says, adding self-mockingly, "I've even cut my own ear off." ■ —Geoffrey Oldmixon

**Congratulations to Thomas L. Marino for a Neat-0! installation.** We're looking for the tidiest racks, vans, warehouses, documentation and other displays of neatness. E-mail your submissions, with high-resolution images, to Geoffrey Oldmixon at [goldmixon@ehpub.com](mailto:goldmixon@ehpub.com).