

## 4 Tips for Picking the Ideal Retrofit Kit

Walking past the hot tub on the way to the pool could mean overlooking a potentially lucrative revenue stream. Repairing and updating old hot tubs is a good business that has gotten easier with the Balboa Direct Spa Retrofit Kit. Here are four tips for picking a kit that is easy and opens up the door to other revenues in the backyard.

### Easy Plumbing

The Value Pack Retrofit Kit may be plumbed to either the pressure or suction side of the pump. This means more flexibility by using the same kit, therefore storing less inventory and making fewer trips to the job site.

### Flexible Electrical

The Value Pack has wiring that can be converted from 120V to 240V on both the input as well as the component wiring thereby allowing the same system for any voltage or even amperage arrangement.

### Size Matters

Many older pneumatic systems were considerably larger than this new electronic kit that is compact and fits into tight spaces. Also, a kit with flexible (left/right) plumbing options will open up space that will make the job go smoothly.

### One-Stop Shopping

The comprehensive Value Pack includes:

- ▶ a VS spa control system
- ▶ a choice of three topside panels and an appropriately sized bezel to fit into and cover the hole created by the existing control
- ▶ a light assembly
- ▶ all of the cords needed to complete the installation



## Making Money

Between product markups and service time, an average retrofit can bring in \$500-\$800 but the potential value of an ongoing revenue stream from weekly hot tub service can be substantially more over time.

Bringing an old tub into the 21st century is less expensive for the customer than buying a new tub. It also enhances the customers' experience and increases their use of an existing tub, which is likely to lead to future projects and customer referrals. Stock less inventory, tie up less space and start making more money today.



[www.balboardirect.com](http://www.balboardirect.com)

For more information and pricing, contact your local dealer or distributor.



VPTF1106

## Value Pack Retrofit Kit





### Reliability

- ▶ Built with patented M7 sensor technology
- ▶ Custom designed plastic enclosure
- ▶ 120/240V convertible power supply
- ▶ US & Canadian safety approvals

### Proven Technology

- ▶ High reliability built in & tested
- ▶ Easy to install & service
- ▶ Integrated functionality
- ▶ Can be plumbed to either suction or pressure side of pump



## VS Series Retrofit Kits

KIT P/N		54216-Z	54217-Z	54218-Z	54219-Z	54220-Z
System Model	VS500	VS501	VS510S	VS500	VS501	
System P/N	54368-HC	54356-HC	54371-HC	54368-HC	54356-HC	
Heater	Yes (5.5kW Stainless Steel Flow Thru)					
M7 Technology	Yes (no pressure switch needed)					
Receptacles	2-spd Pump (120/240V)	Yes	Yes	Yes	Yes	Yes
	1-spd Pump (240V)	No	Yes	Yes	No	Yes
	Blower (120/240V)	No	Yes	Yes	No	Yes
	Ozone (120/240V)	Yes	Yes	Yes	Yes	Yes
	Spa Light (12V/12W)	Yes	Yes	Yes	Yes	Yes
Panel Model	Lite Duplex	Lite Duplex	Serial Standard	Mini-Oval	Mini-Oval	
Panel P/N	54105	51676	53189	52487	52144	
Panel Dimensions (in)	6.32 x 2.25	6.32 x 2.25	7.35 x 3.26	4.34 x 1.58	4.34 x 1.58	
Panel Dimensions (cm)	16.05 x 5.72	16.05 x 5.72	18.67 x 8.28	11.02 x 4.01	11.02 x 4.01	
Adapter P/N	11109	11109	10165	No	No	
Overlay P/N*	No	10752	10402	No	11127	



\* Replacement panel overlay to be used when no blower is installed.

Contact your distributor for retrofit kit pricing and availability.



Kit also includes all necessary cords, an appropriately sized bezel, and one light assembly.

Due to current UL limitations, check with your local dealer or distributor for specific combinations.

### Why the Value Pack Retrofit Kit

The Value Pack Retrofit kit is based on the Value Series (VS) family of hot tub controls which were designed using Balboa's patented M7 temperature and flow sensor technology. The VS systems have a plastic enclosure to eliminate corrosion and suppress water intrusion. Also, the connectors are built onto the circuit board to minimize wires and simplify service. Rest easy knowing you're working with a kit that is known for reliability, ease of installation and serviceability.

