

planning

# a successful SHOWROOM visit



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**E**verybody knows the adage that “Time is Money,” but how many of us budget our time to get the most value out of it? If you could make every minute count, just imagine how efficient you could be! The funny thing is, it’s very easily accomplished and all it takes is a little planning.

Anyone who has ever painted a room could tell you that the easiest part of the job was the actual painting process. It was the preparation that was the most time-consuming aspect

of the project, yet the reward for spending that time was a beautifully-finished room and the lasting pride from a job well done.

The same principle holds true for a bathroom, powder room or kitchen remodeling project. The time you spend in preparation for a makeover will have a direct effect

on the final unveiling. And since you’re probably hiring a contractor to do the work, you’ll save yourself money

by knowing exactly what you want. This is where HAJOCA can assist you along the way! With a visit to our beautifully-outfitted

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showroom you will find our experienced, yet patient sales staff eager to guide you in helping to make your dream a reality.

But wait! Are you ready to make the most of your time? Wouldn’t it be wonderful if you could feel satisfied with your decisions after just one visit to the showroom? Well, it’s definitely possible with...you guessed it...preparation!

So where does one begin? Here are our recommendations.

### **Know your measurements.**

Well, the measurements of the room, that is!





Bring them along. We love samples to work with in helping you find just the right products to complement your taste and style, whether subtle or bold, traditional or contemporary!

**Price is no object!?!?**

No matter if your dreams are big or small, one of the best things about our showroom is that we have an impressive array of products to fit all budgets. Whether you're freshening up a powder room, or equipping a kitchen fit for the Taj Mahal, we're ready to accommodate you with fixtures and faucets from the leading manufacturers in today's market.

And with matching accessories, you can complete the package to tie it all together!

A beautiful project can be accomplished at varying price points, so it's just helpful for you to know your budget in advance of your decision-making.

**Contractor contact.**

Who have you selected to make your ideas spring to life? Depending on the scope of your project, you may have one, or you may have half a dozen contractors involved. Whatever the case may be, you're bound to have questions that need to be answered throughout the construction process. Even if you utilize a general contractor, it will benefit you to have contact information for the sub-contractors working inside your home. It is also highly recommended that you take

Where will the new whirlpool tub be situated in the expanded bathroom? Or how large of a sink can be set under the window in your cheery country kitchen? Our suggestion is that you get out a tablet and draw a simple sketch. Jot down the length and width of the rooms you're adding or remodeling. Make note of doorways, windows, partitions—anything that will assist in determining what's going to fit the dimensions of your room. Be as accurate as possible, as you will discover that there are so many options to choose from in designing a space to suit your needs.

**The bold and the beautiful.**

What look are you going for? Perhaps you have a color scheme in mind and just need to find the right shade. Or maybe you've already decided on wall colors and flooring materials. Great!



**THE HAJOCA KITCHEN & BATH SHOWROOM**

1418 Fruitville Pike - Lancaster

**717-299-3611**  
**800-732-0026**

Since its founding in 1858, HAJOCA has set the standard in the distribution of plumbing & heating fixtures and supplies.

Having grown from one store back then in old-town Philadelphia to being the nation's largest, privately-held wholesaler in its industry today, HAJOCA remains dedicated to its local markets, with roots in Lancaster County reaching back over eighty years.

Our logo, featuring the statue of William Penn which stands atop Philadelphia's City Hall, is the oldest continually-used logo in the country, symbolizing HAJOCA's principles: *Service, Integrity, Reliability.*

Many businesses have come and gone since 1858. When you visit our showroom you'll recognize the reasons why we've lasted.

that information with you for your showroom consultation, as your salesperson will be closely involved in coordinating your selections and the job schedule with one or more of those sub-contractors.

**Make the call!**

Call to schedule an appointment. This recommended step can be your first one (even though it's last on this



HAJOCA's Showroom, as featured in these photos, offers an extensive array of top quality products designed by the premier manufacturers of today's kitchen and bath ideas.



list) and it's an extremely important one in planning a successful showroom visit. While most showroom sales professionals will do their best to make your visit meaningful, having their undivided attention can best be accommodated by scheduling a date and time with them. Give HAJOCA a call—we'll roll out the red carpet for you!

So there you have it! Five easy steps in planning a purposeful, successful AND enjoyable showroom visit. And by selecting the HAJOCA SHOWROOM, you can rest assured that you'll get the time you deserve, the product selection you desire and the great service we've been providing in the plumbing industry for 150 years!

R&A





THE BOLD LOOK  
OF **KOHLER**®



THE HAJOCA  
KITCHEN & BATH SHOWROOM  
1418 Fruitville Pike • Lancaster • 299-3611

Monday-Friday 8am to 4:30 pm  
Appointments Recommended  
Call Wanda or Lori  
Saturday Hours By Appointment

“Visit us for your upcoming project and let us help take the worry out of making your kitchen and bath dreams come true.”



Lori Doyle and Wanda Rockstroh