

ElectronicLifestyles®

Your Guide to Integrating Technology Solutions in Residential Design & Construction

Fall 2014

CEDIA

CUSTOM
ELECTRONIC
DESIGN &
INSTALLATION
ASSOCIATION

The Smart Home is Trending Upwards

What Your Clients Need To Know



- Achieve Top-Drawer Customer Service—We Tell You How!
- Homeowners Have the Final Say



Nascar Legend Mark Martin has complete home and airplane hangar control.



A Winning Performance

NASCAR legend Mark Martin gives a big thumbs-up to the latest in home (and airplane hangar!) control technology.

BY JOHN MAKIN

After racing stock cars for more than 30 years, NASCAR legend Mark Martin has learned that flawless performance requires a perfect blend of functionality, adaptation, reliability and speed. When he's racing at 200 miles per hour there is no margin for error or equipment failure. And that's what he wanted in his home environment as well.

"I hired Ryan Heringer of Sound Concepts to remove my old system and simplify everything," Martin recalls. "He showed me the ELAN g! system and his iPad with the ELAN g! app. I was still a little hesitant because of a bad experience with a previous system, so we started by only integrating the AV, surveillance cameras, garage doors and the driveway gate. Now we've added HVAC and will likely continue to add more features as we've done at our home in North Carolina."

Martin is also an avid pilot who flies his own small jet airplane between his homes in Arkansas and North Carolina. Once the g! system was up and running at his Arkansas home, Martin realized there was a lot more he could do to make his life simpler.

He has a private airplane hangar near each home and frequently travels between the two, so he and his integrator came up with a plan to put ELAN g! systems in the North Carolina home and both hangars.

"The hangars don't need as much integration," Martin says, "but it's been incredibly helpful to have the cameras and security accessible on my iPhone, even allowing me to check the weather before I fly so I know immediately if it's raining or foggy at my destination. For the homes, I now have the ability to turn on the outdoors lights and set the heat or air conditioning while traveling, so it's exactly how we want it when we arrive. The security integration also gives us a much greater peace of mind, and we know that god forbid anything should happen, we have cameras and a DVR that will



The hangars don't need as much integration, but it's been incredibly helpful to have the cameras and security accessible, even allowing Mark Martin to check the weather before he flies so he knows immediately if it's raining or foggy at his destination. He credits integrator Ryan Heringer with making it all happen.

record the event and help us resolve it.

"My wife also uses and likes the easy system, and we both learned the basics right away and then got more familiar with some of the more advanced features like the door lock logs that show who used the doors throughout the day. That's been a wonderful feature too, because we've created unique codes for people who work at the house so they can come and go, and we know who was there and when they came and left. Then if we change providers we can erase those codes, so it's very convenient and keeps people honest.

"Another great thing is that we don't have equipment by the TVs anymore. There's no cable box, no Blu-ray player, no wires anywhere in sight. Instead, everything is tucked away in a rack in a storage room. Ryan set it up to be very user-friendly, and if any of the equipment needs to be reset—which happens with all technologies—all I have to do is hit a power button on top of the rack. He even made separate power buttons for each component and labeled them so I can troubleshoot minor issues myself. That's one thing I learned for sure, that having the right installer can make all the difference. Sound Concepts has done a terrific job on every installation and I have been recommending the company to my friends. The only complaint I have about the system is that it didn't exist 10 years ago!" ■

Integrating the AV, surveillance cameras, garage doors, driveway gate, HVAC and more has made the homeowners very happy.



The ELAN g! system has provided ease of use control for both husband and wife.



The Designer's Perspective

Dickey Choate of Charlotte, N.C.-based Upscale Urban Design, has been a longtime interior designer for Mark Martin working on several of his homes.

"Mark has plenty of technology in his homes," Choate says. "When a designer is brought in at the beginning of a job, it makes everything so much easier. Technology is really enhancing

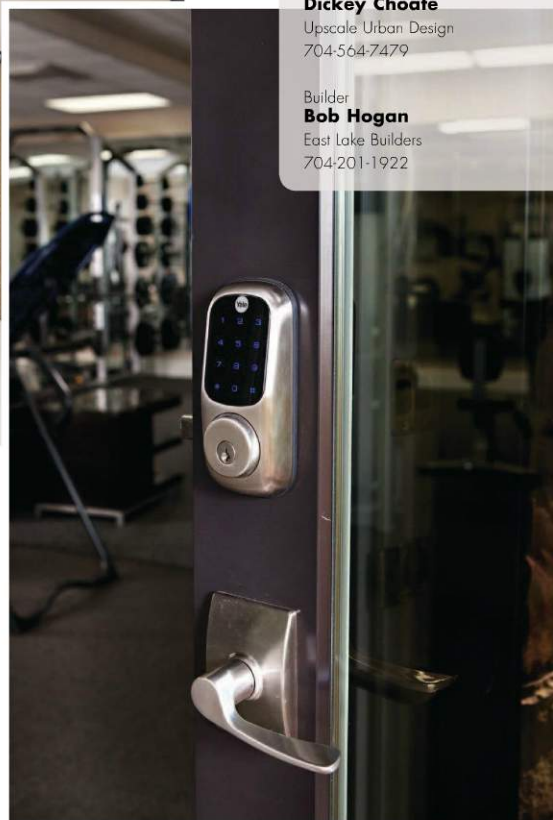
people's lifestyles now as with automation and energy efficiency. Homes can be controlled from miles away. This can make a big difference to a homeowner's peace of mind. We've never had a problem with designing with technology, especially when you work with a technology professional like Ryan Heringer. He respects what we do and we respect what he does and the homeowner wins."



Keri Henley, Certified Kitchen Designer (on left) and Dickey Choate, Interior Designer (on right).



There are unique codes for people who work at the house, including in the state-of-the-art gym, so the homeowners know who was there and when they came and left.



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■ equipment Contact the CEDIA member for a complete equipment list.

LG 4K Ultra HD 84-inch LED TV; **Samsung** 75-inch 1080p Smart LED, 60-inch 1080p Smart LED TV; **Elan** TS7 7" Color LCD Touchscreen (3), HC12 System Controller, handheld remote with WiFi/IR; **Klipsch** Gallery LCR 2.4" thin soundbar, Gallery LCR 2.4" thin soundbar; **WattBox™** IP+ Controllable Power Conditioner; **KEF** Speakers; **Integra** DTR-50.4, 7.2 channel network a/v receiver, DBS-50.3, BluRay player; **Sunfire** subwoofer; **DigitalMedia** 8G™ STP Receiver & Room Controller 100; **Snap** AV Strong™ Universal Soundbar Bracket; **Wirepath™** Surveillance 8 Channel DVR; **Monster Cable** CI PRO speaker cable; **Audio Quest** Alpha-Snake cable; **Middle Atlantic** lacer bars; **Fusion Research** Ovation Music Streamer; **Russound** Irk Kit; **Sonos** Connect; **Martin Logan** Theos (2), Stage X Center Channel, Electromotion in-ceiling speaker; **Velodyne** In-Wall Subwoofer; **Sanus** Component Series CFR AV rack; **Niles** SH-1260 amplifier; **Wilson** Cell Booster Indoor Antenna 301135; **HAI** alarm console; **Yale** Touchscreen Lever Lock, ZW Touchscreen Deadbolt; **Lutron** Led lights and shades