

HOME Smart Home

Life under control

The "BIG" issue

**FABULOUS
LIVING IN
FLORIDA**

OH, WHAT AN OASIS!

A grand getaway in Spain

ADD MUSCLE

A company gets fit and smart

CONTENTS

6

TIME TO UPGRADE?

Find out what you're missing with the latest feature enhancements included in Control4 OS 2.6 and 2.7.

12

HOLIDAY IN SPAIN

What happens when an engineer who knows what smart homes can do designs his own? Welcome to Villa Oasis.

20

PUSH-BUTTON PARADISE

Find out how one Floridian couple enhanced a bright and beautiful new penthouse with invisible genius.

30

BIG IN TEXAS

Take a trip around the world in this 10,000 square foot home in Texas where art meets smart.

40

SUGAR + TECH

There's more to this candy shop than meets the taste bud. Get a load of the smarts in this unique space.

44

MUSCLE AT WORK

See how a few strategic automation enhancements gave this HQ a serious IQ boost.

52

SMARTS SELL

It's a beautiful day in the neighborhood when your decision to invest in home automation comes back to you—and makes a new buyer happy, too.



28

GO BIG in your man cave or media room.



EDITOR'S NOTE

"Go big or go home!" That's the well-exercised expression that sets the stage for this particular issue of Home Smart Home. You may have used it yourself to encourage a friend or family member to "go all the way...to do whatever it takes...to not flake out." (Or in modern day SMS-shorthand, perhaps you've just typed out "gbgh!") Instead of taking this phrase at face value, however, we used these five words as our inspiration to prove that with all the right home automation bits and pieces, you can do both: Go big *and* go home.

With more and more people talking the talk of "connected devices" and living the "internet of things" dream, we thought it seemed fitting to find a few interesting people (in a few unusual places) who aren't simply walking the walk of home automation, but are in fact living it loud and large—and doing it right. And lucky us, because this mission took us on quite a journey. We found a spectacular Spanish getaway designed to leave you longing. In Canada, we toured an open house that closed before we could even say "Goodbye." Living large in a state where everything is big, Texas definitely delivered our fill, including a taste of a clever candy shop/ We also got an inside look at a booming company that added more incredible muscle to its business, and a peek inside a castle-like custom home just outside of Austin. When we finally made it to Florida, well...let's just say we quickly learned that "home" can also mean a plush penthouse with every possible pushbutton to make semi-retired life even more relaxing.

With that teaser, now you've got lots to read—and lovely photos to view, too!



Shanan M. Carney
editor@control4.com
Control4 Creative Director
Editor, *Home Smart Home*

HOME
Smart Home
Life under control

Editor Shanan M. Carney

Design Jenny Duff

Control4 Corporation

Corporate Offices
11734 S. Election Road
Draper, UT 84020

Copyright ©2015, Control4 Corporation. All rights reserved. Control4, the Control4 logo, the 4-ball logo, 4Store, 4Sight, Control My Home, Everyday Easy, and Mockupancy are registered trademarks or trademarks of Control4 Corporation in the United States and/or other countries. All other names and brands may be claimed as the property of their respective owners. All specifications subject to change without notice.

Special thanks to the following contributors: John Anthony Foley, Dennis Burger, John Sciacca, David Seropian, Reuben Maness, Jim Stone, Mike Sawyer and Katie McDaniel.

WHAT'S NEW?



Driving innovation

Move over, "Genie," and make room for more garage door magic. With a smart sensor and the new Control4® Garage Door Package, you've got an efficient and effective signaling device for your Control4 home automation system, where the mere motion of your garage door can trigger certain routines. For example, imagine coming home from work: As the garage door lifts—and before you're even in park—a sensor communicates with the Control4 system, which in turn, preps your house for your arrival: select lights go on, the thermostats kick up the heat, and your favorite Pandora station plays through the living room speakers. And just in case you're late for work, imagine it all in reverse. With one quick press of the garage door remote, your Control4 system makes sure the electronic systems in your house set themselves for "away mode" and the thermostats dial themselves down to save you some money. Genie will forever hold a place in our hearts, but today's homeowner appreciates more than just the three "Open," "Close" and "On Command" wishes.



Stay in Control

control4.com/blog
 facebook.com/control4fans
 twitter.com/control4
 youtube.com/control4fans
 pinterest.com/control4

Got a leak? We'll text ya!

According to Water Damage Defense (WDD), 98 percent of basements in the U.S. will experience some type of water damage. Whether the issue stems from a busted water line, malfunctioning water heater, burned out sump pump, or cracked fish tank, the average cost of a water damage insurance claim is \$6,965, says WDD. Enter the new Control4 Water Leak Detection Package. At the first sign of moisture, a sensor

communicates with your Control4 system, which then notifies you via text so you can take immediate action. Not in town? No worries: with the addition of an electronic shut-off valve, you can simply sign in to your Control4 system to power off the main water line remotely. Ask your Control4 dealer how this simple, affordable solution can help save you a flood of headaches and expenditures for years to come.

EN.WIKIPEDIA.ORG. BLOG.WATERDAMAGEDEFENSE.COM

Caught in the Act

Enjoy more peace of mind with the new Merit Lilin Covert IP Camera. Positioned anywhere inside



your home, it captures real-time video that's accessible from

any smartphone or tablet. You'll be able to scope out the situation in high-def even when you're miles away. When linked to a Control4® system, its built-in motion detector can trigger lights, an alarm, or a text notification. And unlike most residential surveillance cameras, it has roots in the commercial security industry where it's used primarily to monitor ATM stations. This means it's super discreet and sensitive, giving you the extra assurance of top-notch performance.

Total backyard control is now right at your fingertips.



Introducing OmniLogic® from Hayward®. The first Control4® Certified Pool Controller.

Hayward brings backyard automation to the forefront of technology with OmniLogic—the first pool controller to be certified by Control4 for seamless integration with its new home automation system. Enjoy worry-free chemistry management, simple control of lights and water features, and even set the scene with a single touch using the most intuitive backyard control system ever. Discover the luxury of full backyard control with OmniLogic.

For more information about OmniLogic, visit www.hayward.com/control4 or call 1-888-HAYWARD.



Hayward and OmniLogic are registered trademarks of Hayward Industries, Inc. © 2014 Hayward Industries, Inc. All other trademarks not owned by Hayward are the property of their respective owners. Hayward is not in any way affiliated with or endorsed by those third parties.



SEE IT, HEAR IT, LOVE IT

Get a load of the latest enhancements from Control4



If you're a smartphone user, you're probably already intimately familiar the periodic upgrade cycle: new software updates, new features, new apps, new hardware. What if you could do the same for your home? Add new features, update your music experience, expand your control experience to new areas of the home? All on your schedule, at your convenience, as your budget allows?

Actually, if you have Control4 in control of your lighting, your entertainment, your comfort and security, upgrading your smart home experience is just as easy as the annual smartphone upgrade cycle and a lot more convenient to boot. Thanks to two huge new software updates, OS 2.6 and 2.7, Control4 has completely reinvigorated its

existing hardware in ways that would make smartphone users jealous, by making exciting changes to the way your smart home keeps you comfy and secure, brightens your days, and keeps you entertained.

LISTEN UP!

The most noticeable upgrade is Control4's newly enhanced Listen Experience, which promises to change the way you interact with your music—both your private library and all of the streaming tunes available from your favorite music services. Simply press the "Listen" button on your remote, touch screen, or the Control4 mobile app, and you'll have direct access to nearly 50 streaming audio apps, including Pandora, Spotify, 7digital, Beats Music, Rhapsody, SiriusXM,

and many more. Best of all, you won't have to remember if Deezer is housed on your Sonos system and your Napster subscription is tied to your Autonomic Controls media server. Just press "Listen," poke "Pandora," and you're now streaming your personal radio stations instantaneously.

STREAMLINED STREAMING

Furthermore, you'll now have all of the functionality you've come to expect from services like Pandora by using their their own smartphone and desktop apps. Now you'll be able to search for artists and tracks straight from the Control4 screen, and even give tunes a quick thumbs up or thumbs down.

If you do decide you'd rather dig around in your connected devices

for their own specific streaming services, Control4 has also made that process easier by adding a global search function. So, for example, you can select your Sonos, search for The Strokes' "Under Control," and find every streaming source of the song at your disposal. Maybe you're in the mood to listen to the entire album on Spotify. Or maybe you just want to listen to a Pandora station based on that specific song. Either way, the new Control4 Listen Experience makes it easier than ever, without forcing you to memorize the musical equivalent of the Dewey Decimal System.

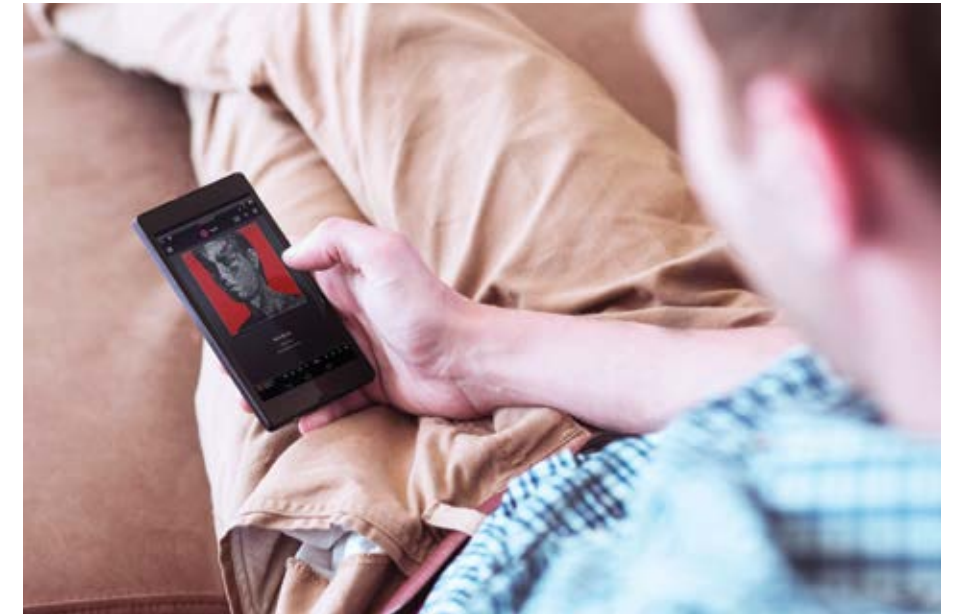
The new, streamlined Listen Experience has been enhanced with a sexy visual makeover as well, so no matter the source of your tunes, you'll be met with a stunning screen featuring big, beautiful cover art accompanied by easy-to-read artist and song info, all of which provides a consistent visual experience no matter the music source.

TAKE A DIP

Speaking of bold graphics, Control4 also added an innovative twist to its user interface this past fall with the new Pool & Spa control screen. Not only will you now be able to interact with your Jandy, Zodiac iAqualink and Hayward Goldline pool and spa systems directly from your TV, touch panels, and iOS or Android smart devices, but you'll also be able to instantly assess the state of your aquatic systems at a glance, thanks to water-in-motion animation for the pumps and a color-coded thermostat control that glows red when the water is heating up.

KEEPING COMFY

Now Control4 is bringing that same comfort control experience—the same look and feel, the same colorful feedback—to the control of



your home's heating, cooling and humidity control system, as well. Whether your thermostat is made by Control4, Aprilaire, Carrier Infinity, or, yes, even Nest, you'll now be able to control the heating and cooling of your home with a slick new screen that mimics the rotary interface of thermostats of old, but with a decidedly modern twist. Press the bubbles around the circumference of the thermostat control screen and you'll be able to quickly and easily dial in your perfect heating and cooling set points.

SMARTER SCHEDULING

Not only that, but you'll also be able to instantly create presets

for heating, cooling and humidity levels, too. You can think of these presets as the comfort equivalent of lighting scenes, in that when you've set everything exactly the way you want it, it takes takes only a single button press to recall those exact settings. This could be particularly handy if your schedule tends to deviate from the norm from time to time. As nice as it is to set up regular comfort control schedules (which the Control4 system still supports and in a much more intuitive way), what happens if you come home from work a couple of random days per month at 3 p.m. instead of 5 p.m.? Now you'll be able to tie these comfort control presets to your "Welcome Home" lighting scene, so that your smart home's schedule intelligently adapts to your own personal schedule.

And that's just scratching the surface of the new enhancements added in added in Control4 OS 2.6 and 2.7 updates. But best of all, these monumental new features won't bog down your existing Control4 hardware one bit. If anything, your old HC-250 or HC-800 Home Controller should feel like a spiffy new device. ■



LIGHTS, CAMERA, AUTOMATION!

If there's one town where the home automation craze caught on early, it's Hollywood. For more than 60 years, movies and TV have been showing us home automation at its best (and worst). Most of these depictions are portrayals of what were, at the time, only imaginary technologies. My, how times have changed!

What was once possible only in the fevered imaginings of Hollywood screenwriters can now be an everyday reality, with Control4. With that in mind, we thought it would be fun to take a look back at home automation in film and television, and see how the anachronistic representations of yesteryear compare with the modern realities of today.

||||| The Spy Who Loved Me



When it comes to home automation, nobody does it better...than a James Bond supervillain. Over the years, 007 has visited (and destroyed) some incredible evil lairs—beneath a lake, inside a volcano, even aboard a space station! But none of them can top Karl Stromberg's subaquatic base in "The Spy Who Loved Me." Stromberg's stylish aquarium had it all: wall hangings that rose to reveal a stunning undersea tableau, home surveillance screens that showed his enemies' every move, and a remote-control trap door that sent unwanted guests plunging into a private shark tank!

Want to live like a Bond supervillain? Control4 can help make it happen (except for the shark tank). Let us automate every aspect of your secret lair, so you can take over the world without ever leaving home.

MGM



The Best Home Addition To Your Smart Home

Centralized multimedia storage

It becomes your multimedia storage for your home theater. Access across multiple devices for easy sharing.

Compatible with Control4 System Remote

Easily switch between watching your TV to your NAS contents with your Control4 System Remote.

Seamless integration

The only NAS integration with Control4. Easily sync your multimedia library between the NAS and the controller.

First NVR compatible with Control4

Freely switch to check multiple camera live-view channels while you are enjoying your home theater.

BITS & PIECES *For big laughs & little-did-you-knows*



Israeli engineers created eTree, a structure resembling a real tree, but its canopy, made up of solar panels, would power WiFi, a docking station to charge your device, a drinking fountain, and a computer monitor that allows you to video chat with other friends at other eTrees. It would also power decorative night lighting.

en·gi·neer

From the Latin words *ingenium* meaning “cleverness” and *ingeniare*, meaning “to contrive, devise”



The first computer mouse was invented and developed by Douglas Englebart during the 60s and was patented on November 17, 1970. It was made of wood.

CLOCKWISE FROM TOP: SOL-LOGIC.COM/ETREE, WIKIPEDIA.ORG, "SRI COMPUTER MOUSE" BY SRI INTERNATIONAL, STUDIOROSEGAARDE.NET



In a small town outside Amsterdam, a stretch of highway is illuminated only by stripes of green paint that charge in daytime, and glow at night for eight hours. Daan Roosegaarde, the designer, is paving the way for smart highways.



“tilt.” Just try it—you’re feeling lucky!

OR

“do a barrel roll.” See where it takes you....



Twillionaire: a twitterer with a million or more followers.

Nostalgic for some Speak & Spell?

Visit the online Museum of Endangered Sounds, which exists to allow streaming of once popular technological sounds, like the dial-up tone, ICQ chat tone, and Windows 95 startup. savethesounds.info



In 1985, Nippon Telegraph and Telephone offered Japan’s first mobile phone service, called the “Shoulder Phone.”



A computer for the Amish?

Available at an Amish trade show, the key selling point of the computer is all the things it doesn’t do: No Internet, no video, no music.



“There will come a time when it isn’t ‘They’re spying on me through my phone’ anymore. Eventually, it will be ‘My phone is spying on me.’”

—Philip K. Dick, the author of the 1968 sci-fi novel “Do Androids Dream of Electric Sheep?” This novel was adapted into the 1982 film “Blade Runner.”

CLOCKWISE FROM TOP: GOOGLE, WIKIPEDIA.ORG, NTT, NPR, SAVETHESOUNDS.INFO/WIKIPEDIA.ORG



SPAIN'S SMARTEST VILLA

Project installation by
Homeplay, LTD.

TAKE A TOUR OF ONE OF THE SMARTEST HOME IN SOTOGRANDE

PHOTOS COURTESY HOMEPLAY, LTD

The horses gallop past us in a wild rumble as we watch one rider arc his mallet perfectly downward, whacking the ball and sending it down the field toward the goal posts.

Yes, we're at a polo match, also known as the "sport of kings." It seems a fitting name when you look at the others in attendance today. There is certainly royalty here in the stands. Right over there is His Royal Highness

Prince Louis Alphonse of France. And nearby is the former UK Prime Minister Tony Blair. Many of the others are dignitaries, dukes, knights, and international film stars, and here's what all these folks have in common—they all have homes here in the idyllic community of Sotogrande, the largest privately owned residential community in Andalusia.

Southern Spain is beautiful this time of year. Just look at that gorgeous blue sky! As we leave the polo grounds and stroll past



The drawing room is perfectly bright and airy in the daytime, romantic and cozy in the evening.

“HE WROTE A 4-PAGE DOCUMENT ABOUT EXACTLY HOW HE WANTED IT TO WORK, WHAT HE WANTED DIFFERENT BUTTONS TO DO.”

the marina, the golf course and the spa retreats, we enter Sotogrande’s famed neighborhoods. This community is very proud of its architecture, and you can see why. The houses are large and magnificent. The reason we are

visiting this coveted neighborhood today is to tour a very special holiday home—this gorgeous, pale yellow one up ahead. Welcome to Villa Oasis. Let’s go inside; there’s a lot to see.

Our hosts are an English couple and their four teenage children. They stay here at Villa Oasis eight weeks out of the year, and they rent it out the rest of the time. It is common practice in Spain to purchase a house when it’s only partially complete, basically just a concrete structure,

which allows the new homeowners to choose their own interior design. Such was the case with Villa Oasis, a 20,000-square-foot house with three floors, six bedrooms (each with its own *en suite* bathroom), a home cinema, a gym, sauna, steam room, spa whirlpool, indoor swimming pool and outdoor swimming pool and pavilion.

The homeowner is an engineer who had specific designs for the bells and whistles he wanted to embed in his new home. To execute his unique and sophisticated vision, he called upon the UK’s own Homeplay, Ltd., where he engaged James Ratcliffe, a home technology specialist.

“He was quite particular about what he wanted to do,” Ratcliffe tells us. “It was a blessing and a curse. He wrote a four-page document about exactly how he wanted the system to work, what he wanted different buttons to do. At the time, it was definitely the toughest



Villa Oasis’s first floor is shaped like a donut, with the open-air atrium always easily accessible, *above*. The master bedroom with its vaulted ceilings offers high-tech luxury with nothing “technical” in sight, *below*.

system I’ve ever done. But the end result is actually really simple, and you don’t have to think too much to use it.”

The homeowner’s vision called for sophistication and simplicity, so Ratcliffe naturally turned to Control4 technology. “Without the Control4 system, the family would have myriad sub-systems to learn how to use. By combining these systems into the Control4 Navigator UI, they can operate them all with absolute simplicity. More than this, it means that the beautiful interior design of the property is freed from all the ‘wall acne’ and unsightly electronics that they would have had without the Control4 system.”

Another reason Ratcliffe chose Control4 was the fact that families, polo players, and others would be visiting from all over the world to stay at Villa Oasis. “It all ties in with ease-of-use because if you are renting out to someone who is just turning up for

a fortnight, it needs to be intuitive.”

When it comes to both the smartest and the most challenging aspects of the project, Ratcliffe cites the owner’s request for different “modes” to be customized into the programming. “Throughout the home there are various keypads engraved with ‘Day,’ ‘Evening,’ and ‘Night.’ When ‘Day’ is selected, nearly all the lighting is switched off and the various fountains are switched on. The heating or A/C is switched off in the bedrooms and switched on in various reception rooms, depending on the outside temperature. Upon selecting “Evening,” the lighting is set up to make the house look amazing. And when “Night” is selected, all A/C is switched on in the bedrooms and off in the rest of the house, and the lighting adjusts to night-time mode.”

Now here’s how Ratcliffe and his team made a smart home even smarter. “The programming is also





The most spectacular gem in this treasure trove of a home is the amazing spa with its "starlight ceiling" option.

aware of whether each room is occupied or not, so if someone is in a room when the system changes to "Day," "Evening," or "Night" mode, their selected lighting scene or AV source will not change, and they will not be disturbed. When they leave the room, however, the lighting will change to the pre-defined scene for that time of day. This means that the family will not accidentally leave expensive air conditioning and lighting running in rooms that are not being used, whilst at the same time keeping the rooms

comfortable when they are being used."

This safeguard against energy waste carries through to every aspect of the house, all the way down to the smallest details. Take the towel rails, for instance. That's right, the towel rails.

These are not simply bars for hanging towels; they are high-tech heaters that keep the towels warm and dry, programmed to automatically turn on at 7:00 am and off at midnight. At Villa Oasis, a key aspect of the luxury is that it is all eco-friendly.

For example, the occupancy-sensing programming will register if nobody has been turning the lights on and off in the fifth bedroom. The inaction would classify the room as unoccupied, and in that case the room's towel rails would not turn on.

It was important to the homeowner that Villa Oasis did not just have brains, but also beauty. Mood lighting was high on the list. Ratcliffe estimates the system uses 330 feet of RGBW LED tape. There's a "Sunrise" setting that uses the reds and oranges, bringing

dawn's early light to the ceiling coffers and walls. There's also a "Party" setting, where the light cycles through a series of crazy colors, going from one to the other in fairly rapid succession. And at night, the house takes on moonlight hues, utilizing blue and white lights. There is a "starry night" effect over the 43'x17' indoor pool, giving you the feel that you're having a midnight swim outdoors.

And if you really *do* want to swim outdoors, well, you can. All the pools are equipped with high-power underwater LED lights that make

FUN FACT

When Steinway launched their first speakers, they held a blind test with a group of concert pianists. The pianists were sat in a row, blindfolded, and treated to first a recording of a piano player, then a live piano player. When asked to differentiate which was which, the listeners could not.



The home cinema was designed to be more informal and comfy than the typical row-by-row screening room.

swimming at any hour a viable option. That goes for the indoor pool under the starry ceiling, the 14'x10' spa whirlpool with swim jets, and the 56'x20' outdoor pool with an infinity edge. All three run on Control4 technology, as do the fountains, waterfalls, sauna and steam room. Alerts on the various touch screens around the house let homeowners know

if anything has been left on by accident, and allows them to switch it off without venturing down to the basement, where the 900-square-foot spa is located.

That kind of efficiency means more time can be spent in the villa's state-of-the-art home cinema, with its 4K Sony projector and Steinway Lyngdorf sound system.

"It's definitely the best home

cinema I've ever heard," Ratcliffe admits. "Mind-blowingly good. It's actually reduced people to tears. I know it sounds crazy. We play a particular Adele song in there, and it has actually made people cry."

Villa Oasis truly is its namesake—a retreat, a sanctuary, a refuge of smart luxury. Proof positive that these days it is certainly possible to both go big *and* go home! ■



Commercial

Residential and commercial adoption of surveillance cameras and Network Video Recorders (NVRs) are growing at a rapid pace. Surveillance systems are able to help protect your home, valuables and loved ones against burglary, robbery and intruders and to help deter crime before it happens. Security equipment allows business owners to record what is happening inside and outside of their business, while vandal resistant weather-proof outdoor surveillance cameras can assist the police in catching a suspect using video evidence.



Residential



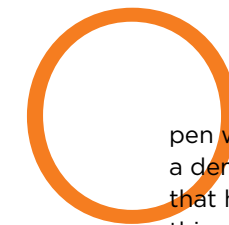


SUNNY STUNNER

THIS FLORIDA PENTHOUSE
IS OBVIOUSLY ELEGANT,
BUT QUIETLY BRILLIANT

Every single one of the 39 drapes and shades in the penthouse is automated, giving the homeowners control of the bountiful natural light with the press of a button.

Project installation by
Control Your Life



Open wide and say "ahhhh." It's not a dentist request—it's the feeling that hits you when you enter this stunning, three-story Florida penthouse. Behold: three stories of windows, clean lines, and open space. The rooms flow one into the next. Tasteful furniture and elegant touches blend harmoniously with marble floors and sparkling chandeliers. A grand spiral staircase winds up the entryway. It's such a clean and tastefully sparse look, it comes as a bit of surprise to learn that this posh penthouse is loaded with automated technology.

This roomy residence is perched atop a building in Fort Lauderdale, Florida. Huge windows offer 360-degree views of the downtown skyline and the Atlantic ocean. The

owners, a semi-retired couple, are actually the first residents of the unit (it was empty space before they built it out), and they're no strangers to automation...but they've had rocky experiences in the past. Constant breakdowns of an automation system in their beach house required frequent visits from the installers. A previous condo retrofitted with automation was a flat-out disaster. Still, they believed in the power of automation and wanted it to be a part of this new space. They just needed to find the right system—one that worked, of course, and, worked within their specific aesthetic vision: clean, open, bright.

"They wanted this apartment to be high tech, but also easy on



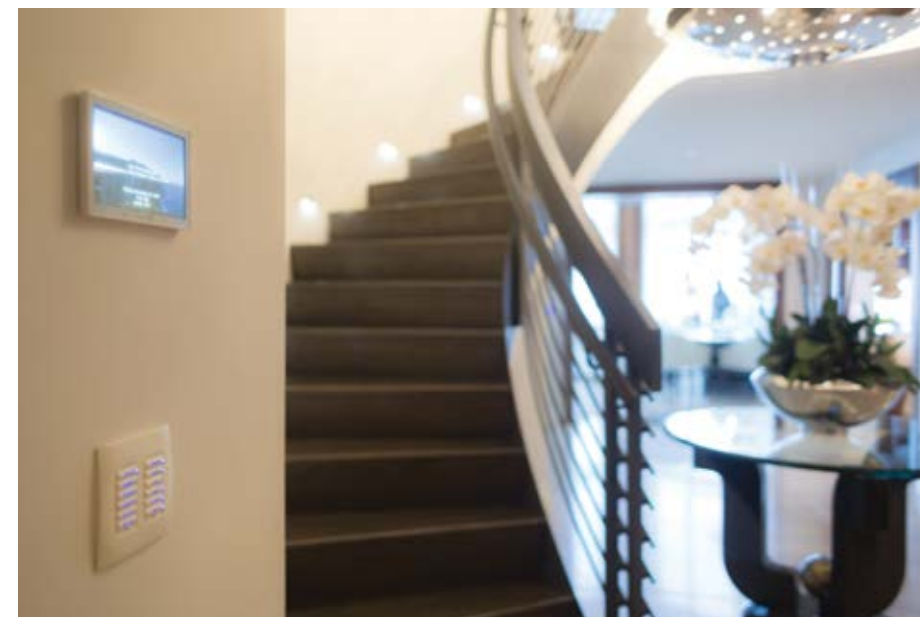
the eye,” says Frankie Blankenship, whose company, Control Your Life, did the system install. The owners wanted automation to be present and accessible throughout the space but not the focal point of the rooms. As they have for nine years running, Control Your Life chose Control4 for the project. “It’s super user-friendly for the homeowner,” she explains. “Any system is only as good as it’s able to be used. And we made sure to program the system so that it would be as smooth as it is simple.”

The Control Your Life crew took great pains to make sure the technology stayed hidden—speakers were built flush into the ceilings and walls. Bedside keypads were built right into the millwork of the bed frame—an easy place to hit “All Off” before going to sleep.

Several rooms sport motion detectors—you walk into a room,



The master bedroom’s projection screen lowers on command and disappears into the ceiling when not in use. Clever keypads are built into bed frames and other convenient corners.



Elegance is everywhere, and the high tech stays hidden, letting the design from “Interiors by Steven G” take center stage. Touch screens and light panels keep the living spaces clutter-free and well-lit.

and lights brighten automatically. Entering the office triggers the lights, and the TV turns on to a pre-selected channel. The ability to access the system from anywhere in the residence is extremely helpful in a space this large. “Without automation, you’d have to go and manually handle every situation,” Frankie notes. “Now the owners can sit on the sofa and use a touch screen, iPhone or iPad. They don’t have to move around all floors or room to room. It’s a huge time saver.”

The owners also are getting lots of mileage out of the remote accessibility features. They get an alert when someone’s at their front door. When they’re having work done in the apartment, the owners can check in remotely to see if workers left the AC or lights on.

The master bedroom presented



The homeowners use pre-set scenes to adjust light and music for dinner parties and intimate gatherings.

a challenge—how to incorporate a television without ruining the beautiful view out the large windows across from the bed. Jason Debaugh, project manager for Control Your Life, devised a clever solution: on command, a projector screen descends from the ceiling, suspended on stainless steel cables. “The owners can watch TV in front of the skyline of Fort Lauderdale,” says Jason. “When the TV isn’t needed, it just disappears. It’s really nice.”

Although the automation is notably inconspicuous inside the apartment, visitors do get a taste of the technology before they even enter the unit. One of the buttons on the front foyer’s keypad is marked “Doorbell,” and when pressed, the doorbell sound rings throughout all three floors of the

residence, and cameras show the owners who is at the front door. “So before company even comes into the space,” Jason notes, “they get to use the technology.”

Being high atop a sunny Florida skyscraper, natural light is an essential factor in the mood and feel of the residence. There are 39 automated blinds and shades in the system, including several two-story tall sections—and they are programmed to move throughout the day. “We have the shades following the sun,” Jason explains. The blinds go down as the sun sets, and once the sun has set, the shades go up. Then, in the evening, the blinds lower for privacy. And these blinds are intelligent enough to adjust to the light levels: If it’s cloudy out, they stay open. The shades can be controlled manually,





as well and the keypad buttons offer far more than simple “Up” or “Down” options—a double-tap on some buttons, for example, brings up the shades half-way.

Despite the system’s sophistication, Jason says it has been painless to teach the owners how to use it. “I’ve never had a person I couldn’t train on this system, because it’s easy,” he notes. “All the menus are the same, so whatever device you’re using, they all work exactly the same way.”

This residence is a great example of how much awesome automation can be going on behind the scenes. “You see a pretty light fixture, you think it’s a beautiful light fixture, but we can have it do anything we want it to do,” Jason explains. “We can have it turn on brightly during the day, and not as

bright at night. Everything can be controlled. It’s controlled, but it’s not in your face. It blends nicely with the style of the condo.”

Control Your Life owners, Daryl and Frankie Blankenship, are pleased with the final results, too. “It was a joy to be a part of this project.

“We were able to partner a high-end interior design company with a high-end AV company with a high-end automation company, and it’s worked out very well. It’s a match made in heaven.”

The home owners agree. The system works, and it’s easy to use. “Part of the contract I signed with Control Your Life was, the last payment would not be made until my wife signed off and said she can use the system easily,” says the husband. “They did get their final payment.” And it came promptly! ■



All three stories of the penthouse are automated, including the comfortably large lounge on the top floor, *opposite*, featuring a large television and views of Fort Lauderdale.



5 WAYS TO GO BIG WITH AUTOMATION IN YOUR MAN CAVE OR MEDIA ROOM

The “Man Cave” is said to be the “last bastion of masculinity” within the home, and whether your sanctuary is in a garage, spare bedroom, basement or media room, there are many ways that you can make it even cooler...way cooler than adding neon signs, mini-fridges, or even your favorite team’s memorabilia. In fact, integrating a variety of devices, sensors and programming into an automation system can make your personal space into something you *might* want to share with everyone!

The first step to enhancing your room is adding an automation controller, like a Control4® HC-250 or HC-800. Next up: replace all the “dumb” lighting controls with smart dimmers and switches that allow you to create and recall specific scenes at the touch of a button. A smart thermostat ensures things don’t get too hot during the big game, and a variety of controllable shades, drapes and blinds will create a perfect movie theater environment regardless of the time of day.

Here are five ways you can use automation to make your special room even more spectacular!



Custom Themes

Different activities call for different lighting, music and other settings to create the right mood and atmosphere. A custom button like “Martini Hour” could turn on the lights over the bar, power up your old college lava lamp and start playing a “Swingers” playlist to make sure you and your friends are totally money. A “Go Team” button could play your team’s fight song and flash lights highlighting jerseys or pennants. A “Game Day” button could queue up multiple TVs and tune them all to different channels so you can keep track of every play in real time. A “Romance” button could drop the shades, dim the lights, lock the door and fire up your “Love Songs” playlist. If that’s your thing, that is.

Keep Your Hands Free

Sure, remote controls, touch screens, smart-phones and tablets are all great ways to control your fortress of solitude, but what are you supposed to do when your hands are full? Say you’re cradling a dram of 21-year Glenlivet in one hand and a Cohiba Esplendido in the other... Are you expected to put one of them down, like you’re some kind of animal, just to change the channel or adjust the volume? Or what if you’ve managed to score a date with a beautiful woman, and you’re deep in a cuddle session. Hunting for the remote could be just the thing to kill the vibe. Integrate VoicePod with your system and you can just tell it exactly what to do. Your words are, literally, its command, because it can be programmed to perform any automated activity you like.



Use the Force with Pressure Detectors

Every great room has a “best seat in the house,” and that seat should belong to you. And wouldn’t it be great if your seat knew when you were sitting and when you weren’t? Add a pressure detector and it can! Sit down after entering the room and the lights could slowly dim while a Vader-esque, “What is thy bidding, my master?” announcement plays from the speakers. Stand up, and the movie can pause and the lights can go up, ensuring you never miss a moment of the action and can also easily find your way to the bathroom or fridge. Of course, the lights will drop and the movie resumes automatically as soon as you plop back down. Impressive. Most impressive.

Boss Is Coming

If you’re of the “What happens in the man cave should stay in the man cave” mindset, automation can be the perfect concierge of discretion. Activate a scene like “Private Time” and a motion detector outside the door can automatically pause whatever you’re watching, then flip over to show a video camera image of whoever is outside the room. If the door happens to get thrown open suddenly, the system can automatically bring up the lights and flip to another channel. All without judgment.



Smart Lock

When it comes to keeping your space private, a key is so old school. And besides looking way cooler, a smart doorlock can do so much more. For example, you can restrict access to certain times of the day to keep the kids out until homework is done. You can also view a log to see who entered your room and when, or get an email or text every time the door is unlocked. You can also unlock or lock the door from a smartphone without ever having to leave your seat—perfect when your special someone returns from a replenishing beer run! Even better, the system can be programmed to do practically anything whenever a code is entered, say, turn on the lights, fire up the AV system and set the cable/satellite to ESPN HD whenever you enter your code.





FIT FOR A KING

AUTOMATION GIVES A TEXAS HOMEOWNER THE POWER TO LIVE HAPPILY EVER AFTER

An automated infrastructure was included in the build, allowing the high tech to take backstage to the internationally intriguing interior design.

Project installation by
Satellite Station
Fire & Security

JIM STONE PHOTOGRAPHY

They say a man's home is his castle. But sometimes, a man's home *is* a castle. That is nearly the case with Ronnie Harpe and his magnificently massive residence in Horseshoe Bay, Texas. It's a 10,000-square-

foot beauty, featuring towers, giant statues and a boathouse. It's a Shangri-La in the Lone Star State, and it's the kind of residence fit for a king—or, in this case, a very successful businessman with exceptionally high standards.

"It's a very special place," notes Ronnie. He's spent the past three years planning and building his home on a large lot in the Escondido Lake and Golf Club in Horseshoe Bay, about 50 miles west of Austin. After starting the project, however, Ronnie decided to go bigger. He bought the lot next door and doubled the size of his house design. The result? A truly stunning residence that delights around every turn, including a snazzy outdoor kitchen with a wood-burning oven capable of cooking an Italian pizza in minutes at 800 degrees.

Touring the interior is like wandering through a museum of international design. Every nook and cranny of the six bedrooms and 11 bathrooms is filled with eclectic treasures from around the globe—a stockpile of souvenirs amassed when Ronnie and his wife owned a

home furnishing business. There are Indian rugs, paintings from Pakistan, Moroccan tiles and columns, huge chandeliers constructed from antlers, and even a 100-year-old Chinese wedding bed. It's a weave of international curiosities, boasting bright colors and bold statements. Every detail is intentional, right down to the custom-built and custom-hammered copper kitchen hood. And it all comes together to make a unique aesthetic statement.

"We don't do anything traditional," Ronnie notes.

There's no doubt that a house like this was built and is run by someone who knows what he wants. "I'm a control freak," Ronnie admits.



This stunning antique, a traditional Chinese "bridal bed," makes a lasting impression in one of the guest rooms.



now seamless security + connected home automation go smartly hand in hand

Secure the best peace of mind & convenience with a smart Napco Security System now integrated to the max with Control4, at your fingertips, home or away.

Monitor, manage and control your security system and more, wherever you are. Sure, you can turn your advanced security system, perimeter or interior, on or off, from any Control4® touch screen or station, at home or from a smartphone or tablet through 4Sight®, but smarter customized protection's just the beginning.

With your Napco Security System reporting any and all activity in your home directly into your Control4 System you'll also know status of what's happening and where, anytime. Stay in the know: Get updates of comings and goings, when it's armed or disarmed; know where motion is detected, keep an eye out on certain areas, people and more.

Your smart home's suddenly smarter, plugged in with your Napco Security System, and that means you're smarter.

- + Know to relock your door, since your son's no longer home, or the cleaners just left
- + Get proof that your special delivery or repairman really arrived
- + Automatically turn the lights off and the thermostat down, and save energy, since everyone's out
- + In an alarm emergency, know who's there, who came to the rescue; how and where it started

napco. the smarter home security you deserve



Napco Gemini. The 1st Security Systems with Automatic Control4 SDDP® & Ethernet Integration

Now available to Control4 Dealers in the Online Store. www.napcosecurity.com/control4 1.800.645.9445



An HC-800 controller and two HC-250 controllers power the system from a climate-controlled rack room, automating everything from ice machines to aquariums.

And the perfect complement for a home like Ronnie's? An automation system that gives the homeowner the power to control every detail.

With a house of this magnitude, Ronnie knew he wanted the best automation system to help control the home. He saw other systems in action in other people's homes—both good and bad examples. "I saw the problems and heard the horror stories, so I was pretty cautious," he admits. Ronnie explored several options but eventually chose Control4, primarily because of its adaptability. "Some of the other systems were really in their own world," Ronnie says. "You have to buy only their products for it to work. With Control4, you can use all kinds of add-ons and other products, and it all works together, easily."

Ronnie commissioned Satellite Station Fire & Security to build the system—and what a system it is! "This is a very, very big project, probably our biggest project," notes David Root, the installer. The system features two full-size, seven-foot

Sleek, minimalist profile...



Padimount

**The Most
Elegant Docking Solution
In The World**

 **TRU**AUDIO
888.858.1555

truaudio.com



Whether visitors arrive by car, foot or boat, the Door Station system announces their arrival to the homeowners with both video and audio.

racks that run 19 televisions, 16 audio zones, 14 security cameras, six In-Wall Touch Screens, two Portable Touch Screens, three Door Stations, 126 Panelized Lighting circuits, and several ZigBee circuits. It's a huge system that, David admits, was a bit intimidating at first. "The biggest challenge was just the sheer size of the project," he says. "But as we started putting the equipment in and seeing how things were coming together, I got more comfortable with it."

Ronnie directed David and his crew to go all-out. So what did Ronnie automate? "What didn't I automate?" he jokes. The pool, lighting, music, audio and video

distribution, three theater rooms with surround sound, outdoor lighting, Door Stations with video security, and even the Christmas lights are included on the system. "I don't know of anything else we can automate," Ronnie laughs. "I guess we could get the toilets to flush with my iPhone, but that's about it." Large vases that flank the outdoor pool can spit fireballs at Ronnie's command. The Door Station at the front gate alerts Ronnie to visitors, whom he can allow entrance (or not) with a touch of a button, which opens the grand front gate. Ronnie can turn on the outdoor firepit—or any other light or heat source in the home—from his phone. "This house



Regal flourishes include a wine cellar, an exotic sitting room and a master kitchen—each featuring its own audio zone, naturally.



was made for entertaining,” he notes. And automation helps Ronnie and his wife party in style: They use several lighting scenes to instantly set a morning or evening mood in any room in the house.

It’s a fairytale house, no doubt, but the real magic happens on the lower level. Here, you’ll find a beautiful wine cellar (accessible from the butler’s kitchen by elevator) and, behind some unassuming bookshelves, a secret man cave straight out of a James Bond movie.

“That’s where the guys go and hide,” Ronnie laughs. The ultra-masculine lounge features a 750-gallon aquarium, three TVs, and



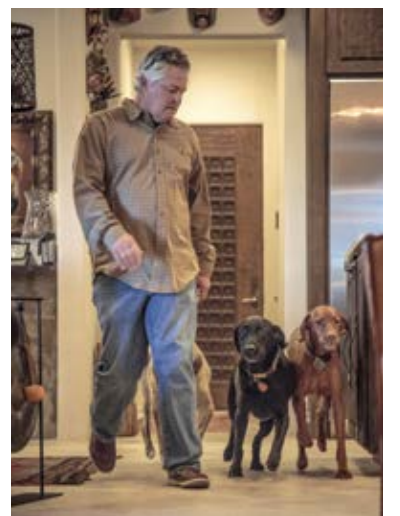
heavy-duty blinds that cover the windows and shield the room from outsiders. Why did the homeowner go to such extravagant ends for a man cave? “Because I could,” Ronnie says with Texas charm and a smile.

Every homeowner likes to fine-tune their automation systems to their liking, but Ronnie takes it a step further and makes the type of technical adjustments with the Control4 software that are typically done by a professional. For instance, Ronnie’s three dogs got accustomed to the doorbell sound, and would bark loudly when it went off. “My old doorbell just freaked them out,” Ronnie notes. So, Ronnie went into the system, changed

the tone, and now the dogs don’t make a giant racket when someone calls from the front door.

So, is this self-admitted power-hungry homeowner content with his system? In a word...very. “I know Ronnie is happy,” David tells us. “He lets me know when he’s not happy. He understands the complexity of what we’re doing. He’s very happy with it. Every time I come here he always has something new for me to add to the system. He just keeps adding stuff!”

Ronnie agrees. “If you look at the whole scale of the house and what the automation system cost, it was well worth it. If you’re not happy, it ain’t working. It works. I’m happy.” ■



SUGAR, SPICE, AND... EVERYTHING SMART

A dash of tech in this shop is satisfying and delicious

The moment renovation commenced on a century-old clapboard home in the historic district of Roanoke, Texas, the scrumdiddlyumptious candy store, Hey Sugar, captured the imagination of children and adults alike.

"The remodel took about a year and was extensive," says owner Kristin Brittan. "It's pretty much brand new." Brittan, the daughter of a real-life candy distributor, is only the second owner of the building since 1880. And while she appreciates the rich history of the

structure, she had an entirely new vision for the space. The wrap-around deck on its outside still flaunts its colonial-era charm, but the inside was gutted and transformed into a large showroom with a kitchen (for chocolate making by a well-known local chocolatier Stephen Smith) and a storage room in the back.

"We have your regular bulk candy, nostalgic candy, plus a bunch of funky things like suckers with scorpions inside, and tons of bacon stuff. And we have great ice cream." Beyond your standard butter pecan, chocolate and strawberry, Hey Sugar appeals to the "adult" ice-

Project installation by
H. Customs Audio Video



Pre-programmed
DVDs entertain
guests with delicious
sights and sounds.



Invisible in a sea of scrumptious sweets are strategically placed security cameras to keep tabs on acts of temptation.

cream eater with more creative flavors like Jack & Coke, Dr. Pepper, and maybe even something about bacon...in ice cream?!

But sprinkled between the salt water taffy, bulk popcorn, toffees, vanilla cremes and good, old-fashioned lemon drops, you'll also find a perfectly healthy dose of brand-new

William Morrison and John C. Wharton from Nashville, TN, debuted their new invention at the Paris Exposition in 1900, naming their spun sugar "fairy floss," later renamed in the 1920s as Cotton Candy.

technology that's making an already sweet business even sweeter for customers and employees.

When Control4 dealer H. Customs Audio Video was called in to add a bit of "eye candy" (pardon the expression) to add the store's own unique flavor to the shopping experience, the installation team immediately saw an opportunity to not just impress the guests, but

also to simplify everyday actions for everyone—employees included. By programming one-touch "scenes" via a Control4® home automation solution, they made both opening and closing the store as easy as devouring Hey Sugar's house-made waffle cones. When an employee reports to work in the morning, all it takes is one tap of a button to fill the store with music and turn on the outdoor lights. Pre-programmed DVDs also start to play on TVs throughout the store—and continue to play over the course of the day, entertaining guests with sights and sounds to

Pez was invented in 1927 by Eduard Haas, an Austrian inventor and an anti-smoking advocate. Peppermint-flavored Pez was first sold as a cigarette substitute. The word "Pez" comes from the German word for peppermint ("Pfefferminze").



inspire their tastes. When it's time to close up shop, the last employee out makes it all happen in reverse: One tap of the "CLOSE" button and this sweet shop goes to "sleep" just as quickly and easily as it awoke.

As candy is a natural business of temptation, there are also six strategically placed IP cameras within the store. Because the owners travel to candy conventions year-round, they love that they can use the Control4 mobile app from their iPad or iPhone to

check in from wherever they are, all over the globe. (Willy Wonka, eat your heart out.) And if they needed to change the temperature for their food products remotely, they could handle that, too...all from their phones.

It should be no big surprise, then, that the owners of Hey Sugar enjoy the automation so much, they're hungry for more. Since they also project outdoor movies onto the neighbor's brick wall during their summer movie series, the next big

idea is to integrate the projection system into their Control4 automation system so everything is tied together and controllable from one app. And with additional plans to build tree houses and place a vintage Airstream in the back yard as a sort of party space for groups, you can bet this Candy Woman makes anything she touches both satisfying and delicious—clearly, a sweet success. ■

Top-selling candy around the world

BRAZIL: Trident, made by Cadbury, is not only the No. 1 candy in Brazil, it is also the No. 1 brand of chewing gum in the world.

GERMANY: Milka, a milk chocolate manufactured by the Kraft Foods Company.

JAPAN: Meiji sells chocolate flavors such as cheese, black pepper, jasmine, basil, and lemon salt.

Don't be fooled by its colonial charm: This historic building is smarter than you'd think.



ADAM W. HAZLETT, ISTOCKPHOTO.COM





HQ with an IQ

There's a new powerhouse
at this Texas fitness company

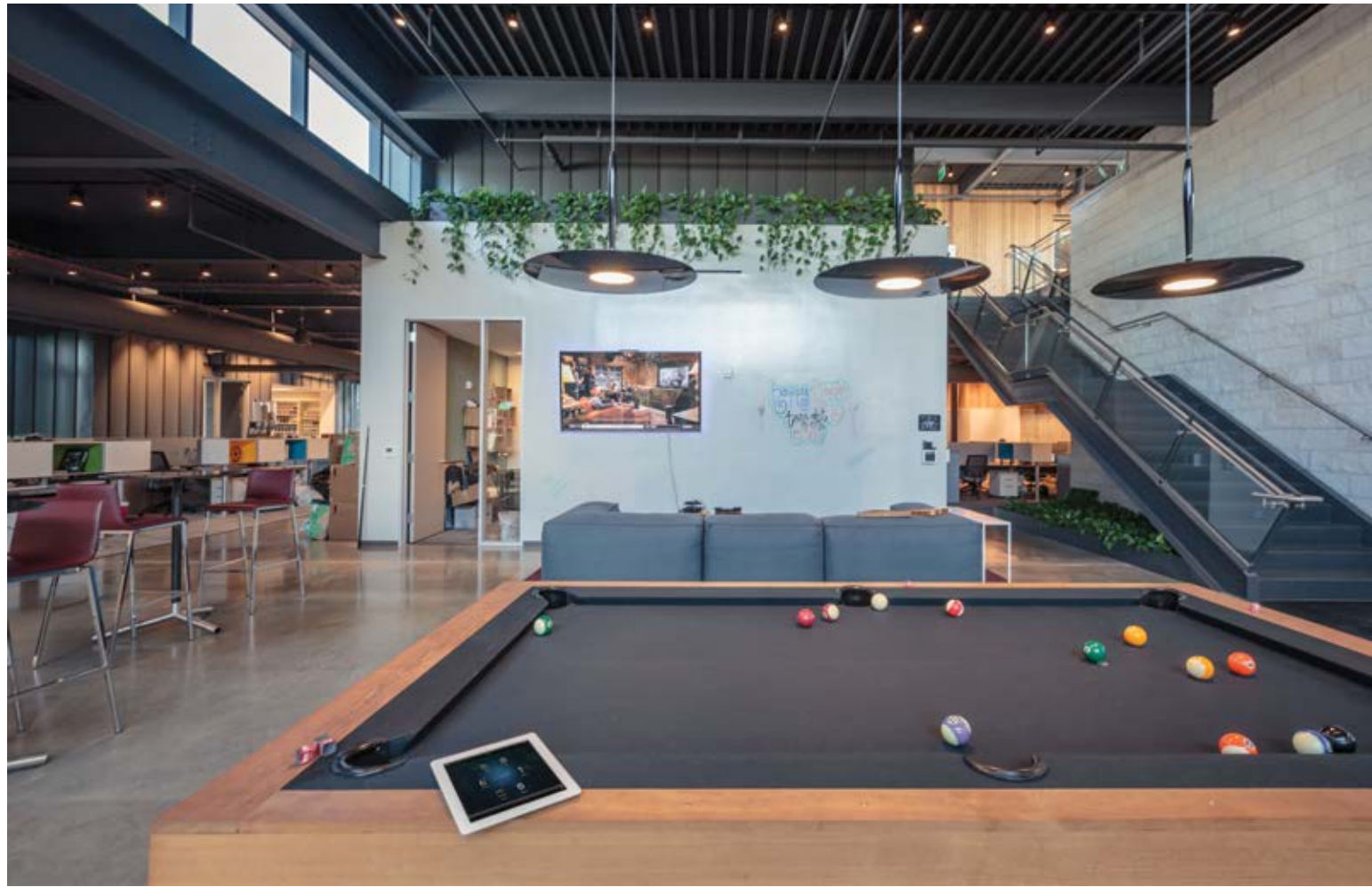
Project installation by
High Definition Technologies

JIM STONE PHOTOGRAPHY

The Nutrabolt execs must have had extra helpings of their own product this year. The company is doing well—remarkably well. Their Cellucor line of supplements (and several other brands) are flying off the shelves at stores like GNC around the country. They had the momentum, and the need, to build a new headquarters in College Station, Texas. No surprise, during the design process, they decided to go big.

“Technology is such a huge part of our company, we were really able to bring our culture to life through this building,” notes Colton Leonard, the company’s Chief Culture Officer. The CEO and President of Nutrabolt laid out a vision for the new building: It wasn’t just going to be a square of boring cubicles. Instead, it was to be a space that reflected the up-tempo values of the people and the corporation. And with the help of installers High Definition Technologies, they’ve really delivered on that plan.

From any room in the office (including one of several relaxation lounges), Nutrabolt employees can select their own video and audio and schedule meetings, allowing staffers to work and play hard—sometimes at the same time.



WORK PALACE

Nutrabolt's brand-new, sprawling, multi-building headquarters near Texas A&M rivals that of any snazzy Silicon Valley startup. Visitors are welcomed with a cool music soundtrack. In well-lit, open spaces, employees play pool or catch the latest sports scores on television screens. The walls are painted with a special white paint that can be drawn on and erased with dry-erase markers. There are compelling indoor and outdoor "chill zones" where employees can take breaks. The exterior is all modern wood and glass...a stark contrast to the agricultural landscape that

surrounds this mid-Texas town.

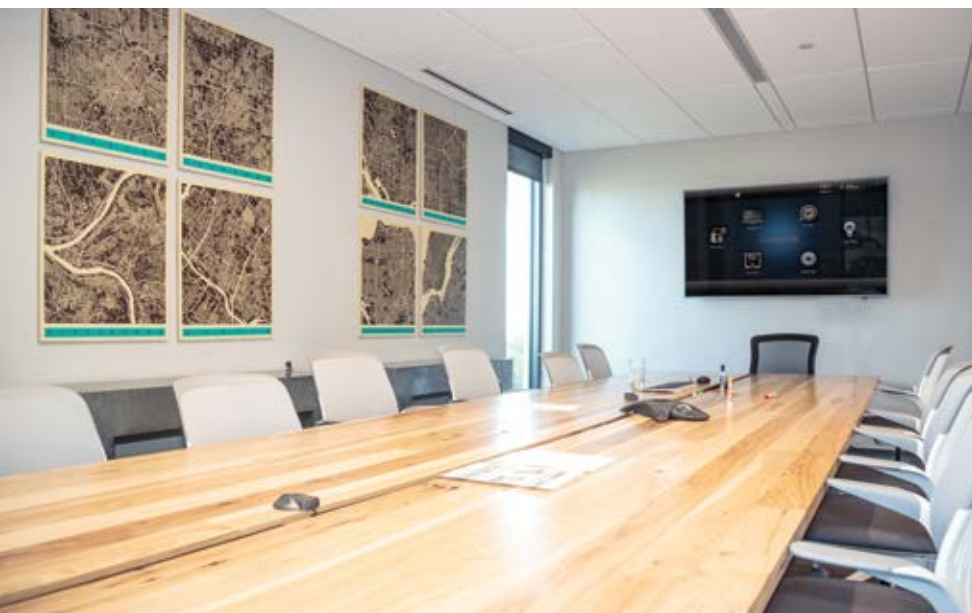
Of course, a high-tech headquarters like this is loaded with automation. A Control4 system oversees more than 20 televisions, 25 audio zones, 35 lighting loads, and over 30 IP cameras, offering an automated experience that packs just as much punch as a cup of Nutrabolt's muscle-building fitness powder, which, coincidentally, happens to be named "C4." In the café, televisions fire up to the news; in the pool room, it's ESPN. All employees can access the system through the Control4 app on their iPhones or Android devices, or through one of the 10 iPads or six touch screens throughout the office.



The Learning Center holds 40 to 50 people and all kinds of automation, including a 205-inch projection screen.



In the mornings, the office TVs automatically come on, tuned to different stations: In the café, it's the news; in the pool room, it's ESPN.



...we can set the room however we want to—dim the lights, add lights, increase the music. We can change the vibe of the room very quickly and easily.

WORK SMARTS

“Control4 is awesome,” Colton notes. “It’s incredibly easy to use. Everyone here uses it on a daily basis.” Employees use touch screens to schedule meetings. There’s a high-tech theater (known at Nutrabolt as the Specialized Learning Center) that sports its own automated bells and whistles, including a 205” projection screen. “Whatever speakers are scheduled to come in, or whatever event we’re having in there, we can set the room however we want—dim the lights, add lights, increase the music. We can change the vibe of the room very quickly and easily.”

Even though the project presented several challenges—having one interface work through multiple buildings, for starters—Eric Stanford, the installer from High Definition Technologies, is pleased with how things have gone. “This is a top-notch facility from top to bottom,” he notes.

The Nutrabolt company is thrilled to be automated. “We’ve gotten great feedback from everybody here,” says Eric. “It was easy to get everyone up and running, too. One 30-minute training seminar is all it took.” And, as the company has discovered more possibilities of what an automation system can do, they’ve brought High Definition



Multiple audio zones within the fitness center allow basketballers to crank up the jams, while the Yoga class on the other end can get their “om” on.

Technologies back to add more features. “We take care of the nitty-gritty details,” Eric notes, “so that they can worry about their business.”

WORK OUT

The jewel of Nutrabolt’s new digs is a 20,000-square-foot fitness facility. Talk about work perks: This flashy gym features a full-size basketball court, weights and machines, full spas for men and women, and a full-time corporate wellness instructor, Joshua Works.

“My job is to bring all the people from the company and get them involved in fitness,” Joshua notes. “This is kind of my home base.”

As with the offices next door, the fitness center is loaded with automation. When he opens up the center, Joshua simply has to hit “Morning On” to trigger the lights and music, and the televisions turn on to ESPN. Each area of the gym has its own audio zone. Visitors can access their own music from their phone and pump it through any of the areas of the gym. That means the folks on the basketball court can listen to some big jam tracks, while the people cooling down from the pilates class across the building can opt for something more chill. At the end of the day, one touch of the “ALL OFF” button shuts the entire facility down. And the best

part is, says Joshua, it’s easy to get up and running with the system.

“It’s awesome. It’s so user-friendly, I don’t have to give a lesson every time someone’s in the gym,” Joshua says. As the man in charge of the facility, Joshua also takes full advantage of the remote accessibility. He can control the system from home if someone needs help. He can also access the security cameras to see who has been in the facility. “It’s really easy to use,” he says.

With their high-tech HQ up and running, the sky’s the limit for this red-hot company. And with a base of operations like this, who knows how far they’ll reach next year. ■

THE HIGHEST DEFINITION OF EASY.

4K ULTRA HD



DISCOVER EFFORTLESS ENTERTAINMENT

Control4 IP Integration — SDDP Support



dish.com/cedia

© 2015 DISH Network L.L.C. All rights reserved.

The homeowner programmed specific lighting and audio scenes to demo during the Open House, which led to a record-setting sale.



SMARTS FOR SALE

AUTOMATION ADDS ADVANTAGES WHEN SELLING YOUR HOME

On a street in Toronto, Canada, two neighborhood homes went up for sale at the exact same time. The homes had the exact same floorplan and square footage, and were on the same street. One home sold in three days.

The other is still on the market, over two months later, with a reduced price. What's the difference? Automation.

Marcel Mukerjee is the happy home seller in this case. His home was one of 20 or so spec homes built in a new development. After deciding to put his three-bedroom home up for sale, Marcel did something very smart—he automated the main floor. As a Senior Area Manager for Control4, Marcel knew the power of automation and hoped a small investment would help differentiate his home from the others on the market. In fact, when he built the home three years ago, Marcel had it pre-wired for automation, which helped immensely. When

PHOTOS COURTESY ASHTON MARTYN INTERACTIVE INTERIORS

Project installation by
Ashton Martyn Interactive Interiors
and Marcel Mukerjee



preparing to sell, Marcel added a system worth about \$14,000 on the main floor, including eight lighting loads, a Portable Touch Screen, Door Station, an integrated alarm system, and seven audio zones. A simple HC-250 home controller runs the relatively basic system. “I didn’t go crazy,” Marcel notes.

By the open house, Marcel knew he had done the right thing. Prospective homebuyers were wowed. Marcel had set up a demo button to showcase the system: Lights came on and distributed audio kicked in throughout the floor. “It just made the place feel more warm,” Marcel notes.

The home—and the system—



The 3500 square-foot semi-detached home in Toronto features three bedrooms, each with its own bathroom suite.

attracted an offer within days. The buyers were familiar with automation but were especially impressed with how much could be integrated. Marcel agrees: “What they really liked was, they don’t have to worry about coming home at night, because the porch lights come on automatically.” The buyers also were wooed by the security system, especially the ability to get notifications or arm it remotely. The “Good Night” button, which shuts down all lighting and audio in the home, was a draw, as well. And, the potential new owners were happy to learn how easy it would be to expand the system if they wanted, as they determine their specific needs.

Three days later, Marcel had successfully sold his home. “I did quite well on it,” Marcel admits. The home, which he had bought for \$940,000, sold for over \$1.25 million, setting a record for a semi-detached home sale in this area of Toronto. And although the residence is a beauty in its own right—open floor plans, lots of natural light, new everything—Marcel is confident that automation is what set his home ahead of the pack.

Marcel’s real estate agent, Ralph Fox, agrees. “It definitely was an advantage,” Ralph says. “Automation is definitely the wave of the future.” Automation is steadily becoming a standard factor in



new homes, especially in red-hot markets like Toronto, which, Ralph notes, sports one of the strongest development markets in North America. Automation abounds in the new condominium towers, but the value-add of a smart home system is something that all homeowners should consider. “People buy with emotion,” Ralph notes. “When you have a property that can connect emotionally with people from the outset, the likelihood that they’re going to convert to buyers significantly goes up.”

The real advantage to selling a home with automation is that it really helps people envision themselves living in the home.



The main floor’s automation includes 8 loads of lighting, video, seven audio zones, security, and an intercom system.

“They can imagine themselves utilizing the functions,” Ralph adds. “Turning on all the lights, locking the door remotely...it really creates a unique experience.”

So, if you’re considering adding automation to your house, but you’re not sure you’ll be in that house forever (and who does that anymore?), rest assured: automation can increase your home’s appeal and make it that much easier to sell, if that day comes. Plus, you get the added benefit of enjoying an automated system while you live there. “That’s one of the things as an agent that drives me crazy,” Ralph admits. “People wait until they’re ready to sell a house to fix

it up and make it really nice. I say, why don’t you just fix it up and live in it like that for three or four years and take the premium then?”

Meanwhile, Marcel is savoring his success. “Automation definitely helped sell the house, there’s no doubt about it,” he notes with a smile. The sale has sparked other projects on the block, as well—after witnessing Marcel’s quick turnover, two neighbors are adding automation to their homes. Perhaps that other struggling seller on the block will take note—a thought Marcel had when he visited his neighbor’s open house, telling him, “maybe you should see what I did in my place.” ■

Project installation by
Digital Interiors



HOW VERY HARRODS



TAKE IT FROM THE LARGEST DEPARTMENT STORE IN ALL OF EUROPE...

Omnia omnibus ubique—all things for all people, everywhere! This is Harrods' motto, and with over one million square feet of shopping acreage, it feels true to its word. You can find almost anything—anything!—at Harrods, from suntan lotion to Christmas trees, and everything in between, including Control4 automation. On the third floor, right next to the famous Egyptian escalator, the "Harrods Technology Room" doubles as a Control4 demo suite. Two 85" screens, a Runco projection system, a Kaleidescape premium and Cinema 1 system, an IP security camera, and other AV equipment such as Blu-ray players populate the room, all controlled by Control4. "[The Harrods staff] have all commented on how easy Control4 makes a demonstration of the various televisions' projection and video sources," says Berwyn Jones of the UK's

123RF, TIM KAVANAGH PHOTOGRAPHY

Digital Interiors, who helped create the demo suite.

Control4 has been a part of Harrods since 2009, but it was behind the scenes. "This was around the time Harrods was sold by Al-Fayed to the Royal Family of Qatar," Jones tells us. "The new chairman instructed the design team to create a new suite to incorporate meeting rooms, board rooms, and the chairman's office." Digital Interiors collaborated to create a discreet system, including a hidden projection system in the board room, multi-room audio, and multiple in-wall Control4 touch screens. "The PAs in the chairman's office are grateful for making what was potentially a very complicated bespoke system simple to use and operate.

So next time you find yourself in the exclusive district of Knightsbridge, London, be sure to pop into the historic Harrods to experience the very best in luxury, beauty, food, and now...hi-tech.



DREAM BIG SAVE BIGGER

Ask Your Dealer What's New

From the minute you start designing the smart home of your dreams, expect nothing short of excellence from Control4 home automation solutions and your authorized dealer. Not only is it easy to add more features and functionality to your system as inspired, but it's also practically impossible to pass on an opportunity to upgrade to a little more magic since you qualify for special savings* just for being an existing Control4 customer. Call your dealer today to learn more about the latest and mind-blowing greatest Control4 solutions and software that will take your system to a whole new level.

Learn more at control4.com/promo

Control4®

*For all details of this promotion, see www.control4.com/owners/promotion.

©2015, Control4 Corporation. All rights reserved. Control4, the Control4 logo, and the 4-ball logo, are registered trademarks or trademarks of Control4 Corporation in the United States and/or other countries. All other names and brands may be claimed as the property of their respective companies. Photos may not depict actual product. All specifications subject to change without notice.