



CUSTOM
ELECTRONIC
DESIGN &
INSTALLATION
ASSOCIATION

Five Minutes with Randy Vaughan

How did you get started in this industry?

Our commercial customers over the past 35 years have asked us for help with their home systems. After messing them up a few times, we discovered CEDIA. We took courses, learned how to do the work professionally, and opened a dedicated Residential Electronic Systems Division.

What do you think was the greatest advance, event or trend in our industry in the last five years?

True High Definition images

What trends will affect custom integrators in the next two years?

Apple – possibly the i-Phone becoming the most powerful user interface to our systems.

What are two things that custom integration companies need to do to prepare for the next two years?

1. Become better business people – learn how to run their business as well as they design & install systems
2. Learn how to compete with (not ignore) “Big Box” retail stores

What drives you to be a member of CEDIA and how has it benefited you and/or your company?

Education

Out of all of the CEDIA member benefits, which two have affected your business the most?

Education & Education!