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ZWave Alliance and earned certifications from THX, the Imaging Science Foundation, Crestron, Lutron and others.

Advice: Litt advises young people in the industry to always keep their eyes open for new opportunities.

As he spoke recently from a cell phone in his car, Litt suddenly spotted a large construction site where a dozen or so custom homes were being built. "There's a lead," he said, as he drove by. "It's been tough and go for the last six months. But the big jobs are still out there. You just have to find them."



Shawn Mahoney
Marketing Manager
Hitachi Home Electronics

Age: 28

Education: B.A., Entrepreneurship, University of Massachusetts, Amherst

Career History: Mahoney began his career on Tweeter's salesfloor and was promoted to manage accessories business in the Northeast region of New England and New York state. He joined Hitachi early this year as marketing manager.

Greatest Business Achievements: "I don't think it's happened yet. [It would involve] taking the level of simple innovation that I try to bring to the table [and apply it across the industry]. When you try innovation, you can sometimes make it complicated. [The industry makes] it too complicated for the consumer; it's because people aren't in touch with the customer."

Advice: "Surround yourself with great people."



Chris Mauzy
President and CEO
Zip Express Installation

Age: 34

Education: On-the-job training as an installer in Denver, Colo. "I'd put street smarts up against book smarts every day," Mauzy said.

Career History: If you haven't yet heard of Zip Express Installation, you just might in the coming months. Mauzy is looking to make his six-month-old TV/home audio/computer installation company as familiar a household name as Fed Ex or UPS. "We basically sell productized services," he said. "We are planning roll-outs with major retailers right now." He started working in CE as a teenager, installing car stereos in a rough neighborhood of Denver. "The things I learned. It's one thing to be have a customer watching you, it's another thing when you're afraid they might shoot you," he laughed. Mauzy's hard-won expertise landed him a position as Director of Installation Services at Ultimate Electronics. He was then recruited by Best Buy, where he worked as director of business development before leaving to begin the Zip venture.

Greatest Business Achievements: Gathering the funds and the employee power, and building the retail relationships it will take to fully launch the Zip Express Installation this year. Mauzy currently oversees a staff of 15, based in Minneapolis.

Advice: "Never burn bridges, especially in this industry. You'll be amazed at the positions past colleagues hold that will affect your future course."



Katye McGregor
Director
The Edge Distributors Group

Age: 34

Career History: A 17-year veteran of the CE industry, McGregor has worn many hats. She started with Mobil-Works, working as a buyer for car audio, security and communications. In 1997, she was recruited to Wireless Stockroom as director of purchasing. She also worked with cell phone accessories but also with fulfillment distribution and a call center for wireless carriers. In 1999, McGregor moved to E-Town as merchandise manager, working with AV accessories, furniture, wireless and digital imaging for the company's online retail portal. She also manned the customer service call center. She then returned to Wireless Stockroom, which had been bought by Brightpoint, as national accounts manager. McGregor ran the program for headsets and accessories fulfillment for consumer, government, retail and business accounts. After Brightpoint closed its California office, McGregor joined Edge. There, she manages day-to-day operations for 15 member companies and 15 manufacturer partners.

Greatest Business Achievements: "My greatest achievement, the thing that has given me the greatest pride, honestly, has been paying that forward, giving others similar opportunities to stretch and grow into challenging and rewarding careers."

Advice: "Embrace the technologies, network, get involved and listen. What you'll find is that there are so many opportunities, especially for young people."



Ed Moreau
President
Creative Sound and Integration

Age: 37

Education: Studied applied science at Mesa Community College

Career History: Straight out of high school, Moreau took a part-time job at "a start-up company" in Northern Illinois called Best Buy. "They'd opened a test store, a non-commissioned box-style, in Rockford, IL. I was a product specialist." That was 1990. Moreau says he spent the next decade quenching his insatiable in-