

INTEGRATION | AUDIO/VIDEO | NETWORKING | CONTROL | CONVERGENCE

# **Highest Revenue Integrators**

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## SHOWSIGHTS





- CHEERS! EHX Spring established itself as the show where everybody knows your name. With 70 percent of attendees participating in training, almost everybody knew some of their fellow drinkers during the Beer Bashes on the show floor.
- 2. THE CE PRO SHOW Instead of tucking the training sessions into remote conference rooms, EHX Spring hosted a steady stream of Super Sessions and CE Pro editor-led dealer-to-dealer discussions in the CE Pro Headquarters, a special section of the show floor. It included three stages and allowed attendees to wander in and out at will, creating interactive learning experiences.
- 3. NOT WHAT IT LOOKS LIKE These guys aren't Orange County Convention Center custodians, nor are they cleaning up some sort of a hazardous materials mishap. They just participated in CEDIA-sponsored Environmental Projection Agency (EPA) lead paint removal training. For many at EHX, this training alone was worth the price of admission since non-certified companies can face \$37,500 fines per company per day for working on pre-1978 homes.
- 4. EHX'S BEST FRIEND It's always fun to see which trade shows are co-located. In the past, EHX has been adjacent to comic book expos, and CES has notoriously been concurrent with the Adult Entertainment Expo. EHX Spring co-located with a tamer event (pun not intended), the Global Pet Expo.









- 5. FORE! For the third consecutive EHX Spring, a group of manufacturers played golf with CE Pro and EH Publishing staff. They had a beautiful day for it, as Jason Palmer, Epson's channel manager, home entertainment, is shown addressing his ball.
- 6. DEMOS ON THE FLOOR EHX tried something new, setting up Demo Alley in acoustically treated rooms right on the show floor. Considering the environment, the noise was a relative non-factor. Actually, a different kind of noise was a big factor for big winners Thiel Audio, Bryston, SIM2, Ultralink and Vutec. Their room took home Best Audio Demonstration and Most Informative Audio Demonstration. JVC Professional Products earned Best Video Demonstration. Meanwhile, Epson won Most Informative Video Demonstration along with LK Stockroom and, in a separate room (pictured), Epson won Most Entertaining Presentation along with Earthquake Sound, Monitor Audio and B&K.

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### THIEL AUDIO'S, BRYSTON'S PRODUCT LAUNCHES

What better place to debut new audio products than EHX's Demo Alley? Thiel Audio and Bryston both took advantage of the controlled demonstration environment and made sure dealers' first experience with their new offerings went sublimely.

Thiel showed the SCS4T, a small footprint floorstanding version of its SCS4 bookshelf loudspeaker that uses the same driver configuration, cabinet volume and crossover network as the SCS4. The difference, according to Ken Dawkins, VP of North American Sales, is the SCS4T's integrated stand that allows installers to use the speakers as a freestanding solution without adding stands to accommodate their in-room placement.

Dawkins says the SCS4T will be available soon with a targeted price below \$3,000 per pair.

Bryston had a prototype of its SP-3 preamplifier/processor in a home theater system they are sharing with Thiel, SIM2, XLO/ Ultra Link and Vutec. James Tanner, vice president of Bryston, says the new pre/pro will be available soon in two versions: one with video processing and another with video pass-through that allows the pre/pro owners to use existing processing solutions. The pre/pro will include HDMI and audio processing for Dolby TrueHD and DTS Master Audio, as well as upgraded components and other standard Bryston technologies.

#### OPPORTUNITY TO WEAR A PLASTIC SUIT

The chance to take CEDIA-sponsored Environmental Projection Agency (EPA) lead paint removal training might have been "the story of the show," according to Brantley Waites of South Carolina-based Elite Audio.



Donning hazmat suits (from left), Joe Tooley, Brantley Waites and Jim DeWitt took the EPA lead paint certification course at EHX Spring.

A new law was slated to go into effect nationwide on April 22. Non-certified companies are susceptible to a \$37,500 fine per company per day for working on a pre-1978 home.

The two-part program held at EHX Spring was half classroom training and half hands-on training. The classroom training is somewhat easy to obtain. In fact, CEDIA

is offering it as an online course. But the hands-on training is another matter. Dealers must spend 3.5 hours under the direction of an EPA-certified instructor to get their own certification.

Three South Carolina-based dealers — Waites, Jim DeWitt of Legends Security & Sound and Joe Tooley of Audio Perfection Inc. — came to EHX specifically for the training. The trio spent Thursday afternoon donned in hazmat suits with gloves, safety goggles and booties on.



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