



Volume 3, Issue 18 -

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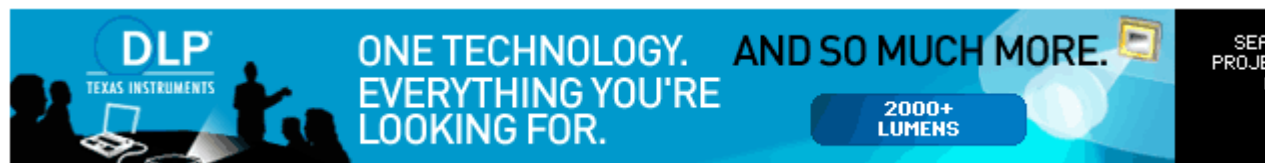
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Industry News

World's First: One Trillion Pixel Image

Aperio Technologies, provider of digital pathology systems for healthcare and life sciences, implements su BigTIFF for files larger than 4GB across all its products and systems. This enhancement to the TIFF stand image files larger than 4GB to be created and processed, in a backward-compatible fashion. As part of its to open standards, Aperio has donated these enhancements to the public domain, and is working with the standards body to incorporate them into a future standard release.

To debut this technology, they have taken the world's first terapixel image of 225 pathology slides from a breast tissue, making it the largest image of a breast available on the internet today!

Aperio's ScanScope slide scanning systems create digital images of entire microscope slides at gigapixel r minutes. These digital slide images are very large, with dimensions that routinely exceed 100,000 x 100,0

For more info, go to [Terapixel by Aperio](#)

InfoComm Announces Special Events

InfoComm announces those special events we can expect at the upcoming conference.

The 4th annual **Manufacturers Forum**, scheduled from 4-5:30 pm on June 18th, offers a glimpse into A trends and predictions from some of the biggest names in the business. This free event is moderated by C CTS, of Kayye Consulting, and will feature thoughts from panelists Gerry Remers, President and COO, Chi Systems; George Feldstein, President, Crestron Electronics, Inc.; Andrew Edwards, President and CEO, E Electronics; Michael MacDonald, Executive Vice President of Harman Pro Group; and Rick Snyder, Preside Tandberg.

Immediately following the Forum is InfoComm's **Big Night**, a free special event taking place in three stag by Barco and Bosch Communications Systems. It begins as a networking event with opportunity for atten their list of contacts, connect with friends, and discuss industry issues over drinks and hors d'oeuvres.

Afterwards, the best in the professional AV industry will be recognized during a free, fast-paced **awards c** InfoComm will present the Harald Thiel Volunteer of the Year, Distinguished Achievement and Educator of awards. NewBay Media's SCN (Systems Contractor News) recognizes the best installation products while i Staging Systems issues its staged events product awards. ARCHI-TECH pays tribute to the best fixed inst PLASA's Lighting&Sound America acknowledges the best staged events of the year.

The awards ceremony is immediately followed by drinks, dancing, and the **AV Industry Battle of the B** three industry bands will compete on a state-of-the-art stage for fun and prizes.

Another event will be the new **Rack Building Contest**. Systems integrator teams will compete in a 24-hc design and build a fully operational AV system. Attendees should stop by the contest area in Hall E throug Show to watch the build process, and visit sponsorsâ€™ booths to enter to win the contestâ€™s winning i valued at \$25,000.

On Tuesday, June 19th, international attendees and exhibitors are invited to mix at InfoComm's popular **I Reception** from 5:30 pm to 7:00 pm.

For more info, go to [INFOCOMM 2007](#)

Death of the Ordinary Light Bulb?

LEDs may emerge to challenge fluorescent bulbs, now under the hot light from global warming concerns.

The European Union may ban production of the bulbs.

California, Australia and Canada banned the sale of incandescent bulbs by 2012. A



US Senate committee is working on a proposal that would phase out the light bulb in 10 years.

LEDs use less power than standard incandescent bulbs. Also LEDs last up to 50,000 hours, compared to 10,000 hours for fluorescents and 1,000 hours for incandescents.

One of the leading companies in the LED space, Boston-based Color Kinetics Inc., was founded in 1997, with more than \$50 million in revenue, mostly from supplying LED lighting for commercial applications.

The company says by 2030 at least 75% of commercial lighting in the U.S. will be produced by energy-efficient sources.

The cost of LED lighting should be coming down as individual white-light diodes, several of which go into a fixture, and make up much of the cost, have come down in price from about US\$8 to US\$1.50 in a year.

There are still technical issues to work out with LEDs. While single LEDs can demonstrate very high energy efficiency in the lab, when they're combined into fixtures, their efficiency is considerably lower.

For more info, go to [Color Kinetics](#)



Click above for more information

Displays

2007 A Breakout Year for OLEDs, says OIDA

OIDA predicts that OLEDs will challenge other large format displays like LCD, Electroluminescent (EL), and laser TV. In addition, OLED devices have the potential to provide outstanding lighting performance for certain applications.

"OIDA believes 2007 will be a breakout year for OLEDs," says OIDA's Dr. Wright, "Our research shows OLED sales will exceed \$1B in 2008, growing to \$20B annually by 2017."



OLEDs for solid state lighting are projected to deliver over 220 lumens/watt performance in the lab and production efficiency of 130 lumens/watt by 2017

Dr. Wright says several manufacturers have announced displays with more than 1,000,000:1 contrast ratio of magnitude better than LCD technologies. In addition, the technologies for large displays is 2-3 times more efficient than LCD or EL technologies. Likewise, this emissive technology can be used for lighting taking advantage of the flexible substrate to offer unique and special purpose lighting with very high efficiency.

OIDA is updating its OLED roadmap for display and lighting application, which will be published later this year.

For more info, go to [OIDA](#)



INNOVATIVE SUPPORTS...



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Residential & Digital Home

Use Your iPod to Test A/V

Grayson Evans of Training Department Seminars says installers looking for a simple audio and video test signal for field set-up and troubleshooting can use their iPods.

He notes video iPods could store your video test and setup signals: PLUGE; SMPTE color bars; resolution test patterns; reference videos (for animations, videos, etc.)

All you need for the video iPod, says Evans, is a simple adapter cable to output composite video and audio from the mini-phone plug on the top. You don't even need to buy the proprietary cable-- a cheap camcorder adaptor cable will do.

Cables on the iPod are reversed from the standard versions, he explains. When connected to the iPod: RED = composite video; WHITE = left audio; YELLOW = right audio.

Audio-only iPods can store: 1K test tone; all 1/3 octave tones used by standard equalizer; band limited pink noise (20-20 KHz); band limited noise for subwoofer (10-180 Hz); 20-20K au and reference music (classical, rock, movie).

To download the full article, go to [How to set up the iPod](#)



D&M Europe Goes After Install Business

D&M Europe merges their extent Pro division with their custom install sales operation to create D&M Installation (DMi), a division dedicated to the distribution and support of products from D&M's brands to the commercial AV and custom install markets.

With products from Denon, Marantz, Escient digital music servers, Opus multi-room systems, and Boston Acoustics speakers, the new DMi portfolio includes surround sound processors and amplifiers, DVD, CD and network media players, HD projectors, and LCD displays.

The division is headed by Mark Perrins, formerly GM of D&M Professional Europe. "D&M Europe has monitored the commercial install market carefully over recent years; in particular, the gradual convergence towards a more general customer requirements. This has led us to the next step of merging our existing Pro division with our CI sales operation, creating a division more clearly focused on customer requirements, with an emphasis on technical support.

For more info, go to [DMi](#)



Savant Debuts Concept Home

Savant will be showing off their "Rosie" controller and a 13.3" wireless touch panel in their first ever public in-home demo (in a concept home sponsored by a Massachusetts TV station.)

The Savant touch panel provides intuitive and graphically-rich control of Rosie's home automation capabilities. Installer AViX LLC will integrate the Savant hardware into the model home.

The demo house tours will benefit the Robert F. Kennedy Children's Action Corps.

For more info, go to [Savant](#)



Smart-e's SNX-4x4 Switch, Affordable Option

Designed for home entertainment systems on restricted budgets, Smart-e re-launches the SNX-4x4 multi-format video matrix switch (at nearly half the price of its sister SNX-8x8.)

SNX-4x4 is the smallest multipoint-to-multipoint HD compatible audio and distribution matrix available from Smart-e. It features 4 outputs/4 inputs and combines high bandwidth (400MHz) video and high quality stereo audio switching with integral CAT 5* distribution.

The SNX-4x4 has been upgraded to include all the latest features of Smart-e's SNX range, such as 'plasma-friendly eyes' (a filtering system which overcomes the problem of interference emitted from large plasma and LCD screens) extended control range between har screen, professional picture and sound clarity and the ability to access a multitude of channels.

The switch supports UXGA, RGBS, YUV, Y/C and CVBS and is connected via CAT 5* cabling which provide reliable transmission medium that simplifies future changes to system layouts. In common with the SNX r Smart-e the SNX-4x4 includes infrared and RS232 control pass-through, IR and RS422 matrix control opt power.

Smart-e is exhibiting at PALME ME 2007 and CEDIA EXPO 2007.

For more info, go to [Smart-e SNX-4x4](#)



ZVOX: Wall-mount Single-Cabinet Home Theater with Built-in Subwoofers

Only 5" deep, the new ZVOX 425 is not much bigger than many center channel speakers and contains an speakers, two powered subwoofers and ZVOX's exclusive PhaseCue virtual surround circuitry.

"We believe we have developed the perfect audio system for use with flat-panel TVs," says ZVOX founder Hannaher. "There's no bulky subwoofer to hide. No mass of connecting wires. No owner's manual the size book. The 425 is the first wall-mountable system that puts everything in one cabinet – and it does so with performance. People are going to be shocked by how good it sounds."

Designed by audio industry legend Winslow Burhoe...



For more info, go to [ZVOX](#)



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Audio

Pro Audio Hits 1.06 Billion Euros, Up 3.5%

The pro audio market hit 1.06 billion Euros in sales in the Big 5 European markets last year, growing 3.5% study by InterConnection Consulting Group. The researchers expect an average annual growth rate of 3.8 next 3 years.

The German market is the largest with 32.9%, with sales growth of +4.9%.

Speakers account for 27% of the professional audio market. They are followed by microphones with 23.7% amplifiers with 17.2%. The largest growth was achieved by headphones. In 2006 sales were 8.1% higher

37% of sales go for touring and live sound. Second place goes to sound studios with 17.4% market share followed by the public/institutional segment and broadcasting. The home use segment is in last place, but for 94 million Euros from private users who buy professional audio equipment for their hobbies, particular and microphones.

The largest growth rates are anticipated in the public/institutional segment. This sector should increase fr 2006 to 14.7% in 2009. The reason for this positive development lies in the increasing trend towards aco irradiation in public buildings (such as department stores, etc.) in order to improve the shopping atmosph encourage consumers to buy more.

The digitalization of recording devices has overcome the 60% mark. By 2007 more than 50% of processo operate digitally. Among analog mixers there is hardly any new development in the lower price segment. accounted for approximately 75% of total sales in 2006. For wireless headphones the current penetration and for microphones the value is slightly lower at 57%. The strongest growth rates in 2006 were for wirel microphones with +18.1% as well as digital mixers with +13.6%.

The study IC Market Tracking Professional Audio Systems in Europe 2007 (Top 60 companies, Scope: app pages, plus raw data in a pivot table) is available at the InterConnection Consulting Group for the price of regional parts can be purchased separately for € 2,900 (Top5).

For more info, go to [Interconnection](#)

CEDIA
EXPO



2007

The European Home
Technology Showcase
& Training Event



Training 25-28 June Exhibition 26-28 June ExCeL London

Register online

Click above for more information

Control & Integrator Solutions

New FM Products for the Europe from Listen Technologies

Listen Technologies announces a full range of new FM products to accommodate the European market.

This new line of products is designed for assistive listening and/or language interpretation for houses of worship, theatres, boardrooms, and meeting/training facilities. The products are also for tour group communication for factories, museums, historic buildings, outdoor excursions and training facilities.

This new line of products includes a Stationary Transmitter (LT-800-863) a Portable Transmitter (LT-700-863) and two Display Receivers (LR-400-863 and LR-500-863).

Highlights of Listen's European FM line include:

863-865 MHz Frequency Range, 17 Channels, Certified for use in all European countries, Transmission Range 300m with the stationary transmitter.

For more info, go to [LISTEN Technologies](#)



Zandar Enhances the Predator Series of MultiViewers

"InfoComm will be the first opportunity that the international pro-AV community has had to view our enhanced Predator Series of MultiViewers, which now offers Dual HD output functionality..." (a single MultiViewer can drive one or two displays at native HD resolution), says Deirdre Smith, CEO at Zandar Technologies.

The Dual HD at 50Hz and 60Hz enhancement applies to the Predator HD4, HD8, HD12 and HD16 MultiViewers. Each unit combines a mixture of SD and HD signals, including 720p and 1080i.

Also at Infocomm will be Zandar's Z-Configurator user interface, along with the company's new Z-Controller software. Z-Controller gives a videowall operator control of the wall for scenario changes, whether scheduled or on alarm activation, and provides visual indication conditions and an alarm logging tool.

Recently a Predator HD12 MultiViewer has been supplied to Worldwide Satellite Communications for a mobile SD and HD Flypack system that is being used for video monitoring and recording of surgical procedures at hospital locations across the United States.

And a FusionPro+ 3RU MultiViewer has been installed onboard an oil and gas exploration vessel for Houston based Deep Marine Technology; the unit is being used to display video imaging from the vessel's ROV camera with status displays for sonar, pilot operations, and CCTV.

For further info, go to [ZANDAR](#)



New Interactive Screen for "TECHPOD" Lectern

TechPod, the audio-visual lectern, has one control panel for controlling every AV

device-- from an LCD projector, PC or document camera to a laptop, VCR and CD/DVD player. TechPod is a complete "out-of the box" solution and is therefore applicable in educational government and military training facilities, conference centers, worship facilities and more.

Now TechPod has a new, sensitive interactive screen, making it ideal as a writing board for maps and more applications. This allows everyone (from trainers at army bases and city planners to physicians) to annotate material for the audience without stepping away from their TechPod lectern.

Fully protected by the lectern's tempered protective glass, the interactive screen is more sensitive to the pen.

In addition, Tecom has added other enhancements, including a new AV controller, for faster transitions between slides and improved 2-way loudspeakers supplied as part of the solution, and more.

For more info, go to [TECHPOD](#)

Bosch release new firmware for IP network video products

This Bosch firmware release 2.5 features a wide range of enhancements including a new recording scheduler and flexible profile settings.

The recording scheduler provided with the new release allows for up to 10 independent recording profiles and assigned to individual cameras. In addition, Bosch has added advanced features to its VCA (Video Content Analysis) software, and a higher level of security provided by more advanced encryption techniques.

Firmware Release 2.5 also includes a licensable option to enable IVMD 2.0 (Intelligent Video Motion Detection) the latest version of Bosch's VCA software. IVMD 2.0 offers all the features of the earlier version, including an alarm. When an alarm is triggered, the cameras monitoring the scene can automatically switch to record at high resolution and streaming rate to capture more details of the triggering event. When an alarm is triggered, the cameras monitoring the scene can automatically switch to record at higher resolution and streaming rate to capture more details of the triggering event background learning algorithm.

The algorithm prevents unwanted alarms from, for example, moving branches, clouds, shadows and falling snow, and the ability to adapt to changes in background. The VCA software also offers new features including identification by aspect and trajectory mapping for detecting suspicious behavior such as loitering.

Firmware Release 2.5 is now available for downloading onto all Bosch IP network video products, including X1600 encoders and the FlexiDome IP camera series.



For more info, go to [Bosch Security](#)

Distribution News

Biamp Honors Disties

- **Europe West: Distributor of the Year** – beyerdynamic, UK

- **Most Improved Distributor** – Standard Audio, *Sweden*
- **Europe East: Distributor of the Year** – Aris Pro, *Russia*
- **Most Improved Distributor** – Sincom, *Serbia & Montenegro*.

For more info, go to [Biamp](#)



(LH) Thomas Eriksson, T
Standard Audio and (RH)
Regional Manage

Digital Signage

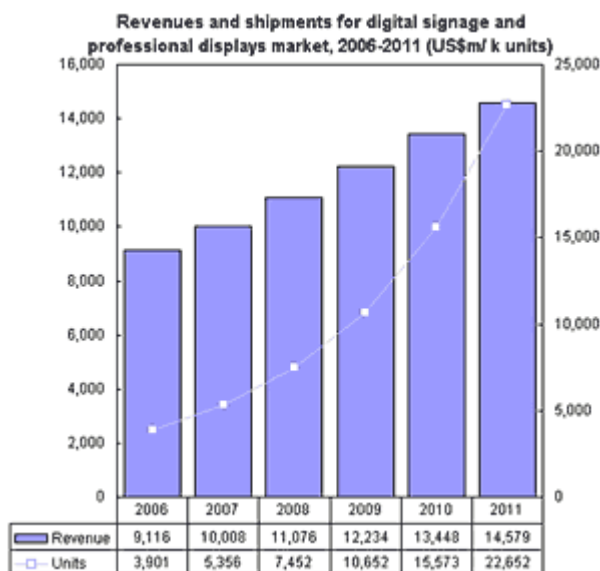
Digital Signage Up to US\$14.6 billion by 2011

The digital signage and professional displays market is set to grow to US\$14.6 billion by 2011, up from US\$9.1 billion in 2006, says iSuppli. With an expected CAGR of 9.8% in revenue, unit growth will still overshadow the market.

Unit growth in the digital signage market will hit 22.7 million units by 2011, rising at a CAGR of 42.2% from 3.9 million units in 2006, nearly 6X increase.

The biggest application continues to be indoor venues at US\$704 million in 4Q 2006 and US\$7.2 billion expected in 2011 (nearly half of the total revenue for the year.) Profiting from healthier revenues such as luxury and hotels and franchises has mostly shifted from traditional CRTs to sophisticated flat-panel displays for guests.

The retail-signage market is expected to reach US\$2.8 billion by 2011, up from US\$1.4 billion in 2006, making it the 2nd largest signage market after the indoor venues.



For more info, go to [Indoor Venues Leads Signage Market in 4Q 2006](#)

Special Feature

Notes from the Kitchen Table: InfoComm Executive Update

One of the most honored places in a home is the kitchen table. The dining room, if you have one, might offer a more elegant setting, but it is often reserved for more formal occasions. The kitchen table is where families and close friends gather to eat, play games, read the paper, share their stories, and hash out problems. The table may be scratched from daily use, but its beauty derives from its function as the place ideas are exchanged among those we value most.



For much of last year, InfoComm was embroiled in a dispute with CEDIA and NSCA regarding government relations activities and licensing initiatives. Of issue to InfoComm was the lack of transparency in our partners' legislative agenda, the attempted use of government mandates to secure a competitive advantage for association certification programs and the pursuit of legislation that could create onerous burdens on all players in industries involved with technology design and integration without cons

Several weeks ago, InfoComm was part of a meeting involving CEDIA and NSCA, as well as BICSI, the Cc Electronics Association, the National Burglar and Fire Alarm Association, and the Security Industry Associati of the meeting was to revisit the events of last year, and determine if and how we could better work toge address common concerns. I am pleased that our association executive directors, presidents and governn staff were able to gather around the "kitchen table", address concerns about previous events, offer and a apologies, and move on to the task of creating a framework for working together to achieve common groi

At this meeting we all committed to sharing our government relations activities with each other in a trans manner, respecting each others' positions and avoiding legislative or regulatory efforts that will impact or group. We were also assured that the new ESPA Certification Program, designed to create a new entry-lev program for various industries, will not contain a government relations component.

I believe that by adhering to these principles our associations' members will greatly benefit. Over the nex be working to identify common goals. In the meantime, we have been able to unite in responding to legis Massachusetts and Pennsylvania. And perhaps most importantly, we will be able to settle our differences table, as family, rather than at the legislative hearing room table.

This meeting had the ideal outcome for the audiovisual industry, as well as for the other industries involv leaders of InfoComm look forward to continuing this spirit of cooperation.

I am aware that industry watchers have been curious about InfoComm's position on the new ESPA certific InfoComm has only commented on ESPA once, and some have chosen to fill the information void with the unfortunately wrong, characterizations of InfoComm's position.

InfoComm's Board of Governors was concerned about the potential for ESPA Certification to become a rec level of certification for our members through mandated state licensing, as promoted by an ESPA-produce relations program. InfoComm would be opposed to such requirements, and we were very happy to receiv that this course of action will not be pursued.

InfoComm strongly supports the goals of the ESPA program. We have a critical need to bring more qualifi staff into the audiovisual industry. We applaud all groups that try to accomplish these goals even when th in a manner different than ourselves. Around the kitchen table in Dallas, we wished CEDIA and NSCA well ESPA project.

Randal A. Lemke, Ph.D.
Executive Director
InfoComm International

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Do you have a special topic you would like to address industry-wide? We're open for **Guest Editorial** com industry from Europe... Sorry, no commercials...this is just for industry issues. Contact: rAVeEurope@gmail.com
.....



Well, that's it for this edition of rAVe Europe! Thank you for spending time with us as we follow the industry happenings.

A little about Gary Kayye, CTS, founder of Kayye Consulting: Gary Kayye, an audiovisual veteran, began the widely-read KNews, a premier industry newsletter, in the late 1990s, and created the model for the founder of AV Avenue - which later became InfoComm IQ. Kayye Consulting is a company that is committed to furthering the interests and success of dealers, manufacturers, and other companies within the professional industry. Gary Kayye's rAVe was first launched in America in February 2003.

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