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Industry News

Crestron UK Opens Scottish Office

Crestron's expansion continues with a new office to open in Scotland in Livingston (centrally between Glasgow and Edinburgh) in the Kirkton Campus business park, home to many technology-based companies.

Robin Van Meeuwen, MD, Crestron UK says: "We are very excited to announce the opening of Crestron UK Scotland, headed up by Peter Brown, and we are also delighted to offer four Crestron A+ Education training courses to kick start the new office. Peter has over 15 years of wide-ranging industry experience, and will do a great job of leading Scottish operations..."

This follows the recent expansion announcement for Crestron North UK.

For more info, go to [Crestron Goes Tartan](#)



Peter Brown

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New President for InfoComm: Jay Armand

InfoComm International's Board of Governors names Jay Armand its new president.

Armand brings over 20 years of experience to his new role and will serve as President for one year. "I got involved with the Board of Governors several years ago to learn from other leaders in the industry and provide insight where I could," comments Jay Armand, who is also President/COO of integrator Advanced Audio Visual Sales, Inc.

Says Randy Lemke, Executive Director, InfoComm International, "As President of InfoComm, Jay will have a lasting impact on the industry and we are fortunate to have his dedicated service."



InfoComm is organized with an elected board of nine volunteer governors and hired staff. Board members are responsible for determining association policy in finance, human resources, member relations, organizational operations and planning.

For more info, go to [Advanced Audio Visual Sales](#)

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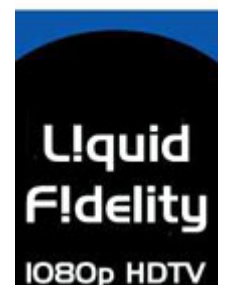
Displays

LCOS from MicroDisplay

MicroDisplay Corporation will manufacture a single-chip LCOS-powered 1080p HDTV set for OEM brands (such as Akai and Memorex). The first company to mass-produce LCOS devices, MicroDisplay Corporation of America will produce a 56-inch model first (with 52- and 62-inch models to follow).

The single-panel solution, with its Liquid Fidelity™ technology, should be less expensive to make (single chip!) and align (single chip!). MicroDisplay Corporation is the first company to mass-produce LCOS devices

For more info go to [Liquid Fidelity](#)





Click above for more information

Projection & Screens

199 Euros? How Low Can You Go For a Projector?

A few samples of a prototype have already been seen by some distributors in Europe and USA: meet the XPJ-1 from China. Designed for use with games, TV, PC, (you know, the sort of VGA projector you might get a teenager for his Xbox shenanigans), the XPJ-1 is coming to Europe in second half 2007 after it signs up distributors and OEMs.

Here's a volume product at 199 Euros for VEGA and 100 lumens that will underscore all known retail prices.

For more info, go to [XPJ-1](#)



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Laser-guided Projection by Graffiti RL

Counter culture activists, Graffiti Research Lab supplies a handheld laser-pointer to tag a building and a camera that discerns the contrast of the laser on the building and then outputs the actual "tag" or message through a DLP video projector. The DLP projector does the grunt work of projection, not the laser.

GRL is out to change the world, arming counter culture with a way to "project" their own messages in a world already owned by commercial messaging. But who knows? This can't all come cheap so maybe they are open for business, too...

For more info, go to [Graffiti Research Lab](#)



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Lighthouse LED for Anniversary Celebration in Poland

National celebrations in Poland marked the 25th anniversary of the move towards the democracy it enjoys today.

National TV broadcaster TVP staged a musical tribute, "Requiem Pro Pace," at the city of Wroclaw's Congresses, Fairs, Music and Sports Performance Centre Centennial Hall: and the visual focus of the event was a large cross, constructed from more than 50 square metres of Lighthouse R12-ER LED screen.

Provided by Poland supplier Trias, the cross took eight people 16 hours to build. Formed from 36 Lighthouse R12-ER panels, the main column of the cross, measuring 3.6m x 10m, was three panels wide by 10 panels high, with each of the arms, measuring 2.4m x 3m, two panels (w) by three panels (h).

The screen featured a mix of still and moving imagery, and content was processed via a Lighthouse LIP-KX processor and an Extron USP405 DI/O scaling converter.

An orchestra and choir were located either side of the cross, with singers, actors and poets performing in front of it on an illuminated stage floor which mirrored the screen's shape.



Nearly 1.5 million television viewers watched the concert. "The event naturally had a highly emotional ambience, which the Lighthouse R12-ER screen complemented perfectly," says Trias's marketing specialist Katarzyna Wozniak.

"Poland is an emerging and important market for Lighthouse Technologies," adds Michiel Hettinga, Lighthouse sales director for Western and Central Europe. "It is encouraging to see an important company such as Trias making such creative use of our screens."

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

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REALIZE

Click above for more information

Control & Integrator Solutions

TV One Takes Computer, HDTV Signals into Standard Formats

TV One announces the C2-160 PCI/ISA card, designed to provide scan conversion from computer or HDTV signals to standard video formats. It comes with Genlock, Chromakey, Lumakey, PIP and Mixing. It's ready for PC integration and plugs into a vacant slot inside the PC where it is also powered.

The new product handles resolution up to 2048 x 2048 at any vertical refresh rate and all HDTV resolutions up to 1080p, says TV One. Video outputs are switchable between NTSC and PAL and are simultaneously provided in Composite and S-Video. A PC loop-thru is also provided. TV One's AutoSet automatically sizes and positions the computer image to fit on the video screen. All settings can be stored in non-volatile memory and are retained even when power is switched off. An On-Screen Display helps during setup.



For more info, go to [TV One](#)

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Sierra Video Shipping TyLinX Router Control Software

The new TyLinX router control software from Sierra Video works with the entire line of Sierra Video video and audio routing switchers and it is designed to streamline routing switcher set-up and control. The company says it features extensive personalization options for intuitive operation.

TyLinX uses a window-based graphical user interface and is compatible with both Windows and Macintosh. The interface is designed so that users virtually recreate their routing system on their computer desktops, defining sources and destinations, signal formats and cabling. TyLinX then automatically retrieves source and destination names from a router and identifies those sources and destinations with compatible signal formats to guide routing choices.



The operating window contains tabs that allow users to switch between a traditional "XY" view of the routing switcher and the customizable "Button" view. In Button viewing mode, each button can be customized with icons to reflect its own source or destination type for easy identification. Custom window skins provide further personalization options.

For more info, go to [Sierra Video](#)

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Enterprise AV Systems Monitoring, Control From Calypso

Calypso announces Maestro software for control and monitoring AV systems across the enterprise. The system allows users to centrally manage projectors, displays, audio and videoconferencing systems, power amplifiers, DVD and CD players – the



whole gamut. Maestro is Windows-based and works with Calypso's ION and Pro I/O network-based controllers.

Users work from the Maestro console, where they can control operational aspects of components in real-time or according to predetermined schedules, as well as receive real-time status reports on system conditions such as projector lamp and filter hours. As most systems, it also will send users email alerts when specific events happen, such as when a bulb needs replacing.

For more info, go to [Calypso Controls](#)

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Audio

Beyer Dynamic Hears 2006 Profit Loud & Clear

Beyerdynamic, audio specialists from Heilbronn in Germany, added another successful business year, notching a 17+% growth in turnover in 2006

That's the fourth consecutive year with a positive result. "Along with financing growth, all our investments, including the development of new products, could also be made by using only our regular cash flow," summarizes MD Wolfgang Luckhardt.

The positive situation last year allowed the company to take on more than 40 new employees in Production as well as in Development and Sales departments. Area Sales Managers are expected to deliver a great deal of potential by strengthening the company's contact with sales partners, particularly in Eastern Europe and Asia-Pacific.

"Strengthening these partnerships and direct dialogue with our local representatives will be the main focus for us in the future", says Luckhardt. The new "beyerdynamic Academy", with its training programme, makes an important contribution to extending the technical expertise of the local partners.

Luckhardt also has high expectations for a new business Unit, (established in June 2006) which focuses on the development of microphones, headphones and headsets for use in aviation.

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



Profit AND Awards: ISE 2007
Audio product for Commercial Use
(Non Loudspeaker)
InAVate EMEA Winner: Beyerdynamic
GmbH - Revolutio

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INNOVATIVE SUPPORTS...



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Mounts & Accessories

Vogel's Professional: Making a Splash

Take a look at Vogel's Professional, a maker of supports for AV equipment, and you'd expect to find pro products like the new PFW 185, the universal LCD/plasma wall support that fits heavy displays up to 103".



But, at ISE in Amsterdam, Vogel's Professional surprised visitors with Mighty Brighty -- a new concept for creating a projection screen on a normal wall using special projection screen paint.

Mighty Bright screen paint offers a solution between the ordinary wall and a projection screen. Pick up a paint brush, splash Mighty Brighty on a smooth wall and you can create the right screen size for each specific situation. You even get a magnetic frame to add contrast. An image projected on Mighty Brighty Projection Screen Paint has much better contrast and brightness than one projected on an ordinary white wall.

Using the special paint, screens can be painted on the wall with whatever dimensions are required (4:3, 16:9, etc).

Vogel's Professional is offering three Mighty Brighty solutions.

For more info go, to [Mighty Brighty](#)

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Conferencing

Polycom Intros Desktop Conferencing System

Polycom's new V700 is an executive desktop video conferencing system that provides an integrated, all-in-one solution for video communications and content sharing. The V700 uses a standards-based Polycom video conferencing codec, integrated 17-inch display that can double as a PC monitor, integrated speakers and microphones, and remote control.



The V700 uses full-screen, full-motion 30 frames-per-second TV-like video at up to 768 kbps bandwidth speed; Siren 14 wideband stereo audio and standards-based H.239 resolution content sharing. It has audio prompts in multiple languages.

For more info, go to [Polycom Desktop](#)

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TANDBERG's New Telepresence Solution

TANDBERG brings out a telepresence system called Experia, and as most, it is designed to provide an immersive experience for meeting participants

The company says Experia can adapt to multiple environments and interoperate with other standards-based video systems. In addition, the system can include participants who are not in a telepresence room.



Experia has High Definition video, one-touch connectivity, low bandwidth requirements and is optimized for six participants per site, according to TANDBERG. Experia can also be managed through TANDBERG Management Suite as well as existing desktop tools.

For more info, go to Experia from [Tandberg](#)

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Presentation Solutions

TriCaster PRO Now With Mac Support

NewTek announces the company's TriCaster portable live production system is now available for use with Macs with the introduction of iVGA for Mac. This is a small software client that allows a presenter's Mac-based screen display to be integrated into a live TriCaster production or presentation. Any display on that Mac screen is sent across the network as a video input into TriCaster's live switcher, or, can pass through TriCaster, at full-resolution, to a projector.



TriCaster PRO simultaneously distributes content to video, Internet and projector and does so from a 10-pound box.

For more info, go to [TriCaster PRO](#)

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Residential Systems & Digital Home

This "LapDawg" Barks the Loudest

The LapDawg has competitors but for under \$80 USD, it barks the loudest in any land with creatures of comfort

The LapDawg portable laptop stand is a new laptop accessory designed to change the way your body interacts with laptop computers by simply holding laptops at a more comfortable, natural angle. It will eliminate your laptop's weight, heat and discomfort from burdening your lap while at the same time re-positioning your body and arms to ergonomically correct angles, enhancing comfort and reducing strain on our bodies.

It's simple, light-weight, mobile design hopes to maximize the freedom of movement for your legs and body, eliminating the "trapped" feeling of a laptop resting on your lap. It is also made of wood, which makes it human friendly and warm to the touch.



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

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ZigBee Expo Joins ConnectivityWeek Worldwide

Clasma Events Inc. announces ZigBee Expo, endorsed by the ZigBee Alliance who association focuses on cost-effective, low-power, wirelessly networked, monitoring and control products and solutions used in homes, commercial buildings and industrial plants around the world.

ZigBee Expo will be part of the ConnectivityWeek conference series held annually in Europe on 2-4 October 2007. Members of the ZigBee Alliance will run a conference track during ConnectivityWeek covering the technology and its application in commercial and residential buildings.

ConnectivityWeeks are global events held in key market regions to promote the development of device centric connectivity for 21st Century. Every ConnectivityWeek gathers together vertical and horizontal subjects that have one common theme; Connectivity.



"..., ZigBee is pleased to be working with Clasma to promote greater awareness of the numerous benefits offered by ZigBee," says Bob Heile, chairman of the ZigBee Alliance. "Wireless building automation offers numerous cost savings opportunities while increasing comfort and safety. And since ZigBee works in every country around the world, ZigBee Expo offers everyone a great opportunity to learn."

For more info, go to [ZigBee Expo](#)

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LCD Panel Prices Still to Decline

Displaybank says the stabilization in panel prices during 2nd half 2006 encouraged individual panel manufacturers to improve their profitability but the gap in profit rates between panel manufacturers is widening constantly.

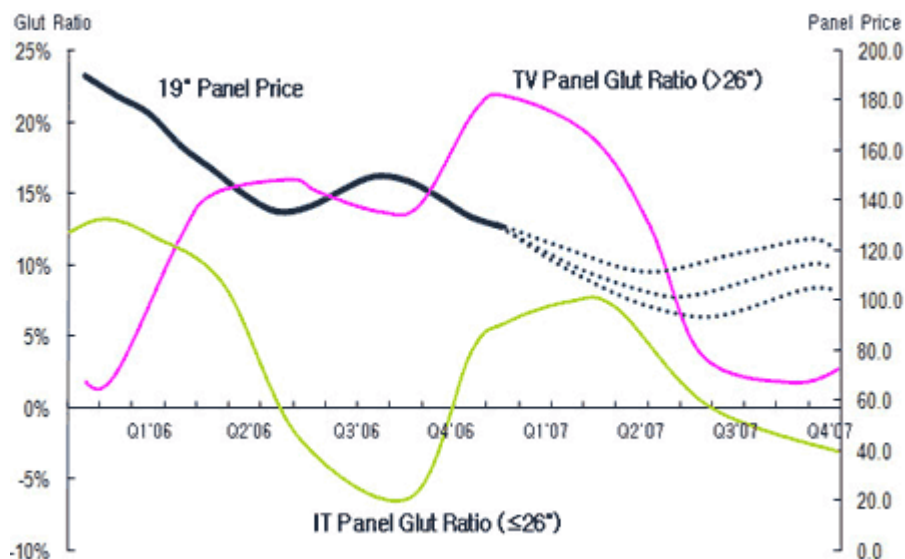
Because LCD TV already played the role of 'cash cow,' second tier suppliers focusing on I.T. products such as LCD monitor and notebook panels are having bad time relatively. With a supply glut expected in the first half of 2007--and market improvement in second half--first tier manufacturers with a wide range of product lineups will enjoy watching the market consolidate as it squeezes Tiers 2 and lower..

Displaybank says the supply of both 26-inch and larger panels and 25-inch and smaller panels surpassed demand in the first half of 2006. However, the supply of 25-inch and smaller panels was 5% to 10% shorter than demand in the second half, while the 26-inch and larger panel supply capacity was more than 10% higher than demand.

Under this circumstance, panel companies only found countermeasures by bringing out 6th-generation and more advanced large lines.

This trend will become severe in 2007 as huge efforts for investments in 6th generation and larger lines by first tier companies will leave relatively negligent investments in fifth-generation and less advanced lines—and a further weakening in the Tiers of Fear (Second tier and below).

Demand and supply analysis by applications



For more info go to [Displaybank Report](#)

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Featured Article

Why AV Integrators Should Do Structured Cabling

Consider the consequences if you don't!
by Gary Kayye, CTS

There's been a lot of talk lately about wireless technology. One hundred percent adoption of wireless networking, wireless projection, wireless telephony and even wireless videoconferencing is all right around the corner, right? Well, not quite.

Even wireless networking, the wireless technology with the highest adoption rate in the world, only has a rate of a little more than 19%. And, did you know that, even through wireless, you still have wire running from the server to the device that converts the wired network into a wireless one (called an Access Point)? Well, you do. And, do you really think the local fire marshal will ever allow the alarm system to hang off the LAN?

So, the point is, wireless is appealing, but totally wireless is unrealistic. But, that's really not my real point.



During the construction process of the typical commercial space, the first low-voltage integration firm on a job site is the structured cabling company. As soon as the electrician starts his or her work, the structured cabling integration firm is onsite to wire up everything from the alarm system to the computer network. Many times they are specified by the architect and contracted directly by the GC (general contractor) to perform their craft of pulling all sorts of color-coded cabling in and around the building from floor to floor, all the while following the NEC (National Electrical Code) for low-voltage wiring.

Let's suppose for a moment that that same structured cabling firm also offered VTC services or was a full-service audiovisual integration firm. And, the current job it is working on called for more than 20 AV-enabled meeting rooms.

Enter AVX. Let's assume that AVX is the region's leading AV integration firm, providing all sorts of AV services. The company, of course, wants to and expects to be able to bid on those 20 rooms. So, AVX contacts the GC and asks for the opportunity.

Who do you think will win the job? The firm that's already on the job wiring up everything the GC asks on his terms and schedule or AVX, the outsider?

This, in my opinion, is a big deal. Back in the so-called good old days, there were AV guys, PC guys, telephone guys and electrical guys. Not anymore. The internet, 1-800 call centers, Dell computer and companies such as CDW have changed the landscape and the reality of the AV world. Everyone can, and does, do almost all of it. Now, not only can you order projectors, but you can order entire AV systems off the internet as well. And, not bad ones either.

But, the internet can't install cable. And, there aren't too many internet-based structured wiring companies.

The fact is that the landscape of the AV world has changed. And the survivors have or will evolve. For example, the acquisition of Texel Corporation by Maryland-based SPL Integrated Solutions last year was a coup and a look into the AV integrator of the future: the true full-service firm (emphasis on service).

Everyone's looking for the next big thing, including the IT companies. They are looking for the "service edge" just like everyone else is. They see the opportunity to transform themselves into full-service, low-voltage providers, not to mention that AV cabling is a lot more profitable than IT cabling. And, they're getting aggressive with it, too. More IT companies than ever before attended InfoComm 2006; heck, all the major trade show companies (InfoComm, NSCA, CES, CEDIA, et. al.) are rolling out the red carpet for them.

What's your plan? Do you even have one?

I realize this is probably the wrong time to be pondering this issue; heck, we're all so busting at the seams with all sorts of new AV business that we can barely keep up with the customers. But, look how fast things turned ugly in the early part of this decade... It can happen again.

Consider the consequences this time around.

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

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A little about Gary Kayye, CTS, founder of Kayye Consulting: Gary Kayye, an audiovisual veteran and columnist, began the widely-read KNews, a premier industry newsletter, in the late 1990s, and created the model for and was co-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 audiovisual industry. Gary Kayye's rAVe was first launched in America in February 2003.

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