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For Europe's Pro AV integrators in a Networked World

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The Formula for Business Success

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Industry News

Best Buy Wants to Own Denon & Marantz

The world's leading home electronics retailer, Best Buy Co. wants to buy premium audio maker D&M Holdings, known best for brands like Denon, Marantz, and Escent.

If you can believe the Japanese press, only four candidates-to-buy are left standing after Harman International supposedly dropped out: --Best Buy and three financial companies looking to leverage their private equity, Bain Capital LLC, Advantage Partners LLP and Merrill Lynch & Co.

RHJ International NV, owner of 49% of D&M, raised a tender for D&M shares in late March. After narrowing the fields to four, they will allow these remaining candidates to evaluate the assets of D&M more closely (and submit detailed business programs) before the second tender probably in May).

D&M is reporting record earnings, with sales equal to 636 million euro and EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) of 48 million euro. If the buyer acquires all outstanding shares in D&M, analysts expect a 310 million Euro range as a price tag.

Listed on the Tokyo Stock Exchange, D&M Holdings recently acquired Allen & Heath, a UK maker of audio mixing consoles for professional sound engineers, live sound installations and DJs.

D&M Holdings owns Denon, Marantz, McIntosh Laboratory, Boston Acoustics, Snell Acoustics, Escent, Calrec Audio, Denon DJ, D&M Professional and D&M Premium Sound Solutions.

The \$36 billion, 1200 store Best Buy is D&M's largest client.

Go [RHJ Tenders D&M](#)



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JVC Will Continue LCD-TV in Europe

Rumors about JVC "halting production of LCD" came from an article by Nikkei, the traditional electronics insider press of Japan. With lots of red ink in TV, Victor forecasts a 297.3 million euro loss for its fiscal year ended March 31 (much worse than the loss of 202.1 million they forecast in January).

But the Nikkei article actually says Victor will stop making and selling its LCD TVs **in Japan** in order to concentrate on Europe and USA (and to prepare for autumn merger with Kenwood.) That does make JVC the first major Japanese maker to drop out of the domestic market where it is 6th in market share at 2.9% (5th position Hitachi has more than double the JVC market share).

In 2007, JVC sold around 1 million LCD TV sets worldwide (300,000 units shipped in Japan).

No link because the Nikkei article is one of our subscription-only sources.

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Projection & Screens

Projector Specs Are Dead, Parts 1 and 2

OK, sorry we ran a bad link last issue. This time we have put together on one convenient page both parts of Gary Kaye's editorial on Projector Specs.

Use our Easy Search function for the exact phrase: "Projector Specs Are Dead".

Go [Gary on Death of Projector Specs](#)

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Displays & Mounts

HP & DreamWorks Make New LCD Display

DreamWorks Animation asked HP for "a solution that would do for video fidelity what THX did for audio fidelity." Two years of collaboration later, Hewlett-Packard will sell filmmakers a new monitor to improve the color consistency between print and digital images. The LCDs with HP DreamColor technology will go on sale soon and supposedly cost "a fraction" of the \$20,000 to \$25,000 filmmakers pay now for their monitors.

DreamColor offers darker blacks and richer colors that were previously only available on costly displays. HP even plans to incorporate DreamColor into other displays over time. Filmmakers, animators and graphic artists will be able to select from a range of industry-standard color palettes that will be built into the monitors.

HP and DreamWorks Animation are also working to improve color matching on cameras, computers, scanners and printers.



Go [HP DreamColor Technology](#)

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Displaybank: Is There Room for OLED Technology?

Displaybank held a demo of OLED TV targeting 77 display industry insiders, in an attempt to gauge the commercial value of OLED.

Key findings of their OLED TV Survey:

- More than 80% of the total respondents acknowledge that OLED is superior to LCD in "emotional image quality."
- The Unique Selling Propositions of OLED are (in order of importance): thickness, color and response time.
- The OLED application promising the largest commercial feasibility is notebook, and next come mobile phones, TVs and monitors (in order as listed).
- The thickness of slim TVs that consumers recognize is about 30mm for 40-inch use.
- The power consumption that appeals to consumers is between 30% and 50%.



- Sizes that should be targeted for launching OLED TVs are 20~29-inch second TVs and 40~49-inch main TVs.
- The price premium of OLED products is 38% for 40-inch TV applications and 20% for notebook applications.

Go [Displaybank on OLED](#)

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LCD Rack Mount Monitors from Vaddio

Vaddio announces the release of the new PreVIEW HD Dual 7.0 and PreVIEW HD Triple 5.7 LCD Rack Mount Monitors.

The PreVIEW HD Dual 7.0 features two 7-inch (17.78 cm) high definition LCD monitors, while the PreVIEW HD Triple 5.7 features three 5.7-inch (14.48 cm) high definition monitors – both with exceptional video clarity and color handling.

The LCD screens can display 16:9 video in letterbox mode and provide on-screen display of brightness, contrast, color and sharpness settings. Both monitors feature SD and HD inputs on BNC connectors with loop-thru outputs, as well as tally lights above each monitor to provide visual indication of which signal is alive.



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Video Solutions

Barco Multiviewer for Compact Broadcast Monitoring

Barco launches the SMV-116, a new compact multiviewer with 16 inputs and one output. The multiviewer is an ideal solution for broadcast monitoring in compact settings, such as smaller OB-vans, editing suites, master control rooms or digital play-out installations.



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Microsoft Touts Silverlight at NAB

At the NAB Show in Las Vegas, Microsoft announces a growing customer list for its rich media player, Silverlight, and introduces software aimed at broadcasters.

Microsoft wants Silverlight to be "the preferred medium" to broadcast video over web--a challenge backed by 1.5 million people a day who are downloading Silverlight. Competitor Adobe still has a big lead: more than 90% of web users work with the current version of their Flash Player.

Silverlight customers include Madison Square Garden (MSG) Interactive, Chinese Web portal Tencent,



Abertis Telecom, Terra Networks Operations, NBCOlympics.com and Yahoo Japan. Ironically, Nokia will make Silverlight available for S60 on Symbian OS, the world's leading smartphone software that competes with Windows Mobile!

Microsoft also showed SilverlightDRM, a content protection system based on Microsoft's PlayReady technology, available later this year with Silverlight 2. The DRM, software will work with streamed, progressive download, and downloadable media, and it can be extended by third-party software companies.

Go [Silverlight](#)

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Digital Signage

Crestron MPS Now with Full Digital Signal Processing

Crestron introduces the MPS-300, the first Multimedia Presentation System (MPS) to feature fully digital audio signal processing. Ideal for presentation and video teleconference rooms that require simultaneously active microphones and/or diverse output options, the MPS-300 is a single, full featured box that, along with the system switcher and control system provided by the MPS line, enhances microphone performance and mixing capabilities, and greater video routing flexibility.



On the video side, the MPS-300 features a full 8x7 matrix, enabling new levels of flexibility to accommodate a variety of routing requirements.

Out of the box, the MPS-300 dedicated front panel buttons support easy pushbutton routing of input sources to each of the outputs, a volume control knob, and indicators for separate control of system power and projector power.

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Cayin for Culture in Polish National Museum

Veracomp and ABEMA Systemy Prezentacyjne are installing Cayin's digital signage system at the National Museum in Krakow for the exhibition, "The Monumental Theatre of Stanisław Wyspiański" in memory of the famous Polish artist.

Cayin SMP players, LCD displays, projectors, and optical mirrors will be used in this first use of digital signage in a cultural project in Poland.



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Minicom, New Products at Digital Signage Expo

Minicom will demo the latest additions to its DS 3000 family at Digital Signage Expo in May 6-8, 2008 at Messe Essen.

The DS Vision 3000 is a long range CAT5 based distribution system delivering HD video and stereo-audio content to multiple screens up to 600m/2000 ft away. Minicom will also unveil its new Dual Cascade Receiver Unit (DCL) for the DS Vision.



With the DCL you can cascade up to ten units in a row enabling easier positioning of screens and reduced cable clutter. In addition, the DCL has double the power of a regular video receiver allowing you to put two back-to-back screens on a single unit while still controlling each screen separately.

The new DS Vision 3000 system will be shipping Q2 2008.

Go [Minicom](#)

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Audio

Marantz Compact Flash Recorders for top Japanese Court

Marantz Professional has been selected by the Japanese Supreme Court to supply 1000 Marantz Professional PMD660 portable solid-state recorders. A compact, full-scale digital recorder, utilising CompactFlash™ media, the PMD660 is part of the Marantz Professional series of professional solidstate recorders.

Used by news and court reporters around the world, the PMD660 professional specs include balanced XLR microphone inputs with phantom power and up to 20dB attenuation. Features such as one touch recording, selectable .WAV or MP3 file formats, non-stop recording with 4 hours of battery life, and an EDL marking system for creating new files on-the-fly during recording for easy file selection during playback.



USB connectivity enables simple drag and drop transfer of audio files to PC or Mac for desktop editing, online distribution, and network transfer and storage.

Go [Marantz](#)

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Meyer Sound Adds UPQ-1P to Ultra-Series

The new UPQ-1P loudspeaker, which is sure to be the center of attention at the Meyer Sound stand. With its flexible rigging options, wide vertical coverage and gradual off-axis rolloff, UPQ-1P is suited for permanent installations in theaters and nightclubs as well as portable event production applications. The latest addition to Meyer Sound's famed UltraSeries™, the self-powered loudspeaker houses 1,275 watts of total amplifier power, a 15-inch neodymium magnet low frequency driver, and a four-inch diaphragm compression driver coupled to an 80-degree by 50-degree constant directivity horn. This robust combination delivers a peak power output of 136 dB SPL with exceptionally flat phase and amplitude response.

The newly released self-powered MM-4XP miniature loudspeaker will also be featured. In an extremely small package, MM-4XP delivers an impressive maximum peak SPL of 113 dB and is an ideal solution for installations involving space and visibility concerns. MM-4XP is available in standard white or black anodized finishes and can also be custom painted to match specific color schemes.

Other self-powered loudspeaker products shown at the stand include UPJunior™ and UPJ-1P VariO™ loudspeakers, M'elodie™ line array loudspeaker, and the extremely powerful MJF-212A stage monitor, which will be a top draw for live sound professionals. Since its release in 2006, the MJF-212A has been the monitor of choice by sold-out artists including Metallica, Marilyn Manson and Steely Dan. Demo stations equipped with the flexible Matrix3™ audio show control system and Galileo™ loudspeaker management system will provide visitors with the opportunity to experience Meyer Sound's powerful signal control and processing technologies.



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Not A Joke Anymore: Sound-Track T-Shirt

The Personal Soundtrack T-Shirt was originally an April Fool's Prank... but due to hundreds of e-mails requesting orders, it may actually get into production.



Go [Listen to the T-Shirt](#)

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Calibration Know-How at Munich's High End 2008

Datacolor and MGR International will hand out cinema tickets and fresh popcorn at High End 2008 in Munich, but it's the demo of their calibration know-how that will be the main feature.

MGR International is the new official European training partner for Datacolor, maker of professional calibration equipment for premium-quality video displays. MGR will promote their tailored display calibration and manufacturer-independent AV training programmes.

Datacolor will be showing its Spyder3TV calibration solutions, a new consumer calibration device aimed at the home cinema enthusiast.

Berlin-based MGR will be promoting its new Joe Kane Productions (JKP) professional training curriculum, based around Datacolor's ColorFacts Professional display calibration tool. MGR is the official European rep for JKP (who award dealers a logo upon completion of three courses, that signifies that a dealer operates in accordance with industry calibration standards).



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Go [MGR International](#)

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Home Control via iPhone, Says Speakercraft

SpeakerCraft releases a new interface that works with its MODE multi-room control system and iPhone and iPod Touch products to be used as wireless remotes.

The system, run through a Web server in the ERS 1.0 Ethernet to serial adapter, can be accessed through the Safari browser on the Apple devices, and requires no installations of applications.

The system operates through the home's wireless data network via a wired port on the user's wireless router. "The connection is very easy to set up and there is little or no additional programming required by the installer," says Jason Craze, SpeakerCraft's Director of Engineering. "A person can literally walk through their front door, press a single virtual button on the iPhone touch screen and have access to all of their system's control functions."

"You can have an unlimited number of iPhone's operating your system and even have two simultaneously operating in multiple zones." Says Jeremy Burkhardt, SpeakerCraft president. "This is an amazing mass market opportunity for the CEDIA channel".



"This is another powerful addition for SpeakerCraft dealers." Burkhardt continued, "They will now be able to offer their customers the easiest systems to use in the industry. Our current relationship with Apple which allows us to control and display metadata from the iPod has already dramatically enhanced our control offering. This latest development,

utilizing the Safari browser on the iPhone or iPod Touch to control the system, will expand SpeakerCraft's control offering even further. I hate to say it, but this is the beginning of the end for keypads. Soon any keypad that isn't emulated on a device like the iPhone will be obsolete".

The ERS 1.0 with the embedded software has, in USA, an MSRP of \$1000.

Go [Home with iPhone](#)

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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, Chief Visionary, Kayye Consulting, Inc, and founder of rAve Publications:

Gary Kayye, CTS is chief visionary at Kayye Consulting, a Chapel Hill, NC, USA-based firm specializing in marketing consulting and training development services to the ProAV and HomeAV markets. Recognized as InfoComm's Educator of the Year in 2004 and NSCA's Instructor of the Year in 2007. Gary is a columnist with Sound & Communications Magazine and founder of rAve Publications, publisher of the premier HomeAV industry's eNewsletter (rAve HomeAV Edition – published in conjunction with CEDIA), rAve ProAV Edition, rAve Rental [and Staging] and the newly launched Reviews By rAve. Prior to forming Kayye Consulting, he spent 11 years at Extron and AMX as VP of Sales and Marketing and has previously served on the InfoComm Board of Governors, as the chairman of the Projection Shoot-Out and chairman of the AV industry's Professional Education and Training Committee.

Gary is currently serving on NSCA's Industry Advisory Board (IAB). In addition, he donates four weeks of his time a year as an active educational leader in the ProAV and HomeAV markets through free seminars and workshops at shows like NSCA, InfoComm, CES and CEDIA. He is a lively and fun speaker and every time he speaks, he mixes a visionary look into the future with a keen eye on how to get there. His clients have included Sony, InFocus, Crestron, Hewlett Packard, Steelcase, NEC, Da-Lite, Epson, Clarity, Apple, Scientific Atlanta, Cisco, JBL, Crown and Harman.

Finally, Gary's passion is a non-profit he co-founded called the Swim for Smiles Foundation (www.swimforsmiles.org). Swim for Smiles raises money for the North Carolina Children's Hospital through fun, active athletic events involving kids and swimming.

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