



For Europe's Pro AV integrators in a Networked World

Volume 4, Issue 21 - Week June 1st-7th 2008

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Are your projector costs...

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Industry News

Harman Announces His Successor

It's been a long, good season but now Harman International founder Dr. Sidney Harman has advised the board of his intention to retire from the Board of Directors on December 3, 2008.

He has recommended and the board has elected Dinesh C. Paliwal to assume the Chairman and CEO post as the company's new fiscal year begins on July 1, 2008. Mr. Paliwal has served as President, Chief Executive Officer and Vice Chairman since joining the Company in July 2007.



Go [Dinesh Paliwal](#)

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Display and Mounts

Panasonic Takes Q1 European Display Crown

DTC's Q1 2008 data tells of Panasonic's success in Professional Displays. Their 25% market share in total Flat Panel over 40", including plasma and LCD (nearest competitor had only 16%), and a 48% Market Share in pro plasma (nearest competitor with 15%) shows an impressive lead.

DTC says the worldwide flat panel market performed well in Q1 2008 recording 47% year on year growth and easily selling 22m units. Year on year comparisons show migration toward larger screen sizes (with the 40-44", 46-49" and 50-54" categories all adding at least 2% market share from Q1 2007).



The shift toward Full HD 1080p displays "has never been more apparent" with this category now at 23% of total Q1 08 sales compared to just 7% in Q1 2007. This statistic is even more powerful since over 55% of the industry is still 32" and below (still untouched by Full HD resolutions).

Panasonic's commitment to plasma, a relatively young technology is part of the reason why they are leading the market. They argue plasma faces myths assigned to previous technologies and that plasma is a superior technology, Superior in its display capabilities (plasma was developed to show moving images while LCD was originally created for small screens such as digital watches) but also in its longevity potential (up to 100,000 hrs).

Panasonic's 103" Plasma, currently world's largest commercially available PDP, shows how drastic difference in performance can be seen on larger screens. New developments, as presented on their stand during last ISE (thinner products with double brightness, and even larger sizes) can only assist Panasonic in its plasma mission.

Not to mention "the Green tide" rolling in: Panasonic is the first company to completely eliminate lead from its Plasma displays (and unlike other technologies Plasma is completely mercury free).

With Spain's large media group (MediaPro) installing a 3x3 103 inches wall at their head office in Barcelona, to a comparable 6 units scattered along the Champs Elysee in the most prestigious flagship stores in Paris, if Panasonic wants to now exercise some bragging rights, then it's OK with us.

Go [DTC Release](#)

Go [Panasonic Plasma](#)

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Shinoda's 125" Plasma Weighs Less and Curves

Sure to be one of the stars of the show, Shinoda Plasma will bring to InfoComm their 1-mm thick, 125" film-type prototype plasma display that is so flexible it curves or wraps-around.



Founder Dr. Shinoda is considered the Father of Plasma and started researching plasma in 1973 while at Fujitsu.

His new 3x1 meter "plasma tube array" display consists of 3 integrated 1x1 sq.m sub-modules and features 960x360 resolution and weighs only 3.6 kg (10X less than conventional PDP).

Shinoda Plasma intends small-scale production of a 150" (3 x 2 meter) version this autumn. They have formed an alliance with Hibino Corp for the development and sale of its proprietary PTA-based product. The companies will co-develop the product combining Shinoda Plasma's PTA module with Hibino's video processor. They hope to gradually strengthen their alliance into marketing and capital phases.

Shinoda is considering alliances with two to three other manufacturers in Japan for commercialization of the new display. They believe PTA technology is only now 60% developed (that's about where Plasma was in 1999 compared to today, says Shinoda-san)

While Shinoda Plasma sees a future in digital signage and advertising applications, the ultra-thin displays could make digital wallpaper for homes.

Go [Dr. Shinoda, Patent Hero](#)

Go [Shinoda Plasma](#)

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Once-in-a-Blue Moon: Samsung LCD Revolution

The Blue Phase mode LCD panel Samsung showed at SID reportedly caused a stir among engineers who were being surprised by the working prototype on display and showing videos.

Blue Phase is a type of liquid crystal phase that appears in a narrow temperature range so application is difficult. Samsung had to drastically expand the temperature range where the Blue Phase appears to execute a prototype.

The company says it optimized liquid crystal materials and manufacturing processes, and used a special electrode and circuit design. But tech folks think Samsung devised a new technique to make the Blue Phase mode LCD panel.



The panel characteristics include super-fast response and super-wide viewing angle. The cell structure of the panel does not require oriented film (or any optical film) except for a deflecting plate.

Go [Samsung Blue Phase](#)

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Sony Ultra-Thin OLED Wows D6

D6 (sixth year of *Wall Street Journal's* D conference) is America's tony conference for the digitally minded.

Sony CEO Sir Howard Stringer came on stage to answer this question: Is Sony's LCD business successful? Are you making a profit?

Now you don't get to be the first *geijin* running a Japanese CE conglomerate without a sense of humor. Stringer's answer: "If we were any more successful, we'd be bankrupt."

So what's Sony looking ahead to, beyond the LCD?

Stringer says LCD has plenty of life, but says Sony is developing OLED TV and cited a contrast ratio of 1 million : 1 (100x times brighter than LCD screen)

The screen's thin. 0.3 mm wide (thinner than a credit card) impressed the crowd but not the price points (USD\$2500 for 11").



Sony plans to introduce a 27-inch version soon

Go [Sony OLED at D6](#)

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A promotional banner for CEDIA EXPO 08. The left side has a red background with a white house icon containing a Wi-Fi symbol and a power plug. Text includes 'training 23-26 June' and 'exhibition 24-26 June'. The right side shows a photo of a modern interior with a laptop on a table. A 'REGISTER NOW' button with a play icon is in the top right. The text 'connect with custom installation' is at the bottom right.

training 23-26 June
exhibition 24-26 June

CEDIA EXPO08

REGISTER NOW

connect with custom installation

[Click above for more information](#)

Control & Integrator Solutions

Bosch Brings Colour LCD to CCTV Security

Bosch Security Systems adds a range of LCD monitors (15" to 42") to its portfolio of security solutions. Designed for pro CCTV installations, Bosch's new high-res VGA and UXGA monitors offer picture-in-picture, split screen viewing and digital HDMI input.

The monitors automatically accept PAL and NTSC signal formats as well as AC power supply from 90 to 256 V. The new monitors range from 15" to 42" with wall, rack and pole mounting options.

The new UML-172-90 17" and UML-192-90 19" monitors include a color TFT active matrix LCD panel for high resolution imaging from 500 TVL to 1600 x 1200 or 1280 x 1024 pixels. They feature two looping composite video inputs, two looping audio inputs and one looping Y/C input.



Go [Colour-Full CCTV Monitors](#) (these new monitors are not yet listed)

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Projection & Screens

WW Projector Market Hits 1.44 million in Q1

Record sales last quarter carry over into Q1 so sales in Q1 show a Year-on-Year growth of 12.9%. All regions increased over the same period last year, but Asia has the largest growth at 16.5%.

Russian and Turkey education tenders slow this quarter, with corporate sales driving volume. Day-to-day distribution business is proving key as replacement purchases particularly amongst medium and large corporates maintain volumes

Go [DTC on WW Projectors](#)

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Sharp Unveils XG-P560W 3-Chip DLP Projector

In USA, Sharp's new XG-P560W .65-inch DLP Pro Projector combines 5200 ANSI Lumens with 1280 x 800 native .



It also features a 1800:1 contrast ratio, seven interchangeable lenses and Sharp's CV-IC II System to smooth jagged edges and minimize image noise.

The standard lens is a 1.25x powered zoom/focus for a maximum screen size of 280 inches.

If necessary, users can run a single lamp, or operate the unit in its "eco" low brightness mode to extend lamp life.

Go [Sharp USA, XG-P560W](#)

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Projecta's Ascender Electrol Rises to Décor

The best solutions should be inconspicuous and the Projecta Ascender Electrol is conspicuous by its discreet absence—until, up from below, the screen folds or unfolds silently in a single flowing movement.

An advanced motorized tensioning arm, located behind the projection screen fabric, raises the Ascender Electrol quickly but silently from floor level. The screen disappears again just as silently, stored away out of sight behind an electrically operated panel.

An inbuilt safety device prevents the screen from being raised if the trap door is blocked.

The presentation room's interior design remains intact, as the technical fittings are integrated with the floor or within a decorative element in the projection room. Its appearance can surprise an uninitiated audience and that's a corporate "wow" factor for the Ascender Electrol. Great to demo.

The Ascender Electrol is available in video (4:3) and HDTV (16:9) formats in widths of up to 4m. Its Matte White S projection screen fabric (with black backing and all-round matte black border). is seamless for all standard sizes. It comes with durable case.



Go [Up With Screens](#)

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Chinese Are Coming: Honlai MP100 LED Mini-Projector

Out in Asia at Computex for computer integrators, Honlai Technology recently released its MP100, MP101, MP102 LED mini-projectors.

Hold them up in the palm of your hand: these mini-projectors are easy to carry and use LCOS micro projection technology to project an image of 27" at 1m.

Features a Video/Audio input for iPhone /iPod or any AV composite. Docking station for playing and recharging options for iPod, iPod Touch or iPhone.

Brace yourselves for an autumn flood of Chinese "gadget projectors." Hey, on their web site they spell "projector" as "projector..." Now isn't that just cute as a button?



MP100



MP101



MP102

Go [Honlai Minis](#)

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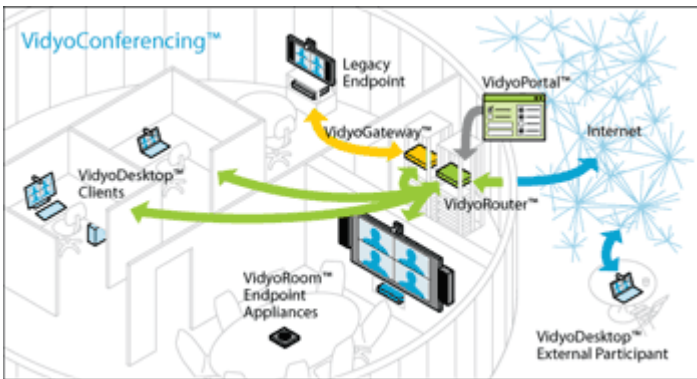
Better “VidyoConferencing” Experience

Most of us have customers in SMB range that would love video conferencing but can't afford it. Vidyo hopes to make video conferencing as accessible as Web conferencing and there is money in bringing this solution to the appropriate tier of customer.

Vidyo's intellectual property leverages the recently approved H.264/SVC standard — Scalable Video Coding to deliver what they call “HD/Telepresence quality at the industry's best resilience and lowest latency” over converged IP network

From their point of view, video conferencing was designed originally around the embarrassingly dated notion that all conferences would have the benefit of special video conferencing facilities and dedicated high-bandwidth networks.

VidyoConferencing products take advantage of an organization's existing IP infrastructure — with no dedicated network required.



Go **SMB Conferencing Solution**

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Now It's All About Unified Communications & Collaboration

Frost & Sullivan European Conferencing Services finds the market earned \$880.6 million in 2007 and estimates this to reach \$1.69 billion in 2013.

“The conferencing service industry in Europe has entered a critical stage of its development,” notes Dominic Dodd, Principal Analyst for Enterprise Communications and Collaboration in the Frost & Sullivan ICT Practice, Europe. “It is facing an inevitable, if slow, migration from the current, separate and well-established ‘point products and services’ of audio, video and web towards the wide-scale adoption of the unified communications and collaboration solutions.”

Convergence technologies in the network and the enterprise will increasingly challenge conferencing service providers at a time when there is downward pressure on the basic audio services, which remain the core business for many.

The largest markets of Germany, France and UK are maturing fastest, while the emerging markets of Central and Eastern Europe (CEE) offer expansion possibilities, but with risks attached.

“The development and deployment of converged communications technologies is already impacting all areas of the collaboration industry, from within next-generation networks, to enterprise infrastructure and the desktop,” comments Dodd. “Customers are being faced with a number of alternative paths for reaching their goals of improved productivity, reduced costs and creating new forms of competitive advantage from strategic technology investments.”

The expansion of the European Union to include a number of states that were previously part of the Soviet Bloc has created new, fast-moving market opportunities for both local start-up services and entry by global or European-based conferencing service providers. While estimated to represent only 0.9% of total European revenue in 2007, the CEE region is forecast to grow to command 13.9% by 2014.



"Video conferencing services look set for something of a Renaissance, turning round the dwindling service revenues that have traditionally come from basic MCU and IP-ISDN conversion gateways," remarks Dodd. "The fantastic response to telepresence from the market is creating pull-through for high definition video conferencing and managed video services."

If you'd like an overview of the European conferencing services, please send an e-mail to Joanna Lewandowska, Corporate Communications, at joanna.lewandowska@frost.com

If you add your full name, company name, title, telephone number, company email address, company website, city, state and country, then an overview will be sent to you by e-mail.

Hey, why not tell her **RAVE EUROPE** sent you?

Go [European Conferencing Market](#)

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Distribution

Harman Sells Off Pro Distribution in UK

Harman International sells off its distribution business for the company's professional group in the UK/ Ireland to Sound Technology.

Founded in 1978, Sound Technology plc is one of the largest independent distributors of music instruments and audio products in the UK.

"This direct-to-third-party shift provides Harman the entrepreneurial drive necessary to support its international go-to-market strategy," says Blake Augsburg, CEO at Harman Professional.

Huh? Sorry, Blake...we didn't get that. Does that mean hungry disties are better at go-to-market than vendor's own subsidiaries?

"We are thrilled to be representing the legendary professional brands of Harman International," says Robert Wilson, Chairman of Sound Technology plc. And we bet he is.



Go [Sound Technology Buys Harman Pro, UK](#)

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XTA Adds Four Disties in Europe

XTA has extended its reach in four European countries by appointing GEM kft in Hungary, Sense in Iceland, Konsbud Audio in Poland and Technimusica in Portugal as distributors.

XTA regards the former Eastern Bloc countries (former? Are we watching Eurovision or not?) as an expanding market.

Says Jarek Kierkowski of Konsbud Audio in Poland [photo shown], "XTA products are world renowned, but the Polish market has been effectively cut off from the trends observed in W. Europe for many years. But when we talk with our friends from other European countries, we see that the Polish pro audio market is heading the same way as the markets of those countries several years ago.



He continues: "Recently I had the chance to visit Wigwam Acoustics in the UK. I have never before seen so many XTA processors in one place and hope that, as a result of Konsbud Audio being an XTA distributor, there will soon be similar scenes in the warehouses of many Polish audio companies!"

Go [XTA in Dubai Nightclub](#)

Residential Systems & Digital Home

CEDIA's Best-of-the-Best Installation Awards

For the first time, the CEDIA Awards for Region 1 were held separately to CEDIA Expo. Suzi Perry, personality from Channel 5's The Gadget Show, presented the Awards at a glittering ceremony at Vinopolis, London. 250 people attended the black tie event with a Moroccan theme.

In order to maintain the integrity of the Awards, this year's judging was conducted on an anonymous basis and, for the first time since they began, the judges decided to award highly commended accolades to some of the entrants, in recognition of the quality of their submissions.

Amongst the winners were some great examples of impressive installs including French company, Dark Side of the Room, who won with their 'Home Cinema Lyon' project in the Best home cinema installation from £20K-£100K.

Best integrated home under £100K was also a very popular category, which was reflected in the higher than average number of finalists, making it especially hard to judge. But, worthy winners were Smartcomm for the aesthetically-stunning 'Darlands' install.

Whilst it was a house that's quite literally to die for (it's located in a cemetery) that won over the judges in the Best integrated home over £250,000 category, with the award going to SMC for their incredible 'Cemetery House' install.

The Best dressed installation category took a look behind the scenes to find the install that had been done the most carefully; particular attention was paid to the racking and cabling, but the judges were also looking for neatly installed projectors, screens and other equipment. For this reason, T&T Communications took the prize for the 'Danish House' and a rack that even the homeowner described as a 'work of art'.

The full list of winners, highly commended entries and finalists is:

Best home cinema installation project under £20K (35,000 Euros)

Winner: Finite Solutions, Total Automation Cinema
Finalists: Beyond the Invisible, Lavender Gardens
D&T Electronics, Cambridge Park
Doneo, Magnum Home Cinema
ISIS Integrated Systems, Lancaster Gate

Best home cinema installation from £20K-£100K (35,000-150,000 Euros)

Winner: Dark Side of the Room, Home Cinema Lyon
Highly commended: Laservision, Karaoke Home Cinema
Finalists: Finite Solutions, Rise & Fall Cinema
Grahams HiFi, The Diamond Cinema
T&T Communications, Lake View

Best integrated home under £100K (150,000 Euros)

Winner: Smartcomm, Darlands
Highly commended: James & Giles, Clerkenwell
Finalists: Audire, Champs Elysees
Definitions, Northern Lights
D&T Electronics, London Apartment P
DSE Group, Low Fell Install
SMC, Wimbledon Family Home

Best integrated home from £100,000 - £250,000 (150,000 – 370,000 Euros)



Winner: Henri Integrateur Domotique, Maison Bovard
Highly commended: Finite Solutions, The Old Water Treatment Works
Finalists: D&T Electronics, Chandos Street
Grahams HiFi, The New House
ISIS Integrated Systems, Cadogan Square

Best integrated home over £250,000 (370,000 Euros)

Winner: SMC, Cemetery House
Highly commended: Global Technologies, Villa Quinta Verde
Finalists: Lairdking, Aston Martin
Martin Kleiser, Wiltshire Hall
SMC, Hill House

Best dressed installation

Winner: T&T Communications, Danish House
Finalists: D&T Electronics, London Apartment P
D&T Electronics, Cambridge Park
SMC, Hill House

Best marine installation

Winner: Dawsons AV Marine, Sunseeker 37m Tri-Deck
Finalists: Audio Vision, The Maltese Falcon

Best multi dwelling



Winner: Touch of a Button, White Fir
Finalists: D&T Electronics, Spinningfields
Hometech Integration, Tanalach

Best special project

Winner: Digital Homedia, New Riverhead
Finalists: Interconnection, The Old Rectory Study Lift

Alongside these project winners, a CEDIA award was also presented to the Best Trade Supplier – a category decided via an online vote of Electronic Systems Professional (ESP) members hosted on the CEDIA website. Voters were asked to select the company who has provided the best quality products, services and support throughout the year. This year, the accolade went to speaker manufacturer **Bowers & Wilkins**.

Chaired by CEDIA Chairman, Simon Williams, the judging panel comprised of interior designer Dean Keyworth from Armstrong Keyworth; Kate Burnett, Editor of leading interior design magazine idFX; Jan Carlos Kucharek from the RIBA Journal, Dave Mitchell, Technical Director of the HBF (Home Builders Federation), and a trio of respected technology journalists - Chris Price, Dave Murphy and Dan Goldstein. In addition, they were joined remotely by Utz Baldwin, the

current CEDIA US President, from AD Systems in the USA.

Go **Awards**

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

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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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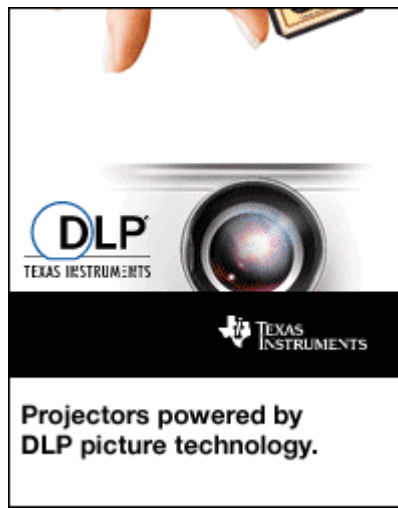
A little about Gary Kayye, CTS, Chief Visionary, Kayye Consulting, Inc, and founder of rAve Publications:

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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