



For Europe's Pro AV integrators in a Networked World

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Are your projector costs...

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Industry News

DTC + U&S= Futuresource Consulting

For years market research companies have been predicting AV industry mergers and acquisitions. Now they will get to experience it first-hand: Decision Tree Consulting (DTC) and Understanding & Solutions (U&S) sign a merger agreement to create a



major new market tracking, research and consulting organization.

The new company, Futuresource Consulting, will combine DTC's methodologies, data management and delivery expertise with U&S's knowledge and understanding of the marketplace, forecasting and insight.

Futuresource Consulting senior management team comprises the two founding directors of U&S and DTC respectively:

- Jim Bottoms – Managing Director, Corporate Development
- Sarah Carroll – Director, Strategy Consulting and Continuous Services
- Tony Bicknell – Managing Director, Business Development
- Andrew Snoad – Director, Client Services and Custom Solutions

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Don't Miss the Manufacturer's Forum at InfoComm

Our own Gary Kayye will moderate the 6th annual InfoComm Manufacturer's Forum. If you attended last year, you'll remember the participants as insightful, candid and downright funny.

This year will likely live up to that reputation, too, with George Feldstein (Crestron), Gerry Remers (Christie) and Michael MacDonald (Harman). We have added Gerard Bucas, CEO of Scala and Bob Hagerty, CEO of Polycom.

The Manufacturers' Forum will be held at the Las Vegas Hilton's Ballroom A on Tuesday afternoon, June 17th from 4:00 pm to 6:00 pm preceding the Opening Night Reception (also be held at the Las Vegas Hilton).

Save the date!! It's free!



Gerry Remers
President and COO
Christie Digital Systems



George Feldstein
President
Crestron Electronics



Michael MacDonald
Executive Vice President
Harman Pro Group



Joe Sigrist
Sr. Vice President &
General Manager, Video
Solutions Division
Polycom



Gerard Bucas
CEO, Scala



MODERATOR
RAVE's Gary Kayye, CTS

Go [6th Annual InfoComm Manufacturer's Forum](#)

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Projection & Screens

Canon: New Projectors at InfoComm

Canon's new REALiS WUX10 is a WUXGA LCoS technology projector, and you'll see it for the first time at InfoComm. This 1920 x 1200 widescreen is specified at 3200 lumens, 1000:1 contrast ratio and 10-bit resolution. It weighs just 10.8 pounds.



The other is the REALiS SX80, specified at SXGA+ 1400 x 1050 with 3000 lumens and 900:1 contrast ratio. This weighs 11.5 pounds. It allows for PC-free presenting with the USB/PictBridge as well as a USB port. It has an HDMI port, too.

Go [Canon Projectors](#)

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Two New WUXGA DLPs from DPI

Just in time for InfoComm, Digital Projection International announced it is shipping two new projectors with 16:10 aspect ratios and WUXGA resolution.

The new iVision 30-WUXGA uses TI's DarkChip DMD technology. It supports native 1920 x 1200 and is specified at 3100 ANSI lumens and 4000:1 contrast ratio. It also uses DPI's (relatively) new ColorMax calibration.



The new dual-lamp dVision 30-WUXGA is specified at 4300 ANSI lumens and up to 7500:1 contrast ratio. DPI says the company made installation of the projector more flexible by offering a selection of six lenses covering a throw distance range from .75:1 up to 6.5:1. In addition, lens shift gives you up to 55% vertical shift and 45% horizontal shift.

Go [DPI iVision 30](#)

Go [DPI dVision 30](#)

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Sharp's Bright 5200-Lumen Projector

Sharp has a new high-end projector, the XG-P560W, to be shown at InfoComm. Sharp has another high end specified at 6000 lumens, and this new one falls just under that with 5200 ANSI lumens. The new XG-P560W is also specified at WXGA 1280 x 800 resolution, 1800:1 contrast ratio, and it uses 3 DLP chips from TI. It is also the company's first wide-XGA .65 3-chip DLP projector for the professional market.



It uses a dual-lamp lighting system for redundancy, and there are seven optional, powered interchangeable lenses. It also features motored vertical and horizontal lens shift. The screen size can go to 280 inches. Target markets include conference and board rooms, houses of worship, training facilities, rental and staging, control centers, flight control rooms and other large venues.

The XG-P560W has a built-in RJ-45 LAN connection, but it also has a Web server that allows direct control from the desktop to the projector without any special software, says Sharp

The XG-P560W ships in June with MSRP of \$16,995.

For more information, [click here](#)

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Displays and Mounts

Mitsubishi Does Rome: Prototype LED screen

Mitsubishi Electric will unveil an engineering prototype of its new LED perimeter board system at the Stadium and Management 2008 conference in Rome. Due to be launched commercially at the end of this year, the new 15mm screen system will be the first dedicated perimeter screen product from Mitsubishi Electric.



The new system is based on Mitsubishi's 3-in-1 SMD LED technology. At 15mm pixel pitch, the panel is designed to stay looking good for many years. The screen front will feature a specially shaped, rounded louvre to help prevent injury in the event of a player colliding with the screen, and the casing has been ruggedised to withstand high-speed collisions and ball impacts. In its production form, the perimeter system will be available in two formats; 960mm x 1920mm (64 x 128 pixels) and 720mm x 1920mm (64 x 128 pixels).

Commenting on the new system, Russell Hartwell, European sales manager for Diamond Vision, said, "There are a number of perimeter board systems already on the market, and most sports fans will already be very familiar with them. However many of these systems tend to be at the lower end of the scale when it comes to resolution, colour uniformity and longevity."

While the balance between cost and quality may seem acceptable during the traditional 'shoot-out', Russell points out that performance issues often only become apparent over time, and the image quality achieved by some screens on day one will not necessarily be sustained over months and years of service. "Perimeter systems exist primarily to show advertising," he continues. "Image quality - particularly colour uniformity - are absolutely critical factors to advertisers. No advertiser wants their brand associated with poor performance, on or off the field. Sports facilities who go for the cheapest option may find themselves forced into replacing it after only a few years by dwindling advertising revenues."

The engineering prototype of the perimeter system will be shown for the first time outside of Japan at the Stadium and Arena 2008 conference, taking place on June 11th and 12th at the Movenpick Hotel, Central Park, Rome.

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Barco to Highlight XDS Control Center Software

At InfoComm, Barco will show how companies can learn how they can make decisions and collaborate faster, better and more efficiently through their multi-windowing display management software, the XDS Control Center software suite:



- Familiar operation through Windows desktop interface
- Interact in real-time with multiple sources
- User-friendly, life-size video conferencing
- Easy and direct access to local and networked sources
- Simple operation with mouse and keyboard
- Expanded connectivity through control of remote desktops

The XDS Control Center will be shown in action on the following new Barco systems:

- XDC-3000 (world's first single-projector 10 megapixel display system)
- Dual-channel Galaxy NH-12 (3D stereo projection on a curved screen)
- iD H500 (compact 1080p HD single-chip DLP projector)

Go [Barco XDS Control Center](#)

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Samsung, Thomas Kinkade, Team for Art +TV

Samsung joins Americana artist Thomas Kinkade in developing a prototype of a TV that also displays fine art. The 46" unit lets the user switch back and forth between fine art display and TV programming.

While this LCD TV is clearly developed for the HomeAV market but it could certainly be suitable for some ProAV locations, such as a corporate lobby or employee gathering areas. It looks like it will be networkable, so it just might make a good addition to a signage system.



The system is called Digital Masterworks Art-TV, and is in prototype. The prototype has a Thomas Kinkade-designed frame and, interestingly, the artworks have been re-mastered to fit the 16:9 aspect ratio.

Samsung and the Thomas Kinkade Company believe by the time the Digital Masterworks Art-TV goes into mass production, the system will feature a customizable integrated touch screen for modifying lighting and colors within the Thomas Kinkade Company's guidelines to adjust for ambient lighting. Hidden touch controls then also would let viewers electronically flip through art selections, showing one, two, four or all of the selected paintings at once. They can also zoom in and out, and listen to audio about each art piece.



Training 23-26 June
Exhibition 24-26 June

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Control & Integrator Solutions

Gary Reveals "Powerful" Extron Secret

Another scoop from Gary Kayye in USA who says, "InfoComm's sure to see a bunch of killer new products that will have great impact on the market, but I got a tip on a new product from Extron that is so simple, it literally solves a problem you didn't even know you had.

"And, I suspect with all the other product introductions a company like Extron will have at the show, it's possible you will miss this innovation. ...when I called Extron to get the product scoop, they wouldn't even admit the product existed, but I have a very good internal source that tells me otherwise.

"... You know how probably 75% of Extron's product line has an external power supply? Well, Extron has actually designed their own universal external power supply with a few mechanical features that will save you thousands of installation dollars – without costing you anything. While this new supply is built to still be used as you would any external power supply, the AC output and DC input connectors are on the SAME SIDE making rack-mounting it simpler – and I am told they will actually come out with a rack mount that will fit 8 of these side-by-side.



"So, no more Velcro and tie-wrap filled rack dressing of power supplies! But, I have also learned that this universal voltage supply will be built mechanically to make mounting under a desk and to a projector mount simple and unobtrusive.

"OK, I realize a power supply isn't a big deal to most of you but I can't remember the last time I looked inside a rack that didn't have a plethora of tie-wrapped and Velcro-based mounting solutions holding all sorts of wall-wart and desktop-based supplies.

"I see this as an innovation solving a problem you didn't even know you had... "

Go Extron at InfoComm (but, of course, this is product isn't there yet which is why you read our RAVE EUROPE newsletter instead of those boring guys who just feed you press releases word-for-word...)

Wall-Mountable VGA Splitters from StarTech

StarTech.com has new wall-mountable VGA Video Splitters. They come in two, four and eight port versions. The video splitters are claimed to have 250 MHz Video Bandwidth (200MHz for the 8 port model) and up to 1600 x 1200 maximum resolution.

These are also cascable with identical devices by up to three levels, allowing for up to eight displays to be connected to the ST122W model, 64 displays to ST124W, or up to 512 displays using ST128W. (Editor's Note: When you do this, don't expect the bandwidth to be maintained at 250MHz.)

Go **Wall Mountable VGA Video Splitters**



TV One Ships HDMI 1.3 Switchers, Distribution Amplifiers

TV One is shipping six new HDMI 1.3 products – four switchers and four distribution amplifiers. These are designed for the pro market. The pro-level features include front panel status indication of input signal presence and HDCP presence, accommodation of HDMI cables with locking connectors, RS-232 control of the switchers, optional rackmount kits, and separate audio and EDID handling.



The 1T-SX-632 switches between two inputs and the 1T-SX-634 switches up to four inputs. They include built in Signal Enhancement to enable long cable runs that turn off when not required. Both models can be controlled via the front panel buttons, the included Infrared Remote Control or the standard RS-232 interface.

The new Distribution Amplifiers distribute two, four, or four with separate audio via integral analog stereo and S/PDIF coaxial audio. Also, the 1T-DA-658 distributes eight signals.

Go [HDMI Switchers, Distribution Amps](#)

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Distribution

Invision UK Adds ThemeScene

Just in time for CEDIA in London, Optoma and Invision sign a distribution agreement with immediate effect. ThemeScene is Optoma's premium home cinema projector brand.

Stuart Acey, Channel Manager for Optoma Europe commented, "Over the past 2 years we have seen home cinema projectors become more widely accepted as an alternative or even an addition to a plasma or LCD TV home entertainment system. Another development is that the entry level 720p and 1080p projectors have become more affordable over the past year, allowing more consumers to experience true cinematic High Definition pictures in their living rooms, just as if they were sitting in their local cinema"...



Go [Invision](#)

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Residential Systems & Digital Home

CEDIA Region 1 Rocks the London Docks

Now in its 12th year, CEDIA Expo is an important date in the European calendar for home electronic systems. Offering an education programme alongside a trade-only exhibition which showcases the latest technologies and products for the residential custom install industry, CEDIA Expo appeals to all home electronic system designers, installers, equipment manufacturers and distributors.

Industry training courses run from Monday 23rd June, with the exhibition itself open for business from Tuesday 24th until Thursday 26th June. This year's event is offering more education than ever before – up 25% on last year, providing over 200 hours of training for delegates.

Highlights of this year's programme include such courses as Advanced Site Management, Design Documentation and Selling the High Performance Difference. The world renowned President of Speakercraft, Jeremy Burkhardt, will be sharing his thoughts on Being a Leader as part of the new business seminar series, whilst Integrated Technology for Low Carbon Homes will give an invaluable insight into what is arguably the hottest topic of the day.



This year's CEDIA Expo will see the introduction of a world first - specialist training and Certification for Home Cinema Design Specialists. Delegates seeking to attain the Certified status qualification are able to sit this course or one of the CEDIA Installer Level 1, Advanced Installer or Designer Level 1 examinations at Expo. And those already Certified will be able to maintain their status by gaining Continuing Education Units (CEU's) for attendance and completion of courses on the CEDIA Education programme and CEDIA approved Trade Supplier Product training courses.

CEDIA will be held in London Excel, near the renovated London Docklands.

Feature

Don't Do InfoComm Backwards

by Gary Kayye, CTS

Well, it's finally here – InfoComm 2008 – the Mega-ProAV trade show. We are extremely happy, along with about 400 other exhibitors, to see NSCA and InfoComm join forces to cut out one show and grow another.

Don't plan your infoComm experience backwards. Forget about the exhibits. Most installers and distributors attending infoComm plan their show experience around the exhibits and their ability to peruse the show floor and see all the manufacturers they need to see. Then, depending on the appointments they make and the meetings they attend in the booth, they determine the left over time slots for taking in a course or two through InfoComm's extensive show educational offerings.



That's exactly opposite of what you should be doing.

What I think you should do is immediately (after you finish reading this issue of rAVe, of course), go to the infoComm educational section of their **web site** and pick educational courses relevant to your interest and expertise, plan to attend them all and then with the time you have left, visit booths, attend parties and meetings. Seriously!

I know that SOME the manufacturers in the market wouldn't agree with this – they want your full attention ON THE SHOW FLOOR. But, MOST manufacturers have a great appreciation for educated dealers – ones who understand the technology behind the product.

In fact, most of the major manufacturers even offer training on their own products and technologies right there at InfoComm 2008. Call them and sign-up today.

See you at the 6th Annual Manufacturer's Forum on June 17th...

Go **InfoComm 2008**

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



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, 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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