

CS&A

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2008 Wrap Up

To: All
From: All at CS&A
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Greetings all,

Well, another INFOCOMM has come and gone, and for those who didn't get the chance to see everything on the show floor or were not there, we'd like to recap some of the highlights for you.

Our manufacturers had several new introductions of new and innovative products that can bring value and quality to your upcoming projects.



- Aside from the huge portfolio of companies under the AMX moniker (AMX, Autopatch, Endeleo, Inspired Signage, etc), AMX announced the acquiring of **Atrium Group Developments Ltd.** Atrium is a UK-based software company that provides video content management systems to a variety of vertical markets, including business, broadcasting, education, government and residential. The press release is pasted below and can also be viewed via this link:

<http://www.amx.com/newsroom/pressrelease-file.asp?release=2008.6.18.a>. This new addition to the AMX family further broadens the scope by which a total turn key solution can be achieved spanning all disciplines of control, monitoring, IP addressability and accessability, content creation and distribution, etc.

B I A M P
S Y S T E M S

- Maintaining their commitment to be the leader in DSP audio for all aspects of the audio chain, Biamp introduced several new products sure to raise eyebrows and stimulate thought processes for new projects in the design phase and beyond.

New product introductions described on the next page-

***Introducing- Audia Mini Expanders-**

The new **EXPI-4** and **EXPO-4** mini expanders let you add either 4 inputs or outputs exactly where you need them. Or add one **EXPI/O-2** and get a combination of 2 inputs and 2 outputs in one unit. Power over Ethernet (POE) or local power options make them even more versatile. With CobraNet access, mini expanders for Audia let you create more scalable flexible systems- anytime, or anywhere. *Please see next page (2).*

***Introducing AudiaFUSION- The worlds first Networked Amplified Processor.**

AudiaFUSION is a modular network controlled modular multi-channel (up to 8) amplifier with on board DSP that can give options previously unavailable. The AudiaFUSION has numerous available configurations via software. Select the power requirements (100w to 600w- Max 2400w per frame), choose impedance (4 or 8ohm, 70v or 100v), 16 CobraNet channels of I/O. Many of the devices available in Audia (Mixers, Combiners, Matrixises, Crossovers, Routers, Delays, Metering, Monitoring, etc.) and on board in AudiaFUSION.

Paired together with Audia or stand alone, AudiaFUSION is a extremely powerful product.

***VoIP-2 Dual Channel Voice Over IP card for Audia-** With the introduction of the VoIP-2, Audia can now be mated directly to an IP phone system. Caller ID, SIP Protocall enabled, auto-answer, speed dial, hold capability, and call progress tone adjustment standard on the VoIP-2.

Datasheets for all the above new products are up on the Biamp website at <http://www.biamp.com/audia.php>.

CLOCKAUDIO - As part of Clockaudio's ongoing effort to provide our industry with the most innovative and market driven microphone products, several new models were introduced. Those include-

S133 and S134 mic base combos- These new programmable mic bases set a new standard providing great isolation, quiet switch and cosmetics on boardroom tables. Designed for traditional XLR or Mini XLR mics, the on board processor allows you to easily reconfigure the switch for PTT, PTM, On, Off without the need to take the unit apart. Plug into your phantom power from your mic input, set the switch for the desired function and your done. Once programmed it cannot be tampered with until or if the program function needs to be changed. This is a real time efficient method.

C815E-RF Short Shotgun Gooseneck- In response to the demand for a cosmetically sleek front entrance short shotgun, the C815E-RF meets all the criteria. Visually unobtrusive thin housing makes it a natural for any boardroom application where narrow acceptance angles are required. And like all Clockaudio mics, sound quality is what you'd expect, crisp, clean, and clear.

Please see next page (3).

SM 10 Through table XLR shock mount- For applications where tables may have been previously drilled for a button style mic and the requirement may have changed to a gooseneck style mic, the SM 10 provides a quick easy retrofit. The barrel diameter is identical to Clockaudio's button mics, so it's a plug and play away retrofit.

SM 93 and SM 95 (5 pin) XLR shock mounts- Ideal for Podium mounting, the SM93 and SM95 provide superior isolation from surface noise. Mic once installed sits virtually in free space and is well protected from low frequencies entering through the table.

SM80-S- Expanding on the already widely accepted SM80 shock mount with cover, the SM80 will offer an on/off switch and corresponding LED indicator. More to come on this as well as other configurations of this family.

Data sheets on all as well as dwgs and architects specifications will be posted on Clockaudio's website shortly. Should you require any additional information, please contact your CS&A representative or visit the Clockaudio website at www.clockaudio.com.



- As per usual, Listen Technologies was one of the busiest booths at the show. With a new booth and heavily staffed, Listen had constant activity.

The BIG announcement from Listen was the introduction of the new Listen **LP-3CV-072** value package. In an effort to address the lower cost category, the new LP-3CV-072 is a 4 receiver (LR200-072) single transmitter package with antenna and ear buds that hits a price point previously not met by the market leading Listen FM product category.

With a retail price of \$767.00 for the package, this new system now competes directly with similar packages from the likes of Williams, Telex, etc.

While the new system is scaled back in terms of feature set (LR200 receiver- No SQ, no Listen heads up display, 3 channels and S/N at 62db), the new LR200 receiver boasts a battery life of **120 hours with alkaline batteries and 75 hours with rechargeable.** This battery life is unheard of in our industry.

For a simple plug and play assistive listening system, the LP-3CV-072 hits the bulls eye, and with 120 hours of battery life with alkaline batteries, there's also an eco-friendly aspect to present to your clients.

Danish Interpretation Systems- DIS- As Listen is the exclusive US Distributor for DIS, a full compliment of the DIS products were on display and set up live and interactive controlling cameras, voting, etc. The DIS 6000 LCD Display conferencing station received much attention. With its ability to do voting, text messaging to other stations and control various external devices like cameras pan and tilt, all connected via Cat 5 cable, the possibilities of the 6000 had many folks thinking about this system and its interactability with other products in the AV chain. All new products introduced by Listen and DIS are up on the Listen website at www.listentech.com . Please see next page (4)



Lowell had a great show. Numerous new products were introduced.

Leading the introductions was the new ***“Vari-Rack”**. This ingenious design allows the integrator to find additional depth from a slim style rack if it is needed. Built in two available versions, the 14” deep version expands to 20”, and the 20” version expands to 28”. Expanding these units can be as desired or in one rack unit increments. Side panels for the new Vari-Rack are also available in depths of 20” and 26” respectively.

***ComPAC** is the new family of surge protection products available from Lowell. This new line of products offers a small and robust alternative to mounting additional outlets with protection in tight spots. Several models in this line can save valuable rack space in your usually packed racks.

***UL 1480 5th Edition Speakers-** Lowell introduced several new speakers approved for UL 1480 5th Edition Protective Fire Signaling. Starting with the redesigned LUH 50T Unihorn, ideal for institutional and educational applications, the Unihorn provides 104db at 1watt. Also in this redesigned family are new 8” and 4” models.

***New OS 50T and OS 100T Indoor/Outdoor Speakers-** The new OS series offers aesthetically good packaging with good mounting capabilities, is available for either 8ohm or 70volt applications and comes in your choice of black or white.

All of the new products from Lowell can be viewed in a short overview video which is available on the Lowell website home page as well as a powerpoint to the left of the video. Go to www.lowellmfg.com to see the video and get more information.



RENKUS-HEINZ- With the NSCA show now rolled into INFOCOMM, Renkus-Heinz rolled out all their resources by means of their Consultants Breakfast, interactive booth on the show floor and full demo room which had a packed house for every hourly presentation. Several ground breaking new products were shown.

***ICONYX- IC Live-** Listening to the market, once ICONYX was introduced, many went to Renkus and asked if there was a way to repackage this product in a more robust housing and non install package to accommodate the rental market. Renkus responded, and took it to another level with ICONYX Live- The new “LIVE” series represents the ultimate for any rental application. With its new road worthy housing, stronger amplification modules, larger speakers and compression drivers, and Track Mount Subs, Iconyx truly redefines how rental situations will be thought about moving forward. Incorporating many of the functions available on current Iconyx (steerable multi lobes, adjustable vertical dispersion and aiming angles) and programmable pre-sets, IC Live will meet all of your most demanding applications requiring a highly intelligible, steerable, high output and musical package in a compact package.

***ICONYX R-** Now available with RHAON (Renkus-Heinz Audio Operations Network) the newly designed ICONYX now offers not just network control and monitoring via RHAON, but a newly designed 4” cone driver with dual 1” tweeters.



RHAON- (Renkus-Heinz Audio Operations Network)- With the migration of RHAON into Iconyx, this now makes the entire Renkus-Heinz powered product line RHAON enabled. This now means that any project requiring powered Renkus-Heinz speakers, from CFX and up through Iconyx can be communicated with, and monitored from the RHAON platform.

All new introduced products from Renkus are available to be viewed on the website at www.renkus-heinz.com.



SONY

Since Spire Global took over the US Distribution of Sony's Video Conferencing product line, we were told by both SONY and Spire that things would not be as they once were, and new and exciting things were coming that would re-establish SONY as a major player in this market segment. At this years INFOCOMM, both held true to their word and they did not disappoint.

Sony introduced the first in a new line of products that are sure to stimulate renewed interest in the SONY brand. **The new XG80 Hi-definition Video Conferencing System** made its formal debut on the show floor. Units were hooked up and talking to each other withing the Spire/Sony Booth as well as Sony's main booth. There was constant traffic, and all who saw this unit thought it was great and a product to take very seriously. Retailing for under \$10,000 with camera, codec and two mics, the XG80 is the first of many new Video Conferencing products to come. A codec version only will soon be available for around \$6K. As an upgrade to existing systems deploying BRC 300 and BRC 700's, customers will be able to jump into the Hi-def world at a very affordable price. Stay tuned. More to come.



SurgeX Unveils Next Generation of Flagship Sequencer

Redesigned SEQ- SurgeX® has redesigned its flagship sequencer and power conditioner, the SEQ, to provide even greater control for today's AC power platforms. The SEQ incorporates all the latest SurgeX technologies including **Advanced Series Mode®** surge elimination, **Impedance Tolerant®** EMI/RFI filtering, **SurgeX ICE®** Inrush current elimination and **COUVS®** Catastrophic Over/Under Voltage Shutdown.

The latest generation SEQ features a sharper, easier to read, display and enhanced software. New features include a 12 Volt DC Output that can be programmed to control an additional remote system, and the ability to program additional always-on outlets.

The SEQ has three physical banks of four outlets each that can be sequenced with two external (remote) banks of equipment. It is designed to interface with other control systems and can be infinitely cascaded with other SurgeX products. Like all SurgeX products, the SEQ is backed by a 10-Year warranty. You can get more information on SurgeX on their website at www.surgex.com.