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Breaking out the big guns, this issue we benefit from the words of wisdom of the crowned king of Crestron, ROBIN VAN MEEUWEN...

GATHER ROUND

Blimey, is it Editorial o'clock again already? Right, well let's get it on, shall we?

It's been a funny old month since we last spoke; firstly, in scenes akin to the very first signs of an on-screen oncoming alien apocalypse, a mysterious yellow ball appeared in the sky, a possible product of what Al Gore calls 'Global Warming' as, along with its arrival, temperatures soared to what Sian Lloyd could only describe as 'T-shirt weather'. It hangs there still, in the same way bricks don't, slow traversing the firmament with insidious intent, daring us to become complacent of it and confusing the Burberry cap-wearing men of Colchester to walk around with their shirts off... even though they're not at a beach. Already people have become blasé about its presence during the day but, what I want to know is: just where does it go at night?

Impeding alien annihilation aside for the moment, it's also been another belting month in the dual domains of AV and CI, with countless items of eye- and ear-exciting kit being launched, from our KEF coverstars to Crestron's cool CLED luminary line-up to Autonomic's awesome Mirage MMS and NuVo's slick new music system. And, alongside this tidal wave of tech treats, we've seen more expansion within the industry than you'd even witness inside an American all-you-can-eat diner at Happy Hour and, I think it's fair to say, one of the most stunningly striking installs we've featured for a long time.

Add to all of that the collective comment from some of the industry's finest minds, sucked out of their cerebrums by the SVI Fact Finder and splashed across our pages in a blaze of business-bolstering brilliance, and what you have is an ocular event of dual-stapled high hyperbole.

Right, I'm off out to challenge that mysterious yellow eye in the sky by staring directly and unflinchingly at it until it retreats back to whence it came. Somebody has to lookout for mankind...

Stuart Pritchard

Editor

Stalk us on Twitter: @svimag



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INVISION HOME TECHNOLOGY SHOWCASE IN-VISION

Invision UK, the leading trade-only distributor of integrated AV solutions for residential, commercial and marine applications in the UK and Europe has announced details of an exciting new, free-to-attend, showcase, taking place at Epson Downs Racecourse on the 14th and 15th of May.

The following exhibitors are confirmed for the event: JVC; Autonomic; RTI; Xantech; Wyrestorm; Luxul; Niles; Sunfire; LG; Audio Control; Elan G; Aton; ICE cables; Aquavision; and iRoom – recently confirmed as a new Invision UK distribution brand.

With representatives of all manufacturers in attendance, as well as members of Invision's regional sales team and sales specialists, the event is an ideal opportunity for installers to build strong and lasting relationships with suppliers, as well as checking out the latest kit.

Mark Taylor, business manager at Invision UK comments: "We believe that part of providing customers with a top-quality service is about getting to know them. This event will open up opportunities for us to meet our customers face-to-face, to showcase our brands and to demonstrate the latest technologies."

Refreshments will be provided and attendees will also be invited to take part in a prize draw.



Programme highlights include:

- JVC's D-ILA home cinema projection – HD 4K projection thanks to e-shift 2 technology.
- Autonomic's new multi-room audio system – whole-house music from multiple libraries.
- European demo debut of LG's new 84-inch Ultra HD TV – resolution 4x higher than Full HD.
- RTI's new in-wall KX7 control system, packed with high-end features.
- Luxul's reliable, cost-effective and high performance Wi-Fi and wired solutions.
- Launch of the new iRoom range of versatile, motorised in-wall docks for iPads and iPad minis.

Invision has launched a dedicated website for the event, with further information and registration details: www.hometechnologyshowcase.com

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www.epsomderby.co.uk

Industry News

The Who-What-Where-When-Why
of AV and Install

ENTRIES OPEN AT INTEGRATION AWARDS

Omnipresent industry integration specialist Crestron is calling for entries to its prestigious *Integration Awards 2013*. The Residential *Integration Awards* celebrate the outstanding work being undertaken by the network of accredited Crestron integrators throughout the UK and are a marque of quality.

"Our Crestron *Integration Awards* showcase the very best in the industry and we are excited to see the projects being submitted to this year's scheme," said Robin van Meeuwen, Managing Director of Crestron UK. "As a manufacturer of innovative and intuitive home technology solutions, it's inspiring to see how our integrators are implementing our products in real-life situations. Crestron's unlimited flexibility allows for some truly amazing and unique systems to be built. The *Integration Awards* celebrate the hard work of installers who design some of the most amazing smart homes I've ever seen."

This year's projects will be put through their paces by an expert panel of judges, ensuring that the winners represent the best of the best in residential installations, and the winners will be revealed at an event to be held in London during the summer. Deadline for entries is 31st of August 2013, so interested companies have plenty of time to craft their submissions. To be eligible, projects must have been completed between 1 June 2012 and 31 May 2013 and the categories are:

- Best Integrated Home System (Best use of Crestron Total Home Technology)

- Most Distinctive Digital Media Installation (Great project featuring this technology)
- Brilliant Lighting Control and Design (Crestron lighting applications)
- Best High Rise Living (Apartment, loft or studio integrations)
- Best Marine Project (Yacht)
- Best International Crestron Home (international property, outside of UK)
- Most Creative GUI (Open to programmers and CSPs– inspiring programming)



To enter the awards you must be an authorised Crestron dealer. For an entry form or to discuss your entries further, please contact Petra van Meeuwen at Crestron on +44 (0)845 873 8787 or Shereen Russell at Wildwood PR +44 (0)1293 851 115.

The winning entries will be able to prove their integration ingenuity with a *Crestron Integration Award*, giving them an industry-recognised standard from the world's leading manufacturer of advanced control and automation systems. Winning projects will also be featured in the Crestron PR campaign, and past winners have enjoyed increased coverage in the media as a knock-on effect.

www.crestron.eu

STAFF STORM IN AT WYRESTORM

Ever expanding and improving, Wyrestorm Technologies has announce two further additions to their UK office, Paul Bennett as Technical Support and Service Engineer and Phil Gibbs as UK Sales Manager, in a move that continues to strengthen the manufacturer's position in two key areas of their business.

Paul joins the company to provide additional technical and service support and brings with him a Master's degree in physics and considerable academic experience in teaching roles at Bath University. In the private sector, Paul implemented safety certification and maintenance administration at major pharmaceutical manufacturer, Patheon.

For technical or service issues relating to Wyrestorm products, please contact Paul on:

E: paul@wyrestorm.eu

M: 07751277246

Tel: +44 (0)1793 230 343 Ext. 210

Skype: paul.bennett369

Well known and equally well respected in the Custom Install market, Phil joins Wyrestorm from Epsom where he was Northern Sales Manager for Home Cinema projectors, and a similar previous role at Armour Home.

As an exceptional motivator with limitless energy, Phil brings him a wealth of experience in the industry and a proven track record in the Commercial Pro AV market that will serve Wyrestorm well in expanding their business in this key area.



Paul Bennett
providing
Support
and Service

For all Wyrestorm UK sales issues, please contact Phil at:

E: phil@wyrestorm.eu

M: 07912293624

T: +44 (0)1793 230 343 Ext. 205

Skype: Phil.gibbs24

Commenting on the new appointments General Manager Adrian Ickeringill said: "With the EMEA office now supplying into 32 different markets through Europe, Middle East and Africa, it is essential that we have the correct support structure in place to support our Distribution network and their installers. We are delighted to have the calibre of people in Paul and Phil joining our team. With many Exciting new products being launched this year, we are well structured to support our distribution partners."

www.wyrestorm.com

CEDIA JUDGES ANNOUNCED/ANNOUNCED

CEDIA has revealed the panel for the final judging round for its prestigious industry event, the CEDIA Awards which celebrates brilliance in the residential custom installation sector across Region 1, and for 2013 it's the sexiest panel ever!

Judges include, industry renowned AV technology journalist and silver-haired fox Steve May, Sky's Technology reporter, Martin Stanford, as well as Michael Holmes, Editor-in-Chief of *Homebuilding & Renovating* magazine, Luke Tozer, Director at award-winning architects, Pitman Tozer, and Dan Hopwood, CPD Director at the BIID (British Institute of Interior Design) none of which we can make silly comments on because we don't know them.

Overseeing the judging process will be Gary Lewis, CEDIA Chair and Director of Cornflake. "Celebrating excellence in the residential custom installation sector across Region 1, the CEDIA Awards is a highly regarded event throughout the industry," says Gary, "Our panel draws on expertise from the worlds of architecture, interiors, property, technology and journalism to ensure high standards of analysis for each and every entry."

The results of the judging process will be announced at a ceremony to be held on the 28 June 2013 at the Pavilion at the Tower of London. With over 300 guests expected to attend the evening this year, it is set to be the most successful CEDIA Awards to date. Tickets for the black tie event, which includes a sit down dinner and drinks are priced at £150 per person, or £1300 for a table of 10, excluding VAT.

For more information including the full list of awards categories and ticket purchasing point your browser at the address below

www.cedia.co.uk/awards



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NEW HEAD OF ED AT AMX

AMX, one of the world's leading corporate and residential automation and integration solution providers, is reaffirming its position as a leading provider of unified control and automation solutions for the education market with the announcement of a strategic new appointment. With a wealth of experience in the education sector, Peter Curtis assumes the position of Education Sales Manager for the UK market.

Peter joins the company with 12 years of sales experience behind him, gained at Performance Enclosures where he oversaw the development of the TeamMate brand. In his new role, Peter will be responsible for the execution of sales strategy for AMX's range of education solutions, which span control and automation, switching, distributed audio and video, and energy and technology management.

"We are delighted to welcome Peter to the AMX team," said Jonathan Mangnall, Sales Director, AMX Europe. "Over recent years, we have enjoyed considerable success in the higher and further education markets where our products deliver significant benefit. In his role as Education Sales Manager, Peter will be perfectly placed to build on this momentum. He will play a pivotal role in communicating the inherent value of the AMX product portfolio and its ability to deliver a uniquely efficient and effective collaborative learning environment."

In his new position, Peter will be working with existing AMX customers as well as introducing new partners and end users to the wide range of solutions available. *"I feel privileged to be joining AMX, with its global brand presence and unrivalled reputation. I'm looking forward to using my knowledge, experience and understanding of the education sector to maximise both mindshare and market share for AMX, making sure that education end users get the full benefit of both the product range and the support on offer," said Peter.*

AMX has been developing innovative technologies that simplify the education world for the last 30 years. There are an increasing number of technologies and operating platforms in today's classrooms and lecture theatres – AMX solves the complexity of managing and controlling this technology with reliable, consistent and user-friendly systems. Whether for a single classroom or multi-location campus, AMX can effectively network all of the multimedia and facility operation equipment into one time-efficient, cost-cutting solution. After all, technology is meant to simplify a teacher's life, not complicate it.

www.amx.com/eu



SATELLITE OF LOVE

Eutelsat Communications has announced a programme to train 700 UK satellite broadband installers to help provide its Tooway service to residents and businesses in areas poorly served or out of reach of traditional terrestrial broadband networks.

The free training programme is aimed at aerial installers who have been previously helping UK homes transition from analogue to digital television or installing satellite TV or telecoms services. The training will be delivered at 16 venues across the country over the next eight months by the Confederation for Aerial Industries (CAI), the UK trade association for Content Delivery. It is not necessary to be a member of the trade association to attend the training.

Eutelsat's Tooway satellite broadband service is aimed at the UK's 3.3 million digitally deprived properties that are currently unable to receive broadband or can only access speeds of up to 2Mbps.

The latest Tooway services offer download speeds of up to 20Mbps and upload speeds of up to 6Mbps, making it the fastest satellite broadband service in Europe. The service operates with a small (77cm) easy-to-install satellite dish and modem and is delivered by KA-SAT, Europe's most powerful satellite.

During the training, installers will receive practical installation training, an interactive app for site surveys, installations and aligning the antenna to the satellite and access to an installation portal reserved for certified installers, providing access to all documentation, tools and services.

Installers interested in attending a training course should contact Amanda Ward, at the CAI on: **+44 (0)1923 803 030.**



ARE YOU EXPERIENCED?

Authorised Crestron Dealers are invited to an exclusive preview day at Crestron's UK Experience Centre in Cobham, Surrey. Showcasing the latest innovations, products and software, the day will also feature live content from the Crestron booth at *Infocomm 2013* in Florida to allow Authorised Dealers to stay abreast of the very latest developments on a global basis.

Visitors to the UK Experience Centre will be able to preview a number of exclusive Crestron product launches and have hands on experience – giving Authorised Dealers a unique insight into Crestron products of the future. There will be a variety of product stations that delegates can explore, including the entire Crestron Lighting and Speaker range, TSW touch screens plus the new Smart Graphics system for designing stunning GUIs that provide that end-user 'wow' factor.

Book your place for the *Crestron Partner Experience* on 12 June 2013 to experience:

- **Crestron RoomLink** extends the Microsoft Lync experience to the conference room so groups can communicate and collaborate in real time regardless of physical location.
- **Tablet-style control** – Crestron's latest TSW touch screen range balances form and functionality like no other: HD colour screens, video streaming and simple Smart Graphics programming available in 5.5-, 7.5- and 10.5-inches.
- **Lighting range** – Crestron enters the luminaire arena with a range of single-engine LED fixtures that replicate the dimming arc and colour



temperature of halogen. The Crestron Lighting range has been designed for the end-user but with the AV professional in mind.

- **Crestron Audio** – Expanding on last year's Excite speakers, Crestron now have all audio and aural bases covered with a full range of speakers for the boardroom to the bedroom.

Crestron is inviting all Authorised Dealers and press to join them from 11am-6pm on June 12 at its Cobham HQ. A Belgian beer-tasting and Brueghel buffet will be available throughout the day. To register yourself head to <http://crestron.eu/invite> before 1st of June 2013.

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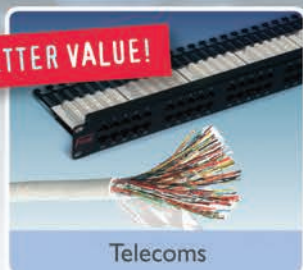
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WEAPON OF CHOICE

The Sonora AV Lance is a powerful sound system comprising a 42-inch HD soundbar with a wireless Subwoofer. Featuring four 3-inch mid-range drivers, twin 3/4-inch tweeters, and a 6 1/2-inch subwoofer, it's elegantly balanced throughout the ranges to provide exquisite clarity with clean and rich mids and dynamic low-end bass.

Pumping out a hefty 120W RMS, not only is it balanced it's also devastatingly loud, while remaining free from distortion. What's more, the power and volume as well as subwoofer levels can be controlled by the wireless IR remote control, allowing owners to enhance their aural experience by switching to a panoramic simulated surround sound at the press of a button.

Boasting dual-purpose stands that can be rotated to create wall mount brackets to boot, the AV Lance offers flexibility in the home set-up.

Retailing at £249.99, if your customer is looking for a true home cinema effect, intense gaming experience or utterly immersive music, the AV-Lance soundbar will be music to their ears.

<http://store.gem.co.uk>



What's New?

SVI's round-up of all the very latest product news.
If it isn't here, it isn't happening...

PUMPED-UP PREAMP

McIntosh Laboratory has announced the launch of its new C2500, an advanced valve preamp with an overly generous 15 inputs. Designed to offer unrivalled flexibility with both digital and analogue source components, the new C2500's input complement includes two dedicated phono inputs (MM and MC) and five digital inputs, with D/A decoding at up to 32-bit/192kHz resolution.

The five-strong digital input suite in the McIntosh Digital Engine includes two coaxial and two assignable optical inputs at 24-bit/192kHz resolution, plus a dedicated asynchronous USB 2.0 input operating at up to 32-bit. The preamp's analogue inputs include six line-level, two balanced, plus the aforementioned Moving Magnet and (adjustable) Moving Coil inputs.

The C2500 also includes McIntosh's new internal High Drive headphone amplifier, which offers increased gain and output power, optimising it for virtually every headphone type.

The highly flexible C2500 combines McIntosh's legendary tube preamplifier circuitry with a full complement of inputs to bring the classic McIntosh sound to a wide range of digital and analogue ancillary components. The preamp has been carefully designed to offer the sonic qualities of valves, plus a strong measured performance.

Internally, the C2500's power supply, digital and control circuitry has been isolated from the analogue section and the C2500 boasts the best measured

performance of any single-chassis McIntosh tube preamplifier.

The C2500 contains six high-quality dual-triode tubes (12AX7A) and further features include assignable tone controls (as needed), and the ability to connect up to three power amplifiers, two of which can be switched on and off for simple multiroom configurations. A Home Theatre Pass Through feature also allows for seamless integration into existing multichannel home theatre systems.

Unveiled at CES 2013, the new C2500 is perfectly suited to exploiting the full potential of today's digital devices, while delivering the legendary McIntosh sound quality across a wide number of source components. Like all McIntosh products, the C2500 is handcrafted in the Binghamton, NY factory and boasts classic 1950s styling with contemporary features and technology.

The C2500 sells for £7495 and is available now.

www.jordanacoustics.co.uk

www.mcintoshlabs.com



AUDIOCONTROL AMPS UP

AudioControl has announced it is now shipping its breakthrough product, the Rialto 400, a compact, high-powered amplifier with a built-in audiophile-grade DAC designed specifically to provide greater performance and higher sound quality for all analogue and digital systems, including Sonos home entertainment systems.

The Rialto 400's amplifier delivers over 100W of power per channel into 8 ohms and 200W per channel into 4 ohm loads. Additionally, the Rialto 400 can be bridged to perform as a mono-block amplifier.

The Rialto 400 features a built-in high-performance Wolfson DAC that drastically improves audio quality allowing digital and analogue audio-systems to perform with better speakers across the home. By incorporating an audiophile-quality DAC, the Rialto 400 allows connected digital audio sources such as Apple iTunes library, Pandora and Spotify to provide higher quality acoustics with clearer, more accurate analogue signals during playback.

Equipped with AudioControl's unique patent-pending AccuBASS circuitry, the Rialto 400 rejuvenates the bass response lost in most digital compression schemes and brings it back to the signal path. This results in a richer and fuller audio performance with better bass and mid-bass response often missing in today's compressed music. The net effect is that the audience will enjoy a more complete listening experience and hear music much closer to the way the artist intended.

The Rialto 400 has an array of digital and analogue inputs, including PCM to connect with digital audio outputs from televisions and a 12V trigger for use with control and automation systems. Toslink, coaxial, line level RCA, 1/8-inch audio and speaker level inputs for interfacing with source units without line level are included in the specification. This plethora of inputs eliminates the need for additional expensive outboard components thus making it the most flexible product of its kind.

In order to keep these inputs systemised, the Rialto 400 utilises AudioControl's SMART Signal Sensing, which allows the user to prioritise which input to use based on personal preference. When the system is turned on, it is configured to automatically search for the preferred active signal and decipher the appropriate processor needed in communication with one of the system's digital or analogue inputs. For example, if a homeowner decides to switch from using a separate distributed audio system within the home to his or her integrated Sonos Connect set-up, the Rialto 400 will instantly recognise the change and immediately switch to using the connected digital audio input used by the Sonos.

The Rialto 400 is available in Sierra White and Satin Black and can be purchased through AudioControl authorised dealers at a suggested client price of US \$799.

www.audiocontrol.com



EGG-CEPTIONAL VALUE

Raising the metaphorical bar of audacious audio once more, KEF has announced details of a stunning, all-new development of its futuristic, world-renowned, multi-award winning KHT home theatre speaker system.

The E305 offers Hi-Fi speaker performance from an affordable sub-sat system whether listening to music or movies. This is because the satellite uses a new small Uni-Q driver derived from the technology used in the multi-award winning Q300, the stiff, FEA optimised ribbed polymer (as in the KEF Blade) enclosures use the driver as a damped braced member exactly like the KEF LS50 and the sub has been designed as a closed box system to integrate perfectly with the satellites.

The subwoofer uses the same form as the satellite speakers in a down-firing configuration for a beautifully matched system appearance. Even the optional satellite stands have a

graceful swan neck design to complement the speakers.

The system is designed to match well with any choice of AV receiver and all connections are easy to hook up. The sub level is controlled via the AV receiver and there is a quick start guide to help with idealised settings to obtain optimum system performance.

The lack of compression when played loud and the LS50-like clarity in the midrange, coupled with the subwoofer integration and the outstanding imaging mean that the listener can enjoy the performance of a KEF Q Series hi-fi system from a style speaker package for the first time.

Available now at the same price as the original KHT2005 system was when it was first launched in 2000 – £899.99 complete – the E305 offers undeniably outstanding value.

www.kef.com



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SWEET SPEAKER SUCCESS

A success story now as the latest news in from PMC confirms that its acclaimed twenty series has outstripped the sales of the two-way models in the iseries, as customers choose to move up to the higher performance twenty series, and as a result the company has decided to discontinue the DB1i, GB1i, TB2i and FB1i.

This move enables PMC's production facilities to meet the growing demand of customers by refocusing and reallocating capacity to the five models in the twenty series.

Since the launch of the twenty series at the company's 20th anniversary conference, held at the O2 in London, the products have received nothing but universal praise from distributors, retailers, the critics and, most importantly, music-loving consumers. Two Loudspeaker of the Year accolades and a Standmount Speaker of the Year award followed the numerous five-star, five-globe, outstanding product and recommended badges bestowed upon them.

Miles Roberts, Managing Director, said: "The performance and styling of the twenty series has overshadowed the DB1i, GB1i, TB2i and FB1i, and our customers recognise this and are choosing to buy the new models. Their performance outshines all of the competitors and produces music that captures the magic created in the studio." He continued: "The two-way iseries products have been stunning performers for us since they were first produced, but sadly now is the right time to retire them from the portfolio. The FB and TB models have been in existence for over 10 years and there are very few loudspeaker companies that can claim a sustained sales performance for products of this age – which is testament to their supreme design."

www.pmc-speakers.com



PMC's Floor of Sound

SEXTET OF AV SPLENDOUR

Yamaha has announced the introduction of the RX-V75 series of AV Receivers; building on the success on the RXV-73 series. As with previous ranges, the series features five different models: the RX-V375, RX-V475, RX-V575, RX-V675 and RXV775.

The UK Tuning project proved an immense success last year for Yamaha and they've aimed to continue this project with the RX-V75 series; the RX-V675 will be tuned for the UK market, showing that Yamaha pays particular attention to the 'UK sound', whilst models around the RX-V675 will also feature a UK tuning upgrade, so you can be sure you're getting the very best sound from a Yamaha no matter what the price point is.

The receiver range, as always, feature Yammy's unique CinemaDSP processing on all receivers. Yamaha was the pioneer in surround sound technology and the first to take the aspect of surround processing to the next level, remaining the market leader in the high quality and truly immersive surround sound experience today. Accordingly, in the RX-V675 and 775 they've employed surround sound DSP technology so that when connecting just two speakers to these receivers, owners can benefit from a

virtual surround experience. This means all the benefits of a surround sound system without having the need for rear speakers.

Different front speaker configurations can even be used, like 3.1 and 7.1 to achieve an even better surround field, but still without rear speakers.

Elsewhere, the RX-V375 will feature discrete amplification across its five surround speaker channels, meaning that all Yamaha RX-V and RX-A receivers will feature discrete amplification across the entire range. Owners and enthusiasts alike can be sure that they'll always get the highest quality with a Yamaha.

The RX-V475, in an upgrade from the RX-V473, will now feature a rear USB port and a 5-in 1-out HDMI interface solution; these features only previously being available on the RX-V673, making the RX-V475 now an almost complete media solution for anyone interested in Home Cinema. The

rear USB port will support Yamaha adapters such as the YBA-11 and the YWA-10.

Finally, there's also a new addition to the RX-V family in the shape of the RX-V500D. This model has similar features as the other models in the RX-V range such as 4K pass through, Airplay, vTuner connectivity as well as MHL; but most unusually a built-in DAB Tuner is featured on this model. Up to 40 pre-sets can be saved and these can be selected either via the remote or using the Yamaha AVR App, free from the Apple App Store and Google Play Store.

Yamaha will also fully support Bluetooth for the RX-V75 series with high quality aptX Bluetooth streaming. The YBA-11 is an optional accessory being released with the RXV-75 series, simply power via USB and stream audio straight to the YBA-11 from any other Bluetooth enabled device.

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AWE NEWSFEED

Another month, another heaped helping of all the latest news from Paul Mott at AWE headquarters...

SAMSUNG S9

AWE has announced it will soon commence shipping the incredible 85-inch Samsung S9 LED UHD TV to the custom installation market in the UK. The S9 is capable of reproducing breath-taking pictures at four times the detail of full HD, with inbuilt UHD 4k technology.

Unlike anything seen before the S9 is a special product that by nature demands special attention and stands out in an otherwise crowded TV market. For this reason, we have been working very closely with Samsung in order to ensure that it is brought to the market in a way that provides both retailers and installers an exciting proposition in terms of both product and market position. I am happy to say that this includes AWE's Technical Services Division being appointed to provide the full white glove installation service being offered to the trade.

'Smart Evolution' – unique to Samsung, also ensures that a user's investment will be protected, and can actually reengineer the screen without having to replace it - creating a fully future-ready UHD TV whatever turn broadcasting standards take.

The S9 has a proprietary up-scaling engine, that can convert HD or Full-HD to UHD-level picture quality to fill what is the world's largest UHD TV. Unique Precision Black Pro and LED Micro Dimming technology reproduces rich blacks, pure whites and vibrant colours and detail to every image.

With the same quad-core chip that's in the top-end 2013 series of Samsung LED TVs, the S9 also possesses the new Smart Hub with S-Recommendation that provides dynamic programme suggestions, enhanced voice interaction and gesture control, as well as numerous apps, widgets and social features.

To look at, the screen although huge, is an iconic design actually inspired by the concept of 'canvas on an easel' with an extremely



minimalist approach. The S9 almost seems to float within its elegant metal frame, and is sure to blend in seamlessly with a wide variety of décor. Sound has not been omitted from the line-up either, and is deep and rich thanks to four flat panel speakers and an integrated 120W 3-way amplifier, which is discreetly built into the television and frame.

T: +44 (0)1372 729 995
sales@awe-europe.com

NEW HEIGHTS OF PANASONIC PROWESS

Continuing on the high-end screen theme, Panasonic has released its brand new TXP60ZT60 'Beyond the Reference' plasma cinema screen. Coming in a single 60-inch screen size, the exclusive ZT60 will only be available in limited numbers. Each screen will be individually numbered and supplied with a commemorative engineer-signed certificate.

The ZT60s black levels, colour reproduction and clarity are class-leading thanks to the inbuilt High Contrast Pro filter and direct glass layer (which removes the air gap between the PDP itself and front-panel glass). This eliminates off-angle shadows and unwanted reflections. Motion resolution is also top notch due to a 3000Hz Focused-field Drive (FFD), while six-image enhancement techniques are taken care of by a 'Hexa' processing engine (including noise reduction, Intelligent Frame Creation and MPEG remastering).

Armed with cutting-edge functionality, the ZT60 features six TV tuners, allowing users to time-shift programmes with an attached USB drive. Supporting Watch & Share, viewers can watch one channel, whilst simultaneously streaming a second to their smartphone or tablet using a Panasonic app. Two channels can even be viewed at the same time via a split screen mode.

Panasonic's new 'My Home Screen' will also be inbuilt into the ZT60, allowing users to customise their set with a plethora of TV services and widgets as required. Design aesthetics are high, as the screen has been



finished with a minimalistic metal bezel and high-neck pedestal. With around 100,000 hours before panel brightness decreases by half (30 years of viewing at eight hours per day), screen longevity is also unusually high for a plasma unit.

As you would expect from a screen with these kind of credentials, it is also THX certified for both 2D and Active Shutter 3D, and comes with two pairs of shuttering 3D glasses.



XCELLENT PERFORMANCE FROM NEW DENON X SERIES

We are pleased to announce that shipping is now underway for the new Denon X Series of 3D AV receivers. Available in a stylish black finish, the flagship AVR-X2000, impressive AVR-X1000 and entry level AVR-X500 provide

cutting edge performance, unprecedented levels of usability and a solution for every budget and lifestyle.

The AVR-X1000 and AVR-X2000 both provide a plethora of comprehensive network features,

including: built-in Apple AirPlay, the support of thousands of online radio stations and access to online music services such as Spotify and Last.fm. Thanks to the DLNA 1.5 compatibility, the AVRs can also continuously playback music files

with no gaps – including HD Audio formats like FLAC HD and WAV HD. Denon also has remote app available for iOS and Android devices to provide an easy control method for all these features – even control of Spotify accounts.

AWE TECHNICAL SERVICES UPS THE ANTE

After the launch of our Technical Services division last year, it has been going from strength to strength – helping with large screen TV projects up and down the country. AWE Technical Services offers specification, site survey, delivery and installation support for all screens generally over 75-inch in diameter, such as the 85- and 103-inch Custom Home Theatre screens from Panasonic. Following the recent distribution deal with LG, this service is now available for its range of large screens.

AWE is the only trade supplier in the UK able to offer everything you need for a home cinema installation, incorporating big screen delivery and installation support.



KOTEKUH ISSUE TWO

The second edition of our luxury lifestyle and technology magazine 'Kotekuh' is available to download now at www.kotekuh.com, don't hang around though – it's flying off the digital shelves!

The latest issue is jam-packed with interesting features, interviews and case studies and the first inclusion of a travel feature, where we take you through the Italian hills in a Ferrari! We also have an exclusive interview with a designer, this issue we'll be hearing from Dr Jack O'Leary-Brown of KEF, on what makes the £24,000 KEF Blades unlike anything else on the market.

By subscribing to the next issue of Kotekuh you will be automatically entered into a prize draw to win a prize. The competition closes at the end of June so head over to the website to subscribe for free!

As ever, the Kotekuh Concierge service is on hand to direct sales leads to appointed kotekuh dealers.



CONNECT WITH US

If interested in any of the products featured in this month's AWE Newsfeed, visit www.awe-europe.com, email sales@awe-europe.com or call +44 (0)1372 729 995.

For all our latest news, regular offers and fantastic deals, make sure to follow @awe_europe on Twitter. You can also check out our Facebook page and join in the conversation at www.facebook.com/aweurope. Make sure to click "Like" to keep up to date.

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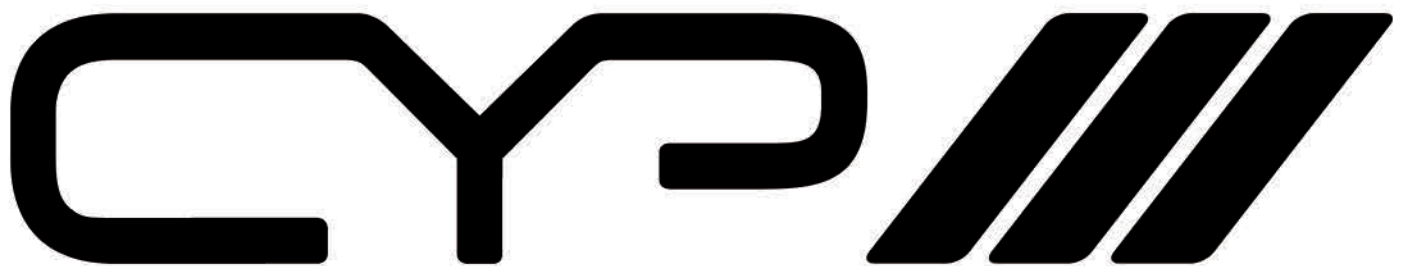
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LIFE'S GOOD WITH AWE AND LG

We are delighted to announce that we have been appointed by LG to distribute its premium TV's to the UK custom install market.

This new distribution deal will see us supplying the award winning 84LM960V, a colossal 84-inch Ultra High Definition screen (4K & 2K compatible) and the brand new Cinema Screen TV's that range from 42- through to 60-inch.

The 960 series cinema screens feature an incredibly slim bezel and depth for an unobtrusive look, despite their size. Other features of each unit include: Full HD LED backlighting, dual core processor, Magic remote control, Dual Play enabled (allowing two people to watch different pictures simultaneously), 3D with four pairs of glasses and two pairs of Dual Play glasses.

"LG has dramatically upped their design, quality and functionality over the last few years," says Paul Mott, Sales Director at AWE. "Now with the launch of the 84-inch UHD TV, it became clear that it was a brand that suited AWE's CI customer base. We are therefore very pleased to announce the appointment of AWE as being LG's premium partner for the CI channel and are pleased to offer an extended range to our customers."

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AQUOS LED LC-80LE646E

The AQUOS LED LC-80LE646E allows viewers to enjoy everything they can see on TV in a super large format. The latest Sharp image technology such as Full LED Backlight delivers a perfect picture from all sources, especially Blu-ray. Thanks to its gigantic diagonal screen size of 203cm (80-inch) and the almost life-sized pictures, it gives out get a real stadium atmosphere, making owners feel as if they are sitting directly in the penalty area, living at the heart of the action. The really big sports and home cinema moments are provided not least by the true-to-life detail reproduction of the TV giant, which, thanks to full LED backlighting and 100Hz technology, ensures razor sharp, high contrast pictures in brilliant colours, in every film and game scene.

The LC-80LE646E comes with AQUOS NET+ and media player capabilities. The new Timeshift+ function not only lets you pause the current program, but lets you program a recording for viewing later.

T: +44 (0)1379 649 200 www.invisionuk.com



REFLECTV IN RICHMOND

reflectv recently completed an installation of a bespoke mirror television into a stunning refurbishment of a substantial residential property in Richmond. This wall mounted, portrait mirror TV was custom-made to the exact size requested by the client to perfectly compliment the space. The owner of the property is herself an interior designer working for one of London's most prestigious studios specialising in über high-end residential and hotel projects around the world.

reflectv, distributors of NEOD mirror TV were chosen after the client saw a recent piece installed in The Corinthia Hotel, London, and was impressed with the picture quality delivered by the on-board Loewe technology and the way the mirror was seamlessly integrated into the rooms design. As you would expect of an interior designer she was very discerning about the frame and had her own specific ideas regarding its design and finish. reflectv, called upon the services of master craftsmen of The Bloomsbury Frameworks to produce the frame using historical carvings and traditional techniques. The result: a unique and stunning piece of unrivalled quality and a very happy client.

info@reflectv.co.uk
www.reflectv.co.uk

NEOD

The new Interactive range of mirror TVs by Italian innovators NEOD is specifically aimed at the mid-end retail and CI markets and is being launched this May by UK distributor reflectv.

The collection offers a simplified, lower-cost range with retail pricing only slightly higher than a standard high-end TV, meaning that the customer's buying process is more of an impulsive, emotional purchase decision resulting in immediate sales.

But being lower-cost does not mean that NEOD have compromised on quality, with a superb range of beautiful frame finishes, non-distortion mirror glass and continued use of Loewe technology within the product equalling unrivalled performance, functionality and reliability with all the connections anyone could possibly need. Also integrated is a superb audio sound system.

reflectv are looking for suitable dealers to sign up to become partners with an offer of low cost demo units, POS material and personalised marketing material.

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AQUAVISION

The choice of viewing for the most moist of environments, Aquavision's range come fully compatible with the home integration industry, with the following features as standard:

- 16:9 aspect ratio
- Freeview digital and analogue tuners
- 2x HDMI inputs
- Full scart connection
- Component Y, Pb, Pr
- RS232 control
- Discrete IR codes for most functions

GLASS TYPES

POLAR WHITE

Featuring a special optically clear glass that enhances picture quality and eliminates picture degradation caused by normal 'green' glass, there is a simple black border around the screen to enhance the picture contrast and clarity. The logo also acts as a window showing the power status LED light and the IR receiver.

BLACK

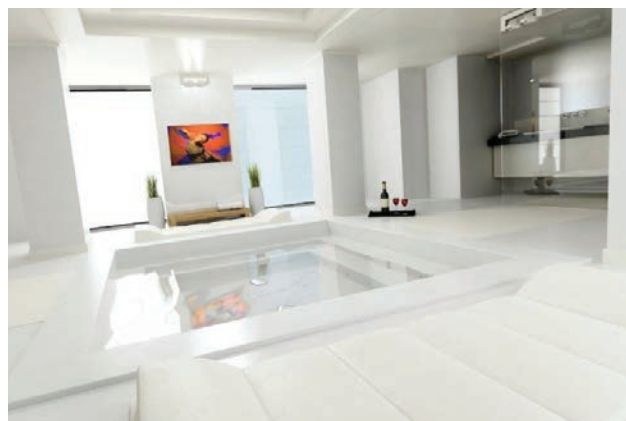
Exactly as it says, black ink baked onto the glass during toughening, but as with the Polar White, Aquavision has applied this to special optically clear glass to ensure that the black stays black. Again, the Aquavision logo also acts as a window showing the power status LED light and the IR receiver.

MIRRORVISION

When the TV is off, the glass has a crystal clear mirrored finish that is suitable for shaving, make-up etc. When the Aquavision set is turned on, the mirror gives way to the television screen – a fantastic feature for bathrooms and bedrooms or even to go over the fireplace in the living room. The Aquavision logo also acts as a window showing the power status LED light and the IR receiver.

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AD NOTAM

When it comes to hidden screens ad notam still leads the market. No other manufacturer can boast as many USPs and combined features for a product that is designed solely for its intended purpose.

In wall screens and more recently the use of 'Overlays' where third party glazed panels cover a consumer grade TV all suffer issues that make integration problematic. The main of these is ventilation as all screens require some form of heat extraction. ad notam screens are designed specifically to work in ventilation deprived environments. This makes placement and integration of the screens easier and more versatile than any other system available.

Placing consumer screens in walls is either costly and requires too much space/depth or can seriously affect the long term operation of the TV. The only other option for these systems is to be mounted on the wall and it is here that the age old problem of depth and discreet install becomes an issue; either the physical size of the screen makes it an eyesore or the elaborate framing solutions that are designed to hide the screen simply don't.

In addition to ad notam's key features all screens are RS232 enabled as standard and have IR pass through facility for flexible control solutions. The screens also benefit from a unique gapless installation with the glazed sections; this eliminates ghosting and contaminates synonymous with overlays. ad notam screens are pro-AV monitors and as such they are commercial grade and designed for longevity with 24/7 use.

By far and away ad notam's strength is the level of customisation that is made available to the integrator. Glass and Mirror comes in raw sheet at 3x2 metres and can be cut to any size and shape with any level of detail. With screen options ranging from 13.3- to 84-inches there is no other brand in this category that can offer more.

ad notam is distributed in the UK by Unicom AV Ltd. The Leeds-based organisation operates nationally and provides training and access to these specialist screens. If you are interested in finding out whom your local authorised reseller is, or if you wish to become a re-seller, contact Unicom:

T: +44 (0)871 226 2886

sales@unicamuk.co.uk

LOEWE CONNECT ID 55

Cited as the world's most customisable smart LED TV, Loewe's Connect ID 55 increases the existing range of uniquely styled screens. With the option of 2160 colour designs, these screens provide installers with an attractive alternative to other models on the market. Available through AWE, the Loewe Connect ID 55 Full HD screens are top end LED displays which can be installed as the stunning centre piece of a room or designed to blend perfectly with the interior scheme.

The screen is 3D compatible and features a 500GB hard drive for media recording, display and streaming, full picture in picture display and dual channel functionality. In addition to an Ethernet input, Wi-Fi connectivity is built-in to simplify networking. Remote functionality is available on the iPad and includes a TV guide, video library and online portal. Loewe's MediaPortal provides easy access and control of content as it combines all functionality and displays it clearly on screen.

Recognising that screens are installed in a number of different ways, Loewe provides nine table racks, three wall mounts, two unique wall stands, three floor stands and two table stands. Available in 12 colour combinations and 30 finishes, this screen is truly customisable.

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84LM960V

* Display of ULTRA HD (3840 x 2160 pixels) content compatible; additional device capable of processing ULTRA HD source content (in 2D or 3D) may be required and will be sold separately.

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AUTONOMIC FOR THE PEOPLE

Playing well with all the kings of control systems, discover a route to an easier install with the Mirage MMS...

Set to simplify installs, the Mirage MMS Music Servers were developed to meet the needs of custom installers to provide a means of accessing customers' existing music libraries from any of the popular custom control systems. By controlling the synchronisation of iTunes, Windows Media Player and standard music folders, the MMS provides a constantly available aggregated library of all users within the household, even when the contributing computers and devices are offline or away from the home.

In addition to supporting all the popular music formats, including High Definition content, access to various on-line content services such as Spotify, Napster, Tuneln Radio and Last FM offer unrivalled availability of all forms of music.

The integration with all major control systems (Crestron, AMX, RTI, Control 4, Savant and Elan on the



way) has been instrumental in the growth of sales in the UK market since its introduction two years ago.

"I view the Mirage MMS as a new take on server design responding to the way customers use and buy music these days. Integrated with iTunes means that any music bought on the move, for instance on the way home on the train, will be instantly available on the server for distribution around the home," explains Chris Dawson, Sales Specialist at Invision UK Ltd, the UK distributor. "Add to this the ability to back up to the cloud or use the cloud to synchronise between two or more servers in different locations and we have a unique solution for today's clients."

The addition of the two Mirage multi-zone amplifiers together with the updated iPad App now provides a full stand-alone audio distribution system called the Mirage Audio System. Two models, the M-400 and M-800 support four or eight zones respectively, and can be stacked to supply audio to as many as 96 zones. System installers can now offer a full music streaming system designed specifically for the custom installation market and with genuine profit opportunities. There are two in-wall keypad options using single cat5E cable for in zone control. One offers simple control of zone power, volume and source selection and the other mounts a 4th generation iPod Touch for full music browsing and system control.

"We are very excited about the opportunities this new Mirage Audio System provides," adds Chris Dawson. "As well as new installations, any customer wishing to add or upgrade any of the traditional systems can now do so with minimal or no new wires, and rapid installation time."

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A single system... Creating music everywhere

The **Mirage Audio System** offers playback of stored music from multiple libraries and streaming content from Spotify, Napster, Last.fm and tunein Radio. Amplifiers with 4-zone and 8-zone outputs can be daisy chained up to a maximum of 96-zones.

◀ **Mirage Audio System App**

▼ **MMS-5A** - Five source mirage audio server



▲ **KP-iOS** -
iPod Touch in-wall keypad mount



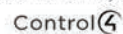
▲ **M-800** - Mirage 8-room digital amplifier

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INVISIONuk

HIGH FIDELITY ON YOUR HEAD

KEF complete personal audio perfection with the creation of ear-loving, ear-hugging excellence...

Our cooler than a cryogenic cucumber coverstar this issue, KEF is renowned around the world for producing nothing but the ultimate in audio options, so when the music making maestro announced its first ever range of headphones, we knew we were about to witness the arrival of something sonorously special.

What we got did not disappoint – the M500 over-ear headphones and the M200 in-ear buds: two models that deliver a unique blend of sophisticated industrial design, outstanding build quality and the unbeatable sound performance that KEF has brought to its speakers for more than 50 years. This audio expertise is unique in a thriving headphone market that is now calling out for top quality. Indeed, both models have already been honoured with the 2013 Red Dot Award, one of the most internationally recognised product design prizes in the world.

M500

The over-ear M500s make high fidelity sound truly portable. They use a full-range 40mm neodymium driver with a high-quality, super light, copper clad aluminium voice-coil that's been painstakingly tuned by KEF's engineers to deliver a powerfully musical sound with a tight, clean bass. The aim was to provide speaker quality reproduction from headphones.

The M500s feature an elegant, precision-engineered aluminium frame, with breathable and sweat resistant memory foam earpads and headband. As a result, the M500s offer class-leading comfort for prolonged listening.

The frame design also features a 'Smart Hinge'; unlike most headphones that require two hinges to fold and rotate the ear pads, the M500s' Smart Hinge can cleverly rotate on two axes, making them more adaptable to different sized (and shaped) heads than any rival product. It also allows you to fold them up into a highly compact form for carrying around.

Price: £250.00

M200

The in-ear M200 earphones utilise an innovative and comfortable user adjustable Secure Arm that helps to keep them snug in the ear, and a rigid aluminium driver housing that eliminates unwanted vibrations and raises sound performance to new levels.

The M200s also use unique 'DDD' (Dual Dynamic Driver) tech, a two-way system with a 10mm driver for the bass and a 5.5mm dynamic neodymium driver for midrange and high frequencies.

The new M500 and M200 headphones share and continue in KEF's long-standing philosophy – with powerfully innovative design, incredibly high-quality build and finish, and a sonic signature that testifies to the KEF tradition of making products that get the most from your music.

Price: £150.00

Both the M200 and M500 models are also compliant with the CENELEC standard (EN60065/A12) for protection against hearing damage caused by excessive sound volume.

www.kef.com

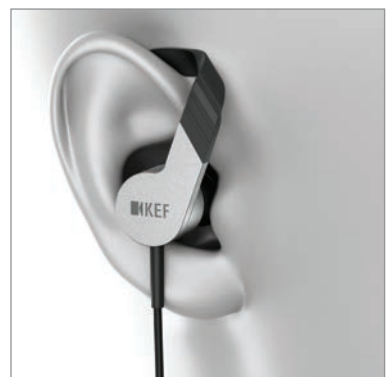


Key Features: M500

- Mobile closed-back on-ear Hi-Fi headphones
- Elegant and distinctive design
- Full aluminium frame with high-quality, high performance earpads and headband
- 'Smart Hinge' multi-angle hinge for a flexible headphone
- Full-range 40mm neodymium driver with CCAW high quality voice coil
- Foldable design – perfect for travelling
- Apple compatible – full remote functions allow you to switch between calls and music
- Protective case and flight adapter designed for business travellers

Key Features: M200

- Mobile in-ear Hi-Fi earphones with free-form Secure Arm for maximum fit and comfort
- Elegant and rugged design perfect for travelling
- Dual Dynamic Driver ('DDD') technology using 10mm and 5.5mm drivers with crossover
- Ergonomic shell designed to fit the concha of the ear with a tight seal and a comfortable fit
- Aluminium driver housing provides rigid metal cabinet to get rid of unwanted vibrations
- Ultra-thin silicone eartips that adapt to the ear canal and provide very comfortable fit
- Apple compatible – full remote functions allow you to switch between calls and music
- Uniquely designed Protective case and flight adapter – perfect for travellers





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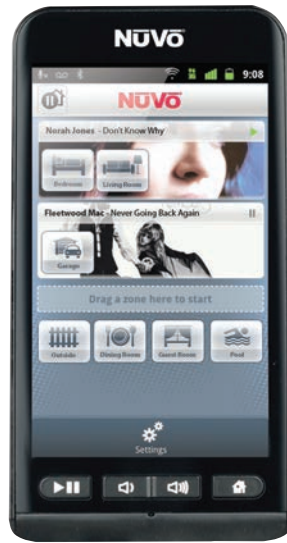


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NUVO: SERIOUS ABOUT MUSIC



What to get the client who has neighbours who have Sonos? Habitech's Sales Manager TIMMI THORSEN talks you through NuVo's sure-fire CI alternative...



Back in the 90s enterprising installers put CD changers on the end of distributed audio systems and created multi-room. It was agricultural by today's standards but at the time state-of-the-art, brave, new and above all bespoke, meaning potential customers couldn't buy it off-the-shelf from a bloke down the high street. Now it's a different story; what was once exclusively custom has become a retail sensation. The rise of internet-connected plug 'n' play wireless music systems has, to borrow a political observation, placed CI in the squeezed middle, trapped between a powerful low-margin retail phenomenon and thousands of customers that, once upon a time, installers could count as their own. In the face of such seismic change the temptation to accept low returns on easier installs must be overwhelming, but there is a more imaginative option, more demanding of your skills, more profitable and, believe it or not, more musical. NuVo's new home audio system has all the easy functionality and choice of Sonos, but is unmistakably CI in character, performance and margin. It gives you the chance to prove the value of your knowhow through superior control and sound quality outcomes, and also the opportunity to earn a decent return on your time.

Rack Ready

We're talking about the super-slim rack-ready NuVo P3100 Ethernet-connected player. In fact it's three zone players and amplifiers in a single chassis. The P3100 features built-in access to internet radio, Rhapsody/Napster and personal digital music collections on PC or Mac, while delivering 40W of power, line level for power amps, and high quality, uncompressed audio to three separate zones, all from a single, central location. We're expecting a good response to the P3100 from integrators, because it chimes beautifully with CI thinking: a full-width 1U box that centralises all music streaming for the home in a single

rack. Add zones by adding further P3100s. With the scalable P3100 system installers can deliver the choice and utility of the mass-market music streaming products together with superior sound quality, while avoiding the clutter of local boxes and cables. In other words, NuVo allows you to work the super-discreet, reliable, exclusive CI magic that gets you repeat business and makes a big contribution to the bottom line. It's time to refloat the currency.

Serious About Music

Intrinsic to the NuVo package you're buying is performance, particularly sound quality, and NuVo's history is steeped in it. The company's roots go way back to the production of musical instruments in the 1920s, expanding to include amps and guitars and, in the early 1990s, a ground-breaking move into multi-room audio. By the time the same family-led business had formed NuVo in 2002, its engineers and most of its employees had music backgrounds.

NuVo is a multi-room company where a passion for music is still mandatory; you'll find exaltations to sound quality on the NuVo site, but the proof of the pudding can be found in the exacting audio response tolerances published for every component and by the presence of Audyssey processing, found worldwide on mobile devices, home theatre AVRs, televisions, speaker systems and cars, but especially on NuVo multiroom products. Audyssey's digital technologies actively EQ volume spikes, improve intelligibility at low volumes and compensate for room acoustics.

Serious about Control

Take it as a given that by design NuVo is 'serious about music'. But all this power is nothing without control, which is why NuVo's audio excellence is matched by a truly innovative and intuitive control App, through which your



clients will have control over all the content attached to the network – in WMP, iTunes, external hard drives, sticks – every song integrated with the system and ready to play. Your customers will also be able to browse and select music from online libraries and thousands of internet radio stations streamed from services on-board the P3100 including Napster, Rhapsody and tunein radio. From the NuVo App on iOS or Android devices, music on the network can be dragged to zones with fingertip ease – zones, music libraries and album art/selections are beautifully and intuitively juxtaposed – as soon as the zone is associated with the selection, it begins to play in that zone. Drag further zones to the selection and they'll all play the same music, party style. Zone volume can be adjusted independently or grouped and there's a whole house on/off master control.

Flexible Friend

The flexibility to fine-tune system architecture is available as well: the P3100 works with NuVo's wireless P100 and P200 players, so if a client really insists, integrators can provide in-room system options for truly customised access. The P200 incorporates lossless Bluetooth aptX, so you can play music from compatible devices locally. Add and play collections on any storage device connected via USB on the P3100, P200 and P100 throughout the home, or play locally via line-in ports. Send audio out to a home theatre receiver or any other local sound system through audio line-outs on all components.

Upgrade the Fun

So here's a way to respond to the phenomenal Sonos retail marketing model. NuVo is a powerful blend of wired and wireless options conceived for optimal custom design in any home, offering limitless music choice under intuitive touch control from a thoroughbred App on iOS and Android screens. It's the

perfect CI riposte to a seemingly unstoppable bandwagon – especially when, in the process of collecting thousands of new customers, the very same bandwagon can suggest the existence of something better to a select few of them. If the neighbours on either side of your client have Sonos, imagine what the client would give for something patently superior. NuVo's performance and exclusivity will be seen by a significant niche of customers as an easy way to overtake the Jones's.

T: +44 (0)1420 540054
www.habitech.co.uk

AT A GLANCE: NUVO P3100 FEATURES

- State-of-the-art whole home music system built for CI
- Elegant mix of wired and wireless infrastructure for optimum design versatility
- Three independent amplified zones in a single rack mountable unit (P3100)
- High quality lossless audio and Audyssey EQ
- Powerful, intuitive wireless interface from Apple iOS and Android devices
- Single music library from all Ethernet attached sources and local USB storage Rhapsody, Napster, TuneIn radio streaming
- Bluetooth connectivity to wireless players
- Independent and group zone control master on/off

INSIDE CI



Standby for a solid CI 'facing' now as SVI's ear to the industry ground and omnipresent install expert DAVE 'Gannin oop the Grove' SLATER once more takes us deep INSIDE CI...

There is one thing that I will never get use to and that is the first train of the day, 5:30am is a stupid hour to be doing anything (*There's a 5.30 in the morning too?* – Ed). Here I am on another train catching up on my article after a gentle nudge from the boss. The old calendar has been rather full of late and it feels like I have been to every show with any amount of tech on display. This month it was the turn of the *Gadget Show Live Professional*, which was a strange old show with more for the consumer than the installer. It's still worth a visit and if you look hard you can find the odd gem or two, one stand that caught my eye this time was the shared stand from Robson Acoustics and Revere London, with a £94k Range Rover Sport and a pair of zebra skin speakers side-by-side it drew me over to have a listen. I've had aural experience of a pair of Robson Acoustic speakers before – I love their tonal range – and these slightly over-the-top zebra-skinned variety did not disappoint.

Let There Be Light

Back to the real world and DSE are busy on a couple of lighting projects. I love lighting – it has completely been missed by internet trashing; yes you can buy fittings on-line but lighting design is key to a good lighting job. We have just finished a nice commercial set-up in London and, whilst trying out new ideas with light fittings can sometimes be dangerous, I think we pulled this one off. The restaurant has a mix of AR111 tungsten lamps running off a Lutron panel. I still love the colour temp of tungsten when dimmed to 45%, so marry this with a LED strip hidden behind large sheets of mirror firing onto the fabric walls and you start to get a soft cosy look to the place.

Good lighting is vital to most good designs – if you are covering the walls in expensive material it needs to be lit, as a shimmering of light will change the whole effect. I usually get into trouble with my friends when eating out, as I am very critical of bad lighting, usually noticing the quality of lighting over the quality of food. So one nice effect we always use in restaurants is to light the glass shelves holding all the spirit bottles, as colour change, if it is used correctly, works a treat. Naturally, it should not be like a sad 70s disco, changing at an epileptic-attack inducing superfast pace, but should flow smoothly and gently between colours, leaving you wondering if the wall was actually blue or green the last time you ordered a drink.

A big no-no is seeing the source of the light; lighting should be creating an effect working with its surroundings, blending in. We used the odd pendant



fitting over the dark booths, but specify nice glass lamps with triple filaments and set them to around 40% brightness – just enough to take the glare off the lamp and to give a pale yellow colour temperature. The shades we used were deep in colour to let very little light penetration through them. We also decided to go with Lutron panels on this job due to the client having experience of them, with the slow ramped start and shut off, you will get far more hours of life out of your tungsten lamps, which is so important in a commercial install.

Cool Kit & Caboodle

So what is new and worth a look at? Well, Control4 has brought out an upgrade to their software and we are now up to version 2.4. The upgrade adds 3G/4G support and simplifies the network setup. The Control4 OS 2.4 also delivers native support for TuneIn in the Control4 UI on HC-800 and HC-250 controllers, adding over 70,000 streaming internet radio stations. This means you can get music, sport, news and podcasts from around the world without searching for URLs. The new software update also powers the freshly released Control4 Remote Recharging Station. Designed as a quick, simple and easy retrofit for existing SR-150 and SR-250 System Remote Controls, the Remote Recharging Station includes a sleek unit, a replacement battery cover with charging pins, and a lightweight, high-power-density rechargeable lithium polymer battery. This is a nice addition to the line-up, as there is nothing worse than scrapping around for batteries to turn on your TV.

Another cool product I stumbled upon from a company called LampLed was their range of LED strips and profiles. I have always found it a pain to stick down LED strip and most strips come with adhesive tape, but within a short time it stops sticking and you get parts of the tape rising above the cabinets. LampLed have the perfect solution with a range of metal profiles that you fix to the surface then drop the LED strip into it, you have options for clear or opaque depending on how subtle you want the LED light to be. LampLed also supply other crimp on leads and right angle joints to make connections easy between strips. If LED and good looking LED fittings are your thing, then the QIS range, also supplied by LampLed, would be worth a look; the design is funky and the light output is superb. You can check out the full range over at www.lampled.co.uk.

Tech, No Prisoners

So what's next in the Slater Calendar? Well, *INSIDE CI* is proud to be media partners of the *Home Technology Showcase* organised by Invision UK. The event is held on the 14th -15th May at Epsom Downs Racecourse in Surrey and is free to attend. Over the two days you can see all the latest technology on offer from JVC, Aquavision, LG, Wyrestorm, RTI, Elan and many more Invision UK brands. With the technical support staff on hand it will be a great chance to ask your questions on real world problems. You can find more info over at <http://www.hometechnologyshowcase.com>.

Well, here I am pulling into my station, so that was good timing, see you next month!

Dave Slater is MD of DSE Group, incorporating DSE DIGITAL.

FOR FURTHER INFORMATION CONTACT:

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PEERLESS-AV BLU-RAY CLEANER

The Peerless-AV Blu-ray Laser Lens Cleaner provides perfect care for Blu-ray players, recorders, PS3s or other device. Using ultra-fine microfibre brushes, the disc ensures that the Blu-ray lens is kept free of the dust and particulates that can lead to disc skipping and degrade sound and picture quality.

Together with a 7.1 Surround Sound System Check that checks the connectivity of the Home Cinema speaker system, the Blu-ray Laser Lens Cleaner maintains the performance of the device for longer life High Definition viewing.

www.bbg.eu.com

ATLAS CABLES

The technology driven British audio video cable manufacturer Atlas Cables has announced the launch of a new range of USB cables designed to set a new standard of sound quality for computer audio cabling applications. Featuring much of the technology gathered by Atlas during its extensive active HDMI cable research programme, the new Element USB 2.0 cable aims to re-set the standard amongst premium USB cables.

Central to the design objective of the Element USB cable is the reduction of jitter transferred between electronic components. Made up of parallel lay twisted-pair silver-plated high-purity OFC copper conductors encased in a high quality foamed Polyethylene dielectric, Atlas has paid particular attention to ensure that every conductor is identical in length. Using precision equipment to measure and micro-cut each conductor ensures there is minimal time difference between each pair. This attention to detail significantly reduces the 'skew effect', which is typically to blame for jitter.

To combat crosstalk between the twisted pair, the ground and the power conductors, Atlas uses a triple shielding technique that isolates the differential data, power and ground conductors from each other as well as providing an integral shield around the entire cable to help reject noise. In addition, the 95% outer screen prevents unwanted noise getting into the signal conductors, with its low inductance providing excellent transfer impedance at high frequencies.

As with all of its products, the connector plugs for the Element USB is a unique Atlas Cables design and has been engineered to be the best in class.



The metal plug and head-shell connector has been designed to keep the characteristic impedance of the cable as stable as possible to reduce jitter even further. It is this attention to detail that sets Atlas Cables apart from other brands.

With its thin profile (only 5.5mm) and pliable construction, the Atlas Element is also ideal for custom installation applications as it can be easily installed and hidden.

Commenting on the new Atlas Element USB, Kevin Kelly, Managing Director of Atlas Cables said: "Every aspect of our new USB cables have



been designed to enhance sound quality by reducing the jitter issues normally associated with USB cables. By stripping away the problems inherent with USB and overcoming those issues with applied engineering, we feel we have developed a product that will re-set the bar to which premium USB cables will need to be judged."

Available now, the Atlas Element USB comes in either A/B or A/B Mini form in multiple lengths from 0.5 meters (UK SRP - £35.00 inc. VAT) to 5 meters (UK SRP - £77.50 inc. VAT).

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www.atlascables.com

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JAYS V-JAYS HEADPHONES

Swedish headphone designer and manufacturer JAYS have clearly aimed its latest high-style, high-quality headphones at the style-conscious audio connoisseur who prefers substance over branding.

Classic Scandinavian minimalist style combines with ultra-light Mylar plastics and advanced speaker technology to create a treat for both eyes and ears. Weighing just 59g they're one of the lightest headphones in their class and extremely comfortable to wear but don't be fooled – the v-JAYS are one of the hardest-hitting pairs of portable headphones around.

Extended bass depth is made possible by the v-JAYS' unique speaker drivers. Each of the two 40mm Mylar speakers is finely tuned to create a really heavy bass impact while retaining all the subtle detail needed for high-end listening. The core construction uses a powerful Neodymium magnet and a copper clad aluminum coil and impedance is as low as 24 ohms, making these speakers extremely powerful.

They're easy to carry too, thanks to the two robust joints that allow them to be folded up for easy carrying in pocket or case. The speaker cushions can also swivel on specially designed ball joints up to an angle of 40 degrees, ensuring excellent fit regardless of the shape of any head.

Gareth Gibbard, JAYS Business Manager UK and USA, said: "We honestly believe that the JAYS v-JAYS are the best sub-£40 over-ear headphone on the market. Their mix of sound quality, comfort and style make them ideal for Hi-Fi buffs and style gurus alike. They're compatible with virtually any mobile phone or MP3 player and offer an elegant alternative to the brash style of some popular headphone brands."

The JAYS v-JAYS come with two spare ear pads and a 70cm extension cable with gold-plated iPhone-compatible stereo mini plug, on sale now for £39.99.

www.frequencytelecom.com



BLACK RHODIUM TWIST

Sounding a bit like a villain from Blakes 7, Black Rhodium has announced the launch of a new design of cable reel for its highly successful TWIST Loudspeaker cable.

The new cable reel for TWIST celebrates the uncommon achievement of two 5-star awards from two separate magazines, Hi-Fi Choice and Hi-Fi World. In addition TWIST has also won the 'Best Loudspeaker Cable Award for 2012' from Hi-Fi World.

To improve the quality of sound that users will enjoy through their loudspeakers, the insulation has been increased in thickness to reduce the Proximity Effect – when two conductors carry an electrical current the magnetic field produced by the current in one conductor adversely affects the resistance of the other conductor, and because the loudspeaker load is reactive, the current and voltage in the speaker cable are not in phase and the modulation effect produces a 'Transient Phase Distortion' signal that distorts sound quality.

So, by moving the conductors of TWIST 1.2mm further away, the magnetic field (which reduces inversely proportionally to the distance) on the other cable is lowered and the 'Transient Phase Distortion' is less audible.

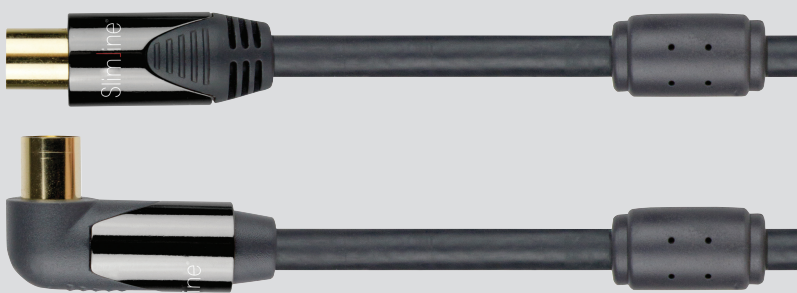
On top of this, helping to achieve the full benefits of the effects of 'Wire Drawing Direction', the positive and negative cores are connected in opposite directions, as experience shows that when cables are connected this way (and both cables are connected in the same direction) the noise floor between the musical notes lowers. This gives 'blacker' silences in the interval between musical notes and enhances reproduction of the musical edges and natural decays in music.

Back to the insulation, silicone rubber is used as its low dielectric loss ensures extremely low distortion, the benefit being further gains in clarity of sound and separation of voices and instruments in complex musical passages.

The sound quality of TWIST makes it good enough to be used for the main stereo speakers in music systems, even when used with relatively expensive equipment. The flexibility and its unobtrusive appearance also makes it extremely useful for custom installation applications where its low price keeps the cost of feeding distant rear channel speakers very affordable.

T: +44 (0)1332 342 233

www.blackrhodium.co.uk



PEERLESS-AV CABLES

The Peerless-AV range of cables has been just been bolstered by the introduction of new Slimline aerial cables, complementing the already successful Slimline HDMI cables. "Like the existing HDMI interconnects, the aerial cables are of a right-angled, low profile design that protrude as little as 14mm from the rear of the TV when connected," said Peerless-AV's Senior Marketing Manager Jim Edwards. "Together, the Slimline Aerial and HDMI cables represent a complete connectivity solution for today's 'ultra-thin' lifestyle – particularly for wall mounted LED TVs. Like all our Slimline cables, we use only 24k gold contacts, PCOFC conductors and multiple layers of shielding so consumers receive a significant performance upgrade over an 'out-of-the-box' cable – benefits that have been recognised by SVI readers, having won the Best AV Interconnect Awards in both 2012 and 2013."

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HD CONNECTIVITY SLIMWIRE PLATINA

How do you make a better HDMI cable? Better, that is, for both the client and the custom installer? It's a question that HD Connectivity Ltd has genuinely thought long and hard about; ultimately arriving at the answer that is this: the utterly discreet, unobtrusive, sleek, platinum-white, SlimWire Platina HDMI cable.

"In terms of picture quality, you cannot apply science to make HDMI cables perform any better. If you think that you can then you are severely deluded!" says HD Connectivity MD, Chris Pinder. *"Claims that one HDMI cable model can deliver a visible difference over and above any other are not only technically, scientifically and irrefutably impossible, but also idiotic!"*

But, just because the science is stuck in its ways, that doesn't mean there can't be cable innovation in other areas; especially when many other manufacturers prefer to try and stand apart by adorning their HDMI offering in more bling than a disgraced 70s DJ.

Which is why when HD Connectivity Ltd decided to rethink cable convention with the new SlimWire Platina HDMI, they took it in a completely different direction, steering clear of aesthetic-overkill and imbuing the British-designed cable with a cool, contemporary, classic edge instead. Not since the mini-skirt has something been shrunk down in size and enhanced attractiveness so much.

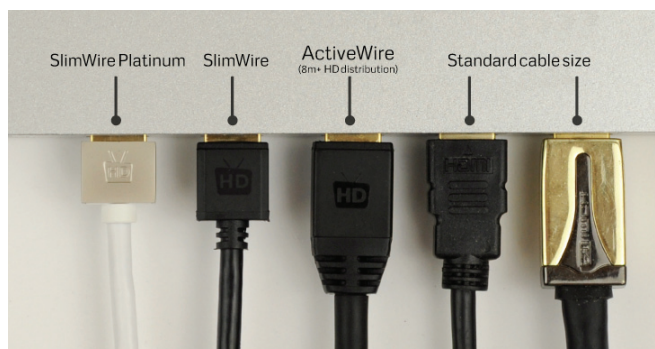
And it's not just style over substance either – the new SlimWire cable is as cutting-edge as it gets, but now there's an HDMI cable that combines that with added install convenience and the kind of looks no client could object to.

T: +44 (0)844 351 0190

www.hdconnectivity.com

FEATURES

- High Speed with Ethernet, the SlimWire Platina is the highest spec possible for HDMI performance.
- Resolutions supported.
- Available in 0.5-, 1-, 1.5-, 2-, 3-, 4- and 5-metre lengths, the SlimWire Platina can cover almost all imaginable requirements.
- Despite its opulent aesthetics, the SlimWire is eminently affordable for installers, helping to keep their margins high.



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CLARITY OF THOUGHT



Heading onwards and upwards with its consumer cultivating campaigns, sound-ideas man PHIL HANSEN fills us in on the growing clout of Clarity and need to get involved...

The mark of a well-executed marketing campaign is that the business has actually delivered what it promised. That may sound obvious, but I'm sure you can think of many examples of campaigns that have demonstrated distinctly more fluff than substance!

The Clarity Alliance was set up to do a number of things for its members, with one of them, in fact the most important one, being the promotion of the specialist Hi-Fi and home cinema industry to a largely unaware public. The ignorance of our existence demonstrated by today's consumers is, I'm sorry to say, largely our own doing, as we have failed to promote our offering in a way that makes it relevant to them. And that's a crying shame, because we make and sell fantastic products that will benefit people's lives.

So this is where Clarity comes in. When we launched in July 2012 we said we would undertake (initially) four campaigns aimed at the public to raise awareness and help drive business through the doors of the retailers and ultimately to sell the manufacturers' products. The premise of these campaigns is simple: we are stronger together. There isn't a company, be it a manufacturer or retailer, working in the specialist segment of our market that can, on its own, promote the industry to consumers. Indeed why would any individual company do this? They would be helping to boost their competitors' businesses. It is the industry as a whole that has to do this activity and Clarity is the only alliance of businesses that exists and has the express purpose of doing just this.

There were some sceptics and doubters who said we wouldn't or couldn't do it and decided to watch from the side-lines rather than taking the step to join and be part of it. That meant the budget was smaller than we had hoped, as Clarity's marketing fund comes solely from the subscriptions of its members. What we needed was for companies and individuals to make a leap of faith and join up to help bolster the coffers. But in these testing economic times it is perhaps understandable that more caution is being exercised than might have been in a rosier climate. That, however, neither lessens the requirement for action to promote the industry or our resolve to do so.

Upping the Audio Ante

So important is this to all our futures that the Clarity board agreed to dip into its not particularly huge reserves to fund the first campaign. Hopefully you saw the result, which was a video about getting better sound from flatpanel TVs. It was streamed via YouTube, Facebook, Google+ and promoted on Twitter. A dedicated website was set up in order to direct enquiries from the social media sites directly to the nearest retailer. The results proved the theory and a good number of potential customers (over 100) were put in direct contact with retailers who could help with their particular TV sound issue. When they



Promoting sound that a glass act. Ahem.



physically visited the stores then they would have seen the "It's Time To Upgrade" point of sale on display, reinforcing why and how they got there.

So we did it, we did what we said we would do, which was to run the first campaign and we did it when we said we would; and, most importantly, it delivered results.

Now it's time to move on to the second campaign and this one we're doing a bit bigger and a bit better – each time we'll learn from the last one and make improvements. The concept for campaign number two is "The Headphone Amnesty" – after all it's the single biggest growth sector in audio at the moment. In fact the headphone market on its own is worth more than the entire Hi-Fi separates market by value!

The first stage is complete – that was taking a stand at *The Gadget Show Live* in order to get real people experiencing just how good a pair of headphones from a quality manufacturer can sound, without them having to cost any more than the fashion brands. The reason we did this was to capture the reaction of these people on camera as part of the next video ad. The added bonus was the chance to get the "It's Time To Upgrade" campaign message in front of 120,000 visitors to the show and gain some much needed exposure for the UK's audio industry, and in particular those brands that donated products for us to use in the demonstrations. The second campaign will also be supported with in-store POS and distributed via the social media networks. It will also involve a comprehensive PR campaign and hopefully the industry will get behind it and help to promote it.

Campaigns + Captive Audience

In case you're thinking these campaigns are irrelevant to your business because you don't sell or make headphones or soundbars, think again! The real purpose is to drive traffic to the stores, not necessarily to sell exactly what's being advertised – odd, I know, for an advertising campaign, but our problem is people don't visit the stores. However once they're inside, as well as buying some better headphones, think about the opportunity that exists to show them what else we can do...

So now we've proved we are serious about this and really want to make a difference and help the industry prosper, or indeed survive, are you going to make that leap of faith and join us? We can only do this successfully and make a positive impact on all of our businesses if you are part of it – the more of us there are the more effective we will be.

Along with his duties at the Clarity Alliance, Phil Hansen also runs Red Sheep, a successful marketing and PR consultancy operating within and outside the Hi-Fi industry.

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For full details see: www.pmc-speakers.com/careers

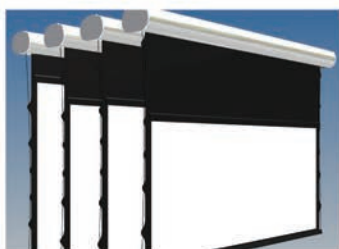
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SS1 SETS SAIL

Expanding ever further, Habitech has signed an exclusive agreement with Sire Control to distribute its innovative SS1 control processor, a device that acts as a protocol bridge between Sonos and any control system. A standalone 1U rack mount hardware solution offering seamless two-way communications with all Sonos environments, the SS1 answers the need for integrators to resolve the complex UPnP conversions required for effective control of Sonos from third party control systems, conversions which often involve significant processing power and scripting conflicts, leading to compromised processor operation and impaired control performance.

A single application Linux processor, Sire's SS1 offloads all the UPnP communications and provides a simple command line API (Application Programming Interface), releasing the control system's processing resources to do the job at hand.

It offers preloaded drivers for seamless control system integration, including those from Crestron in the form of a SIMPL module, xPanel and iPad



interface. Crestron documentation and Sire API documentation are also available with the modules from the

Habitech website, whilst configuration and remote support are supplied through a web-based tool.

At launch, Sire's solution can be scaled from a two to a 32 player environment involving the Sonos Play:3, Play:5, Connect:Amp, Connect and Playbar components. It is also compatible with the earlier Sonos ZP90 and ZP120 products.

Supported services include play from Sonos network share, play Sonos playlists, player zoning, transport controls, queue management, search available sources, Spotify integration, and Tuneln integration.

In addition, Sire for Sonos incorporates a number of features, configurable through Sire's web tool, designed to enhance Sonos functionality. These include album art caching, album art redirection using tiny URLs to reduce string lengths; album art resizing, track progress configurations for frequency; configurable music services, character set encoding support and string length management for Crestron.

Promised by Sire's development roadmap are Rhapsody and LastFM integration, and the saving and customising of playlists.

Sire SS1 pre-production samples are now available for evaluation and a working system is installed at Habitech's demo facilities at Alton, Hampshire. Stock is available with a recommended selling price of £2172 (exc. VAT).

T: +44 (0)1420 540054
www.habitech.co.uk

Custom Installation Nation

The nuts, bolts and ingeniously advanced technologies of AV and CI perfection...

FANTASTIC CONTROL4 OS UPDATE

Control4 announces a bold new update to the Control4 Operating System along with enhancements to their popular HC-800 and HC-250 Controllers. Together they will vastly simplify networking configuration, eliminate the hassle of license management, and greatly reduce the need for dealers to make on-site support visits.

With the launch of the new Control4 OS 2.4, Control4 delivers enhanced functionality for Control4 4Sight Service, enabling 3G/4G connectivity to the customer's system via their iOS or Android mobile device from virtually anywhere in the world. Whether on a Wi-Fi connection or mobile cellular service, customers can access their Control4 home automation system with the confidence of end-to-end security.

Control4 OS 2.4 also delivers native support for Tuneln in the Control4 UI on HC-800 and HC-250 controllers, adding over 70,000 streaming internet radio stations. Now users can enjoy music, news, sports, and podcasts, from stations around the globe, with no subscription fees or need to set up or maintain a list of static radio station URLs.

The Control4 OS 2.4 also powers the newly released Control4 Remote Recharging Station. Designed as a quick, simple and easy retrofit for existing SR-150 and SR-250 System Remote Controls, the Remote Recharging Station includes a sleek recharging station, a replacement battery cover with charging pins, and a lightweight, high-power-density rechargeable lithium polymer battery. Now, customers will be able to know that their Control4 remotes are always charged.

Finally, with OS 2.4, dealers can connect more easily to their customers' smart home systems to troubleshoot or make system changes without being on-site, making it possible to provide more in-depth customer support without a truck roll.



"With OS 2.4, rich with new capabilities, our dealers will have new ways to expand their business and support their customers," said Jim Arnold, Senior VP of Sales at Control4. "Now that we've added 3G/4G connectivity to Control4 systems through advanced web services, we've radically simplified the way dealers can provide anywhere access for their customers – giving more and more consumers the ability to check-in on their home from their smart device, no matter where they are."

Control4's next-generation HC-800 and HC-250 Controllers include Control4 MyHome as well as in-home Intercom software capability. These additions, along with the new features of OS 2.4, deliver a whole lot of functionality – streaming internet radio, mobile connectivity and remote access, whole-home communications capabilities – with every new system.

The HC-800 and HC-250 Controllers, with OS 2.4, MyHome and Intercom functionality, are available today for US \$1500 and \$750 US/\$1725 and US \$865 INTL MSRP, respectively. The iOS MyHome and Android apps are available for download to your mobile device immediately. Control4 4Sight Service subscription, featuring Anywhere Access Mobile, is US \$100/\$115 INTL MSRP annually.

www.control4.com

KEENE ON FOUR-PLAY

Designed and manufactured in the UK, the new Keene Pro4 IR Distribution amplifier has been designed with some powerful features for even the most demanding installations. It has four IR Receiver inputs and, uniquely, all four receivers can be located in the same room if needed.

As any installer worth his or her salt will now, normally multiple IR receivers will cause timing issues and poor performance, but the Pro4 has 'BestSelect' technology which automatically locks on to the strongest IR signal and shuts down the other inputs within a fraction of a second, only releasing them again when the code sequence is complete.

It also features a direct cable input to redistribute other manufacturers' IR Blaster outputs and can drive up to four dual power IR emitter outputs, making it as powerful and flexible as, say, a Chinese State Circus contortionist.

The Pro4 is available now with an SRP starting from £61.74 (inc. VAT).

www.keene.co.uk



LUMANARIES FROM A LUMINARY

Bringing enlightenment to all, Crestron has announced the release and immediate availability of CLED, its first range of luminaries. The innovative range comprises LED fittings for a variety of applications: a general purpose downlight; an array of discreet multi-functional recessed spotlights; a surfaced mounted spot option and stainless steel uplight. When combined with Crestron control equipment, each CLED replicates the smooth dimming curve of halogen lamps through 1-100%.

"We are proud to announce the release of our first luminaire range and do so after a considerable period of R&D," says Terry Haynes from Crestron's Lighting and Control team. "Our focus at Crestron is on integrated solutions, so for our first foray into the luminaire market we wanted to perfect the behaviour pattern between an LED light source and its control, specifically dimming, and it's something we have successfully conquered."

The result is an innovative range of LED luminaires that replicates the smooth dimming curve, colour temperature and lumen output of halogen, with a 70,000 hour lamp that exceeds most comparable low energy fittings. Crestron's confidence in its LED range is underlined by a five year warranty on its luminaires and two years on the PSU.

"The CLED concept is simple," says Terry. "Mains dimming LED has been such a grey area for too long. Under performing, problematic retrofit solutions have forced the industry to rely on inadequate control methods. 10-20 years ago lighting designers would have confidence in the light source they were working with and the 50mm dichroic halogen lamp was used in abundance. This allowed a crisp, white light, smoothly dimming down to a glow and warming in colour to create ambience. Our new CLEDs give confidence and

security back to the market for a hassle free and less complicated fit-out, thus producing a real cost effective solution to the end user."

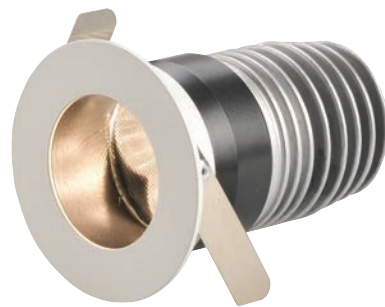
"The CLED range that Terry has developed is designed to work with Crestron's wider portfolio of lighting control modules, dimmers and switches," says International Lighting and Building Controls Product Manager, Mark Tallent. "These components are all scalable to wider building management systems including AV, IT, HVAC and more."

"When integrators and their clients begin to view lighting as one component of a complete building management system, Crestron control and automation has the potential to render huge energy savings - beyond those achieved through an LED lighting system - by integrating once disparate technologies one to a single operating platform."

Suitable for deployment in the home or any sized commercial project, high colour rendering applies across the entire CLED range with dust and fire protected models also available. The corresponding selection of switchable faceplates and discreet, modern appearance of the luminaires offer the flexibility to work with any number of interior design schemes.

T: +44(0)845 873 8787

www.crestron.eu



SOLID GOLD FOR SONOS

A few eyebrows were raised at Sonos's decision to fit only an optical digital input to its new Playbar, limiting connection options for kit with analogue, coaxial or HDMI outputs, so to address that and to free people from the freshly Botoxed-look, CYP has come to the rescue with six simple connectors that provide extra flexibility.

Phil Davis, CYP Sales and Marketing Director, says: "The new Sonos Playbar only has a single, optical input but not all TVs have this digital sound connection. We also know that many users will want to run extra sources - such as a Blu-ray player, Sky+ box or games console - into the soundbar."

CYP have the following useful solutions to help owners of the Playbar:

AU-D2

No, not one of the droids they actually weren't looking for, but a versatile digital audio converter offering either coaxial to optical or optical to coaxial. Simply select one of the digital audio inputs for two identical audio signals in both output formats.

AU-D4

The AU-D4 is designed to convert analogue stereo audio to Digital Coaxial and Optical (Toslink) outputs simultaneously.

AU-D21

An Optical (Toslink) switcher, select between two Optical (Toslink) sources to one Optical (Toslink) output and maintain a reliable and loss-less audio signal transmission.



AU-D41

This Optical Audio Switcher has four optical inputs and one optical output. The device allows users with up to four optical sources, the ability to switch between sources whilst connected to one output display or amplifier. All signals are bypassed without delay. This device has 'last memory function' and an IR remote control for convenient use.

AU-D12

The AU-D12 is a digital audio splitter with one Optical (Toslink) input to two Optical (Toslink) outputs, which maintains a reliable and loss-less audio signal transmission.

AU-11CD

An advanced solution for repeating HDMI with integrated Audio de-embedding, up to 5.1. Connect the AU-11CD between your source and display via HDMI, and select the audio format required.

www.cypeurope.com

New for 2013



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To The Manor Born

Brace now for a solid slap in the face of abode-envy as we take a green-eyed look at the latest incredible install from Audio Vision...

We're always on the lookout for the next eye-openingly awesome install here at the home of AV and CI news, views and reviews, so when we caught wind of Surrey-based Audio Vision's fully integrated lighting system project at a spectacular, new-build home, we knew we'd come up trumps. What's more, this retrofit lighting installation project at Longwood Manor was even successfully completed whilst the owners were still in residence; no mean feat!

The complete system that was installed features an appetising blend of AV, HVAC and security control. Audio Vision designed, installed and integrated the system to ensure minimum inconvenience for the family and provided a final outcome that is invisible and blends seamlessly with the existing décor, leaving the Manor with state-of-the-art, individual lighting systems which can be easily activated and controlled using Crestron touch screens, including a 15-inch tilted touch screen in the kitchen. Further flexibility for control over the system is also achieved in other rooms through a Crestron handheld wireless remote – so complete control in all quarters.

Ground Designs

Equal design consideration went into the assimilation of AV elements in the stunning grounds of the property where Audio Vision seamlessly linked together garden lighting, water features and the garden irrigation system, all controlled by a Crestron touch screen.

The garden in particular boasts a veritable range of lighting effects through dramatic LED colour change mood lighting controlled by DMX that showcases the client's collection of modern art sculptures and water features, whilst practical illumination is provided in areas for convenience and security purposes, such as in the greenhouse.

Audio Vision also met the client's request for a lighting and security system which can be monitored from anywhere in the world, including

remote controlled garage doors and cameras. The company's solution to deliver flawless transition of operation between the different lighting, audio and security functions required meticulous planning and cooperation with third party suppliers. Audio Vision worked with sculptors, ground-workers and gardeners to ensure that all of these systems could combine easily to provide the client with a sophisticated, yet simple to operate system.

The garden's lighting effects have been skilfully incorporated into the landscape by the company, and Audio Vision worked with three teams of contractors for this part of the project. Cleverly concealed beneath the soil by the company is a technological masterpiece of all the low voltage and high voltage cabling for the lighting, now running along approximately 30 trenches. All outdoor cabling and wiring was installed and integrated into the main server operating the lighting systems.

Mind Your Manor

Audio Vision was also commissioned to construct a bespoke, weather-proof, oak equipment cabinet with internal heating for the entire Crestron garden and lighting control equipment. This cabinet not only blends into the landscape like a capacious ninja, but also offers a key role in managing the garden infrastructure, with armoured control cabling used to link the internal Crestron system to the external comms cabinet connecting the house and gardens.

The end result of the project was that Audio Vision took a stunning building and enhanced it through install, creating an exemplary home and garden AV system for the family with Crestron at the technological heart.

T: +44 (01)883 715 617
www.audiovision.co.uk



LED down the garden path...



Enjoy a light dinner

A real glass act.

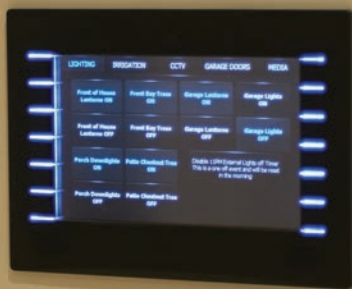


KIT LIST

- 1x TPMC9LBT 9 Wall Mount Touch screen
- 1x BB9L Back Box forTPMC9L
- 10x MTX3 2.8-inch Wireless Touch screen
- 7x CEN RFGW EX INFINET G'WAY
- 7x DMRMC100C Digital Media Room Controller
- 1x V15TILTB 15 Tilt Touch screen display
- 2x CLSI-C6B ilux six zone integrated lighting system
- 2x C2NICBTKIT Cameo Keypad
- 1x High powered RF Gateway
- 1x TPS6X
- 2x MMFPC2NICBPC Metal Face Plate
- 3x DIN AP2 Automation Processor
- 4x DINPWS50 Power Supply
- 5x DIN8SW8I Din9 8fd 8 Switch Loads 230v
- 2x DIN-8SW8 CRESTRON RELAYS
- 3x CGDMX512BI Bi Directional Interface
- 1x C2ENET Ethernet Card
- 3x CNXBIPAD8
- 1x PRO2 AV System Processor
- 3x Black wall docking station for iPod (I-DOC-V with Abar and Vbar)
- 1x DMMD16X16 Digital Media 16x16 Matrix Switch
- 8x DMCHD HDMI Input Card for DM Switchers
- 2x DMCHDDSP HDMI Input Card for DM Switchers
- 6x DMCVIDRCAA Analogue Video Input Card
- 1x DMC0555KIT 8DM 8G STP 4 HDMI Output Card
- 1x DMC05500KIT 4DM 8G STP 2 HDMI Output Card
- 2x CNAMPX1-16X60 16CH POWER AMP
- 2x CNPWS175 System Power Supply 75W
- 1x DMTX100 Digital Media CAT Transmitter 100
- 1x DVPHDCUSTOM High Definition Digital Video
- 1x DHDCRGBOR DVI/QM Output Card for DVPHD
- 1x DHDCRGBVI RGB Input Card for DVPHD



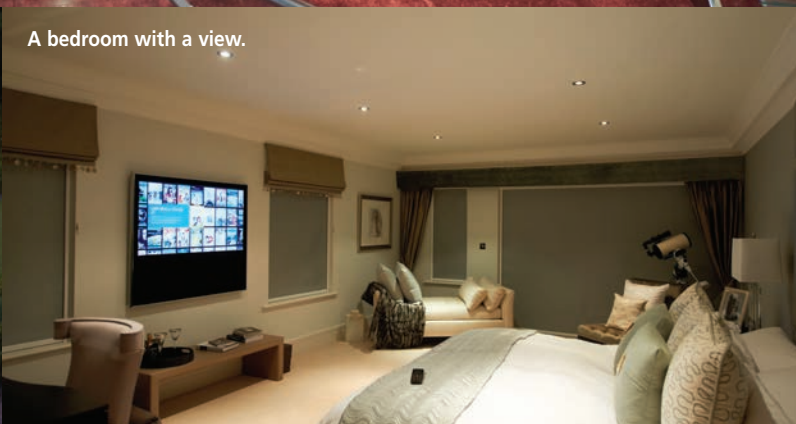
There's quite the story behind the toys in this techie pad.



Touch and go to glow with Crestron.



A bedroom with a view.



CEDIA

CUSTOM INSTALLATION NATION



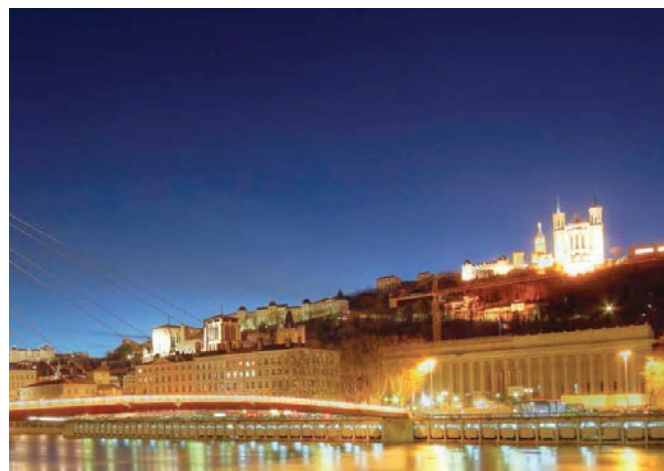
CEDIA Operations Director, MATT NIMMONS talks about forthcoming activities in France, the fast-approaching CEDIA Awards, and industry training and networking opportunities...

TRADE SUPPLIER TRAINING

CEDIA Trade Supplier members offer a wide range of courses that allow CEDIA certified professionals to gain CEU points toward maintaining their status.

With over 40 courses currently accredited, ranging from manufacturers and distributors to professional service companies, there is plenty on offer.

To view a complete list of accredited courses request the 2013 Training & Curriculum Guide, www.cediaeducation.com, or to view upcoming accredited courses go to www.cediaeducation.com/events/ceu-events



ALLEZ LA FRANCE!

A one-day training and networking event for the French residential custom installation sector will take place on Wednesday 29th May in Lyon, with training at the Warwick Reine Astrid Hotel and networking event at the ID Lounge.

This event offers integrators access to key technical education courses, including the chance to attend a full day Home Cinema Design Workshop or half day sessions on IP for Integrators and HDMI Distribution. In the evening, CEDIA will host a special Connect with CEDIA networking event, providing an insight into CEDIA's activities and an informal networking opportunity for integrators and trade suppliers. This evening event is open to all, existing members and non-members, and will take place nearby at the ID Lounge 15, quai Pierre Scize, from 18:00 to 21:00.

Presentations will be led by experts in the CI sector headed by Geoff Meads of specialist AV consultancy Presto AV (English-French translation provided) alongside local subject matter experts.

Courses and prices are as follows:

Home Cinema Design Workshop

€150 members
€180 non-members

IP for Integrators

€90 members
€120 non-members

HDMI Distribution

€90 members
€120 non-members

For further information or to book visit www.cediaeducation.com/calendar



CHOP CHOP FOR CEDIA AWARDS!

Tickets for this year's CEDIA Awards ceremony are selling fast, and this year's event looks set to be the biggest and best ever.

Over 300 guests are expected to attend the exclusive Pavilion marquee at the Tower of London, on Friday 28 June, 2013 to find out which companies will be rewarded for their integration excellence.

The categories for this year's event include:

- Best media room under £15,000
- Best media room over £15,000
- Best home cinema under £40,000
- Best home cinema from £40,000-£100,000
- Best home cinema over £100,000
- Best integrated home under £30,000
- Best integrated home £30,000-100,000
- Best integrated home from £100,000 - £250,000

- Best Integrated Home over £250,000
- Best Integrated Energy Management Solution
- Best multiple scheme for a property developer
- Best dressed rack (Ha, ha! – Ed.)
- Best innovative solution – residential
- Best marine installation
- Best trade supplier
- Best training Initiative by a trade supplier
- Special Recognition Award
- Best Showroom

The black tie event, sponsored by Platinum benefactor, AMX, Gold grubstakers, Control 4 and Crestron, and Silver supporters, Kaleidescape and Rako, includes a sit down dinner, with tickets priced at £150 per person or £1300 for a table of 10, excluding VAT. For more details or to purchase tickets please visit <http://awards.cedia.co.uk/2013-event>.

CONNECT WITH CEDIA IN 2013

Our free to attend Connect with CEDIA networking events are proving popular with new and existing members. We've just announced a new set of dates, kicking off in Brighton on 23 May, 2013. Other dates include: Lyon on the 29 May, Rome on the 6 June, and Cardiff on the 20 June.

Hosted by the CEDIA Board of Directors and professional staff, these informal and popular evening sessions are especially for those who are new to CEDIA or want to find out more about the Association's benefits, from training and resources, to membership and networking events.

For more details, please visit www.cediaeducation.com/events



To download whitepapers visit www.cediaeducation.com/resources/whitepapers or, for more information on all CEDIA events and initiatives, please visit www.cedia.co.uk or contact info@cedia.co.uk.

SVI TRAINING CALENDAR

One should never stop learning and as Benjamin Franklin put it: *"An investment in knowledge always pays the best interest."* With that in mind then here is our guide to the latest training events that could prove to be a real boon to your business...

SVI Training Calendar sponsored by CEDIA. Please email your training dates to chantell@svimag.com or bonnie@svimag.com

CEDIA DATES:

May 15th - Health and Safety Course - CEDIA HQ, St. Neots
 May 15th - 17th - CEDIA Technician EST1 Bootcamp - CEDIA HQ, St. Neots
 June 5th - EST2 Certification Exam, CEDIA HQ - St. Neots
 May 20th - 24th - Technical School & EST2 Exam - CEDIA HQ, St. Neots
 May 29th - French Training Event - Lyon, France
 June 5th - CEDIA Certification Day - CEDIA HQ, St. Neots
 June 18th - Wired for Technology - CEDIA HQ, St. Neots
 June 25th to 27th - THX Video Calibration Levels I & II - JVC House, London
 August 27th - Intro to Residential CI - CEDIA HQ, St. Neots
 Contact: CEDIA UK, Unit 2, Phoenix Park, St Neots, Cambs PE19 8EP
 T: +44 (0)1480 213 744 E: info@cedia.co.uk

ACA-APEX

DATES:

June 13th
 August 8th
 October 10th
 December 12th

Contact: Unit 21, Harmill Ind. Estate, Grovebury Road, Leighton Buzzard, Bedfordshire, LU7 4FF
 T: +44 (0)1525 379 933
 E: sales@aca-apex.co.uk

ALDOUS SYSTEMS

DATES:

May 22nd - HAI Part 2
 May 30th - Bitwise Controls
 June 20th - SpeakerCraft Mode
 June 26th - A-BUS & Home Networking
 June 27th - Bitwise Controls
 August 21st - HAI Part 2

Contact: Aldous Systems (Europe) Ltd, Unit 3, Printers End, Gatehouse Way, Aylesbury, Bucks HP19 8DB
 T: +44 (0)1296 719 582
 E: sales@aldoussystems.co.uk

AMINA

DATES:

May 9th - Central London
 May 15th - Bath
 May 22nd - Amina, Huntingdon
 May 30th - Central London
 June 12th - Amina, Huntingdon
 June 13th - Central London
 July 10th - Amina, Huntingdon
 July 18th - Central London

Contact: Cirrus House, Glebe Road Huntingdon, Cambridgeshire PE29 7DL
 T: +44 (0)1480 354 390
 E: inspired@amina.co.uk
www.amina.co.uk

AWE

DATES:

May 21st - Philips Dynalite: System Designer
 May 22nd - 23rd - Philips Dynalite: Envision Project
 June 4th - URC Complete Control Course
 June 11th - Philips Dynalite: System Designer
 June 12th - 13th - Philips Dynalite: Envision Project
 July 9th - URC complete control
 July 23rd - Philips Dynalite - System designer
 July 24th - Philips Dynalite - Envision project
 August 6th - URC complete control
 August 13th - Philips Dynalite - System designer
 August 14th - Philips Dynalite - Envision project

Contact: AWE Europe Ltd, B1 Longmead Business Centre, Blenheim Road, Epsom, Surrey, KT19 9QQ, T: +44 (0)1372 729 777
 E: training@awe-europe.com
www.awe-europe.com

CONTROL 4

DATES:

May 14th - 17th
 June 4th - 7th
 June 18th - 21st

Contact: Control4 EMEA Limited 3 Green Park Business Centre Sutton-on-the-Forest, York North Yorkshire, YO61 1ET
 T: +44 (0)1347 812 300
 E: emea@control4.com

CRESTRON

DATES:

July 16th - 19th - CTI - P101 Foundations of Crestron Programming
 May 30th - DigitalMedia Certified Designer
 June 11th - 14th - CTI - P201 Core System Programming - New
 June 19th - 21st - CTI - P301 Advanced Programming Skills - New
 July 10th - 12th - DigitalMedia Certified Engineer
 August 6th - 9th - CTI - P101 Foundations of Crestron Programming
 August 15th - DigitalMedia Certified Designer
 August 16th - DigitalMedia Certified Technician

Contact: Crestron UK Ltd, Munro House, Portsmouth Road, Cobham Surrey, KT11 1TF
 T: +44 (0)845 873 8787

HABITECH

DATES:

May 15th - Wyrestorm, NWDC (North West Design Centre)
 May 16th - Wyrestorm, NWDC (North West Design Centre)
 May 21st - Pronet training level 2, NWDC
 May 29th - Wyrestorm, Alton office
 June 4th - Pronet training level 2, Alton
 June 5th - Pronet training level 3, Alton
 June 18th - Pronet training level 2, NWDC
 June 19th - Wyrestorm, Alton office
 July 2nd - Pronet training level 2, Alton
 July 3rd - Pronet training level 3, Alton
 July 16th - Pronet training level 2, NWDC
 June 19th - Pronet training level 3, NWDC
 August 7th - Pronet training level 3, Alton
 August 8th - Pronet training level 2, Alton
 August 21st - Pronet training level 3, NWDC

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21 Caker Stream Road
 Alton
 Hampshire
 GU34 2QA
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 E: sales@habitech.co.uk
www.habitech.co.uk

INVISION UK LTD

COURSES:

RTI Webinar
 RTI Intermediate Programming
 RTI Advanced Programming
 Home Networking
 Networking Theory & Practise
 Digital Media Distribution

Introduction to Lighting Control
 Helvar Lighting Commissioning
 Residential Lighting Design
 WyreStorm Product & System Training
 Home Cinema Set-up & Calibration
 Home Cinema Design

Contact: Invision UK Limited, Unit 5 Woodlands Business Park Rougham Industrial Estate Bury St.Edmunds Suffolk, IP30 9ND
 T: +44 (0)1359 270 280
www.invisiontraining.co.uk

IVORY EGG

DATES:

KNX Intro Courses - by request.
 Please contact to arrange.
 KNX Certification Courses
 May 20th - 24th
 July - date TBC
 September 30th - October 4th
 November 11th - 15th

Contact: Ivory Egg (UK) Limited, Unit 12 Broadbridge Business Centre Delling Lane, Bosham West Sussex, PO18 8NF
 T: +44 (0)1243 572 700
 E: training@ivoryegg.co.uk
www.ivoryegg.co.uk

RAKO CONTROLS LTD

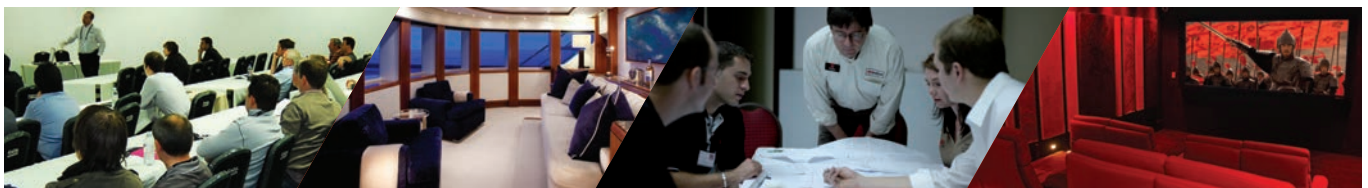
DATES:

May 9th - Foundation Course
 May 23rd - Advanced Course
 Contact: Rako Controls Ltd, Knight Road Rochester, Kent, ME2 2AH
 T: 01634 226 666
 E: sarah@rakocontrols.com
www.rakocontrols.com

RGB

DATES:

May 1st - Savant - An Introduction - CEDIA CEU Accredited
 May 20th - Savant Level 1 Core Training
 RGB Communications Ltd
 2 Lowesden Business Park Lambourn Woodlands, Hungerford Berkshire, RG17 7RY
 T: +44 (0)1488 73366
 E: info@rgbcomms.co.uk



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Movers & Shakers

Check out the latest contact details right here...



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Unit 21
Harmill Industrial Estate
Grovebury Road, Leighton
Buzzard
Bedfordshire LU7 4FF
T: +44 (0)1525 379 933
E: info@aca-apex.co.uk
www.aca-apex.co.uk

Aldous Systems (Europe) Ltd

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Unit 3, Printers End
Gatehouse Way, Aylesbury
Bucks HP19 8DB
T: +44 (0)1296 719582
E: sales@aldoussystems.co.uk
www.aldoussystems.co.uk
Suppliers of

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- BitWise Controls
- Channel Vision
- Destination Audio
- Forte A-BUS
- Gefen
- HAI
- Rako
- SpeakerCraft
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Leading manufacturer of totally invisible full plaster over loudspeaker solutions for ambient background commercial sound reproduction, right through to high output, full range Audiophile and home cinema applications. A must have in high end residential and commercial projects where interior design is paramount.



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INDUSTRY INSIGHT

CRESTRON



Breaking out the big guns again, this issue we benefit from the words of wisdom of the crowned king of Crestron, ROBIN VAN MEEUWEN...

CRESTRON NEEDS NO INTRODUCTION, SO LET'S JUST GET STRAIGHT TO IT: WHAT ARE THE BIG TRENDS SHAPING THE INDUSTRY AT THE MOMENT?

There are many trends shaping the industry at the moment. To be honest, I have never seen so many happen at the same time. There are technology, commercial, and industry wide trends.

Firstly, technology trends: we all know that the world has shifted from analogue to digital. We all live in a digital age if we like it or not and it's here to stay. With Digital Media™ we have made it very easy to make the bridge from Analogue to Digital and after five years, this product range still is the cornerstone to our company. Then you have "unified communications", we see this as the next big thing.

True integration of technologies is, for Crestron, the big ticket. It's what our company stands for – pushing this concept further is key. Building and energy management, lighting control using our own LED lighting range is the example of why we are pushing integrated technology. It's about bringing all the pieces together in a simple to integrate and manage platform.

The commercial pressures of doing business in a increasingly competitive environment is another challenge. Projects are getting bigger and clients are looking for a deal. We need to ensure that the deal is commercially viable for all parties concerned and that the proper support can be offered post implementation.

A clear industry trend at the moment is that the days of box moving are numbered, and it's all about adding value, offering a solution, and giving a service for your customer. Service in a competitive environment sets you apart from your competition and this is something Crestron is massively focusing on.

CRESTRON MAINTAINS ITS POSITION AT THE TOP OF THE TREE BY ADAPTING AND ANTICIPATING, SO WHERE DOES THE COMPANY STAND ON THE SHIFT FROM ANALOGUE TO DIGITAL?

There is no doubt that we proved this to the industry five years ago when we launched Digital Media. We saw that need to build a bridge from analogue to digital and we sought ways of creating hardware and software tools to make this easier. To date we have shipped more than 100,000 DM switchers and connected more than two million digital devices.

We are now on our 4th generation and the product is still going strong as we have just released our 64x64 DM switchers, following suit will be the 128x128, and 256x256 switchers built on a whole new platform using "blades". This is proof that our company remains ahead of the game in terms of providing solutions that work for any scale of project.

AND WHAT ABOUT THE INEVITABLE COMPLETE CONVERGENCE OF AV AND IT?

We have all be talking about this for a very long time and there are people who say it isn't going to happen, and others who say it is happening. I say it has happened a long time ago. It's just that the AV industry has to start to realise this too and take advantage of IT!

All our systems are Ethernet and network enabled supporting all the IT protocols and security requirements. More and more products are becoming PoE. Our partnership with Microsoft is also evidence that the future of our existence is on what they do and we have to support the platforms their software operates on.

IT'S JUST NOT ON THE KIT SIDE THAT CRESTRON THRIVES, YOU ALSO MAKE STRATEGIC KEY PARTNERSHIPS, BOTH COMMERCIAL AND WITH CUSTOMERS. TELL US A LITTLE ABOUT HOW YOU DRIVE THESE.

Partnerships with other manufacturers and parallel industries is of the utmost importance to the company. As previously mentioned, one of the most strategic is with Microsoft because we firmly believe that their software platforms are the global norm and finding programmers who can write code, will be a lot easier.

Also integrating our systems with 3rd party technology only can work if we have done development together.

WITHOUT THE AID OF A OR TIME MACHINE, IT'S IMPOSSIBLE TO KNOW THE EXACT WAY THE INDUSTRY WILL GO IN THE FUTURE, BUT I'D IMAGINE YOU HAVE A GOOD IDEA! SO HOW IS CRESTRON DESIGNING FOR THE FUTURE?

One of my all-time favourite movies is *Back to the Future!* The idea of knowing what the world will look like in 10, 20 or 50 years is something everyone would want to know. But in all seriousness, we can already see what direction we are heading. It's about integrating technologies from different disciplines, like an iPad or Samsung smartphone for example. To secure our future and to encourage more use of our technologies, we have to be able to operate with each and everyone's personal devices.

My dream scenario is that when you get home, you use your personal device to set the temperature, the lighting, the music etc... Now everywhere you go, from the office to your hotel room, the local system knows you are a Crestron user and will adapt the settings of the room to how you like it at home with your favourite music and TV channels. So basically the same interface will control all the technology you operate and in the back ground you have Crestron controlling everything.

That's just one of the many scenarios how I can see we will be using and benefitting from this type of technology in the not too distant future.

FINALLY, JUST AS A TEASER, WHAT THE NEXT TOP BIT OF CI TECH YOU'LL BE UNVEILING?

There is a lot and our engineers at HQ in New Jersey keep everything very tightly under wraps, launching only at the last minute at *Infocomm* and *CEDIA*. It's only another month away so rest assured we will all know soon. There's no doubt that there will be some major releases because we all know how fast technology develops and we have to keep up the pace so we can make my predictions for the future true.

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