

CEPro

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SECRET
OF SUCCESS
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CE Pro 100 Integrators
PAGE 88

INTEGRATION | AUDIO/VIDEO | NETWORKING | CONTROL | CONVERGENCE

STATE OF THE INDUSTRY REPORT: Road to Recovery

After 51% revenue losses in 2009, 8.5% growth is predicted in 2010.

- Intense Market Analysis
- Top 5 Tech Trends

PAGE 50



CONTENTS

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SPECIAL REPORT: STATE OF THE INDUSTRY

Still Ticking After Taking a Licking

It is what it is. Revenues fell 51 percent in 2009, according to the *CE Pro* Readership Survey. However, those surveyed predict an 8.5 percent revenue increase in 2010. We crunch the painful numbers and tell you what you need to do to bounce back in 2010.

By Jason Knott 50

5 Tech Trends to Watch

- Trend: 3D TV 56
- Trend: Digital Content 60
- Trend: Smart Energy 62
- Trend: "Affordable" Custom 64
- Trend: Commercial & Retrofit 68

Opinion: Don't Squander Innovation

As companies cut costs to weather the withering economy, they are sacrificing R&D and cutting our industry's ties to innovation.

By David Rodarte,
NuVo Technologies 70

FEATURES

EHX@CES: Crunching the Numbers

Did you know that 10,000 CE pros attended CES in 2009? Did you know that South Hall 2 is where they can visit with custom industry centric manufacturers during EHX and CES' first joint trade show venture.

By Arlen Schweiger 72

Show Us Your Racks!

There are some real lookers in this year's rack design and installation contest. Check out the winning rack and eight excellent honorable mention-earning installations.

By Steve Crowe 74

Emerging Market: Digital Media

If you aren't already finding ways to put streaming content onto your clients' TV screens, you ought to be. Mimicking this company's approach would be a good start.

By Julie Jacobson 84

Show Us Your RACKS!

You won't be able to take your eyes off this year's honorees. *by Steve Crowe*

WE CAN'T FIGURE IT OUT. Every time we post to *CEPro.com* photos from our "Show Us Your Racks!" contest, it generates huge traffic.

The only explanation we've come up with is that CE pros absolutely love looking at racks — equipment racks, of course.

With that in mind, here is a look at the winner and honorable-mention-earning installations from our third annual "Show Us Your Racks!" contest, sponsored by Middle Atlantic Products, which features a record number of entries.

We've posted many additional racks online at: www.cepro.com/4more/racks2009.



Sponsored by 
Middle Atlantic Products, Inc.

Nice Racks

EQUIPMENT*

LEFT RACK

Crestron BIPAD8
Crestron PVD 8x4
Trinidad DirecTV Sat Receivers (5)
Puerto Rico DirecTV DVR Sat
Receivers (5)
USA DirecTV HD DVR Sat Receivers (4)
Powerware 9125 3000VA Dual
Inversion UPS

RIGHT RACK

Crestron PRO2
Xbox 360
Denon AVR 4308 CI
Denon DVD-3800 BDCI Blu-ray Player
Kaleidescape KPlayer-6000
Samsung Multi Region VCR
Trinidad DirecTV Sat Receiver
Puerto Rico DirecTV DVR Sat Receiver
USA DirecTV HD DVR Sat Receivers (2)
Kaleidescape KPlayer-6000 (2)
Kaleidescape K-Music-4000
Kaleidescape Server
Powerware 9125 3000VA Dual
Inversion UPS

SAFE AT SEA

OCEAN MEDIA, Fort Lauderdale, Fla.

There are challenges involved with yacht installations. These racks have custom securing at the top to hold them safe at sea. From the front of the Crestron panel you can select which ocean region you are in and all the satellite receivers switch over.



EQUIPMENT*

LEFT RACK

Crestron AV2 Processor
Crestron CNX-PVD-8X3
Marantz DV3001
Panamax 1U Power Conditioner
DirecTV HR21
DirecTV H21 (3)

RIGHT RACK

Crestron CEN-TRAK
Crestron CNX-BIPAD8 (2)
Panamax 1U Power Conditioner
Crestron CNAMPX-12X60 (3)

FORM EQUAL TO FUNCTION

ACME ENTERTAINMENT, Scottsdale, Ariz.

The client was extremely detail oriented, according to Acme. It aimed to lay out the product as symmetrically as possible. It ended up fabricating a couple of Crestron interface plates in order to avoid using the available universal mounting interface; this eliminated any extra unused holes from being on the front of the racks. Then matching handles were installed on either side.



EQUIPMENT*

Cisco VPN Router (1) rear mounted
Cisco 24 port POE Switch (1)
rear mounted
Cisco Wireless Controller (1)
rear mounted
Scientific Atlanta 8240 HD DVR (4)
Denon AVR-2808CI (2)
Panamax ME300-EX (1)
Crestron CNX-PVD 8X4 (1)
Crestron PRO-2 Processor (1)
Crestron CEN-TRAK (1)
Samsung BDP-3600 (1)
Robot MV-99p 9-Camera Multiplexer (1)
Sting Security 9 Camera DVR (1)
Crestron CNX-PADBA (2)
SpeakerCraft Bass Power 200
In-wall Sub Amp (2)
Crestron CNAMPX-16X60 (1)

TIGHT SQUEEZE

!DEABOX MEDIA GROUP, Las Vegas

The dimensions of the room were 13 feet deep, 10 feet tall and only 4 feet wide. !DEABOX brought in the cables from the ceiling because it had to mount the rack in the middle of the room with only 32 inches of clearance between the back of the rack and the two 50-inch structured wire cans in the back wall.

