



**MOST  
POPULAR  
AWARDS  
2018**

# AND THE WINNER IS...

THE VOTES HAVE BEEN CAST AND COUNTED, AND PAUL SKELTON IS HERE TO TAKE YOU THROUGH ALL OF THE RESULTS. SO, WHO WAS PRETTIEST IN 2018?

Sometimes, the popular vote doesn't matter. If you doubt this, just ask Hillary Clinton her thoughts on the 2016 US Presidential election result.

However, as far as the *Connected* Most Popular Awards are concerned, the popular vote is all that matters.

Now in its seventh year, this annual awards competition has in 2018 reached new heights. 767 members of the industry have voted for the brands they feel should be recognised as the leader in their sector.

So, what did we learn?

Well, first, it appears as though everybody loves Extron Electronics.

Founded in 1983, the company has grown to represent over 5,000 products and own 100 patents across the industry.

In 2018, the company was

overwhelmingly voted the Most Popular Supplier overall.

We also learned that integrators are open to changing brand preferences.

More so this year than any other, new or different brands have won categories that had previously been dominated by others.

We also learned that regardless of the number of voters, Sonance, Middle Atlantic and Epson are seemingly untouchable in their categories.

Finally, it would appear that we are firmly in the age of Control4. The company has taken out the big three 'control' categories, making for a clean sweep.

Congratulations to all the winners, and especially to Alan Chow from Chowmain Software and Apps, who was the recipient of the 2018 Golden Paul.

## INDUSTRY AWARDS

AUDIO

VIDEO

COMMERCIAL AUDIO

COMMERCIAL VIDEO

## CONTROL

COMPONENTS

ELECTRICAL

SECURITY

OTHER





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Life Is On

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INDUSTRY AWARDS

MOST INFLUENTIAL PERSON

CONGRATULATIONS TO



*Alan Chow*

CHOWMAIN SOFTWARE



Alan Chow from Chowmain Software and Apps has been named as the 2018 recipient of the Golden Paul Award, which is presented to the person industry deems to be the 'most influential' in the market.

Alan is an industry veteran who specialises in the integration of products and services into home automation systems, whose driver development skills are known around the world.

Alan started in the industry by working for Melbourne-based distributor Convergent Technologies as the technical product manager when the company represented Control4 in Australia. During this time he trained and supported hundreds of Control4 dealers and became fluent in the technology platform.

From there he moved into programming and project management at Recluse AV, where he helped build its Control4 integration and software development business.

Today he owns and operates Chowmain Software & Apps, which is a leading driver development company that assists dealers, manufacturers and distributors integrate products and services into Control4, Crestron, ELAN, Q-SYS, RTI and URC control systems.

Alan has a passion for finding problematic gaps in the home automation market and filling them through the integration of third party products. Most recently, this was seen through his work in making HVAC integration affordable through the integration of several first and third party control products.

**Congratulations, Alan!**

**GOLDEN PAUL WINNER 2018**

INDUSTRY AWARDS

MOST POPULAR SUPPLIER



EXTRON ELECTRONICS

From four wins in 2017 to six victories in 2018 (plus 10 additional podium finishes), the rise in popularity of Extron in Australia has been exponential. The company, which has a catalogue of more than 5,000 products and is the owner of over 100 patents, is a prolific inventor and developer of new and innovative products. In 2018, almost 40% of voters selected Extron Electronics as their Most Popular Supplier of products in the custom channel in Australia and New Zealand.

**Extron®**





## INDUSTRY AWARDS

### INDUSTRY AWARDS



**QUALIFI**  
15.6%

**RUNNER UP**  
**AMBER TECHNOLOGY**  
13.7%

**2ND RUNNER UP**  
**AVATION**  
12.7%

### RESIDENTIAL DISTRIBUTOR

For the first time since we launched these awards, Amber Technology did not take out the title of Most Popular Residential Distributor. In 2018, QualiFi, which has previously placed second or third, has claimed the title for the first time. Radio Parts is another big mover here, jumping to fourth place after coming eighth last year. Sennheiser is another new entrant in the top 10, as is Connected Media Australia, which didn't exist when voting was open in the 2017 competition.

- >4th Radio Parts 12.4%
- >5th NAS Australia 11.4%
- >6th Hills 9.7%
- >7th Advance Audio 9.5%
- >8th Altronic Distributors 7.4%
- >9th Sennheiser 6.8%
- >10th Connected Media Australia 6.6%

### INDUSTRY AWARDS



**RADIO PARTS**  
16.6%

**RUNNER UP**  
**AMBER TECHNOLOGY**  
16.0%

**2ND RUNNER UP**  
**HILLS**  
11.4%

### COMMERCIAL DISTRIBUTOR

Congratulations goes to Radio Parts, which has jumped from eighth place last year to claim the title of Australia's Most Popular Commercial Distributor. Last year's winner, Hills, has moved back into third place while Amber Technology retains second place. NAS Australia is a new entrant in the top 10, coming in fourth, and is joined by other new entries - Bose Professional (fifth), Audio Brands (ninth) and Audio Visual Distributors (10th).

- >4th NAS Australia 11.1%
- >5th Bose Professional 10.2%
- >6th Altronic Distributors 9.8%
- >7th Midwich 8.3%
- >8th Jands 5.8%
- >9th Audio Brands 5.5%
- >10th Audio Visual Distributors 5.2%

### INDUSTRY AWARDS



**IVORY EGG**  
14.6%

**RUNNER UP**  
**AMBER TECHNOLOGY**  
10.7%

**2ND RUNNER UP**  
**CONNECTED MEDIA**  
9.5%

### NEW ZEALAND DISTRIBUTOR

Over in New Zealand, Ivory Egg has made a dramatic debut in Most Popular Awards by being named Most Popular NZ Distributor. The company did not place in the top 10 last year. The 2017 winner, AV Supply Group, has fallen into joint-sixth. Connected Media is another new entrant here, as are Pacific AV and Synnex. Digital World, Mayo Group and Emersive Technologies have all fallen out of the leader pack.

- >4th Hills 8.3%
- >5th Midwich 7.5%
- >6th AV Supply Group 7.2%
- >6th Pacific AV 7.2%
- >7th Sound Group Holdings 7.0%
- >8th Synnex 6.8%
- >9th TechStyle 5.9%





**ALAN CHOW CAUGHT UP WITH CONNECTED POST-INTEGRATE TO TALK CHOWMAIN SOFTWARE, THE STATE OF THE INDUSTRY AND OF COURSE, WHAT IT WAS LIKE TO WIN THE GOLDEN PAUL. SIMEON BARUT REPORTS.**



With another Integrate done and dusted, it would be criminal to not cover arguably the most important event that took place over the three days – the announcement of the 2018 Golden Paul Award.

For those of you who don't know, the Golden Paul is an award given to the person who is deemed to be the most influential in the industry, according to their peers. *Connected* editor Paul Skelton thinks he is the most influential person in the industry but fortunately is ineligible for the award so instead he stuck his face on the trophy and named it after himself.

Alan Chow, founder of Chowmain Software, was the deserving winner for 2018 in a pool that saw a plethora of exceptional nominees.

So, who is Alan? And why was he voted as the most influential in the industry? Well, for those of you who don't know, Alan is a software and driver developing machine. It wasn't always like that though, with his skill-set coming about accidentally.

"A lot of what is today came about totally out of the blue," says Alan.

"At university I studied a Bachelor of Information Systems at La Trobe in Victoria so I always intended to go into IT. However, one day when I was scrolling through seek.com.au, I came across an ad for a role at Convergent Technologies that was to manage its Control4 portfolio; technical support, training, hardware repairs and development. That's how I got my start in the industry."

While the role loomed as a massive challenge for him, Alan already had a background in support, so he quickly found his feet and made the most of the opportunity.

"In hindsight it was a big step in. I had to learn a lot about home automation but since it was a support role and I had been doing technical support since the age of 14, I felt a bit like a veteran. On the other side, I was extremely new to home automation technology so that was certainly a huge hurdle," says Alan.

**Chowmain Software**  
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- Eight channels of audiophile-grade Class D amplification assignable to any zone, bridgeable and 4-ohm capable, featuring an exclusive ground loop/hum-free circuit design.
- Built-in Spotify Connect, TIDAL, Deezer and Net Radio music streaming services, plus access to music libraries and linked external sources.
- User-friendly control via the free MusicCast app and third party control systems including Control4, ELAN and RTI.
- 1U high, rack-wide enclosure; removable rack ears and faceplate included.





Connection Magazines general manager Jeremy Sweet (left) and Connected Editor Paul Skelton were on hand to present Alan with his trophy at the 2018 Connected Shindig.

"Despite that, as a hobbyist, I loved to tinker with technology. It was always a passion of mine to play with new toys and gadgets so it turned out to be a bit of a dream job – and it still is."

Alan began in the role in 2006 and stayed there for four years until Convergent lost the Control4 distributorship. At that point, Recluse AV offered him a position as its Control4 programmer and project manager.

"While at Recluse, I did some driver development but it was nowhere near a full-time gig like it is now, it was once in a blue moon between programming for projects. It is something I really enjoyed and funnily enough it's what I do now every day."

It wasn't until Alan was offered an energy management project that involved him monitoring and optimising the energy usage of a major utility in Auckland that the Chowmain Software business idea actually found some traction.

"While I was working on the energy project, I started up Chowmain as a side business. Our intentions was for it to be a gap filler when there was downtime in the energy business but it turned into our

primary business over time," Alan says.

"Chowmain started off as a Control4 developer and it was like that for the better part of two or three years. In that time we built up a dealer base of about 2,500 worldwide – we had a huge piece of the pie. Then other home automation companies like ELAN and URC started approaching us – all thanks to the team at QualiFi – and from there Crestron, Q-SYS and RTI were added to the pack.

"We love to help the industry by either adding solutions that fill in gaps in the marketplace or by helping manufacturers reach new markets through integration

to the systems we develop for. In the end everyone wins – product manufacturers sell more hardware, home automation manufacturers sell more systems and dealers provide a broader integrated solution."

From his first job at Convergent to being the back-bone of the flourishing Chowmain, Alan has been around long enough to gain a grasp of the ins and outs of the industry and, more importantly, where it's headed. His experience working for a distributor, an integrator and a

*"It's a real honour to win the Golden Paul award. All jokes aside, the award means a lot to the industry..."*

developer has meant he's seen just about everything the industry dishes up.

"From a technology standpoint, I think a lot of the big brands are starting to embrace home automation so you'll find people like Sony and Samsung embedding home automation features into their products.

"I think Internet of Things (IoT) has also added a lot of value to the industry. It's brought a lot of recognition to home automation and a lot of AV devices. Consumers are using technology more and more today so that acceptance of technology in people's lives has been a great thing, for integrators especially."

Alan has zero concerns for the smaller businesses coming up against giants like Samsung and Sony and suggests to those trying gain exposure to be innovative.

"As one of the 'little guys', I don't really think you need a lot of money to stand out. It's all about innovation. If you've got a good product and it's doing something that's different then you will shine and things will progress. I've seen so many smaller companies grow purely through innovation – the key is to not do what other people are doing, but do something that you feel will really benefit the market."

Upon reflection of his Golden Paul win, Alan couldn't help but feel humbled by the recognition he has received.

"It's a real honour to win the Golden Paul award. All jokes aside, the award means a lot to the industry because it's a symbol of the recognition I'm receiving from my peers whether they're dealers, integrators, manufacturers or distributors.

"From a personal standpoint, winning it means the things I set out to achieve in the industry many years ago are actually working. I always feel like I've got room for improvement but my goal is to always give back to the industry and help dealers integrate more products and offer the best user experience to home owners.

"I'm really thankful because it shows that what I do and what I contribute to the industry really matters and at the end of the day, that's what it's all about." ■





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## AUDIO

## FREESTANDING LOUDSPEAKERS



**BOWERS & WILKINS**  
19.6%

For the second year running, Bowers & Wilkins has been named the Most Popular Freestanding Loudspeakers. Yamaha has jumped from fourth to second, while Sony, Krix, Paradigm and Triad have all debuted or re-entered the race in the top seven.

RUNNER UP

**YAMAHA**  
15.9%

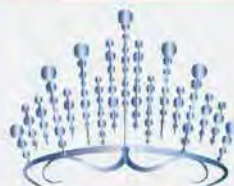
2ND RUNNER UP

**KLIPSCH**  
11.6%

>4th KEF 9.4%  
>5th Sony 8.2%  
>6th Krix 7.5%  
>7th Jamo 6.3%  
>7th Paradigm 6.3%  
>7th Triad 6.3%

## AUDIO

## 'INVISIBLE' LOUDSPEAKERS



**SONANCE**  
31.9%

Perhaps unsurprisingly, Sonance has continued its dominance of the 'invisible' loudspeaker category. The big mover here, though, is Extron, which debuted last year in fourth position with 14.08% of the vote. This year, the company claimed second place with more than double its previous number of votes.

RUNNER UP

**EXTRON**  
30.2%

2ND RUNNER UP

**STEALTH ACOUSTICS**  
13.2%

>4th Triad 9.1  
>5th Amina 7.7%  
>6th SpeakerCraft 7.5%  
>7th Nakymatone 4.8%

## AUDIO

## IN-WALL/IN-CEILING SPEAKERS (RESIDENTIAL)



**SONANCE**  
17.2%

For the seventh year on the trot, Sonance has taken out the Most Popular In-Wall/In-Ceiling Speaker category for the residential market. Bose, which came sixth in 2017, has jumped up to second place while SpeakerCraft has fallen out of the top seven place-getters.

RUNNER UP

**BOSE**  
12.8%

2ND RUNNER UP

**KLIPSCH**  
9.1%

>4th JBL 8.9%  
>4th Yamaha 8.9%  
>6th Bowers & Wilkins 8.7%  
>7th KEF 7.7%  
>7th Origin Acoustics 7.7%  
>7th Triad 7.7%

## AUDIO

## OUTDOOR LOUDSPEAKERS



**SONANCE**  
16.8%

While Sonance has retained this title, the big mover here is JBL (third), which failed to place in 2017. SpeakerCraft, Klipsch and Niles all fell out of contention, making room for Yamaha and Triad. Origin Acoustics, which came second last year, has fallen to seventh in 2018.

RUNNER UP

**BOSE**  
13.8%

2ND RUNNER UP

**JBL**  
11.6%

>4th Yamaha 9.0%  
>5th Bowers & Wilkins 8.3%  
>6th Triad 7.1%  
>7th Origin Acoustics 6.3%

## AUDIO

## ACOUSTIC TREATMENTS



**SOUND ACOUSTICS**  
20.9%

Products from Sound Acoustics - an Australian supplier of acoustic treatments and bass traps - have been named as the Most Popular Acoustic Treatments in this year's awards by securing around one-fifth of the vote. Last year's winner, Primacoustics, has moved into second place.

RUNNER UP

**PRIMACOUSTICS**  
16.7%

2ND RUNNER UP

**CINEMA WORKS**  
14.2%

>4th Artnovion 12.5%  
>5th Vicoustic 10.3%  
>5th Wave Panels 10.3%  
>7th Auralex 8.3%  
>8th Manhattan 3.9%

## AUDIO

## SUBWOOFERS



**JBL SYNTHESIS**  
13.1%

After not placing in the top seven in 2017, JBL Synthesis has been named the Most Popular Subwoofer brand. B&W has jumped from seventh last year to second in 2018. REL Acoustics and Paradigm have fallen off the list while Yamaha, Krix and Earthquake Sound have all made their debut. Previous winner Velodyne, which came in sixth in 2017, has all but disappeared.

RUNNER UP

**BOWERS & WILKINS**  
11.4%

2ND RUNNER UP

**YAMAHA**  
10.8%

>4th Klipsch 9.2%  
>5th Sonance 7.9%  
>6th Earthquake Sound 7.7%  
>6th Sunfire 7.7%  
>8th Krix 7.1%





AUDIO



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AUDIO

SPEAKER CABLING / INTERCONNECTS



**AUDIOQUEST**  
27.3%

Audioquest has gone back-to-back and taken out the category of Most Popular Speaker Cabling/Interconnects. The biggest mover here, though, is Extron, which didn't place in the top 10 in 2017. Belden and Pro2 are both new entrants this year while ICE Cables, WireWorld and The Cable Company have all fallen off the list.

**RUNNER UP**

**EXTRON**  
25.7%

**2ND RUNNER UP**

**KORDZ**  
17.9%

>4th Belden 7.8%  
>4th Blustream 7.8%  
>6th Belkin 5.8%  
>7th Pro2 5.7%

AUDIO

AV RECEIVERS



**YAMAHA**  
28.7%

For the third year running, Yamaha has claimed the title of Most Popular AV Receivers. Integra and Denon have switched places from last year while Marantz clings on to third. After a short absence, Sony has made its return to the leader pack while Cambridge Audio slips off the list.

**RUNNER UP**

**DENON**  
22.4%

**2ND RUNNER UP**

**MARANTZ**  
15.3%

>4th Integra 14.6%  
>5th Onkyo 14.2%  
>6th Pioneer 11.8%  
>7th Sony 9.3%

AUDIO

PREAMPLIFIERS



**YAMAHA**  
27.8%

For the first time in seven years, Marantz has not won this category; rather, the title has gone to Yamaha. Perennial favourite Marantz has shifted into second place while the remaining place-getters remains identical to last year's competition.

**RUNNER UP**

**MARANTZ**  
17.8%

**2ND RUNNER UP**

**INTEGRA**  
13.9%

>4th Onkyo 12.5%  
>5th Anthem 11.2%  
>6th McIntosh 7.5%  
>7th ARCAM 7.0%

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## VIDEO

## FLAT PANEL DISPLAYS



**SAMSUNG**  
32.9%

The results for this category remain the same as those from 2017, save one change. Bang & Olufsen, which came sixth this year, did not rate a mention last year. Its entrance has pushed Wintal into eighth place.

RUNNER UP

**SONY**  
28.6%

2ND RUNNER UP

**LG**  
26.3%

>4th Panasonic 14.8%  
>5th Sharp 6.4%  
>6th Bang & Olufsen 6.2%  
>7th Philips 5.6%

## VIDEO

## HOME THEATRE PROJECTOR



**EPSON**  
31.3%

Epson has held on to this title after a last minute surge in votes from Sony fans. All of the companies mentioned here were mentioned last year, too, just in a different order. BenQ and Panasonic have switched positions. So, too, have Barco and JVC.

RUNNER UP

**SONY**  
29.6%

2ND RUNNER UP

**PANASONIC**  
12.1%

>4th Optoma 11.0%  
>5th BenQ 10.3%  
>6th Barco 9.0%  
>7th JVC 8.0%

## VIDEO

## PROJECTION SCREEN



**STEWART FILMSCREEN**  
17.9%

Homegrown hero Screen Technics has been pipped at the post by global industry heavyweight Stewart Filmscreen. The biggest mover here, though, is Da-Lite, which came sixth in 2017. Last year's third-place getter, LP Morgan, has fallen off the leaderboard in 2018.

RUNNER UP

**SCREEN  
TECHNICS**  
17.5%

2ND RUNNER UP

**DA-LITE**  
16.2%

>4th Elite Screens 15.1%  
>5th Screen Innovations 11.6%  
>6th Draper 10.3%  
>7th Grandview 7.8%

## VIDEO

## TV MOUNT



**CHIEF**  
24.0%

Further showing that 2018 is a year of change, Vogel's, which previously dominated this category, has moved into third place. This made way for Chief to take the top spot. Sanus moved up from fourth in 2017 to second in 2018. Peerless and Doss are both new entries in 2018.

RUNNER UP

**SANUS**  
23.3%

2ND RUNNER UP

**VOGEL'S**  
21.5%

>4th Peerless 6.8%  
>4th Ultrafit 6.8%  
>6th One For All 5.5%  
>7th Doss 5.3%

## VIDEO

## LIFTERS



**ULTRALIFT** 24.9%

Perhaps unsurprisingly, Ultralift has once again taken the title of Most Popular Lifter. Future Automation has leaped from fourth to second while Screen Technics has fallen two places. Nexus has entered the leaderboard while People of Lava has fallen by the wayside.

RUNNER UP

**FUTURE  
AUTOMATION**  
17.5%

2ND RUNNER UP

**SANUS**  
15.2%

>4th Screen Technics 14.4%  
>5th OmniMount 12.0%  
>6th Nexus 8.4%  
>7th Grandview 8.1%

## VIDEO

## BLU-RAY PLAYERS



**OPPO**  
32.6%

Despite news of its closure, Oppo has retained the title of Most Popular Blu-ray Player. Sony and Samsung, the two company that will likely fight it out for the title next year, have held onto their second and third places. Onkyo has returned to the pack pushing Marantz off the list.

RUNNER UP

**SONY**  
25.6%

2ND RUNNER UP

**SAMSUNG**  
15.9%

>4th Panasonic 12.2%  
>5th Yamaha 11.1%  
>6th Onkyo 10.0%  
>7th Pioneer 9.6%





## VIDEO

## VIDEO PROCESSORS



**EXTRON**  
30.2%

Maintaining its dominance in this category, Extron has yet again claimed the prize. Blustream, which didn't place in 2017, has entered into second place while Kramer, which came fourth in 2017, has taken third place in 2018. Gefen, which came second last year, dropped to seventh place. ATEN is a new entry here.

**RUNNER UP**

**BLUSTREAM**  
13.6%

**2ND RUNNER UP**

**KRAMER**  
9.1%

>4th Crestron 8.1%  
>4th Nvidia 8.1%  
>6th ATEN 7.3%  
>7th Anthem 5.4%  
>7th Gefen 5.4%

## VIDEO

## ANTENNAS



**HILLS**  
20.1%

The back-and-forth between Hills and Matchmaster in the Most Popular Antennas category appears to be ongoing. In 2018, Hills managed to overtake last year's winner, Matchmaster, to claim the title. Clipsal is the big mover here, jumping from sixth place in 2017 to third place this year.

**RUNNER UP**

**MATCHMASTER**  
18.7%

**2ND RUNNER UP**

**CLIPSAL BY SCHNEIDER ELECTRIC**  
15.6%

>4th SignalMAX 15.0%  
>5th Kingray 14.1%  
>6th Triax 11.2%  
>7th Crest 9.5%  
>8th One For All 7.5%

## VIDEO

## SHORT THROW PROJECTORS



**EPSON**  
40.6%

Showing how much the Australian industry loves Epson, the company has once again been named the most popular supplier of the Most Popular Short Throw Projectors. Once again the company has taken a clean sweep of the projector categories in this competition.

**RUNNER UP**

**SONY**  
19.7%

**2ND RUNNER UP**

**BENQ**  
10.5%

>4th Optoma 10.4%  
>5th NEC 9.6%  
>6th Barco 8.1%  
>7th Hitachi 6.4%

## VIDEO

## 4K VIDEO EXTENDER



**BLUSTREAM**  
27.4%

Blustream and Extron have both held onto their first and second places, respectively, while Control4 has moved from fifth place into third. ATEN and Kramer are new entries here while last year's bronze medallist, Gefen, fell to seventh place in 2018.

**RUNNER UP**

**EXTRON**  
17.0%

**2ND RUNNER UP**

**CONTROL 4**  
9.7%

>4th ATEN 7.9%  
>5th Kramer 7.5%  
>6th Crestron 7.1%  
>7th Gefen 5.6%

## VIDEO

## VIDEO SCALER



**EXTRON**  
32.5%

While Extron has held onto this title, Blustream has entered the race and claimed a very healthy second place. Gefen, which came second in 2017, has come sixth this year, while AV Gear (third in 2017) has fallen off the list. ATEN has also dropped off the bottom, making room for Atlona.

**RUNNER UP**

**BLUSTREAM**  
15.9%

**2ND RUNNER UP**

**KRAMER**  
10.0%

>4th ATEN 7.8%  
>4th Crestron 7.8%  
>6th Gefen 6.1%  
>7th Pro2 5.4%  
>8th Atlona 3.4%

## VIDEO

## IR DISTRIBUTOR/EXTENDER



**XANTECH**  
27.3%

Xantech, RTI, Zycast and Pro2 have all retained their positions as the top four suppliers of IR distributors/extenders. Global Cache has muscled its way into the market in fifth place while Knoll Systems has disappeared.

**RUNNER UP**

**RTI**  
17.9%

**2ND RUNNER UP**

**RESI-LINX BY ZYCAST**  
12.2%

>4th Pro2 11.5%  
>5th Global Cache 9.4%  
>6th Atlona 7.6%  
>7th Snap AV 7.4%





## COMMERCIAL AUDIO IN-WALL/IN-CEILING SPEAKERS



**EXTRON**  
32.7%

Since entering the competition last year with a bang, Extron has continued to dominate the commercial in-wall/in-ceiling market. Sonance has retained second place while Bose Professional, which didn't garner a place in 2017, has slid into third place. Origin Acoustics is a new entrant here, as is Triad.

**RUNNER UP**

**SONANCE**  
11.6%

**2ND RUNNER UP**

**BOSE PROFESSIONAL**  
10.9%

>4th JBL 6.9%  
>5th Origin Acoustics 6.2%  
>6th Triad 5.8%  
>7th Klipsch 5.4%

## COMMERCIAL AUDIO MICROPHONES



**SHURE**  
35.1%

Perhaps to the surprise of nobody, Shure has once again taken the prize in this category. Sennheiser and AKG have also retained their positions of second and third, respectively. Mipro and Rode have fallen off the list while JTS, Doss and Sony are all new entries.

**RUNNER UP**

**SENNHEISER**  
26.9%

**2ND RUNNER UP**

**AKG**  
16.1%

>4th Audio Technica 8.8%  
>5th JTS 6.0%  
>6th Doss 5.5%  
>7th Sony 5.2%

## COMMERCIAL AUDIO MIXER



**EXTRON**  
34.1%

2017 winner Redback has fallen off the list, making way for Extron to make its presence known. Extron didn't place in the top 10 in 2017. Yamaha has retained second place while Allen & Heath has jumped from fourth to third. Soundcraft is another new entry here.

**RUNNER UP**

**YAMAHA**  
22.7%

**2ND RUNNER UP**

**ALLEN & HEATH**  
11.7%

>4th Soundcraft 7.9%  
>5th Australian Monitor 5.3%  
>5th Behringer 5.3%  
>6th Solid State Logic 5.1%

## COMMERCIAL AUDIO AUDIO EMBEDDER



**EXTRON**  
46.8%

Continuing its strong showing in this year's competition, Extron has also been named the Most Popular Audio Embedder, increasing its vote from 39.6% in 2017 to 46.8% in 2018. Kramer has retained second place while Gefen has returned to the list this year in third place after not appearing in 2017.

**RUNNER UP**

**KRAMER**  
14.1%

**2ND RUNNER UP**

**GEFEN**  
11.4%

>4th Pro2 9.2%  
>4th ATEN 9.2%  
>6th Atlona 7.6%  
>7th Black Magic Design 7.4%  
>8th KanexPro 2.0%

## COMMERCIAL AUDIO PA SYSTEM



**QSC**  
21.0%

QSC, which did not earn a place in the top 10 last year, has jumped right to the top of the list to claim the title of Most Popular PA System. Last year's winner, Australian Monitor, has fallen back to fifth place. JBL, Apart Audio and Doss all failed to appear in the 2017 competition but all performed strongly here.

**RUNNER UP**

**BOSE PROFESSIONAL**  
11.4%

**2ND RUNNER UP**

**JBL**  
11.6%

>4th Apart Audio 10.8%  
>5th Australian Monitor 8.8%  
>6th ElectroVoice 7.3%  
>7th Doss 6.8%

## COMMERCIAL AUDIO HEARING LOOP



**WILLIAMS SOUND**  
25.4%

After spending two years in the bronze position, Williams Sound has overtaken the competition to be named the Most Popular Hearing Loop. Previous winner Ampetronic has moved into second place.

**RUNNER UP**

**AMPETRONIC**  
24.0%

**2ND RUNNER UP**

**REDBACK**  
16.9%

>4th Phoenix 14.5%  
>5th Humanteknik 13.22%  
>6th Univox 11.1%



# TOTAL SOLUTIONS

From Boardroom to Bar and everything in-between!



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## K-ARRAY

The Capture-KMC20 is the smallest line array microphone in  
the market featuring PAT technology composed of 8 x 4 mm cardioid  
capsules aligned in a line array configuration.





## COMMERCIAL VIDEO

### COMMERCIAL VIDEO

### VIDEO CONFERENCING EQUIPMENT



**POLYCOM**  
35.0%

While Polycom, Cisco and Crestron all retain their top three positions in this category in 2018, Cisco has significantly closed the gap between first and second places. This year, only a handful of votes separated the two video conferencing powerhouses.

**RUNNER UP**

**CISCO**  
32.3%

**2ND RUNNER UP**

**CRESTRON**  
12.2%

>4th Sony 11.9%  
>5th Lifesize 8.6%  
>6th LG 7.4%  
>7th Lumens 7.1%

### COMMERCIAL VIDEO

### PRESENTATION/COLLABORATION TOOLS



**BARCO**  
26.7%

Barco, distributed by AV Distributors, has gone back-to-back in what has become an increasingly saturated market. Extron and Crestron have traded places from last year while AMX has come back into the fold, this year coming in sixth place.

**RUNNER UP**

**EXTRON**  
15.4%

**2ND RUNNER UP**

**CRESTRON**  
11.6%

>4th Kramer 11.4%  
>5th BenQ 7.6%  
>6th AMX 7.1%  
>7th Bluebeam 5.0%

### COMMERCIAL VIDEO

### DIGITAL SIGNAGE PLAYER



**BRIGHTSIGN**  
33.8%

Brightsign has held on to this title once again, despite a very tight race between it and Extron. Samsung has moved from fourth to third while last year's third-place getter, Gefen, has moved into fifth. ATEN has moved up to fourth while Barco has entered the race in eighth.

**RUNNER UP**

**EXTRON**  
31.3%

**2ND RUNNER UP**

**SAMSUNG**  
20.6%

>4th ATEN 8.4%  
>5th Gefen 7.1%  
>5th Pro2 7.1%  
>7th Sony 6.1%  
>8th Barco 4.2%

### COMMERCIAL VIDEO

### DIGITAL SIGNAGE CMS



**SAMSUNG**  
28.4%

Despite almost halving its share of the vote compared to last year, Samsung has retained this title. Extron has come from nowhere to claim second place, pushing Sharp down to third. All other place getters made a showing in last year's results.

**RUNNER UP**

**PANASONIC**  
26.1%

**2ND RUNNER UP**

**SHARP**  
18.1%

>4th Exterity 5.1%  
>5th Scala 4.3%  
>6th BroadSign 3.7%  
>7th NoviSign 3.4%

### COMMERCIAL VIDEO

### INTERACTIVE DISPLAYS



**SAMSUNG**  
19.6%

Samsung and Epson have traded places in this category in 2018, with Samsung claiming the crown. LG retains third place but has closed the gap between it and the two front runners. Hitachi has fallen off the list, making room for Sharp and NEC.

**RUNNER UP**

**EPSON**  
14.4%

**2ND RUNNER UP**

**LG**  
13.4%

>4th BenQ 12.1%  
>4th Panasonic 12.1%  
>6th NEC 11.6%  
>7th Sharp 10.5%  
>8th Microsoft 9.1%

### COMMERCIAL VIDEO

### ELECTRONIC WHITEBOARDS



**SMART**  
31.2%

Last year's winner, Panasonic, has fallen to second place in 2018 while last year's runner-up, SMART, has claimed the title. Hitachi has dropped from third to fifth and Mimio has fallen off the list. Ricoh has debuted on the leaderboard in sixth place.

**RUNNER UP**

**PANASONIC**  
26.1%

**2ND RUNNER UP**

**SHARP**  
18.1%

>4th Canon 13.6%  
>5th Hitachi 8.9%  
>6th Ricoh 6.3%  
>7th ELB 5.1%



# Premium Whole-House Automation and Control



Imagine controlling all of the entertainment, connected systems and smart home devices throughout your home with just one touch. This amazing lifestyle is completely possible with Total Control 2.0, an incredibly powerful whole-house automation and control system from URC.

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For more information visit [www.universallremote.com](http://www.universallremote.com)



Entertainment



Music



Lighting



Comfort



Shades



Security





## CONTROL

### MULTI-ROOM AV DISTRIBUTION



**CONTROL4**  
18.1%

Proving that it's on a winner, Control4 has once again been named the Most Popular Multi-room AV Distribution system. Last year's silver medallist, RTI, has fallen down to joint seventh position while bronze medallist Crestron has dropped to fifth. Blustream, Sonos and Yamaha have both improved in the rankings from 2017.

RUNNER UP

**BLUSTREAM**  
7.9%

2ND RUNNER UP

**SONOS**  
7.7%

>4th Yamaha 7.5%  
>5th Crestron 6.4%  
>6th URC 5.6%  
>7th McLelland 5.1%  
>7th RTI 5.1%

## CONTROL

### WHOLE-HOUSE CONTROL SYSTEM



**CONTROL4**  
27.4%

For the third year in a row, Control4 has taken the title of Most Popular Whole-House Control System. Crestron has moved from third to second while RTI has dropped from second to sixth. KNX is the biggest mover here, debuting on the list in third place. Lutron and Savant are also both debutants on this list in 2018.

RUNNER UP

**CRESTRON**  
11.7%

2ND RUNNER UP

**KNX**  
10.9%

>4th Lutron 9.0%  
>5th URC 8.6%  
>6th RTI 8.0%  
>7th Savant 6.8%

## CONTROL

### UNIVERSAL REMOTE CONTROL



**CONTROL4**  
31.7%

Completing a clean sweep in the residential control categories, Control4 has also taken out the title of Most Popular Universal Remote Control. Last year's winner, Logitech, has dropped to second. RTI has moved from second to third. The big news here is after a short break, URC has returned to the leaderboard to claim fourth place.

RUNNER UP

**LOGITECH**  
24.7%

2ND RUNNER UP

**RTI**  
10.4%

>4th URC 10.4%  
>5th Creston 10.2%  
>6th One For All 8.1%  
>7th Elan 6.18%

## CONTROL

### ENERGY MONITORING



**KNX**  
26.6%

Capitalising on the ratification of ISO/IEC 1543.3 as an Australian Technical Specification, KNX has been named the Most Popular Energy Monitoring system in Australia. Control has retained second place while Clipsal has dropped from first to third.

RUNNER UP

**CONTROL4**  
25.5%

2ND RUNNER UP

**CLIPSAL BY SCHNEIDER ELECTRIC**  
23.2%

>4th Philips Dynalite 10.4%  
>5th Crestron 10.18%  
>6th Savant 8.3%  
>7th Vantage 4.1%

## CONTROL

### MOTORISED BLINDS



**LUTRON**  
35.7%

For the first time since starting this competition, Somfy has not won this category. Rather, international heavyweight Lutron has taken the title. Very little else has changed in this category except Qmotion has debuted in seventh place pushing Environex off the list.

RUNNER UP

**SOMFY**  
33.0%

2ND RUNNER UP

**SCREEN TECHNICS**  
14.5%

>4th Crestron 12.1%  
>5th Luxaflex 9.9%  
>6th Silent Gliss 6.4%  
>7th Qmotion 3.2%

## CONTROL

### LIGHTING CONTROL



**LUTRON**  
24.6%

From fourth place in 2017, Lutron has overtaken the competition to be named the Most Popular Lighting Control system. Control4 has retained second place while last year's winner, Clipsal, has fallen to third place. After a short absence, Philips Dynalite has returned to the leaderborad. So, too, has ABB.

RUNNER UP

**CONTROL4**  
20.5%

2ND RUNNER UP

**CLIPSAL BY SCHNEIDER ELECTRIC**  
18.0%

>4th KNX 13.4%  
>5th Philips Dynalite 12.3%  
>6th ABB 8.4%  
>7th Crestron 7.5%



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## COMPONENTS

### COMPONENTS

### AV OVER IP



**JUST ADD POWER**  
26.2%

A new category in 2018, AV-over-IP is already becoming a crowded market. That said, Just Add Power has emerged as the inaugural winner of this category, with a clear lead over second-place-getter Extron, which in turn had a healthy lead over the rest of the field.

**RUNNER UP**

**EXTRON**  
20.0%

**2ND RUNNER UP**

**BLUSTREAM**  
11.1%

>4th Crestron 9.1%  
>5th ATEN 7.2%  
>6th Gefen 5.9%  
>7th AMX 4.5%

### COMPONENTS

### HDBASET EXTENDER KIT



**BLUSTREAM**  
27.9%

Blustream and Extron have held on to the top two places in this category in 2018 while last year's bronze medallist, Wyrestorm, has fallen by the wayside. Kramer, ATEN and AV Gear are all new entrants here.

**RUNNER UP**

**EXTRON**  
18.3%

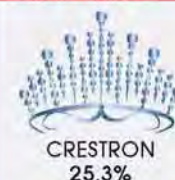
**2ND RUNNER UP**

**CONTROL4**  
10.6%

>4th Kramer 7.5%  
>5th ATEN 7.0%  
>6th Crestron 6.4%  
>7th AV Gear 5.8%

### COMPONENTS

### MATRIX SWITCHER



**CRESTRON**  
25.3%

The 2017 winner here, Gefen, has fallen all the way to seventh place while last year's seventh-place getter, Crestron, has jumped to the top. AV Gear and Zigen have both fallen from the list while ATEN and Kramer have made their debut.

**RUNNER UP**

**EXTRON**  
16.0%

**2ND RUNNER UP**

**BLUSTREAM**  
12.3%

>4th Control4 8.1%  
>5th ATEN 7.1%  
>6th Kramer 6.2%  
>7th Gefen 5.0%

### COMPONENTS

### HDMI CABLING



**KORDZ**  
24.9%

Surprise! Kordz has won (yet again) the title of Most Popular HDMI Cabling. Extron has jumped from sixth place in 2017 to second place in 2018 while ICE Cables and WireWorld have seemingly disappeared. Kramer, ATEN and Pro2 all debut in the leader pack in 2018.

**RUNNER UP**

**EXTRON**  
18.3%

**2ND RUNNER UP**

**AUDIOQUEST**  
11.7%

>4th Kramer 7.9%  
>5th Blustream 7.5%  
>6th ATEN 6.1%  
>7th Pro2 5.1%

### COMPONENTS

### RACKS/CABINETS



**MIDDLE ATLANTIC**  
44.0%

Further extending its lead in the category, Middle Atlantic appears untouchable when it comes to racks and cabinets for the custom channel. Sanus and Altronics have held on to second and third place, respectively, but even then haven't made much of a dent on the perennial favourite represented by Amber Technology.

**RUNNER UP**

**SANUS**  
19.8%

**2ND RUNNER UP**

**ALTRONICS**  
9.4%

>4th Rack Technologies 7.9%  
>5th Snap AV 6.1%  
>6th B&R Enclosures 5.4%  
>6th Clipsal by Schneider Electric 5.4%  
>8th Hallam 3.7%

### VIDEO

### RACK COOLING SYSTEMS



**MIDDLE ATLANTIC**  
40.7%

Perhaps surprising nobody, Middle Atlantic has also claimed the title of Most Popular Rack Cooling System. Thanks to a high profile change in distribution, Cool Components has fallen from second while AC Infinity has shot up to second place. Sanus is also a new entry in this category.

**RUNNER UP**

**AC INFINITY**  
20.6%

**2ND RUNNER UP**

**SANUS**  
20.1%

>4th Cool Components 11.5%  
>5th Rackmount Solutions 6.9%  
>6th Active Thermal Management 6.4%  
>7th Sunon 3.2%

### VIDEO

### DIGITAL MODULATOR



**DIGI-MOD BY ZYCAST**  
22.9%

Digi-Mod by Zycast may have retained this title but the rest of this list was in flux. ZeeVee has jumped from fifth to second; Clearview moved from fourth to third; Novonde went from third to joint fourth with new entry, Matchmaster; Kingray fell from second to sixth; and Ikusi shifted down from sixth to seventh.

**RUNNER UP**

**ZEEVEE**  
19.3%

**2ND RUNNER UP**

**CLEARVIEW**  
19.0%

>4th Matchmaster 12.3%  
>4th Novonde 12.3%  
>6th Kingray 12.0%  
>7th Ikusi 6.9%





# STREAM MUSIC FROM A SMARTPHONE OR TABLET WIRELESSLY

with **Legrand's Bluetooth Sound System**

The Bluetooth Sound System allows the user to stream their favourite music wirelessly from a smartphone and/or tablet. Sleek and compact in design, the Bluetooth module allows for music files or Internet Webradio reception from smart devices. It also features a Jack input for wired connection. This means the end-user has mobile access to digital radio, as well as music streaming and download platforms.

The range comes with:

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The Bluetooth receiver allows for fast setup and can be dressed with Arteor or Excel Life coverplates, adding further stylistic elegance.

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## ELECTRICAL

## LED LIGHTING



**PHILIPS**  
47.6%

Philips' domination of this category continues with the company extending its lead over the competition. Clipsal has jumped from fourth in 2017 to second this year; Brightgreen is down one to third place and Lumex is down two spots to fifth. GE Lighting, Crompton and Pierlite all retain their positions from last year.

## RUNNER UP

**CLIPSAL BY SCHNEIDER ELECTRIC**  
15.1%

## 2ND RUNNER UP

**BRIGHTGREEN**  
13.9%

>4th GE Lighting 12.2%  
>5th Lumex 9.8%  
>6th Crompton Lighting 4.9%  
>7th Pierlite 4.3%

## SECURITY

## SECURITY SYSTEM



**NESS**  
28.4%

While Ness' victory was never in doubt, Honeywell almost tripled its vote in 2018 to claim second place and push Bosch down to third. Axis and Inner Range are new entries here while Leviton and DAS have fallen off the bottom.

## RUNNER UP

**HONEYWELL**  
21.0%

## 2ND RUNNER UP

**BOSCH**  
19.0%

>4th Axis 11.3%  
>5th Paradox 8.9%  
>6th Inner Range 6.6%  
>7th DSC 5.9%

## ELECTRICAL

## SURGE PROTECTION



**THOR TECHNOLOGIES**  
26.9%

Homegrown hero Thor Technologies has once again taken out this title proving that Aussie innovation is far from dead. Furman and APC have both held on to their spots from last year while ABB has debuted strongly in fourth place. Powershield, however, is nowhere to be seen.

## RUNNER UP

**FURMAN**  
19.7%

## 2ND RUNNER UP

**APC BY SCHNEIDER ELECTRIC**  
13.7%

>4th ABB 13.4%  
>5th Eaton 9.6%  
>6th Belkin 8.4%  
>7th Clipsal by Schneider Electric 7.4%

## SECURITY

## IP SECURITY CAMERA



**HIKVISION**  
25.1%

Going two from two, Hikvision is once again the Most Popular IP Security Camera supplier, holding back Axis, Ness and Dahua. Panasonic is no longer on the list having been replace on the leaderboard by Lillin.

## RUNNER UP

**AXIS**  
19.9%

## 2ND RUNNER UP

**NESS**  
13.4%

>4th Dahua 10.7%  
>5th Bosch 10.5%  
>6th Honeywell 9.3%  
>7th Lillin 8.1%

## ELECTRICAL

## UPS



**APC BY SCHNEIDER ELECTRIC**  
29.0%

Another year, another award for APC by Schneider Electric. The company, which is seemingly untouchable in this category, held off surges from Eaton and Furman. Last year's third-place-getter, Power Shield, has fallen to fifth while new entrant ABB has debuted at fourth.

## RUNNER UP

**EATON**  
18.5%

## 2ND RUNNER UP

**FURMAN**  
16.5%

>4th ABB 14.8%  
>5th Power Shield 11.7%  
>6th Upsonic 6.8%  
>7th Niveo Professional 5.3%

## SECURITY

## INTERCOM



**AIPHONE**  
18.0%

Aiphone, Control4, 2N and Panasonic have all retained their positions as the top four intercoms in 2018. Ness and Doorbird have traded places while Axis and Fermax have made in-roads to appear on the leaderboard for the first time. Helios, which ran seventh last year, didn't make the cut in 2018.

## RUNNER UP

**CONTROL4**  
16.7%

## 2ND RUNNER UP

**2N**  
13.7%

>4th Panasonic 13.2%  
>5th Ness 11.5%  
>6th Doorbird 10.5%  
>7th Axis 6.7%  
>7th Fermax 6.7%





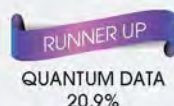
OTHER



#### OTHER



Ever since voting opened, Fluke Networks was always the clear winner of this category. Quantum Data and NTI Audio have traded places but very little else has changed from 2017. Atten is new here, pushing Redback off the list.



- >4th Klein Tools 7.9%
- >5th T3 Innovation 6.8%
- >6th Doss 5.7%
- >7th Atten 5.1%

#### OTHER



D-Tools may have changed distribution in Australia but that doesn't appear to have dented its domination of the software category. Bluebeam has held on to second place while last year's third placer, JetBuilt, has dropped to fifth place this year. SimPro, which didn't rate last year, has entered the leaderboard in third place in 2018.

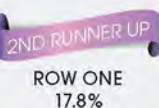


- >4th ProjectQ 9.8%
- >5th JetBuilt 8.8%
- >6th ProjX360 5.9%
- >7th Sales Tools 5.6%

#### OTHER



LP Morgan and Manhattan are once again first and second here while Jaymar, which came third last year, has dropped down to seventh. Row One, which is a relatively new pick-up for Audio Active, has debuted on this list in third place.



- >4th Fortress 13.6%
- >5th Suncoast Seating 11.7%
- >6th Bell'O 8.7%
- >7th Jaymar 7.2%

#### OTHER



After years of back and forward, Earthquake Sound has finally put some distance between it and rival D-Box. All results in this category mirror the results from 2017.



- >4th Crowson 16.5%
- >5th Clark Synthesis 5.2%



## Sonance Professional Series

From the company that invented the Architectural Audio category comes a range of professional loudspeakers that set a new benchmark in sound quality and aesthetics for commercial environments.

The Sonance Professional Series is a range of 70V/100V/8-ohm (selectable) in-ceiling, pendant and surface-mount speakers.

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