



# A HEROIC EFFORT

OVER 500 MEMBERS OF THE AUSTRALIAN AND NEW ZEALAND SYSTEMS INTEGRATION MARKET HAVE WEIGHED IN ON THE 2019 *Connected* MOST POPULAR AWARDS. **PAUL SKELTON** LOOKS AT THE RESULTS.

Some 550-odd integrators and the like from Australia and New Zealand have cast their votes in the 2019 *Connected* Most Popular Awards and the results have made for some very interesting reading.

But, before we delve in, I do need to make the same qualifying statement as I do every year because I already know that I will receive emails complaining about the results. As you read the coming pages, keep in mind that this is a purely a popularity contest that aims to recognise the brands that integrators like, not particular products. Nor does it attempt to say that any winning brand sells the most in its category - we all know that there are some pretty dreadful products that get installed in a lot of projects.

So, with that said, what can we learn

from this year's competition, which is now in its eighth year?

First, Amber Technology can/should never let Sonance or Middle Atlantic go. These two brands appear untouchable in their respective categories, with both winning some awards for eight consecutive years.

Second, it's becoming a lot more crowded at the top. This year we had four ties for first place and a lot more in the lower rankings. Perhaps it's getting harder to create unique selling points, or perhaps everyone is just upping their game. Either way integrators will be the ones to win.

Next, it appears to be possible to win a category in which you have no products. For the third time in eight years a company has won an award for

something that doesn't exist.

Finally, everyone wants to be me...

This year's Golden Paul winner, CEDIA director of technical research David Meyer, is incredibly deserving of the honour. He is the living embodiment of what makes our industry great. His technical knowledge is almost unparalleled and his passion for our market is infectious.

Dave managed to hold off some very strong competition this year, including from one of his colleagues and an industry stalwart who passed away earlier this year. Next year will surely be an interesting campaign...

Congratulations to all of the winners of the 2019 *Connected* Most Popular Awards and best of luck in 2020 for all those who didn't quite get there. ➤

## MOST INFLUENTIAL PERSON

CONGRATULATIONS TO  
**DAVID MEYER**  
CEDIA



GOLDEN PAUL  
WINNER 2019

The director of technical research for CEDIA, David Meyer, has been announced as the winner of the 2019 Golden Paul award for the most influential person in the industry.

Starting in the industry in 1994, David has worked in various roles in the industry including sales, marketing and as a technical consultant. He also founded a company that, despite his departure, continues to thrive in the Australian marketplace.

David is a globally recognised subject matter expert on video, HDMI, HDBaseT, HDCP, fibre and connectivity; he's a professional member of SMPTE and the IEEE; and he's a regular contributor to *Connected*.

"I'm absolutely delighted that David Meyer was named the 2019 Golden Paul," says *Connected* editor and Golden Paul namesake Paul Skelton.

"The effect Dave has had on our industry is almost immeasurable; from his work with various technology alliances and standards organisations to running back-to-back training sessions during trade shows, every member of this industry has been affected by David in some way.

"In fact, everything he does is for the betterment of this industry and the people in it. For that reason, it is so satisfying to see the industry come together and acknowledge everything he has done – and continues to do – by bestowing upon him the industry's highest accolade, a picture of my face."

Congratulations, Dave!



## MOST POPULAR MANUFACTURER

CONGRATULATIONS TO

**Extron.**

For the first time in the history of the *Connected* Most Popular Awards a company has gone back-to-back and taken out this category twice in a row.

With four category wins in 2019, Extron Electronics has shown that it is a powerhouse in the market (especially considering the fact it won a category in which it has no products...).

Extron has a catalogue of over 5,000 products and holds in excess of 100 patents.



## RESIDENTIAL DISTRIBUTOR



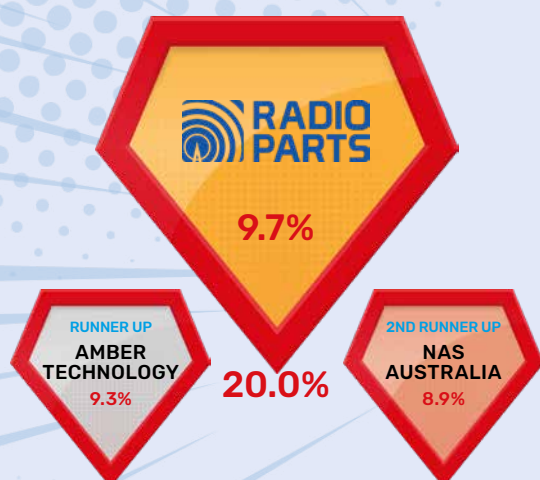
After losing the title for the first time in 2018, Amber Technology has once again claimed first place in the 'Most Popular Residential Distributor' category.

However, it is NAS Australia that is the big news story here. In 2017 the company failed to break into the top 10; in 2018 it came a healthy fifth. In 2019 the company has roared into second place, forcing last year's winner, QualiFi, into third place.

Canohm and Synergy Custom both return to the leader board this year, too, having pushed Advance Audio just outside the rankings.

- >4th Avation, Radio Parts 10.6%
- >5th Connected Media Australia 8.7%
- >6th Sennheiser 7.4%
- >7th Canohm 6.8%
- >8th Hills 6.3%
- >9th Altronic Distributors 5.7%
- >10th Synergy Custom 5.4%

## COMMERCIAL DISTRIBUTOR



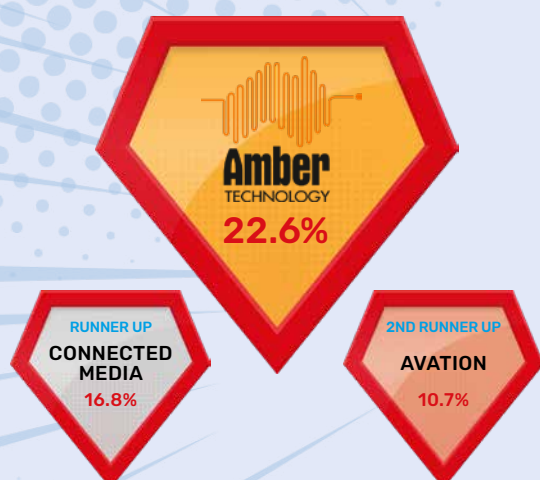
In a year where it seems that traditionally-residential focused distributors made a strong play for the commercial market, Radio Parts has once again pipped Amber Technology at the post to be named the 'Most Popular Commercial Distributor' in Australia.

Connected Media Australia and Ingram Micro make their debut here while after a short absence, Canohm, Sennheiser and Westan all made their triumphant returns.

Jands, Midwich, Audio Brands and Bose Professional have all fallen out of the top 10 in 2019.

- >4th Altronic Distributors 5.7%
- >5th Connected Media Australia 5.1%
- >6th Sennheiser 4.7%
- >7th Canohm, Westan 4.5%
- >8th Hills 4.3%
- >9th Ingram Micro 4.1%
- >10th Audio Visual Distributors 3.9%

## NEW ZEALAND DISTRIBUTOR



After a couple of years as the bridesmaid in this category, Amber Technology has once again risen to the top of a competitive field.

Ivory Egg, which made its debut last year by winning the title has slipped all the way down to seventh place. Avation, which didn't place in 2018, has re-entered the competition and claimed the bronze prize this year.

The NZ Distributor category is perhaps the most tumultuous in this competition - who knows what next year will bring?

- >4th Sound Group Holdings 8.4%
- >5th Hills 8.0%
- >6th AVD 7.2%
- >7th Ivory Egg, Mayo Group 6.9%
- >8th Digital World 6.1%
- >9th Pacific AV 5.7%
- >10th AV Supply Group, Midwich 5.3%

# FORTUNE FAVOURS THE DAVE

FROM HUMBLE BEGINNINGS, DAVID MEYER HAS TAKEN OUT THE INDUSTRY'S HIGHEST HONOUR.  
ANNA HAYES TALKS TO THE MOST RECENT WINNER OF THE GOLDEN PAUL.

This industry loves awards, and it seems like the annual Integrate expo offers the ideal platform for various organisations to dish them out. But, one award stands above the rest... *Connected* magazine's very own Golden Paul Award for the most influential person in the industry.

Named after beloved industry icon and collector of B\*Witched albums on vinyl Paul Skelton, who also edits *Connected*, the award is now in its fourth year and has quickly become the single most sought after award in the industry, globally.

This year, the very deserving winner is CEDIA's director of technical research, David Meyer, who against a field of very strong competition received the highest vote in the peer-voted competition.

David was presented with his Golden Paul Award by the award's namesake in front of a packed crowd during *Connected*'s annual Shindig event, which took place at Melbourne Public in the city's South Wharf neighbourhood.

David is a veteran of the industry with over 25 years' experience in every area from retail to wholesale and now research and development. But, for a guy who always has plenty to say on a multitude of topics, he admits that the announcement of his name left him speechless.

"It was a genuine surprise and the first time in some time that I actually really didn't know what to say. So I probably said something stupid, I actually can't remember," he says.

David says that to have his work acknowledged by his peers in the industry is a very special honour.

He admits that in the run-up to this year's event he was preoccupied so paid no attention



to the awards campaign. Aside from being struck with the flu, he was also working tirelessly on CEDIA's education offering for the Expo in Denver, with a number of new courses being offered.

"The education schedule we laid out for this year included a lot of new courses. I made some big commitments and wanted to make sure we could maximise on the education we were offering. I was distracted and hadn't given the award much thought so it really did come as a surprise."

Over the years, David has experienced almost every side of the industry. His interest in AV began as a teenager when he was very much "an audio guy" with huge speakers and a 21" TV in his bedroom.

"I was a noisy, obnoxious teenager and I was very much into big sounds, not so much about the picture. If anyone came to visit me, my parents would say 'just follow the noise down the

hall' and there I was."

A career in technology was always destined to follow but his first role ended up being in imaging, photographics and later video with a number of retail outlets. It was during that time that he hit upon a simple way to enhance connectivity.

"Just changing the cables was sometimes the cheapest and most effective way of upgrading and enhancing a system and improving reliability and performance. So I started looking into that more and more, and becoming a bit of a cable nerd. Most of the industry doesn't get excited about cables; rather, they're just one of those necessary things."

His interest in cables and connectivity lead him into his next venture, the founding of cable company Kordz, where he subsequently became an adopter of the HDMI Specification when it was still relatively new in the mid-noughties.

"I got a quantity of HDMI cables and thought 'this thing could go somewhere' and it was very successful. At that point, I thought that if I was going to do it, I



had to do it properly and sign up to the standards, get the spec, and do it right."

However, as HDMI became commoditised, it became harder to shout above companies with bigger marketing budgets than that of Kordz. A flood of inferior products saw failures starting to happen throughout the industry and HDMI became despised by integrators.

"We were making cables properly, to spec, because you can't build a product if you don't know what it's supposed to do – that's flying blind. And yet, it's amazing how many manufacturers and brands out there were doing exactly that.

"For us, the question was 'how do we get the message out there that we're actually doing it right when others have massive marketing budgets and they're outselling us, even though we know that their stuff is inferior. The answer for me was education."

In 2007, David wrote and presented his first course on HDMI as a volunteer subject matter expert at the CEDIA Expo on the Gold Coast, a move that set him

off on a journey in education and training that he could never have imagined. He admits that, at the time, he became a volunteer with a little element of self-interest as it was his method of marketing against other companies.

"I became an evangelist for the truth to explain what was happening and hopefully people would gain some trust, and then some confidence in the product and want to use it because they realise there's actually some engineering science gone into it rather than just marketing."

More recently, after 13 years in Kordz and gaining more interest in research and education, David accepted a fulltime role with CEDIA.

"It all started with HDMI but it grew into something a whole lot bigger, and I just wanted to share what I learned. People ask me what I do and I tell them 'I'm a technology distillery' – I read, what would be to most people, super boring white papers and specifications and distil it down to what people need to know."

David says that keeping a finger on the

pulse of standards is relentless as it is an area that is changing dramatically and is, in certain respects, struggling to keep up with technology rather than paving the way for it.

"The curve in technological advancement is going at breakneck speed – it's hard to keep up with what's happening. Infrastructure cabling is a big one. You could be pulling cable in a building that won't be plugged in until next year but is expected to work for the foreseeable future. It could well be that, at the standards level, it could be outmoded by then. This is actually happening right now."

David says that by volunteering with CEDIA he has gained so much in terms of connections, rapport and friendships, adding that it has enabled him to turn what he liked to occasionally into a fulltime job.

"I don't feel like I'm working. I do what I enjoy and what I actually want to do. And now I feel like I'm being honoured for really just doing what I enjoy." ■

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## FREESTANDING LOUDSPEAKERS

AUDIO

**BOWERS & WILKINS**

13.5%

RUNNER UP

**YAMAHA**

13.3%

2ND RUNNER UP

**JBL**

11.0%

Another year and another win in this category for Bowers & Wilkins.

That said, 2019 saw the company's smallest margin, only just nudging Yamaha out of the top spot. Yamaha - and its distributor Radio Parts - had a stellar year this year, so it will be interesting to see if this category changes in 2020.

JBL debuted here in 2019 in third place.

>4th Earthquake Sound 10.8%  
>4th Klipsch 10.8%  
>6th Krix 10.3%  
>7th Dali 8.1%

## 'INVISIBLE' LOUDSPEAKERS

AUDIO

**SONANCE**

28.2%

RUNNER UP

**EXTRON**

17.9%

2ND RUNNER UP

**STEALTH ACOUSTICS**

16.7%

The 'Invisible Loudspeakers' leaderboard is a direct copy of the results in 2018. The only difference is that Extron's vote share was slashed from 30.2% to 17.9%.

Changes occurred in the minor placings, with Triad falling from fourth to seventh; Nakymatone dropping from sixth to seventh; and SpeakerCraft jumping from sixth to fourth.

>4th SpeakerCraft 13.2%  
>5th Amina 8.7%  
>6th Nakymatone 5.5%  
>7th Triad 3.8%

## ARCHITECTURAL LOUDSPEAKERS (RESIDENTIAL)

AUDIO

**SONANCE**

12.3%

RUNNER UP

**BOSE**

10.2%

2ND RUNNER UP

**BOWERS & WILKINS**

7.4%

For the eighth year in a row, Sonance has been named the 'Most Popular Architectural Loudspeakers' in Australia.

Klipsch, which came third in 2018, has moved down to sixth place in 2019. This was countered by B&W, which moved from sixth place last year to third in 2019.

JBL has fallen from the list, as have KEF, Origin Acoustics and Triad.

>4th SpeakerCraft 6.0%  
>5th Yamaha 5.9%  
>6th Klipsch 5.6%  
>7th Krix 5.3%

## ARCHITECTURAL LOUDSPEAKER (COMMERCIAL)

AUDIO

**EXTRON**

13.9%

RUNNER UP

**SONANCE**

9.8%

2ND RUNNER UP

**KRIX**

8.5%

Extron may have retained this title but it's overall vote tally plummeted from 34.1% last year to just 13.9% in 2019.

Krix has re-entered the rankings in third place, joined by first-timers Yamaha and Earthquake Sound.

Apart Audio missed out last year but has returned here.

Origin Acoustics, JBL, Triad and Klipsch have fallen off the list.

>4th Bose Professional 8.3%  
>5th Apart Audio 7.7%  
>6th Yamaha 7.4%  
>7th Earthquake Sound 6.0%

## OUTDOOR LOUDSPEAKERS

AUDIO

**SONANCE**

10.5%

RUNNER UP

**SPEAKER CRAFT**

8.9%

2ND RUNNER UP

**YAMAHA**

8.4%

After failing to place in 2017 and then coming third in 2018, JBL has once again failed to place in 2019. Bose, which came second in 2018, has also fallen off the leader board.

This has allowed SpeakerCraft to jump back into second place, Earthquake Sound to come fifth and Krix to debut in seventh place.

>4th Origin Acoustics 7.6%  
>5th Earthquake Sound 6.6%  
>6th Bowers & Wilkins 5.6%  
>7th Krix 4.7%

## ACOUSTIC TREATMENTS

AUDIO

**PRIMACOUSTICS**

23.5%

RUNNER UP

**SOUND ACOUSTICS**

21.4%

2ND RUNNER UP

**CINEMA WORKS**

13.4%

After a year's break from the top spot Primacoustics, which is distributed by Amber Technology, has recaptured pole position.

Last year's winner, Sound Acoustics, has moved into second place while Cinema Works has once again claimed bronze.

There have been minor changes in the lower places but largely unnoteworthy.

>4th Wave Panels 12.4%  
>5th Artnovian 10.3%  
>6th Vicoustic 9.3%  
>7th Auralex 6.9%

## SUBWOOFERS

AUDIO

## EARTHQUAKE SOUND

9.3%

After making its debut in 2018 in sixth place, Earthquake Sound has just edged out Yamaha to claim the title of 'Most Popular Subwoofer'.

Both brands are distributed by Radio Parts, which was also named Australia's 'Most Popular Commercial Distributor', which shows you that something must be going right in West Melbourne.

RUNNER UP

YAMAHA

9.2%

2ND RUNNER UP

JBL

7.6%

>4th Sonance 7.3%  
>5th Bowers & Wilkins 6.5%  
>6th Krix 5.7%  
>7th Klipsch, Origin Acoustics 5.6%

## SPEAKER CABLING/INTERCONNECTS

AUDIO

## AUDIOQUEST

13.2%

Not a lot has changed in this category in 2019. Kordz and Extron have switched positions, WireWorld has returned in fifth place and Belkin has fallen out of contention.

Naked Cable, which is distributed by Connected Media, has made its debut here, claiming fourth place.

RUNNER UP

KORDZ

10.9%

2ND RUNNER UP

EXTRON

10.0%

>4th Naked Cable 8.5%  
>5th WireWorld 7.9%  
>6th Blustream, Pro2 6.4%  
>7th Belden 6.0%

## AV RECEIVERS

AUDIO

## YAMAHA

28.6%

Congratulations to Cambridge Audio for returning to the leaderboard in this category in 2019. All other contenders appeared in 2018, which was also won by Yamaha.

Denon reclaimed second place while Pioneer, which came sixth in 2018, jumped up to third place this year.

Marantz slipped down one position and Onkyo moved up by the same.

RUNNER UP

DENON

21.0%

2ND RUNNER UP

PIONEER

17.3%

>4th Marantz, Onkyo 16.1%  
>5th Integra 14.2%  
>6th Cambridge Audio 6.1%  
>7th Sony 5.6%

## PREAMPLIFIERS

AUDIO

## YAMAHA

31.6%

Not only did Yamaha win the title of 'Most Popular Preamplifier' convincingly, it managed to increase its share of the votes in the process (in 2018 the company won this category with 27.8% of the vote).

NAD is the only new entrant here with all others appearing in last year's competition.

Marantz move down to third from second. Onkyo went from fourth to second.

RUNNER UP

ONKYO

17.9%

2ND RUNNER UP

MARANTZ

17.4%

>4th Integra 14.4%  
>5th McIntosh 8.9%  
>6th NAD 5.7%  
>7th Anthem, ARCAM 5.4%

## MICROPHONES

AUDIO

## SHURE

30.5%

The top three place-getters may be the same as 2018 but Audio Technica (fourth in 2018) and Doss (sixth in 2018) are out while DPA, Rode and Beyerdynamic are all either making their debut or return to the leaderboard.

This is the third year in a row that Shure, which is distributed by Jands, has taken out this title.

RUNNER UP

SENNHEISER

24.4%

2ND RUNNER UP

AKG

13.0%

>4th JTS 9.5%  
>5th Sony 8.7%  
>6th DPA, Rode 8.4%  
>7th Beyerdynamic 6.6%

## MIXER

AUDIO

## YAMAHA

18.2%

It has been quite an active year for this category, with many changes in the rankings. Yamaha jumped from second to first place; Extron dropped from first to joint-third with Soundcraft, which came fourth in 2018; Apart Audio debuted in second place; Allen & Heath shifted back into fourth from third; Redback debuted in joint-fifth place with SSL, which came sixth last year.

RUNNER UP

APART AUDIO

10.8%

2ND RUNNER UP

EXTRON, SOUNDRAFT

9.1%

>4th Allen & Heath 8.2%  
>5th Redback, Solid State Logic 7.4%  
>6th Australian Monitor 6.5%  
>7th Behringer 6.2%



## AUDIO EMBEDDER

AUDIO

**BLUSTREAM**

20.9%

If you're going to make your debut in a competition you might as well win, which is exactly what Blustream has done, pushing two-time winner Extron back into second place. Perennial silver medal holder Kramer has fallen into fifth place.

Gefen held onto third place; AVPro Edge has made its debut in fourth place; and Atlona and KanexPro have fallen out of contention.

RUNNER UP

**EXTRON**

18.1%

2ND RUNNER UP

**GEFEN**

17.5%

>4th AVPro Edge 16.3%  
>5th Kramer 8.7%  
>6th Pro2 6.7%  
>7th Black Magic Design 3.3%

## PA SYSTEM

AUDIO

**AUSTRALIAN MONITOR**

14.2%

**REDBACK**

14.2%

Last year, Australian Monitor placed fifth in this category. Redback Audio didn't place at all, despite coming third in 2017. In 2019, the companies tied to be named joint winners of the 'Most Popular PA System'.

2018's winner, QSC, fell back to fifth place. Bose, which previously came second, came fourth in 2019.

>3rd Yamaha 12.7%  
>4th Apart Audio 9.1%

>5th Bose 8.7%  
>6th QSC 8.0%

## FLAT PANEL DISPLAYS

VIDEO

**SAMSUNG**

40.3%

Surely after eight years, someone would challenge Samsung for this title? Apparently not.

In fact, the only change in this category is the transposing of positions for Philips and Sharp.

Not only did Samsung win, it increased its share of the vote too.

RUNNER UP

**SONY**

26.9%

2ND RUNNER UP

**LG**

23.6%

>4th Panasonic 17.8%  
>5th Philips 6.5%  
>6th Bang & Olufsen 6.0%  
>7th Sharp 5.4%

## HOME THEATRE PROJECTOR

VIDEO

**EPSON**

29.5%

Another residential video category and yet again, very little has changed from last year.

Optoma has claimed third place over Panasonic while JVC has fallen off the list making room for Digital Projection to claim seventh place.

Epson and Sony appear to be in an years-long tussle for dominance in this category with Epson continuingly emerging victorious.

RUNNER UP

**SONY**

27.8%

2ND RUNNER UP

**OPTOMA**

16.3%

>4th Panasonic 13.5%  
>5th BenQ 8.9%  
>6th Barco 7.4%  
>7th Digital Projection 6.6%

## PROJECTION SCREEN

VIDEO

**SCREEN TECHNICS**

21.1%

After a year's break from the top spot Screen Technics has reclaimed the title of 'Most Popular Projection Screen'. Last year's winner, Stewart Filmscreen, has fallen back into joint-fourth position with Grandview, which has jumped up from seventh place in 2018. Elite Screens is a big mover here having come fourth last year and second in 2019.

Da-Lite retains third place.

RUNNER UP

**ELITE SCREENS**

20.5%

2ND RUNNER UP

**DA-LITE**

14.2%

>4th Grandview, Stewart Filmscreen 11.3%  
>6th Accent Vision 9.2%  
>7th Draper 6.9%  
>8th Screen Innovations 6.6%

## MOTORISED LIFTERS

VIDEO

**SCREEN TECHNICS**

22.1%

After taking a fall in the 2018 competition, Screen Technics has jumped back up the rankings to claim the title of 'Most Popular Motorised Lifters'. Ultralift, which typically dominates in this category, has fallen back into fourth place.

Nexus21 has fallen off the list while Gilkon has returned.

RUNNER UP

**SANUS**

20.8%

2ND RUNNER UP

**FUTURE AUTOMATION**

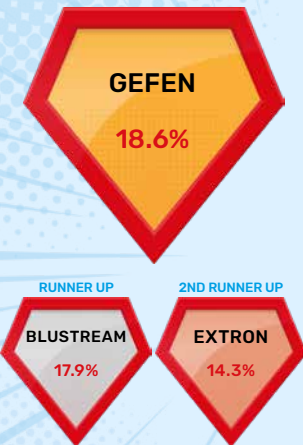
14.6%

>4th Ultralift 13.8%  
>5th Grandview 7.7%  
>6th OmniMount 6.9%  
>7th Gilkon 4.8%



VIDEO PROCESSORS

VIDEO



Gefen has been on a rollercoaster in this category, coming second in 2017, seventh in 2018 and now first in 2019.

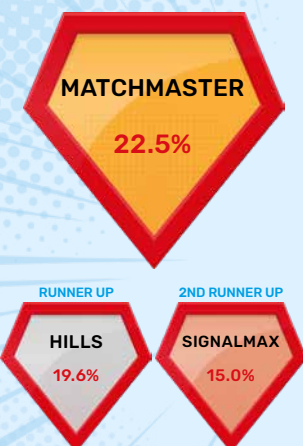
Extron fell from first to third while Blustream held onto second place.

NVIDIA, ATEN and Anthem are off the list while HDAnyware and DVDO debut. Kramer came third in 2018.

- >4th Crestron 12.3%
- >5th Kramer 8.7%
- >6th HDAnyware 8.5%
- >7th DVDO 3.6%

ANTENNAS

VIDEO



Matchmaster must be pleased... First, it's primary competitor in the category (Hills) announces it will be closing and now it wins this award.

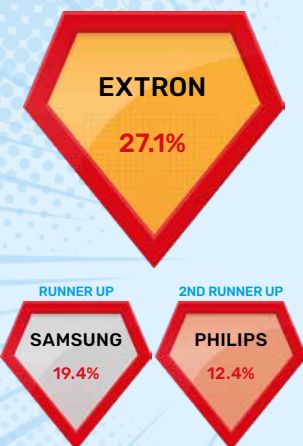
Clipsal has fallen from third to sixth, allowing SignalMAX to move into third place.

One For All has jumped significantly from eighth place to joint-fourth.

- >4th Kingray, One For All 12.8%
- >6th Clipsal by Schneider Electric 8.1%
- >7th Triax 7.1%
- >8th Crest 5.6%

DIGITAL SIGNAGE CMS

VIDEO



And so, despite not having a digital signage CMS system to speak of, over one quarter of voters rate Extron as their most popular brand in this space.

Last year's winner, Samsung, came second in 2019 while Philips debuted in third place.

Scala, BroadSign and NoviSign have fallen off the list while SpinetiX has returned.

- >4th Panasonic 9.5%
- >5th SpinetiX 4.7%
- >6th Sharp 4.4%
- >7th Exterity 3.6%



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## DIGITAL SIGNAGE PLAYER

VIDEO

**BRIGHTSIGN**

18.4%

For the third year in a row BrightSign, which is distributed by Midwich, has claimed the title of 'Most Popular Digital Signage Player'.

The big mover here, though, is Pro2, which jumped from joint-fifth place in 2018 to third place in 2019.

ATEN is off the list with SpinetiX entering the race in joint-fourth place with Gefen.

>4th Gefen, SpinetiX 10.9%  
>6th Samsung 9.8%  
>7th Sony 6.5%  
>8th Barco 5.4%

RUNNER UP

**EXTRON**

14.5%

2ND RUNNER UP

**PRO2**

11.8%

## SHORT THROW PROJECTORS

VIDEO

**EPSON**

43.1%

The industry's love affair with Epson continues with the company dominating, once again, in the 'Most Popular Short Throw Projectors' category.

Optoma leapfrogged Sony and BenQ to take the silver; NEC and Barco maintained their positions; and Hitachi fell off the list to make room for Vivitek, which debuted in seventh place.

>4th BenQ 8.7%  
>5th NEC 7.1%  
>6th Barco 5.5%  
>7th Vivitek 4.6%

RUNNER UP

**OPTOMA**

19.5%

2ND RUNNER UP

**SONY**

14.2%

## 4K VIDEO EXTENDER

VIDEO

**EXTRON**

33.6%

Extron has almost doubled its vote share from 2018 to take out the 'Most Popular 4K Video Extender' category in 2019.

Control4, which came third last year, fell from results in 2019, as have ATEN, Crestron and Atlona.

HDAnyware made its debut this year in third place while AV Gear made its return to the leaderboard, claiming sixth place.

>4th Gefen 9.6%  
>5th Kramer 9.4%  
>6th AV Gear 7.2%  
>7th Pro2 6.1%

RUNNER UP

**BLUSTREAM**

21.4%

2ND RUNNER UP

**HDANYWARE**

13.8%

## VIDEO SCALER

VIDEO

**EXTRON**

35.2%

Extron and Blustream have both retained their positions from 2018 while, as per the 4K Video Extender category, HDAnyware has debuted in third place.

Yet again ATEN, Crestron and Atlona have fallen off the list while AV Gear, once more, has returned to the list in sixth place.

>4th Kramer 10.6%  
>5th Gefen 9.4%  
>6th AV Gear 7.8%  
>7th Pro2 6.1%

RUNNER UP

**BLUSTREAM**

20.0%

2ND RUNNER UP

**HDANYWARE**

13.2%

## UNIVERSAL REMOTE CONTROL

CONTROL

**LOGITECH**

17.0%

Last year's winner, Control4, has slipped back into third place while Logitech, which came second in 2018, took the top spot.

RTI moved from third to second. URC and Elan are off the list while Savant has entered strongly in joint-fourth place.

Kramer Controls debuted here in seventh place.

>4th Crestron, Savant 10.0%  
>6th One For All 9.6%  
>7th Kramer Controls 8.0%  
>8th Pro Control 5.6%

RUNNER UP

**RTI**

13.3%

2ND RUNNER UP

**CONTROL4**

11.5%

## MULTI-ROOM AV DISTRIBUTION

CONTROL

**SONOS**

13.9%

After having a stellar year in 2018, Control4 has dropped from first place in this category in 2018 to fifth place this year.

Sonos jumped from third to first; Yamaha moved from fourth to second; and, Blustream fell from second to fourth.

Heos has returned to the list in 2019 while Crestron, URC and McLelland disappeared from the results.

>4th Blustream 8.6%  
>5th Control4 7.4%  
>6th Extron 6.9%  
>7th RTI 5.8%

RUNNER UP

**YAMAHA**

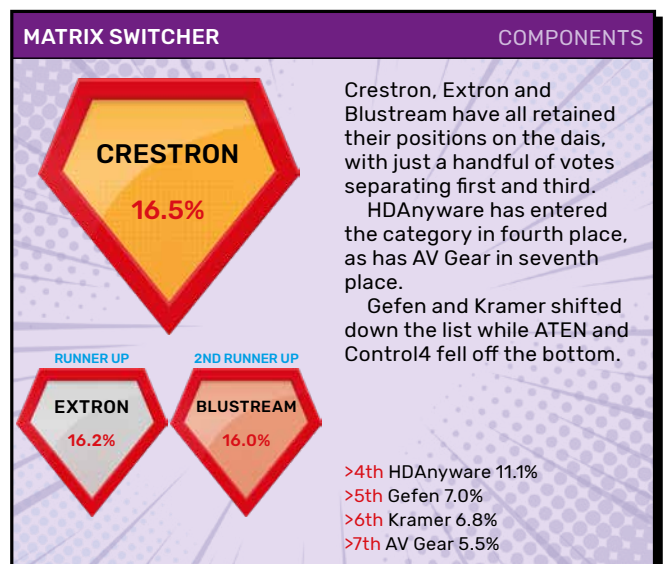
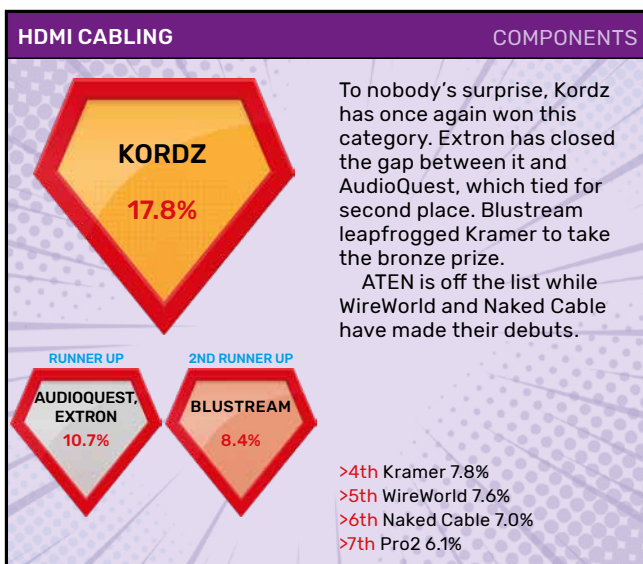
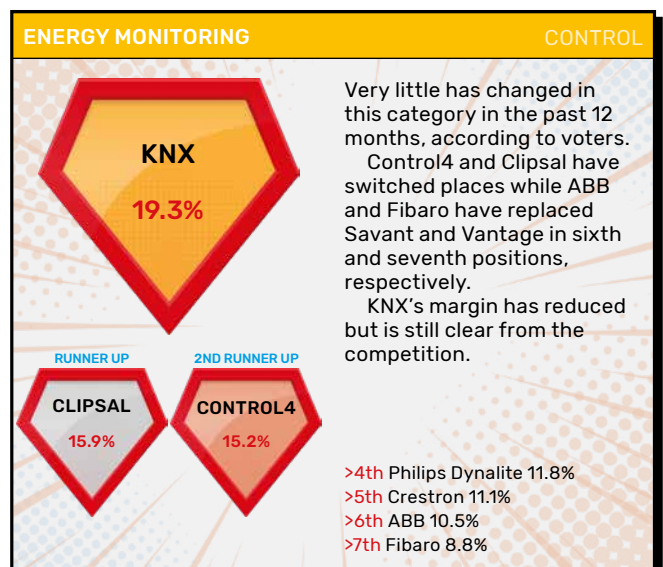
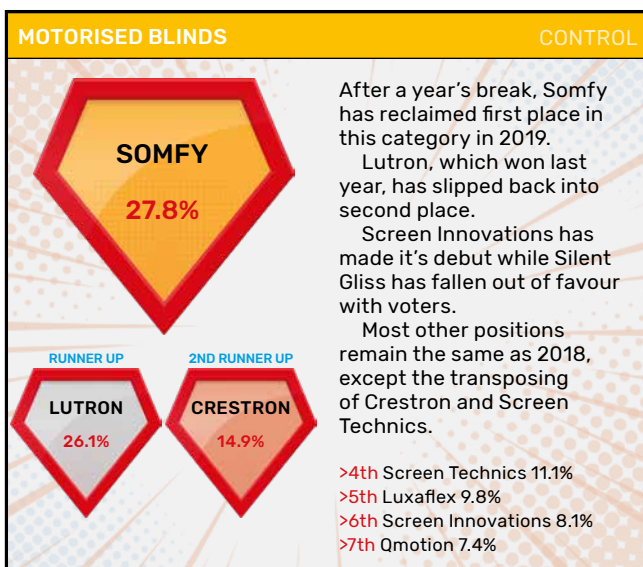
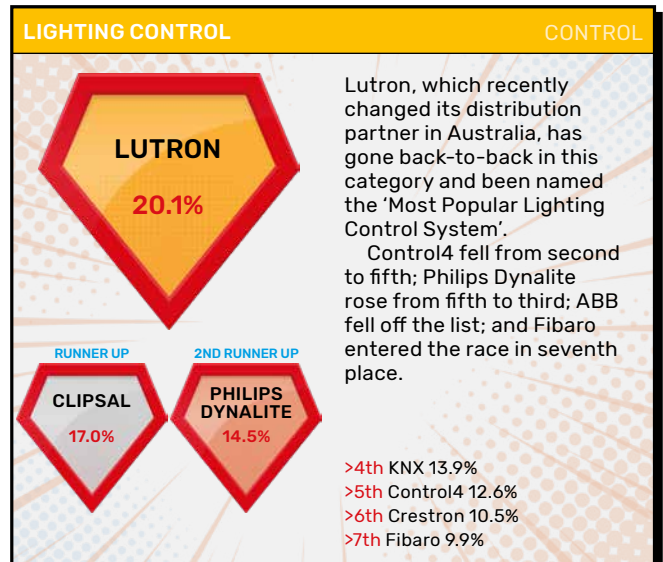
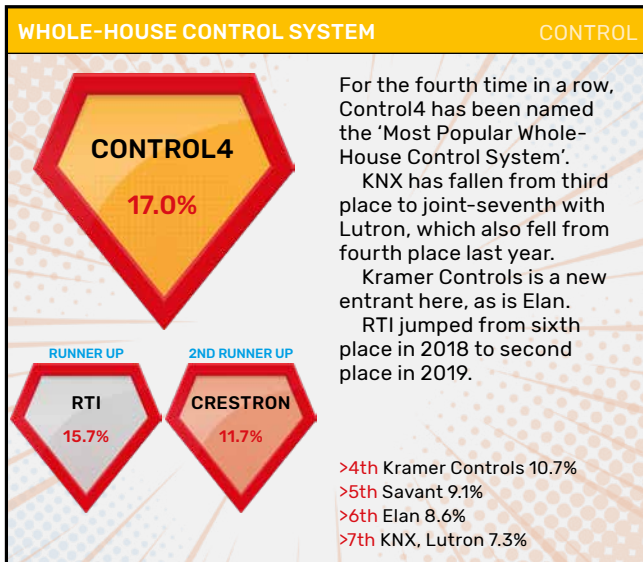
12.3%

2ND RUNNER UP

**HEOS**

9.2%







## HDBASET EXTENDER KIT

### COMPONENTS

#### BLUSTREAM

19.7%

Blustream and Extron have retained the gold and silver prizes in this year's competition while last year's bronze-getter, Control4, has fallen to seventh place.

HDAware has debuted in third place; AV Gear has jumped from seventh to fourth; while Crestron and ATEN have failed to place.

RUNNER UP

#### EXTRON

16.8%

2ND RUNNER UP

#### HDANYWARE

11.5%

- >4th AV Gear 10.1%
- >5th Kramer 7.2%
- >6th Gefen 7.0%
- >7th Control4 6.2%

## AV OVER IP

### COMPONENTS

#### GEFEN

16.2%

#### JUST ADD POWER

16.2%

In what is arguably the most active and competitive sector of the market, Just Add Power and Gefen have dually taken the title of 'Most Popular AV over IP System'.

J+P won this title in 2018, too, while Gefen finished sixth. Extron and Blustream retained their positions from last year while Kramer, ZyCast and Savant all debuted this year.

- >3rd Extron 14.8%
- >4th Blustream 14.4%

- >5th Kramer 7.9%
- >6th ZyCast Technology 7.1%

## DIGITAL MODULATOR

### COMPONENTS

#### ZYCAST TECHNOLOGY

27.4%

All seven place-getters in the 'Most Popular Digital Modulator' category appeared in both 2018 and 2019. ZyCast and ZeeVee held on to first and second, respectively, while Kingray jumped from sixth place in 2018 to claim third in 2019.

Matchmaster edged out Novonde after a tie in 2018 for fourth place. Clearview dropped from third place to sixth in 2019.

RUNNER UP

#### ZEEVEE

17.0%

2ND RUNNER UP

#### KINGRAY

16.3%

- >4th Matchmaster 15.2%
- >5th Novonde 14.2%
- >6th ClearView 13.1%
- >7th Ikusi 7.2%

## RACKS/CABINETS

### COMPONENTS

#### MIDDLE ATLANTIC

40.4%

Middle Atlantic has continued its dominance of the 'Most Popular Racks/Cabinets' category, as has Sanus' position of second place.

Rack Tech and Altronics have switched places while SnapAV and Hallam have fallen off the list.

Clipsal has moved up to fifth from sixth, B&R held steady while Dynamix entered the race in seventh place.

RUNNER UP

#### SANUS

24.5%

2ND RUNNER UP

#### RACK TECHNOLOGIES

9.2%

- >4th Altronics 7.4%
- >5th Clipsal 6.2%
- >6th B&R Enclosures 5.9%
- >7th Dynamix 5.3%

## RACK COOLING SYSTEMS

### COMPONENTS

#### MIDDLE ATLANTIC

38.0%

Everything in this category remains the same as the 2018 competition, except for a switch in second and third places.

Regardless, it's clear that Middle Atlantic, which is distributed by Amber Technology, has a firm grasp on the rack cooling system market.

RUNNER UP

#### SANUS

26.4%

2ND RUNNER UP

#### AC INFINITY

19.3%

- >4th Cool Components 12.2%
- >5th Rackmount Solutions 7.4%
- >6th Active Thermal Management 4.8%
- >7th Sunon 3.5%

## PRESENTATION/COLLABORATION TOOLS

### COMPONENTS

#### BARCO

22.4%

Despite this being the biggest growth sector of the market, very little has changed in the rankings in the category in 2019.

In fact, the only change among the top seven place-getters between 2018 and 2019 is a switch of positions for Kramer and Crestron.

Barco's numerous products in this sector appear to be paying off for distributor, Audio Visual Distributors.

RUNNER UP

#### EXTRON

16.7%

2ND RUNNER UP

#### KRAMER

14.5%

- >4th Crestron 11.3%
- >5th BenQ 8.8%
- >6th AMX 7.2%
- >7th Bluebeam 5.6%

# Neets



## Neets AV Control Systems

The easiest and most effective way to get through presentations

Neets is a smart, user-friendly, reliable and easy to install AV control system that facilitates effective presentations in meetings and classrooms.

The Neets Project Designer software makes configuration of the control systems a straightforward and easy exercise without code complexity.

The automation process can be initiated from the moment the system is turned on or by a simple press of a single button.

Neets is the ideal solution for simple, low cost control systems in the classroom and commercial applications.



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[ambertech.com.au](http://ambertech.com.au)

### VIDEO CONFERENCING EQUIPMENT

#### COMPONENTS

**LOGITECH**

**40.3%**

Perhaps it was a change in branding for Polycom (now Poly) or the excellent new products from Logitech (e.g. Tap), or a combination of both, but Logitech has taken out the Video Conferencing Equipment prize despite not placing in 2018, pushing Poly down to third.

Logitech's entry into this category also pushed Lifesize off the list.

RUNNER UP

**CISCO**

**20.3%**

2ND RUNNER UP

**POLY**

**13.9%**

>4th Sony 12.8%  
>5th Crestron 11.3%  
>6th LG 8.3%  
>7th Lumens 6.0%

### HEARING LOOP

#### COMPONENTS

**AMPETRONIC**

**21.6%**

**WILLIAMS  
SOUND**

**21.6%**

It's crowded at the top of the 'Most Popular Hearing Loop' category, it would appear. Ampetronic, distributed by Jands, and Williams Sound, distributed by Hills, tied for first place and Contacta by Amber Technology and Redback Audio, an Altronics brand, shared third place.

>3rd Contacta, Redback 18.6%  
>5th Univox 11.4%

>6th Phoenix 10.1%  
>7th Humantechnik 7.2%

### INTERACTIVE DISPLAYS

#### COMPONENTS

**SAMSUNG**

**20.2%**

If trade shows are to be believed, interactive displays are another boom area for the integration market. Perhaps it is, but the results of this year's competition show very few changes.

Panasonic is up to second from joint-fourth last year while last year's silver medalist, LG, is fifth here.

Sharp is off the list after coming seventh in 2018.

RUNNER UP

**PANASONIC**

**14.4%**

2ND RUNNER UP

**EPSON**

**14.1%**

>4th Optoma 12.6%  
>5th LG 12.3%  
>6th BenQ, NEC 9.4%  
>7th Microsoft 8.7%



## ELECTRONIC WHITEBOARDS

ELECTRICAL

**PANASONIC**

**40.0%**

Despite shuttering its electronic whiteboard business earlier this year, Panasonic was voted the 'Most Popular Electronic Whiteboard' provider in the country. So... congratulations?

Smart, which won last year, came second while last year's seventh place-getter, ELB, has fallen off the bottom of the list to make room for Mimio.

- >4th Hitachi 10.2%
- >5th Ricoh 8.5%
- >6th Canon 7.2%
- >7th Mimio 3.8%

RUNNER UP

2ND RUNNER UP

**SMART**

**22.5%**

**SHARP**

**17.4%**

## SURGE PROTECTION

ELECTRICAL

**THOR TECHNOLOGIES**

**26.9%**

Is anybody surprised by the fact that Thor Technologies has won this award for the eighth time? Didn't think so...

SurgeX is new here, entering in at second place and shifting Furman, APC by Schneider Electric and ABB down a rank each.

Clipsal is no longer on the list having been replaced by Power Shield.

- >4th APC by Schneider Electric 9.5%
- >5th ABB 8.9%
- >6th Power Shield 7.8%
- >7th Belkin, Eaton 6.3%

RUNNER UP

2ND RUNNER UP

**SURGEX**

**20.2%**

**FURMAN**

**18.2%**

## UPS

ELECTRICAL

**FURMAN**

**22.1%**

For the first time since this competition's inception APC by Schneider Electric has not won this title of 'Most Popular UPS'. Rather, Furman, which is distributed by QualiFi, has taken the title.

Eaton has dropped from second to third; Power Shield has risen from fifth to fourth; Niveo has gone up from seventh to fifth; and ABB has gone from fourth to joint-sixth with Powertech.

- >4th Power Shield 16.6%
- >5th Niveo Professional 13.1%
- >6th ABB, Powertech 7.6%
- >7th Upsonic 6.4%

RUNNER UP

2ND RUNNER UP

**APC**

**17.9%**

**EATON**

**16.9%**

## INTEGRATED SECURITY SYSTEM

SECURITY

**NESS**

**32.3%**

Ness, Honeywell and Bosch once again take first, second and third in the 'Most Popular Integrated Security System' category of the *Connected* Most Popular Awards.

Risco and Doss have both entered the rankings here. Inner Range has risen from sixth in 2018 to fourth in 2019. Paradox and DSC have both fallen from the list.

- >4th Inner Range 9.5%
- >5th Risco 9.2%
- >6th Axis 6.2%
- >7th Doss 5.6%

RUNNER UP

2ND RUNNER UP

**HONEYWELL**

**16.7%**

**BOSCH**

**16.4%**

## IP SECURITY CAMERA

SECURITY

**HIKVISION**

**27.3%**

Panasonic has had a strong year in this category coming third after failing to place in 2018. Alternatively, Axis has dropped from second to fourth and Lilin has been dropped from the list.

WAMA didn't rate in 2018 but has finished in sixth place this year. Doss, which also didn't get a mention in 2018, has entered in at joint-seventh with Honeywell.

- >4th Axis 11.78%
- >5th Bosch, Dahua 9.4%
- >6th WAMA 7.7%
- >7th Doss, Honeywell 6.9%

RUNNER UP

2ND RUNNER UP

**NESS**

**16.9%**

**PANASONIC**

**12.6%**

## INTERCOM

SECURITY

**AIPHONE**

**17.7%**

Three big stories have emerged from this category in 2019. First, Control4 and Axis have disappeared from the table of results.

Second, Ness has jumped from fifth place in 2018 to second place this year.

Third, Hikvision has entered the competition this year in third place after failing to get a mention last year.

- >4th Panasonic 12.1%
- >5th 2N 10.7%
- >6th Fermax 10.1%
- >7th Doorbird 9.8%

RUNNER UP

2ND RUNNER UP

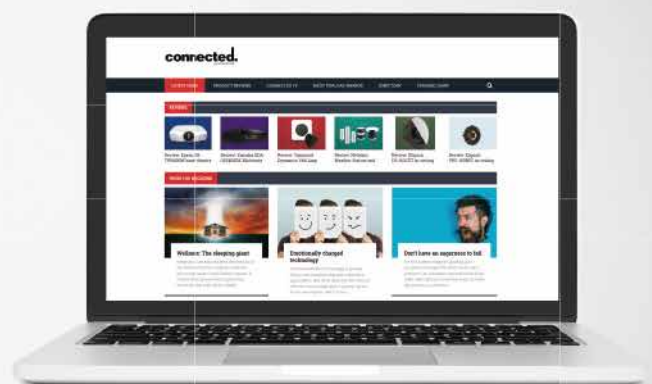
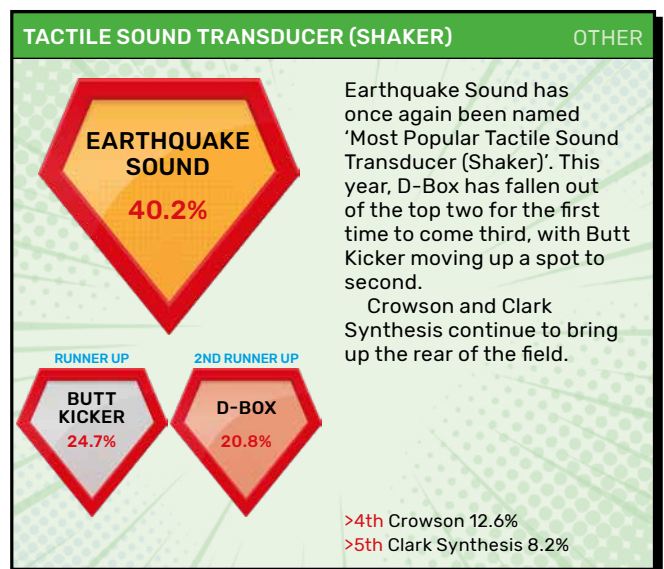
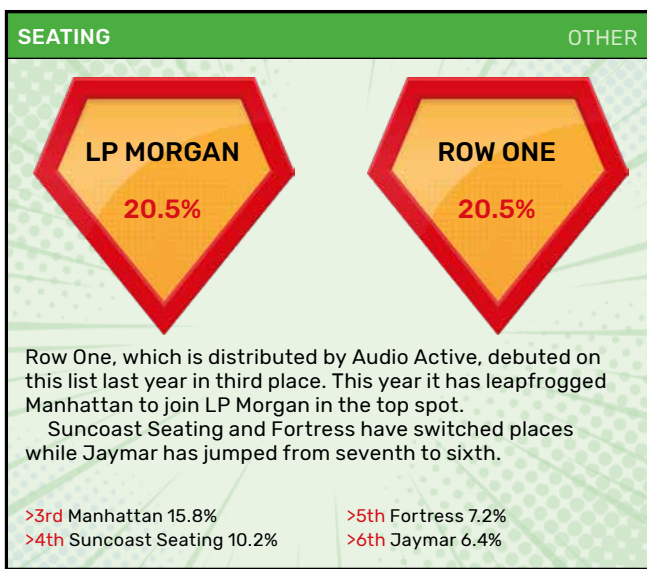
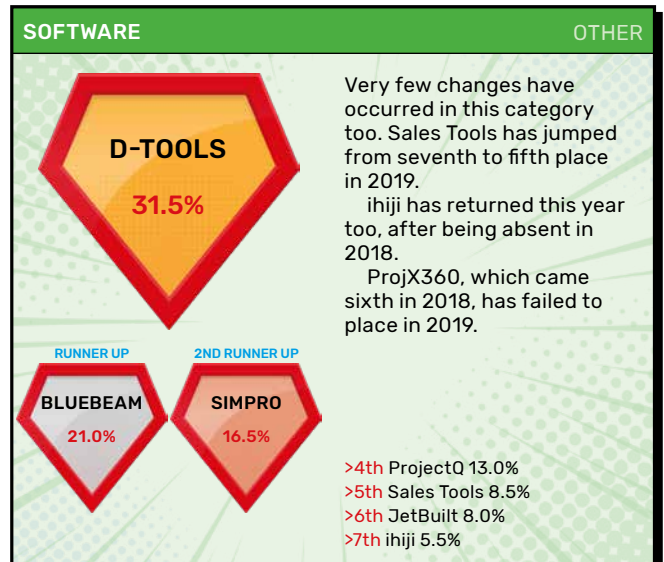
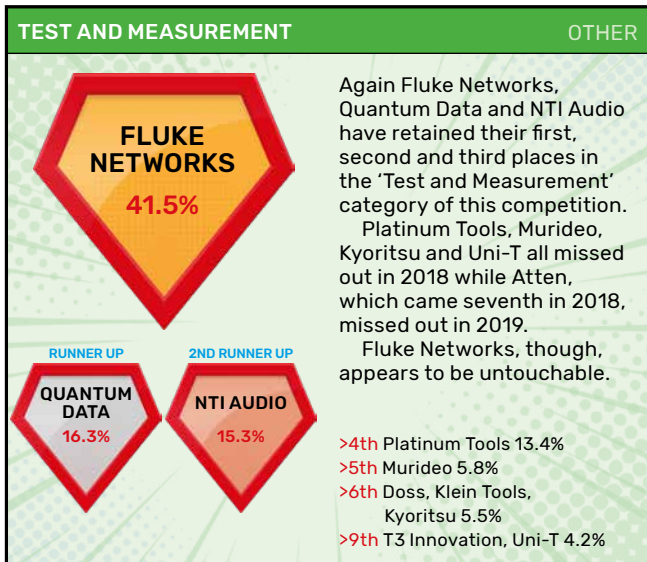
**NESS**

**14.0%**

**HIKVISION**

**13.5%**





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