

# PROMAG

ENTERTAINMENT, PRESENTATION

& LIGHTING TECHNOLOGY

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PROMAG: THE HISTORY, THE FUTURE

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**Passion – it's in our DNA!**

**Martin**  
by HARMAN

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Martin Professional - [www.martin.com](http://www.martin.com)  
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## A TRIP DOWN MEMORY LANE

When I decided to write a cover story about the history and future of PROMAG, I did not quite realise what I was letting myself in for. Since its inception in 1993, Pro-Magazine (as it was called then) was published quarterly, without skipping one issue. This means I had a tremendous number of magazines (92 to be precise) to read in a very short period. Tight deadlines didn't help.

This is a task one needs to do without the normal interruptions of work, and I muttered "Thank God for weekends" as I left the office with a pack of magazines under each arm. What an entertaining and enlightening weekend it was! In this issue I'm proud to share with you my trip down PROMAG's memory lane. We look at the products of yesteryear, as well as how they were applied and installed in those days. I hope you enjoy the ride with us, as we remember the past and prepare to embrace the future with PROMAG Blog.

Our feature article also revisits the past, an interesting read of Martin Professional's history. Who would have guessed that back in 1987, entrepreneur Peter Johansen started off with smoke machines based on his experiments with dry ice in a coffee machine?

Panavision Evolve has been in the AV industry for only a year shorter than PROMAG's existence. Twenty years later they still live up to their reputation as thought leaders in their field. This was evident when Panavision Evolve recently launched their state-of-the-art demo facilities, probably a first of its kind in South Africa. You absolutely have to visit their premises in Kramerville to fully appreciate this extraordinary AV experience.

If you enjoy a bit of Mixed Martial Arts action, then make sure to read our article about the Extreme Fighting Championships (the biggest in Africa) on page 5. Gary Sam, Head of Lighting Design and Operation for this event, is responsible for ensuring that the lighting effects are every bit as dramatic and entertaining as the explosive fights are.

The iHeart Joburg Music Festival rocked the Jozi crowd for a non-stop 12 hours at Ellis Park. In 1985 the Concert in the Park was hosted at the same venue, but that is where the similarities end. Back then the bands had names such as Juluka, eVoid and Petit Cheval, and lighting was ridiculously poor. This year the fans were rocked by bands such as Panic! At the Disco, T-Pain, Zebra & Giraffe, and Fall Out Boy, with fabulous staging and spectacular lighting effects.

Red Bull is one of the most successful and talked about companies on the planet, and once again they've done it their way. For their new offices in Granger Bay, they insisted on the latest and greatest in technology. Darryl Katz, owner of 4ward-design, was awarded with this prestigious project and he experienced first-hand how Red Bull gives you wings... The brief was short and to the point, but he was given immense liberty to come up with the ultimate in AV technology design and implementation. Read all about this and the pride of the office, their Red Bull Formula One simulator... On that high note I leave you. It's a long road from past to future and I now need to quench my thirst. Or maybe I just need some wings.

— *Managing Editor: Terry*

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## DIARY – UPCOMING EVENTS AND SHOWS

**Integrated Systems Europe** — 10-12 Feb 2015*Amsterdam RAI, Netherlands - [www.iseurope.org](http://www.iseurope.org)*

Integrated Systems Europe, or ISE as industry specialists call it, attracts professionals from every link in the systems integration value-chain, including manufacturers, distributors, dealers, contractors and consultants. ISE also draws ever-growing numbers of end customers, from fields as diverse as education, sports, corporate facilities, hospitality and live events.

**NAB SHOW** — 13-16 April 2015*Las Vegas, Nevada, USA - [www.nabshow.com](http://www.nabshow.com)*

The NAB Show is an annual trade show produced by the National Association of Broadcasters. Attendees range from Broadcast, Digital Media, Film, Entertainment, Telecom, Post-Production, Education, Houses of Worship, Advertising, Military/Government, Retail, Security, Sports and IT to feed the need of next-generation content.

**Prolight + Sound 2015** — 15-18 Apr 2015*Frankfurt am Main, Germany - [www.prolight-sound.com](http://www.prolight-sound.com)*

The Prolight + Sound is the international fair of technologies and services for events, installation and production. Prolight + Sound covers the complete range of products and services in the events sector: from professional lighting technology, rigging, professional sound systems and studio equipment to digital signage, network technology, conference equipment and public address systems.

**IFSEC South Africa** — 12-14 May 2015*Gallagher Convention Centre, Midrand - [www.ifsecsa.com](http://www.ifsecsa.com)*

IFSEC South Africa is the leading Commercial Security, Homeland Security and Fire exhibition on the African continent.



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## PANAVISION EVOLVE UNVEILS CRESTRON DEMO WALL



The Crestron demo panel showcasing the latest technology



Panavision Evolve's demo Home Theatre with Crestron HD Surround sound and amplifiers

Panavision Evolve has been in the AV and automation business for 20 years, and in that time have kept at the forefront of technological developments in this fast-moving industry. As a leader in their field they continue to deliver great solutions to commercial and residential clients, equipping conference centres, boardrooms, auditoriums, training centres and hotels, as well as home lighting, climate control, audio distribution, home theatre, HD distribution and complete AV control systems.

"We have been in this building in Kramerville for the last eight years," said Jaco Potgieter, Panavision Evolve's Sales Director "and from the 1st of August we've taken occupancy of the entire second floor and we decided to use the entire floor as a dedicated demo facility.

So, on 2 October 2014, at a special launch Panavision unveiled its new demo facility. Special invitations to the launch were sent to clients, partners, architects and consultants. This is the first line of people who need to be introduced to Panavision's latest range of equipment and systems.

The whole floor is integrated by designs using Crestron, including digital media and lighting automation to mention a few. One of the elements of the facility is a Demo Wall that showcases the latest in Crestron technology. "The demo panels within the facility are to showcase the different technologies available on the market today," said Jaco.

Clients will be able to see Crestron products in a practical demo environment which will allow them to get a better idea of the specs and to make better decisions regarding their requirements. Panavision Evolve recently upgraded the system at the world-renowned Saxon Hotel, so clients will be able to get an inkling of what the rich and famous are installing, and possibly emulate them.

"Another feature of the facility is the demo Home Theatre," added Jaco "we've made it completely soundproof and kitted it out with Crestron PROCISE® 7.3 High-Definition Professional Surround Sound boosted

by PROAMP PROCISE® High-Definition Professional Surround Sound Amplifiers".

Panavision Evolve has also installed Roomview in the boardroom for AV monitoring, managing, scheduling and control, and in the lifestyle Vivid Audio demo area, VERSA-LIGHT parcans create the right ambience.

For more information on Crestron systems contact: Jaco Potgieter: jaco@panavision.co.za, or Rupert Denoon: Rupert@crestron.co.za, or better still, pop in at Panavision Evolve's Kramerville HQ and experience the new demo facility for yourself.

### Products used on the wall:

- DM-MD6x6
- TSW1050
- TSW750
- TSW550
- CENNSP1
- 2x TT110 connect
- FTTS600
- TST902
- DIN1DIMU4
- FT600
- DIN8sw8
- C2NCBDPWS
- MC3

## LIGHT IN THE EAST

### East Rand School of the Arts Installs Versalight

The East Rand School of the Arts, situated in Daveyton, offers its students more than the standard schooling curriculum. It has chosen to focus specifically on Performing and Visual Arts subjects.

In 2013 the school installed a small LED set-up in their studio, so when they decided to upgrade the lighting system of their School Hall, they again chose Electrosonic SA to advise and assist. The existing lighting system was really antiquated so it was decided to remove and refit everything. The new lighting bars, to accommodate the new RGBW Versalight LED

parcans, were custom-made by Electrosonic Manufacturing. Because the lighting rig would be operated by schoolchildren it was essential to keep it as simple as possible, therefore it was decided to install an Electron Tempo DMX controller.

The installation team, led by Omar Sharfoodeen and Alphas Nkomo, and assisted by Thabang Makafane and Dallion Peters, worked tirelessly to remove all the old equipment and managed to install the five new lighting bars in under 4 days. Their efforts were much appreciated by the East Rand School of the Arts teachers, who are already considering what to add to its AV set-up in 2015.

## SA'S AV INDUSTRY TO EMBRACE GLOBAL STANDARDS

By Stefan Mayer (Managing Director of Corporate AV Integration)



Corporate South Africa's demand for AV solutions is growing rapidly, but training and professional standards are not keeping up with the market expansion. The result is that there are too many companies who don't have the technical skills to deliver the complex solutions that clients are looking for.

The fierce competitiveness in our industry means that in the scramble to win new business, and keep customers happy, training often falls by the wayside. Retrenchments are forcing more people to create their own businesses, and unfortunately some of these businesses are not properly qualified to do the jobs that they are pitching for. It's hard for clients to separate the credible players from the fly-by-nights.

The fact that our industry is multi-disciplinary further complicates matters. AV integrators should have expertise on a range of disciplines, including IT and environmental design. For the sake of the long-term health and integrity of our industry we must focus on professional standards, based on the latest international best practices.

Even though the industry is largely unregulated, international standards and certifications are a good place to start. InfoComm (the trade association representing professional AV and Information Communications industries worldwide) provides a range of best practices and training courses. Its university courses cover management, design and installation of AV solutions. Although they are somewhat American-centric, these courses offer a good benchmark for basic proficiency. Someone with an InfoComm Certified Technology Specialist (CTS) certification has demonstrated their AV knowledge and skills in an exam. At Corporate AV these InfoComm standards are our basic benchmark.

The Southern African Communications Industries Association (SACIA) - a trade association that promotes professional standards and ethical business practice - has partnered with InfoComm. Executive director Kevan Jones says that he hopes government and universities will back the work SACIA and InfoComm are doing to bring relevant AV qualifications to South Africa. SACIA members get a discount on InfoComm Training, and suppliers such as TID and Electrosonic SA offer free training to help build the local skills base. SACIA also offers some independent guidance to recruiters in the AV industry.

There is also plenty of manufacturer-based training to choose from. Good AV solutions providers will invest in keeping their staff certified to work on their vendors' latest products, in addition to encouraging them to get certified with InfoComm.

But, this is just a starting point, as an industry, we should start looking at what we can do to create a solid base of skills for the future, as well as further professionalise our industry.

It is in everyone's interest to lift standards so that we can improve customer satisfaction and demonstrate the value of services for which we charge good money.

Perhaps we need to initiate discussions with universities and technical colleges, with a view to getting AV integration courses on the curriculum, alongside traditional IT courses. We should also think about career paths for those entering the industry. The AV industry requires a wide, and often technical, skill-set and practical apprenticeships in IT skills, as well as electrical, sound and electronic engineering skills. All too often people are learning from sale and management rather than from the trade, resulting in poor skills transfer.

It's also important for corporate clients in the AV sector to start holding their AV integrators to higher standards. They should ask their AV integrators what qualifications their employees have and what sort of investments they make in training. Just as a company wouldn't want an uncertified person tinkering with its IT networks and servers, it shouldn't allow someone without the right qualifications to work on its AV products and systems.

## JAMES THOMAS ENGINEERING JOINS MILOS GROUP

Milos Group, the largest manufacturer of trussing and support structures in the world, welcomes James Thomas Engineering (JTE) to its growing number of professional and trusted brands. JTE has been one of the leading manufacturers of aluminium trussing, rigging and ground support to North American and international clients since 1977. Its General Purpose Supertruss and HD truss systems are known throughout the industry as the benchmark for professional outdoor concerts, theatre productions and corporate productions.

As part of the Milos Group, and falling under the TOMCAT banner, JTE will continue to manufacture the same high quality 'Made in the USA' products that industry professionals have relied on for more than 35 years. Innovation remains JTE's first priority, and its mantra is still encapsulated in the mission statement: Innovation through Design and Engineering Excellence.

Paul Young, JTE's Business Development Manager for the EMEA region, had this to say: "Joining Milos Group is the realization of a lot of hard work and is a dream opportunity for me. I am keen to assist with the

integration of JTE into the group, which will ensure customers enjoy the strongest range of products available in the world today".

Scott Johnson, President and CEO of TOMCAT, stated: "I am very happy with this purchase. It will help move the group forward and provide our customers with the best trussing and structures in the industry." Johnson served eleven years at JTE USA before moving to TOMCAT.

JTE and TOMCAT are two of the strongest, and most respected, brands in North America.

Combining well-known innovation, high quality products, and industry-leading engineering will set a new bar in the trussing and support structure industry. Milos Group customers will benefit greatly from the joining of these two industry power-houses.



## EFC KICKING IT M-SERIES STYLE

By Jesse Dullabh (Entertainment Lighting - Technical and Controller support)



EFC, the Extreme Fighting Championship, is the biggest Mixed Martial Arts (MMA) promotion in Africa. Over one hundred of the continent's toughest MMA athletes are exclusively contracted to EFC. These fighters fight out of countries from all over Africa, among others South Africa, D.R.C., Angola, Nigeria and Egypt.

EFC is a growing sports entertainment phenomenon that has captured the imagination of fight fans from around the continent. Events comprise 12 explosive fights, which play out to packed arenas. Events take place every month alternating between Johannesburg, Durban and Cape Town.

A big fight requires a big showcase, and appropriate technical equipment to do justice to its stature. The responsibility has been entrusted to events company Gearhouse who in turn entrusted the technical setup of these events to Gary Sam.

Due to the technical specifications required for the event, the event organiser chose Gearhouse as their technical and events partner. Gary who was originally assigned to programme and operate the event, has since become the resident Head of Lighting Design and Operation at every edition of the event.

Gary has become an industry veteran in the lighting game because his commitment to excellence, perfection and calculation, shows in the work he delivers during every event.

Seventeen years ago when he started at Center Stage Lighting, under the guidance of Charlie Stothard, Gary was bitten by the live entertainment bug. Later, he was mentored in programming by Kurt Du Preez who was one of the first owners of a Martin Maxxyz Full Size. "The command line is the way my brain works, simply and straight forward," said Gary. He has been fortunate to work on all platforms of the M-series which include the Maxxyz Compact, M1, M2GO and M6. The effects engine is something that he uses primarily in his design. His fluency of generating material in next to no time is something that he prioritizes in his programming techniques. Gary loves the

fact that the process of transferring shows the following: file, cloning, dynamic effects engine, and editing tools, which are key factors in the programming process.

Gary has been running the EFC brand since EFC 19. "I have seen the rate at which it is growing and I believe that the brand will grow huge in Africa, as well as Europe, and will start competing with brands like the UFC". With the expansion of the brand, lighting and AV aspects will have to increase and it will be an opportunity to start incorporating many of the new Martin Mac Quantum range for LED. Gary has always loved the Martin Fixture, and has fallen in love with the new Martin Mac Viper Profile which he regular specs for the event and believes that it will dominate the industry for the next 10 years, replacing the Veteran Mac 2000 range to become an industry standard in live entertainment.

The lighting of events has become a mixture of audience and live streaming interaction and Gary believes that it will be this combination of temperament and experience that will take lighting design and programming to the next level in the live entertainment world. He looks forward to new developments and believes that Martin has come a long way in terms of design. "The ideas surrounding the latest software and the feel of the M-Series are placing the brand ahead of the pack in terms of lighting control".



Jesse Dullabh (left) with Gary Sam

## AV SYSTEMS GIVE RED BULL WINGS



Red Bull is known for its dare-devil approach to business and to sports sponsorship. So, when they decided to relocate offices from Black River Park in Observatory in Cape Town to Granger Bay there were no half-measures either. They demanded modern, sophisticated design, using the best of the best in technological advancements, including a completely new audio visual design and fit-out. Red Bull understands the value that technology adds to their corporate identity, as well as the value that good appropriate AV technology adds in communicating to staff and clients.

Several AV and automation companies pitched for the prestigious project, but it was 4ward-design with its 18 years in the industry, that stood out from the field as the company to successfully complete the challenging, but sought-after job. Darryl Katz – owner of 4ward design - took it upon himself to determine the client's needs and oversee the installation. "Red Bull gave us a basic yet amazing brief" said Darryl, "the GM did not give us any specifics – he'd say "If a Red Bull member walks into a boardroom he must wirelessly connect to the screen in the best way possible, without having to call an IT guy".

Red Bull left the design and specifications up to Darryl who took a close look at the client profile. "I asked myself: What kind of company is Red Bull? How funky are they? What is their workflow? Where are the quiet areas and where is it not quiet? Darryl had to stick within a budget though and had to deliver a system that met global standard, was stable and user friendly". Darryl is adamant that a system must be consistent and reliable, and must give the same excellent result every time it is used.

Red Bull's four boardrooms were all fitted with the latest technology. In particular the 20-seater executive boardroom, which will be used largely for presentations, was equipped with a state-of-the-art projection system. A wireless device will be used to bring mobile devices into

play, creating an exceptionally functional and user-friendly, wireless, collaborative environment. The 12-seater boardroom will be used for high definition video, with LED screens to ensure crystal clarity for a truly life-like video conferencing experience.

The Red Bull office environment has to reflect the dynamic Red Bull brand so 4ward-installed a multiple screen digital signage system to inject constant motion and activity into the workspace. The reception area has a 60" display, with 40" displays throughout the rest of the office space. Multiple feeds will be shown on each screen for maximum impact. These will include Red Bull TV, current sales figures, and live Tweets from the various international celebrities and sport stars sponsored by Red Bull. To ensure the best quality across all displays at all times, 4ward-design used the latest HDMI over CAT6 high definition distribution system.

A fun, nice-to-have is the installation of the Red Bull Formula One simulator - the next best thing to getting behind the wheel of an actual F1 car. 4ward-design installed it, along with the top-quality screens, and calibrating it for the best, adrenaline-inducing experience. According to Darryl the installation of the simulator was not a technical challenge, but the exact positioning of it and setting up of it was not quite as simple as playing an arcade game. "Red Bull acquired the F1 seats and we had to connect them to the Sony PlayStation unit," said Darryl "the tricky part was to calibrate it to the system. We had to make sure it was aligned 100% to the screens we chose, that it was the correct distance from the screen and within a realistic environment". Part of the calibration is to make sure that the vehicle does not over or under steer when the driver is operating it. It was also important to Red Bull that Darryl would design an environment that is not just about the driver in a dark room, but includes bystanders and allows them to be part of the driver's experience." One can spend twenty thousand or twenty million on a simulator – I believe we did extremely well with what Red Bull allowed us in the budget".

Darryl believes that for most part the AV technology that was installed is justifiable to the bottom line. "We spent the bulk of the budget on the RIGHT gear for the job - and Crestron is one of the best".

But even the nice-to-haves contribute to the bottom line. Red Bull is a "Wow!" brand - so the large screens in the reception add a wow factor and create an excellent vibe in the building. "Putting a massive sound system in a bank's cafeteria wouldn't make sense," said Darryl "but Red Bull has a music academy, so putting a state of the art sound system in the cafeteria is justifiable".

Louis Opperman, Red Bull's General Manager, was happy that all expectations had been met within budget and time frames: "4ward-design proved themselves from day one. In just two months they came up with innovative ideas and solutions to our particular needs. They were professional at all times. We've already given them the go ahead to do the same for our Johannesburg office".



## CM LODESTAR ELECTRIC CHAIN HOIST, THE UNDISPUTED INDUSTRY WORKHORSE

By Renier Smit (Entertainment Lighting – CM Product Manager)



Electric Chain Hoists, or, 'motors' as they're commonly called in the entertainment industry, are used for lifting and securing overhead truss systems, lighting arrays and speaker clusters. The CM Lodestar electric chain hoist is recognised worldwide as the industry workhorse.

For the past seven years Electrosonic SA has been South Africa's sole distributor for CM. CM Lodestar hoists are used in nearly every television production, live event, and theatre show in the country. Our clients, from rental houses to installation companies, love this trusty old workhorse, and some of their hoists have lasted 12 years, and with regular servicing will last another 12.

Over the years we've seen CM Lodestar innovate and improve their products, going from the Classic CM Lodestar range to the New Line Hoists. We've sold hundreds of motors, and our CM Motor Schools are popular with clients wanting training on how to operate and maintain their motors.

We pride ourselves in offering great service to our CM clients, and we carry ample stock and spare parts for back-up. We also enjoy a great working relationship with, and tremendous support from, CM Entertainment Technologies in the UK. With 2014 being one of

Electrosonic SA's most successful year to date with CM Lodestar, our future has been given a LIFT!!

Electrosonic SA is also the sole distributor of Kinesys, who offer motion control systems (which work well with CM Lodestar products) for the entertainment industry.

### SOME FREQUENTLY ASKED QUESTIONS:

**What is the range, in terms of load, of CM Lodestar's motors?**  
Hoists range from loads of 250kg to 2000kg. The Prostar Electric Chain Hoist (250kg) is CM's starter hoist, and is light and quiet - perfect for rigging small venues. This portable motor features standard overload protection, to help ensure structural and operator safety. New swivel hook suspension allows for easy attachment to slings and pick points.

### How much can I lift with my CM Lodestar?

While the hoist has the capability to pick up more than its rated capacity, you should never attempt to load it beyond its safe working load.

### What is the design factor of the Lodestar?

The hoist itself has a design factor of 5:1, and the chain has a minimum design factor of 8:1.

### Does the Lodestar have something built into it to prevent overloading?

The hoist has a clutching device (Lodestar Protector) built into the gear train to prevent the operator from lifting gross overloads. The protector is not designed to be used as a weighing device to determine what load can be safely lifted.

### When the Lodestar Protector is sensing an overload, how will I know it is working?

You will hear the hoist running, but you will see that the load is either moving very slowly or not at all. To correct the situation you must remove the excess loading, at which time the hoist will return to its normal operation. You may also hear a chattering noise coming from the hoist and/or see some vibration in the load chain. This is perfectly normal, and, unless the clutch is slipped for long durations, will not cause any damage to the hoist.

### Can a CM Lodestar be used to hang loads over people's heads?

It is preferred that the load always be tied off (dead hung) with auxiliary chains or cable before access to the area beneath the load is permitted. As an alternative the system may be designed so that malfunction of one hoist's load bearing components does not cause load loss and/or overloading of any other hoist in the system. Note that in such a system hoist performance, and function, must be monitored visually, or with the use of load cells. However, both the CM Lodestar D8+ and CM Lodestar BGV-C1 feature a 10:1 design factor that allows them to be used for suspending loads above people without a secondary support.

### How long does it take a 1 ton Model L Lodestar to go from a dead start up to full (16 fpm) speed?

When the hoist has full rated load on the hook, it takes about half a second to attain full speed.

### How often do I have to inspect my hoists?

CM recommends that if the hoists are used for rental that they be inspected after each rental. If they are used for a tour they should be serviced at the end of the tour, or a minimum of once a year.

## TRAINING IN AARHUS AT MARTIN HQ

Electrosonic SA's Suren Lutchman (Entertainment Lighting Technical Sales & Support) recently went on a Martin Professional training trip to Denmark and the Czech Republic. This is what he had to say.




### Martin Professional:

The week began on Monday 8 September at Martin Professional's HQ in Aarhus, Denmark's second largest city and the country's main port. There were attendees from all over Europe as well as from Japan and Singapore. The day's training session kicked off with an introductory talk by Henrik Christensen, the new manager for Martin's service team, which consists of eight people. Henrik mentioned that in the future Martin will focus more on training, and I discussed with him the possibility of getting some of his trainers to come out to South Africa.

After Henrik's introduction Chris Walker, of JEM, took us through some of their smoke products. Chris explained that JEM are narrowing their focus to smoke, and smoke machines, and this has helped them make huge inroads into the American market. After lunch Kris Van Hullebusch, R&D, talked about Martin's aim to improve their service, and to this end they are looking at appointing a permanent person at HQ to handle controller support. Both sessions were pretty intense with loads of information crammed in.

On Tuesday we were given introductory training to service procedures; we looked at DMX and RDM; and also focussed on video products. Martin will be launching some new LED video products, and a P3

controller, at LDI in Las Vegas. What struck me about the Martin video and LED products is the way they are calibrated. It's also worth noting that even after a few years you can send your LED products back to Martin for re-calibration.

On Wednesday we took a trip to the Happy Factory in Fredrikshavn. How many other companies have a manufacturing plant called the Happy Factory? Much thought went into the design of the factory to make it an employee-friendly workspace, hence the name. It was here that I discovered why Martin products cost a little more than competitor products: test procedures are very rigorous, and even the flight cases and cardboard boxes are dropped and shock tested. The Happy Factory produces five to eight hundred fixtures a week, and have, since its launch, sold 40 thousand AURAs and 10 thousand Vipers.

After lunch it was another two hour drive back to HQ for a historical tour of the museum and R&D testing facilities. In the evening dinner was arranged at a classy restaurant (glad I wasn't paying), and the Italian wine flowed like lumens from a Viper (glad I stuck to beer). It was great fun, and everyone enjoyed the chance to network.

Thursday started off fairly slowly, after all the wine consumed on the previous night. So, we asked the training guys to skip most of the

theory to allow us to get our hands on the hardware. We opened up the Quantum Wash, the Profile, and the Viper. The new products impressed me with their similarity in design and the ease with which one can take them apart. The Quantum Profile is a highly anticipated product, and rightly so.

On Friday, our last day in Denmark, training was focussed on the Rush products, and again we asked if they could skip the less important theoretical stuff so we could get our hands dirty. The quality of the Rush products are improving as the Martin guys spend more time at the factory, and there are some exciting new ranges being developed. My impression of Martin is that it's a robust and growing brand. They don't have a huge range of products, but those that are being developed and manufactured are of the highest quality. The service guys were friendly and listened attentively to our questions. There was a suggestion that Martin sets up an FAQ web page, or forum, for service issues. They are also trying to re-launch the SWAG store. It was great putting a face to the emails and telephone calls and I look forward to hopefully seeing some of my new Martin friends in South Africa soon.

### Milos Structural Systems:

The next part of my trip involved flying some 800 km to Prague, the capital of the Czech Republic, to visit Milos Structural Systems. Milos started from humble beginnings, as a family business, and their ethos remains community oriented to this day. After building their factory in Rudonice, an old part of town, they were disturbed by the destruction of beautiful old buildings. They responded by buying off the entire area

to conserve it. This they've managed to do, preserving even a farming community nearby. I'm glad for Milos, and others devoted to aesthetic preservation, because Prague is one of the most beautiful places I have ever seen.

My meeting with Milos's Vladimir Hasman went really well. His main focus is certifications and new product designs; and he deals with a few regions (mainly English speaking) from a sales point. He took me on a tour of the facilities, which seemed very simple for what they produce. I expected much more automation, but instead discovered that almost everything is done by hand. It was a happy surprise to discover that craftsmanship still thrives in our cookie-cutter world.

Having acquired LITEC and TOMCAT, there are now a wide range of aluminium trussing and staging products made at the same factory. Milos have also taken over Mobiletech Lifts and will be producing three of the models, which can be used to lift trusses and PAs with limited weight ratings. There were also some interesting exhibition products. Milos are developing a small six by four roof system, which will need only two people to set up. And they are also updating their product guide. Vladimir was very open to my suggestions on their products, and he's keen to grow the Milos brand in South Africa.

It was a truly amazing experience visiting Denmark and the Czech Republic. Not only did I visit interesting and beautiful places, but I also got to network with fun and fascinating people from different countries. With brands like Martin and Milos behind us, Electrosonic SA can only go from strength to strength.

## PORTABLE PROJECTORS FILL BIG SHOES

By Abrie du Plooy (NEC & GALAXY Product Manager)

One of the biggest challenges in AV system design is the colossal gap between a client's wish list and the budget. I have witnessed many a twinkle-in-the-eye disappear when the bottom-line figure is the main decider. It requires careful planning, and a broad product knowledge, to provide a solution as close as possible to the initial request, but also satisfactory to the bank manager.

Recently two of our integrators had similar challenges in providing big solutions for two school auditoriums. As always in educational facilities the budget was limited and the requirements huge. Thankfully NEC came to the rescue with their portable and muscular P451W Professional LCD projector.

The first solution was for the school hall at Afrikaans Hoër boys school in Hatfield, Pretoria. Affies is a well-established institution and just shy of celebrating their 100th birthday. The very beautiful and conventional architecture of the school, and especially the school hall, pushed the design boundaries to the limit. Unlike modern-day auditoriums the school hall has massive windows all around, which posed an ambient lighting problem. Another

challenge was the non-layered seating layout, which calls for a large display up front to maximise visibility.

Armando Dos Santos, from Sono-Luminus, has formed a solid relationship with Affies through years of continuous supply and support on the audio and video technology front. Armando arranged for a demonstration and Electrosonic SA grabbed the opportunity to show off the compact and mighty P451W projector. The demonstration was a success and Affies' principal Dr Pierre Edwards gave us the nod. Sono-Luminus handled the installation and wrapped up the project successfully.

The second solution was somewhat different to the first. Midstream College in Centurion is a very young establishment, and required a projector for their new, modern auditorium.

The architecture of the auditorium is such that it provides a very wide, and layered, style seating plan to maximise viewing from every seat in the audience. Ambient light wasn't a problem, but the auditorium's state-of-the-art lighting setup did pose some difficulties.

Careful planning and management were required to maximise display, without

compromising on brightness. Again, a demonstration sealed the deal with Principal Vernon Harmse.

Conrad Beukes, from ilInstall.com, handled the installation in true 'to-the-book' standards as per their reputation in the market for doing just that. Conrad also had the challenge of providing multiple connection points – on stage as well as from the control desk – which he solved by using a Kramer VS-211H automatic switcher. Everybody involved was highly satisfied with what was a high-end solution to a simple project.

The P451W Professional Projector delivers a very powerful 4500 ANSI lumens at WXGA resolution (1280x800), which meets High Definition standards. Even though this projector is very bright, it remains a portable lightweight unit that only just pulls the needle past. An integrated 1.7 x optical zoom lens enables this projector to fill a screen up to 9.5m wide, from just 13m away. The brightness capability makes even that distance a viable option.

For more information, and a demonstration, on this stunning projector from NEC contact [abrie@electrosonic.co.za](mailto:abrie@electrosonic.co.za)

## GIVE YOUR HEART TO JOBURG

By Bruce Schwartz (Entertainment Lighting Manager)



On 6 September Ellis Park hosted the inaugural I Heart Joburg Music Festival - an uninterrupted 12-hour musical explosion dedicated to the extraordinary city of Johannesburg. The festival delivered one of the biggest entertainment line-ups to hit our shores, or should that be mine-dumps, and boy did the energetic music-lovers of Jozi rock the magnificent stadium of Ellis Park.

If you weren't there, but you saw those wild and wonderful selfies, you're probably still recovering from Facebook envy. And if you were, then you'll be telling your kids about this one. Large format concerts at Ellis Park are now, sadly, few and far between, so arriving just before sunset brought back memories of concerts gone by. Those of us who are old enough to have kids will remember the famous 1985 Concert in the Park, featuring acts like Petit Cheval, Juluka, Brenda Fassie, Steve Kekana and eVoid. The lighting was poor (really poor), the haircuts were horrible, and the dance moves were cheesy. Oh yes, and the fact that it was a multiracial audience, and lineup, made it a big deal. So, maybe those old days weren't so good - but, we still had loads of fun.

Enough about the past - back to I Heart Joburg. The concert boasted five major international acts: Fall Out Boy; Jessie J; Jason Derulo, Panic! At the Disco; B.O.B; and T-Pain. And then there were also six top local acts: CrashCarBurn; IFani; The Graeme Watkins Project; Kwesta; Zebra & Giraffe; and The Arrows. It was eclectic and wild, with something for everyone, and lots for lovers of great music.

The stage design offered the artists the perfect platform to wow the crowd: a highly creative and visually stunning stage setup of trussing and scaffolding, creating fingers that emanated out towards the audience. These fingers were lined with Linear LED Battens, and then pixel-mapped.



Which brings us to the lighting. My literary powers aren't quite up to the business of describing just how awesome the lighting was, you simply had to be there. All I can say is that just about every major lighting manufacturer had a console at FOH, and real estate in the lighting section came at a premium.

Gearhouse SA were behind the technical aspects of the show, and as usual they excelled. It's in these large events that one appreciates Gearhouse SA's incredible level of professionalism - in every discipline, from rigging to video to lighting to sound.

Spending time with Robert Grobler and Herman Wessels (who did lighting for Gearhouse SA) was great fun. Although they had their hands full they didn't let the pressure get to them, and had fun cracking jokes and singing along behind the consoles. They also kept the international Lighting Designers happy by running a very tight ship, and letting them do their thing.

Tight security, great organisation, world-class music, and first class technical meant that an amazing time was had by all.

### Equipment List:

#### FOH

- 2 x MA2 Full Size
- 1 x Chamsys Magic Q 100
- 1 x Jands Vista
- 1 x Hog 4
- 2 x MA NPU
- 4 x Martin Ether2DMX8
- 2 x MA2 VPU
- 1 x Resolume
- 1 x Catalyst V4

#### Lighting

- 10 x VL3500
- 24 x VL3000
- 15 x Mac Viper
- 18 x Robe Pointe
- 18 x Phillips Nitro's
- 8 x ACL Bars of 4
- 16 x 8 Cell Moles
- 18 x Robe Robin 600 LED
- 18 x Martin Mac 101
- 12 x Robe 2500 Color Wash
- 18 x Robe Ledforce18
- 16 x Robe Cityscape Extreme
- 120 x Longman Color Batterns
- 120 x IPIX Satellite
- 10 x 5K Xenon Pafef Panthers
- 6 x Strong Gladiator Follow spots





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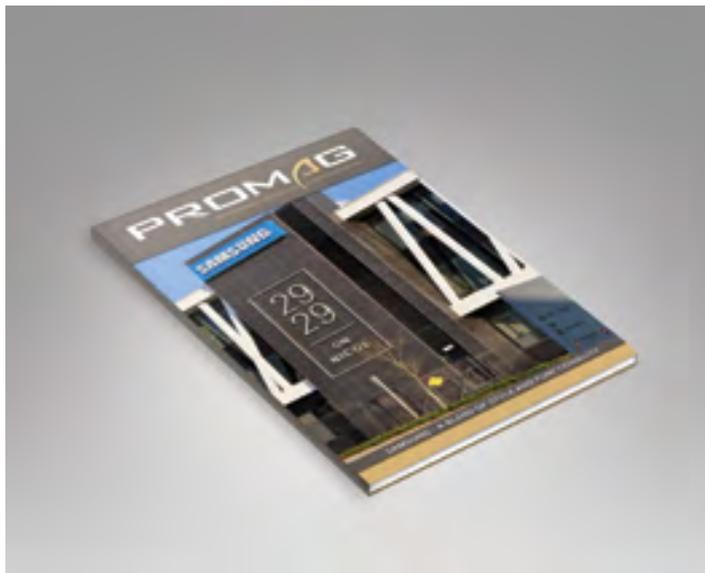
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## PROMAG: THE HISTORY, THE FUTURE

By Terry Bourquin (PROMAG Managing Editor)



In 1993 Electrosonic SA launched an eight page AV and Lighting newsletter and called it Pro-Magazine. "High-tech meets education" was printed in bold as the intro paragraph of one of the first articles. An extract from that story reads: "In the training centre itself, the 120-seat main auditorium is equipped with a Panasonic data projection system, which allows the projection of anything from printed pages and 35mm slides to overhead transparencies and even three-dimensional objects". It continues: "Panasonic 67cm colour television sets and VHS VCRs have been installed..."



Twenty one years later some of our children would be blissfully unaware that such "high-tech" equipment ever existed. And, as the industry developed so did the newsletter. Gizelle Fischer, daughter of Lourie Coetzee (a founding Member of Electrosonic SA), initially launched Pro-Magazine. It was her vision and passion to develop it into the popular industry magazine it has turned out to be. Fortunately,

when Gizelle followed her dream in 2009 to study winemaking down in the Cape, it didn't signal the end of her brainchild: Electrosonic SA continued publishing. In the intervening years the name changed to PROMAG, and is now a 28 page quarterly distributed to 12 countries worldwide.

### THE FUTURE

Electrosonic SA is in the business of riding the wave of technological change, and our magazine should reflect this ethos. So, we are seriously on the social-media bandwagon. Our social media channels are constantly being updated with the latest products and applications; industry news; product reviews; as well as system and lighting installations and events. However, this has started affecting the quarterly publication of PROMAG; we found that certain stories are old by the time the hard copy is printed. Who wants to read old news?

In moving forward with the times we decided to modernise PROMAG. Next year PROMAG will take on the form of a BLOG, where our readers will have constant, and real-time, access to articles, and can participate by commenting and sharing information. We are making PROMAG more engaging, and we are showing that we value reader participation. Articles will also be available on our other social media platforms.

We'll also print an annual coffee table book, appearing at the end of 2015, and showcasing the year's most interesting events and installations in our industry. We feel it's better to print something lasting, as opposed to yet another throw-away item. We've yet to decide on a name for this coffee table publication, and invite you to come up with some suggestions.

So, we encourage all our valuable readers to go online and follow our stories via our social media platforms. The launch date for the PROMAG BLOG will be announced through these channels, and on our website.

We thank you for your continued interest in PROMAG, and look forward to modernising our service by presenting all our latest industry news real-time, and online.



1994: A decade after first appearing on the staging scene, the video wall remains popular. Zend video wall monitors, driven by an Electrosonic PicBloc system, have a secure locking system for various stacking options, including pyramid formats.



1994: After a tremendous 1993, Electrosonic SA moves into larger premises at Blackheath Mews. The impressive demo rooms showcase products such as architectural and theatre lighting and control systems, intelligent lighting, audio-visual control systems, slide projectors, video walls, video projectors and monitors.



1995: NEC comes to South Africa, and Electrosonic SA is appointed as sole distributor. The MultiSync brand is still in use today, especially for the ultra-narrow video wall displays.



1995: Celco, the Live Entertainment Division of Electrosonic Ltd (UK), grows from supplying only concert lighting control consoles to designing, developing and marketing consoles for commercial and industrial presentations, and for television. The Navigator is the first console to seriously address the problem of controlling moving lights and colour scrollers as part of the overall task of lighting control.



1997: The new International Convention Centre puts Durban on the map as one of the world's leading convention facilities. Loaded with state-of-the-art lighting, sound and audio-visual equipment, and covering an area of 42 000 m<sup>2</sup>, the ICC Durban can now host events that accommodate up to 8,500 people.



1997: PRO magazine covers the MultiChoice video wall story. The "Wonderwall" consists of thirty six 28" monitors in a 9 x 4 configuration, driven by a PicBloc system. DStv broadcasts a staggering 30 satellite channels in this year.



1998: Vodaworld commissions Electrosonic SA to fully automate their two auditoriums with Crestron control systems. Two Seleco DDG 900 data graphic projectors are installed with a scan frequency of 15 – 105kHz, a resolution of 1600 x 1280 pixels and brightness of 230 ANSI lumens.



1999: Retail store Pick 'n Pay gives their shoppers an entertaining experience. For audio stimulation, 20 listening stations are installed in the music section. This is combined with a visual experience; a 3x3 video wall of Zend monitors controlled by an Electrosonic Imagemag 2 controller.



1999: Electrosonic SA installs a 18 (3x6) Seleco cube video wall controlled by an Imagestar 31K processor at the BMW Exhibition section at the Cape Town Waterfront. It is one of the largest permanently installed video walls in the country.



2000: Sun International wants to show off their newly built Carnival City, and decide on an external light show to attract visitors. For spectacular lighting effects, 6 Martin PRO918s are installed on the roof of the dome; they are fitted with MSD575 architectural lamps that burn for 2000 hours.



2000: At Ponte City, -the tallest residential building in Hillbrow, Johannesburg - the largest neon sign in Africa is switched on. The upgrade to its new size requires additional dimming and lighting controls. During the roof-top installation, Electrosonic SA faces - and overcomes - the twin challenges of icy winter winds and having to carry gear up a skyscraper with non-operational lifts.



2001: Three weeks after Canal Walk shopping centre opens, its 1 millionth visitor is recorded. Electrosonic SA supplies the intelligent lighting which includes: 12 Martin Pro 918s, 20 MAC 500s, 12 MAC 600s, 12 MiniMAC Profiles, 16 Martin Pro 400s, 132 Par 56 Parcans, 18 Martin switch packs, 2 Light Jockey Club versions and 1 Light Jockey DJ Version. By early 2014 when Canal Walk is upgraded the Martin MAC 500s and 600s have given an incredible 30 000 hours of service.



2002: PROMAG reports on the Crestron Home Automation System installed in telecoms magnate, Miko Rwayitare's luxurious home in Sandhurst, Johannesburg. PRO Magazine gets a make-over, new masthead and re-launches as PROMAG.



2002: The Hector Pieterse Museum is established in Soweto. Apart from the dramatic use of black-and-white photography, the museum's chronological journey through this painful part of SA's history is played out largely through archival sounds and images. The Crestron control system enables the curator to activate the full AV system by the press of a button on a Crestron touch panel.



2004: The 46664 Mandela/Robben Island concert is one of the biggest events South Africa has ever seen. Apart from the 40 000 spectators at the event, the show is broadcast to hundreds of millions around the world via TV, webcast and radio. Martin Professional is well represented with 18 MAC 2000 Profiles, 55 MAC 2000 Washes.



2006: Gold Reef City Theme Park opens its 4D Theatre with 96 jerking and jolting seats. Electrosonic SA supplies the bright and crisp 3D image screen and a Helvar dimming system. The Crestron control system with an X-panel touch interface allows even the most non-tech-savvy staff to run the show by the press of a button.



2006: In only 10 weeks, Electrosonic SA procures, installs and commissions light fittings and lighting control systems in time for President Thabo Mbeki's opening of the Maropeng Interpretation Centre at the Cradle of Humankind. The Equipment to the value of R2 million is installed.



2007: Operators at the MultiChoice Command Centre have the unenviable job of monitoring dozens of channels simultaneously for irregularities. Electrosonic SA's systems team is tasked with programming the entire system. All the decoders used in the command centre fall under the control of the Crestron system which is programmed to access channels via presets or keypad control. Two Crestron RACK2 processors are installed to oversee the entire operation.

## THE HISTORY OF MARTIN PROFESSIONAL

by Tim Bradley



In Martin Professional's early days, it was all smoke and mirrors. Literally. Entrepreneur Peter Johansen founded the company in 1987 in Aarhus, Denmark with the main factory located in the city of Frederikshavn, about 115 miles north of Aarhus. It all started with smoke machines, based on experiments using dry ice in a coffee machine. The Martin name was acquired through cooperation with a French smoke machine company. It soon added lighting products for discotheques, but quickly diversified into lighting for the professional markets, particularly lights with moving mirrors such as the PAL 1200 and fixtures with moving heads.

Aarhus is a strong university and engineering city, giving Martin access to the "brightest" experts in the field of optics, bolstering the company's mastery of the science of controlling light beams and designing components. In the late 1990s, it launched two of its cornerstone products, the MAC 500 and MAC 600, which dramatically amped up its presence and revenue.

### CHANGES IN OWNERSHIP

The conglomerate Schouw & Co. bought the business in 2000, and with the addition of new factories in Denmark and China, it grew to become the world's largest manufacturer of intelligent lighting by 2001. After having enjoyed great success with the award-winning industry standard, the MAC 2000 moving head series, the company graduated into LED lighting in 2006. It soon excelled in the color calibration of LEDs and produced the most efficient and high-output LED fixtures in the industry, amassing more than 100 patents. Its MAC Aura, which won a Parnelli Indispensable Technology "IT" Award in 2012, was the first LED moving head wash light to combine multicolor beam LEDs with a backlight LED array and built-in FX engine that takes the synthetic look out of LED wash lights. The MAC Viper Profile and its stablemate, the Viper Quadray, were also recognized with industry honors.





Like most others, Martin was sucked into the turbulent waters the world economic crisis of 2008. Many of its customers in the lighting rental industry, if they survived at all, stopped buying new products and tried to get by with the gear they had on hand. Martin's revenues nosedived, but the sense of urgency inspired it to cut costs, restructure its different geographical regions, outsource some of its component manufacturing, close its Chinese factory and above all, invest heavily in LED technology and innovation. When the crisis abated in 2011, Martin emerged a much stronger, leaner and faster company. Further, its reputation, exhaustive catalogue of products and valuable patents made it very attractive to other companies. In March 2013, it was acquired by the legendary infotainment and audio giant Harman International Industries, home of AKG, BSS, Crown, dbx, JBL, Soundcraft/Studer and more.

"This was an important milestone for us," explains Villads Thomsen, Martin's former vice president for global sales. "With Harman, we have a strategic owner that knows the industry inside and out, and serves the same customers and market segments as we do. Together, we can offer total solutions—audio, lighting, video, controllers, servers, effects—to the entertainment, architectural and commercial sectors. Harman and Martin is a great match. With their strong technological platforms, the combination of two industry leaders will also bring innovations that benefit the entire market."

#### TOURING AND INSTALLATIONS

Currently, the touring rental market (in which Martin sells gear to rental companies) makes up about 70 percent of Martin's business. The other 30 percent comes from the installation market. "We are by far number one by market share in the touring market worldwide by a significant margin from our nearest competitors," says Thomsen. "In the fixed installation market, our strategy is to make it a larger part of our business. This includes the sub-segments of houses of worship, stadiums and arenas, nightclubs, hotels, theme parks and cruise ships, where we can offer the complete package of audio, video and lighting. We want to use our DNA, so to speak, from our touring market and apply it to the installation market, so that those customers can achieve some of the same effects, be unique and stand out from competition in their market."

Cruise ships, one of Martin's most successful installation segments, offer a microcosm of the company's capabilities. "Today's cruise ships involve all the different applications that we serve individually," Thomsen points out. "They have restaurants, theatres, concert halls, retail areas, casinos, night clubs, themed spaces and outdoor recreation. All of these use lighting to fuel emotion and create an ambience that attracts passengers out of their cabins."



In recent years, it has been nearly impossible to avoid seeing Martin products in action. They've helped light concerts for every sort of act, including Korn, Paul McCartney, Pixies, Lady Gaga, Dierks Bentley, One Direction, The Killers, The Rolling Stones, Taylor Swift, Pitbull, Elton John, Norah Jones, Mötley Crüe, Maroon 5 and many more—in fact, it might take less space to list acts that haven't used Martin products. Martin lighting also illuminated the World Cup opening ceremonies, Super Bowl XLVII at the Superdome in New Orleans, the Olympics, the Eurovision Song Contest, television's The X Factor, the MTV Music Awards, the 2014 Detroit Auto Show, the televised 2014 NFL Draft, the Changlong International Circus Festival (China) and Miami's Ultra Music Festival. Martin fixtures are a permanent fixture in applications as diverse as the London Opera House's 400 performances a year, Broadway musicals, London's Wembley Stadium, Moscow's Space nightclub and the global broadcasts of Saddleback Church in Lake Forest, CA.



This year, the company completed work on two projects that seemed to reach for the sky. In Doha, Qatar, Martin lit the roof of the new Lusail arena, a project that included the use of more than 165,000 LED dots, effectively turning the roof into a large format video screen. Near the Linq Hotel in Las Vegas, Martin and Harman collaborated on the lighting and sound for the world's tallest Ferris wheel, called, of course, the High Roller. Enclosed, air-conditioned gondolas fly passengers to a height of 550 feet in a revolution that takes 30 minutes. Its lighting design can be programmed for different themes and different times of the day and night.

AMPLE CUSTOMER SUPPORT

Along with 600 employees on hand from Miami to Milan, Moscow to Manila and many points in between, Martin works with locally-based partners in more than 100 countries. Also for approved customers, Martin's "myMartin" portal at my.martin.com is never farther than a click away at the nearest Internet-connected computer or mobile



device, offering product information, pricing, availability, special campaigns and account management. And in addition to its 30 years of experience in leading-edge technologies, the company is also now backed by Harman's vast resources and skills.

Although the company now offers a 'menagerie' of more than 300 products and 10,000 parts, it continues to launch new items across all of its product lines, from the latest models in the award-winning MAC Quantum LED family to creative new LED video products, innovative lighting controllers, new atmospheric smoke solutions and more. Given the company's achievements, status and roster of high-profile clients, one might wonder, can only the big dogs play with Martin's toys? "We launched a sub-brand called RUSH by Martin to address that issue," says Thomsen. "It offers products for those with more modest budgets, such as small clubs, restaurants, churches and local bands, that want to start with a small set of fixtures. The line is sold by our approved customers and through retailers such as Guitar Centre in the U.S."

NOT JUST ECO-FRIENDLY

Martin Professional is also proud of its "green" efforts. It regards environmental regulations, laws and codes as only minimum standards that it strives at all times to exceed through recycling,



use of recycled materials, reduced consumption, minimized waste, higher efficiency products and regular environmental audits. And visitors to martin.com will find what amounts to an environmental manifesto on the company website.



And Martin apparently isn't just eco-friendly. How many other companies have a manufacturing plant called the Happy Factory? That's Martin's Frederikshavn facility, where the factory floor, automated logistics, open-office environment, and social and recreational spaces join together to create an employee-friendly workspace.



Following Villads Thomsen's decision to leave his position, Brian Friborg assumed the responsibility of Vice President of Global Sales for Martin Professional.

Friborg has been with Martin Professional for 15 years, and for the past 9 years he has been based in the US; first serving as head of the Martin US Operation and for the past year as Harman Vice President of North American Sales. Friborg's extensive experience and status as an industry veteran makes him a perfect candidate for taking over the responsibility of Martin Professional's Global Sales Operation. In this capacity, Friborg will develop strategic sales plans and processes and help to grow the business through the established regional sales offices around the world and the distribution networks in the EMEA region.

Friborg said: "I'm excited to take on this new challenge. Being part of building a successful US operation has given me experience and insight, and it makes perfect sense to get the opportunity to apply and further develop this in my new position. I look forward to leading the Global Sales Operation and continue the good work of my predecessor, Villads Thomsen."

Article courtesy of PLSN Projection, Lights and Staging News: [www.plsn.com](http://www.plsn.com)

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- Supports wireless iFiNET EX® lighting controls, Crestron® shades, wireless thermostats, Yale® wireless door locks, and security systems
- No laptop needed
- Supports up to 200 iFiNET EX accessories via dedicated hub (model PYNG-HUB) and three additional external gateways
- Comes with All On and All Off smart scenes for entire home, as well as Master Raise/Lower shades
- Separate integrator and homeowner modes
- Interfaces with MyCrestron.com for backup
- Add scenes that are usable immediately after saving via the app
- Edit lighting scenes (adjust lighting levels, shade positions, etc.) from the app
- Schedule time-based events according to time of day or sunrise/sunset

## PYNG-HUB : Control Hub for Crestron Pyng™



Dedicated hub for Crestron Pyng™ app.

The PYNG-HUB receives and routes commands from the Crestron Pyng™ app or other control accessories. It has connections for a dedicated power supply and Ethernet with PoE. In addition to cloud backup, your settings are also stored in the hub. The PYNG-HUB supports 50 infiNET EX® accessories. Up to three external gateways can be added, each of which supports 50 accessories, for a total of 200 infiNET EX accessories on a Pyng network.

### Integrator Friendly Enclosure

The PYNG-HUB features the Crestron® IFE form factor, a compact "Integrator Friendly Enclosure" design that fits almost anywhere and enables a variety of installation options. Its shape allows multiple IFE compliant devices to be stacked together. Using the included mounting bracket, it can be fastened to any flat surface or snapped onto a standard DIN rail. A rack mount kit is also available.

### infiNET EX

Ultra-reliable infiNET EX wireless technology provides steadfast two-way RF communications throughout a residential or commercial structure without the need for physical control wiring. Employing a 2.4 GHz mesh network topology, each infiNET EX device functions as an expander, passing command signals through to every other infiNET EX device within range (approximately 150 feet or 46 meters indoors), ensuring that every command reaches its intended destination without disruption[2]. Every device that is added to the network effectively increases the range and stability of the entire network by providing multiple redundant signal paths.



### Power over Ethernet

The hub communicates with the Pyng app via high-speed Ethernet and can get its operating power over the same Ethernet connection using PoE technology or using the included power supply. Crestron offers the PWE-4803RU PoE Injector[1], which simply connects in line with the Ethernet cable. Crestron offers Ethernet switches with built-in PoE (models CEN-SW-POE-5 or CEN-SWP0E-16), affording a complete high-performance networking solution capable of powering multiple PoE powered devices.

### Key Features

- Provides an interface for the Crestron Pyng™ app
- Interfaces with Pyng app and other controllers to send commands to connected infiNET EX® accessories
- Surface or DIN rail mountable using bracket provided
- Available rack mount option
- PoE network powered

## PYNG-CONNECT-COM : COM Port Expander for PYNG-HUB



The PYNG-CONNECT-COM is a COM port expander that allows a PYNG-HUB to interface with a home's security panel via RS-232. As a result, users can check the status of the security system and arm or disarm the system directly from the Pyng app.

The PYNG-CONNECT-COM includes one RS-232 COM port for connecting to the security panel and one Ethernet with PoE port for connecting to the PYNG-HUB. Its tiny, Crestron® IFE micro form-factor allows the PYNG-CONNECT-COM to be placed just about anywhere, with the option to attach it to a flat surface or DIN rail using the mounting bracket provided.

### KEY FEATURES

- COM Port Expander for PYNG-HUB
- Provides 1 RS-232 control port for bidirectional communication with a home's security panel
- Allows users to check security system and arm or disarm the system from Crestron Pyng™ app
- Communicates with PYNG-HUB via Ethernet
- PoE network powered
- Available rack mount option

## NEW SPECTRUM SERIES 100" 4:3 with fibre glass material



The Spectrum Series is the best option for a budget Electric/Motorized front projection screen.

### SCREEN MATERIAL

- 160° wide viewing angle
- Standard 4-black masking borders
- Matte White material is durable and easy to clean
- Available in 4:3, 16:9 and 16:10 aspect ratio
- Diagonal sizes ranging from 84" - 200"
- 100" and 125" models available with AcousticPro1080P2 acoustic sound transparent material

### TOTAL CONTROL

- Infrared (IR) remote control
- Detachable 3-way wall switch
- Built-in 5-12 volt trigger port (RJ-45) enables Drop/Rise operation to synchronize with the projector's power cycle
- Low-voltage internal IR/RF receivers
- 12 Volt Trigger Cable
- Optional ZR800D IR Universal Remote Control, RF Remote, wireless 5-12 volt trigger, Universal 5-12 volt trigger (for projectors that don't have a trigger output port) and In-wall switch

### INSTALLATION

- Durable casing for wall/ceiling installations
- Bubble leveler included
- Ships fully assembled with connections ready to plug & play
- Optional in-ceiling trim kit and 6", 12", 18" L brackets

### QUALITY AND RELIABILITY

- Synchronous motor allows silent operation with extended operational longevity and low power consumption
- Certified by AMX and CRESTRON
- GREENGUARD® Indoor Air Quality and GREENGUARD® Children & Schools Certified
- 2 year warranty



SPECTRUM SERIES 100" 4:3 WITH FIBRE GLASS

## CINEMA MIRROR



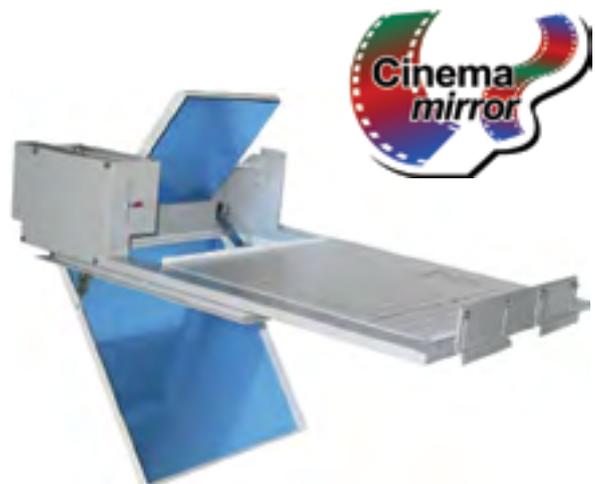
Concealing system for projectors in the ceiling, the Cinema Mirror is a one of a kind worldwide system because of its quality / price relation. It is distributed in more than 45 countries. The set of optical reflection mirrors ensures the quality of the projections and aesthetic design of the room.



The significant elements that are incorporated are: a variable position table, position control of the active lense, protective casing of electrical equipment, protective casing of mechanical

equipment, 230 VAC connection and ON/OFF switch and variable height adjustment mount.

It works with two vacuum-made argento substrate mirrors, implanted on the front face with a 0.005 mm film. 94% reflection over a wave length of 500 nm. Chassis reinforced by three girders which give strength and reduce the weight of the structure.



## Mobiltechlifts



### LIFTING YOUR HARDWARE

Your loads where you need them, with ease and safety

"Our new range of lifts are certified in accordance with the 5° incline load test, which is soon to be a new safety standard. We ensure that the lift you buy today is the lift you'll need tomorrow."  
Marc Hendricks, R&D Director

Protecting your investment as well as your safety

### MOBILTECHLIFTS

Lighting and audio lifting solutions

#### ML2 TELESCOPIC LIFT

"...the safest and most user friendly, fully certified lift you can buy..."



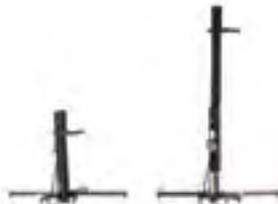
#### ML3 LINE ARRAY LIFT

"...easy to load line array with double security for maximum safety and protection..."



#### ML4 MULTI-PURPOSE LIFT

"...the only fully certified multipurpose lift that packs 270kg of load capacity into 6.5m..."



### EASE OF USE

Practical design, easy to load, easy to set-up, and easy to operate. A wide variety of products and accessories assure compatibility with various applications.

### MAXIMUM SAFETY

Double locking systems deliver top levels of safety. Lifts are tested in-house to ensure handling of declared loads.

# Martin

by HARMAN

## MAC QUANTUM PROFILE™

MAC Quantum Profile™ is a fully-featured LED profile that sets new standards for combined performance, weight and size.

This workhorse represents the latest in LED technology which in combination with Martin's proprietary optical design delivers a crisp and bright output. Any concerns about lamp aging, shifts in color temperatures, green color points, misaligned lamps and declining output are eliminated, as consistent LED technology guarantees that the last show on the tour looks as good as the first.

The MAC Quantum Profile is designed to please all around. Weighing in at only 22 kg without compromising performance and speed, its compact size and precise movements will wow audiences, designers and technicians alike. And being great value for money, the MAC Quantum Profile offers a speedy return.

### FEATURES

- Flat field, crisp image, high contrast
- First real alternative to a 700 watt HID fixture
- Very low weight and compact design
- Super high-speed movements and effects
- Full feature set including color mixing and 1:3 zoom
- Consistent photometric performance via LED technology

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## Galaxy Express video wall controllers

Any Image, Any Where  
**GALAXY**  
VIDEO & GRAPHICS WALL CONTROLLER



Although the Galaxy Express is a smaller and more cost effective processor, it still offers the same functionality and features as the Galaxy Pro.

The Galaxy Express remains sufficient for all standard video wall requirements and is also available with a redundant power supply and RAID1 hard drive system for the mission critical applications. The Galaxy Pro would be used where source quantity and content require more processing power.

### KEY FEATURES

- 1 to 40 Display channels using the Wall4 graphics card
- 4 to 128 video capture channels using the VideoSD8 or VideoSD4+1 capture cards
- 1 to 32 RGB/HD/DVI capture channels using the DVI-RGB capture cards
- 1 or 2 Galaxy3X expansion chassis providing a maximum of 25 PCI express slots
- Wall Control Software

Any Image, Any Where  
**GALAXY X4**  
VIDEO & GRAPHICS WALL CONTROLLER



### CONFIGURATION EXAMPLE

The Galaxy X4 is a stand-alone video wall processor for entry level video wall solutions. The Galaxy X4 distributes a single digital video input (up to 4k resolution) and then distributes 4x Full HD signals to the relevant displays.

The Galaxy X4 utilizes a software package with pixel mapping that allows the user to select and rotate any section of the input video and display it on any of the 4 outputs. This feature allows the user to steer away from traditional video walling standards and explore custom configurations for various applications and is very popular in retail spaces for eye catching digital signage. The Galaxy X4 can create a video wall with any type of the display product. The Galaxy X4 software is included in the retail price.

## NEC PX602UL: NEC Laser Projector

Empowered by Innovation **NEC**



NEC innovation in light source technology brings to market the new NEC PX602UL, a DLP Laser-Hybrid Installation projector delivering all the benefits associated with the latest laser light source. With no lamp replacement necessary, maintenance is not required and longevity is assured. Achieving an outstanding colour gamut and supreme image detail at high resolutions, laser is the light source of the future.

Addressing the demanding large venue environment, the new NEC PX602UL presents advanced network, multi-media and professional installation features for superior projection performance within rental/staging, higher education, museums, large corporates and signage installations.

### BENEFITS

*No lamp replacement anymore* - up to 20000 h maintenance free operation possible due to Laser Light Source.

*Easy installation* - selection of wide zoom bayonet lenses, wide vertical and horizontal lens shift and control code emulation guarantees hassle-free installation and replacement of old installation projectors.

*Easy way to a big picture* - up to 4K interface, HDMI-out signal loop through, built-in signal splitter and edge blending capability enables large presentation pictures without any external devices. PiP function allows additional sources to be displayed.

*Perfect Image quality* - high brightness, up to 4K input signal and unique picture and colour processing technology based on the latest NEC scaler chip achieves outstanding picture quality.

*Rich connectivity* - including HDBaseT, the world's first HDMI-out interface, 1xHDMI and DisplayPort technology guarantees outstanding connectivity.

*Widest application support* - portrait mode projection, 360 degree free tilt installation, unique geometric adjustment and 3D support offers unrivalled installation capability.

*Free Download of Multi-Display Management Software* - with NaViSet Administrator 2 you can manage all your connected display devices from a centralized location.

## NEC PX602WL: NEC Laser Projector

Empowered by Innovation **NEC**

NEC innovation in light source technology brings to market the new NEC PX602WL, a DLP Laser-Hybrid Installation projector delivering all the benefits associated with the latest laser light source.

With no lamp replacement necessary, maintenance is not required and longevity is assured. Achieving an outstanding colour gamut and supreme image detail at high resolutions, laser is the light source of the future.

Addressing the demanding large venue environment, the new NEC PX602WL presents advanced network, multi-media and professional installation features for superior projection performance within Rental/Staging, Higher Education, Museums, large Corporates and Signage installations.

### BENEFITS

No lamp replacement anymore - up to 20000 h maintenance free operation possible due to Laser Light Source.

Easy installation - selection of wide zoom bayonet lenses, wide vertical and horizontal lens shift and control code emulation guarantees hassle-free installation and replacement of old installation projectors. Easy way to a big picture - up to 4K interface, HDMI-out signal loop through, built-in signal splitter and edge blending capability enables large presentation pictures without any external devices. PiP function allows additional sources to be displayed.

Perfect Image quality - high brightness, up to 4K input signal and unique picture and colour processing technology based on the latest NEC scaler chip achieves outstanding picture quality.

Rich connectivity - including HDBaseT, the world's first HDMI-out interface, 1xHDMI and DisplayPort technology guarantees outstanding connectivity.

Widest application support - portrait mode projection, 360 degree free tilt installation, unique geometric adjustment and 3D support offers unrivalled installation capability.

Free Download of Multi-Display Management Software - with NaViSet Administrator 2 you can manage all your connected display devices from a centralized location.



## NEC MultiSync® X554UNS: NEC LCD 55" Large Format Display

Empowered by Innovation **NEC**



The new ultra slim X554UNS features a 3.5 mm bezel (3,9 mm) content to content) to create impressive high resolution videowalls with barely visible bezels. New Connectivity and Sensors allow additional creativity in the content displayed.

The unique built-in NFC sensor in combination with NEC's new Android app reduces installation and maintenance times, especially useful on larger installations.

The perfect picture quality and high product reliability make the X554UNS an ideal solution for retail signage, control room applications, transport installations and the rental market.

### OUTSTANDING PERFORMANCE

- 24 / 7 usage by using high quality grade panels to allow continuous use of the video wall.
- Auto Tile Matrix for a complete auto set up for videowalls. Save time and cost by configuring one display in order to complete the set up for the entire wall.
- Frame Comp supports a seamless appearance and shows the content without any interruption, creating one stunning image by synchronising the content across the wall.
- Unique NEC heat management enables the user to monitor and control the heat inside the display with user controllable fans. Heat management is crucial for larger walls and mission critical installations to secure reliability and longevity.
- Factory calibration guarantees a very high level of uniformity, while user hardware calibration with the optional calibration kit allows the user to achieve any contrast, brightness and colour temperature desired.
- Interface Extension. This slot offers unique flexibility for additional connections with the choice of adding a single digital or two analogue boards.
- Intelligent Wireless Data (based on NFC). The built-in near field communication (NFC) chip allows data to be read and written with a mobile phone or tablet PC. Using the NEC Android app the user can pre-configure the display e.g. LAN settings, language etc. by holding an NFC capable device close to the display. All data will be transferred to the screen without the display needing power. This reduces set up and installation time and cost.

## MV-5: 5-Channel Multiviewer



The MV-5 is a versatile, high-performance video and graphic multi-window viewer for DVI signals, SD and HD analog signals up to 1920x1200@60Hz, and SDI signals up to 3G HD-SDI. The device can window up to four sources (plus a background) in any layout and output the image as SDI, DVI, component and composite video signals. Both pre-programmed and customizable screen division is supported.

- Max. Input Data Rate - 3Gbps.
- Kramer Equalization & re-Klocking™ Technology - Rebuilds the digital signal to travel longer distances.
- Multi-Video Output Formats - SD-SDI (259M), HD-SDI (292M) and 3G HD-SDI (SMPTE 424M), HDMI, HD, SD, analog and composite.
- HDCP Support on DVI Inputs/Outputs.
- Powerful Cross Conversion - Any format to any format, any standard to any standard.
- Input Cable Equalization - Up to 350m (1150ft) for SD signals,

- 140m (459ft) for 1.5GHz HD signals, and 120m (394ft) for 3GHz HD signals.
- Chroma-Key Engines - Four independent chroma-key engines for each image layer.
- Window and Image Scaling - Zooming (up to 1000%) and aspect ratio control.
- Independent Layer Transparency Control.
- Image Controls - Brightness, contrast, colour and sharpness.
- Window or Input Label Insertion.
- 16 User-Definable Screen Layouts.
- Screen Handling Buttons - Freeze, size, position.
- Lock Button - To prevent unwanted tampering.
- Flexible Control Options - Front panel with menu LCD, on-screen display (OSD), Ethernet and RS-232.
- Worldwide Power Supply - 100-240V AC.
- Size - Standard 19" (2U)

### KEY FEATURES

- Max Data Rate – 3Gbps
- Kramer Equalization & re-Klocking™
- Format Conversion
- Input Cable Equalization
- Chroma-Key
- Window & Image Scaling
- Independent Layer Transparency Control
- Proc Amp
- 16 Screen Layouts.
- Control – Ethernet & RS-232.
- Size - Standard 19" (2U).

## VS-211HA: Automatic HDMI Standby Switcher



The VS-211HA is a high-performance automatic standby switcher for HDMI video and unbalanced stereo audio signals. The VS-211HA can be used as a manual 2x1 switcher or as an automatic switcher. The switcher either uses a priority input or last connected input.

### KEY FEATURES

- Max. Data Rate - 6.75Gbps (2.25Gbps per graphic channel).
- HDMI & HDCP Compliant.
- HDTV Compatible.
- Advanced Auto Switching - Based on video clock detection.
- Automatic Output Shutdown - If no input signal is detected after a configurable idle period.
- 3D Pass Through.
- EDID PassThru - Passes EDID signals from display to source.
- Audio Return Channel (ARC) Pass Through.

- Parallel Unbalanced Stereo Audio Switching.
- Contact Closure Remote Control - For manual switching override.
- DIP-Switches - For setting the switching mode.
- Size - Compact DigiTOOLS® - 3 units can be rack mounted side-by-side in a 1U rack space with the optional RK-3T rack adapter.

### QUICK FACTS

- Size - Compact DigiTOOLS® - 3 units can be rack mounted side-by-side in a 1U rack space with the optional RK-3T rack adapter.
- Audio - U/E

### APPLICATIONS:

- Providing backup switching
- Boardrooms and meeting rooms
- Restaurant and entertainment venues





## VS-88DT: HDMI/HDBT Matrix Switcher

The VS-88DT is an HDMI/HDBT matrix switcher for HDMI, HDBaseT and IR signals. The unit accepts up to eight HDMI and IR inputs and routes any or all of them to any or all of eight HDMI or HDBaseT and IR outputs for connection to compatible HDBaseT receivers, for example, the TP-580RXR.

### SPECIFICATIONS

- Max. Data Rate - 6.75Gbps (2.25Gbps per graphic channel).
- HDTV Compatible.
- HDCP Compliant.
- EDID Capture - Copies and stores the EDID from a display device.
- System Range - Up to 130m (430ft) when using BC-HDKat6a cables.
- HDMI Support - 3D, Deep Color, x.v.Color™, Lip Sync, Dolby® TrueHD, Dolby Digital Plus, DTS-HD® and 7.1 multi-channel audio.
- Non-Volatile Memory - Stores and recalls preset matrix configurations.
- Automatic Output Shutdown - If no input signal is detected after a configurable idle period.
- LCD Display - 2 lines/20 characters for easy configuration and operation.
- Kramer Protocol 3000 Support.
- Lock Button - To prevent unwanted tampering with the settings.

- Flexible Control Options - Embedded Web server, RS-232, IR remote (included), software application.
- Worldwide Power Supply - 100-240V AC.
- Size - Standard 19" (2U).

### APPLICATIONS

- Conference room presentations
- Advertising applications
- Rental and staging



## VIA Connect PRO



### Wireless Presentation and Collaboration Hub

VIA Connect PRO is a wireless collaboration hub. It converts any display at any location into a shared workspace for team collaboration. You can bring your own device (BYOD) from desktops and notebook computers to tablets and smartphones to join the session through a wireless connection. Through VIA Connect PRO you can share your files with other participants, chat or stream full HD videos in perfect quality. Everyone gets to participate, interact and be involved. With up to four people's screens shown simultaneously on the main display, VIA Connect PRO is the ideal compact solution for simple connectivity and engagement.

- MultiMedia - Share smooth full motion video (up to 1080p/60), MP3 files, and photos.
- Start Collaboration - Click to collaborate through a common display using your own device. Multiple users can interact and control what's happening on the main display at the same time.
- Cloud - Drag and drop files to the cloud to share instantaneously with everyone in the meeting.
- Whiteboard - Create, annotate, illustrate, review, or highlight a shared content.
- Chat - Send a message to a colleague in the meeting.
- File Transfer - Share a file with one or several collaborators.
- Enable Control - Give a participant control over the presenter's MAC® or PC laptop.

### KEY FEATURES

- Login using conventional Wi-Fi or LAN connections
- Supports Windows laptops and MAC, as well as iOS and Android mobile operating systems
- Easy to use, simple and intuitive user interface
- High quality video streaming, supports full HD 1080p/60
- Up to four participant screens can be displayed simultaneously on main screen
- Powerful security features: user authentication, 1024-bit encryption, dynamic room code
- Audio - D

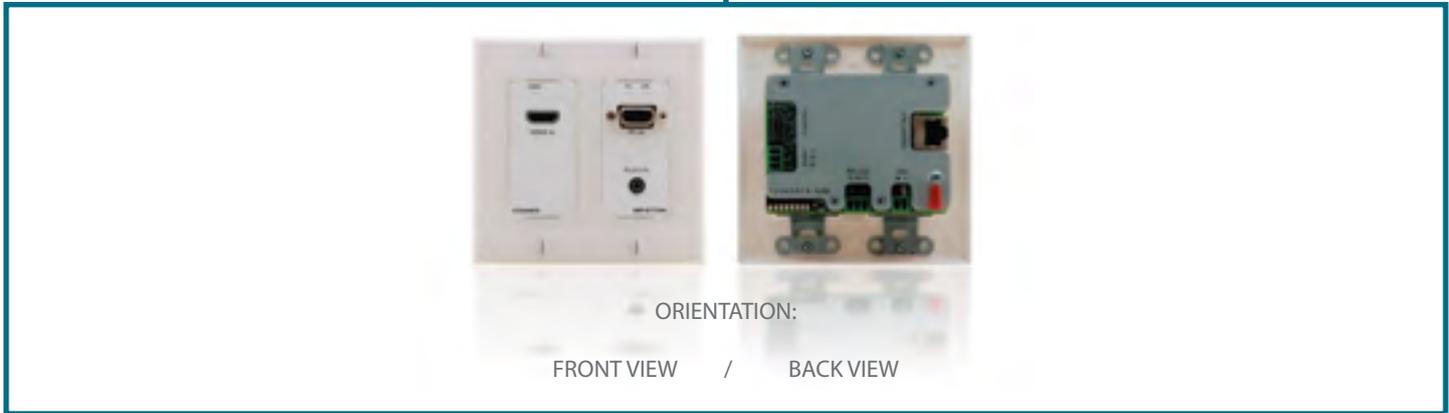
### APPLICATIONS:

- Boardrooms
- Conference rooms
- Presentation rooms
- Collaboration areas
- Class rooms

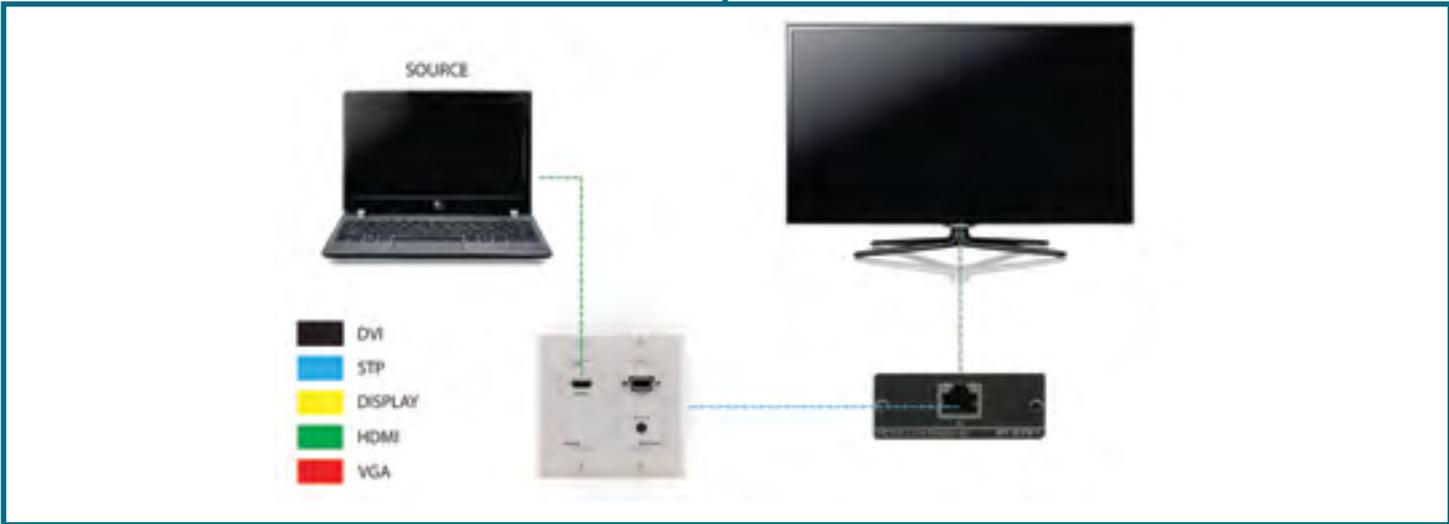
# HOW TO CONFIGURE DIP SWITCH SETTINGS

By Viljoen Lambrecht (Kramer Training & Sales)

## WP-577H ACTIVE WALL PLATE



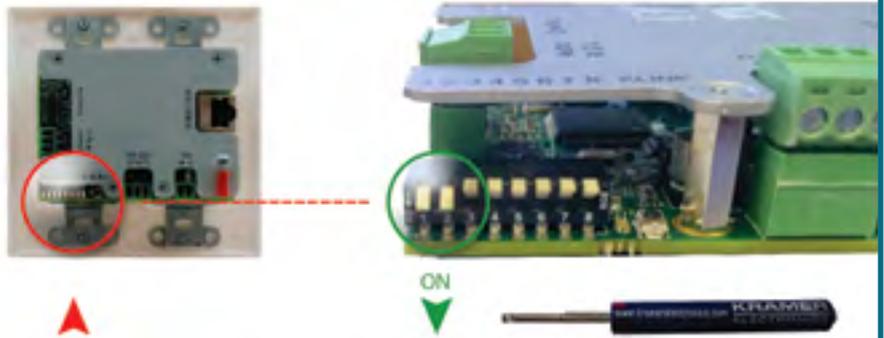
## TYPICAL INSTALLATION EXAMPLE



## SOLUTION

The WP-577H has 8 DIP switch settings.  
(DIP switch 4-8 is not in use.)

1. Take the unit out of the box.
2. Make sure that DIP switch 1 and 2 are switched to the on position by using a Kramer screwdriver.



# HIPPOTIZER

BUILT ON EXPERIENCE, BUILT ON PASSION, BUILT ON EARTH

Green Hippo has always been at the forefront of Media Server technology with the Hippotizer range. Award winning features such as UberPan, Cross-Fade on Layer, Presets and RegionMapper ensure Hippotizer remains the server of choice for events worldwide. Building on that success, Green Hippo is pleased to present Hippotizer Version 4.

Thanks to a new hardware platform, V4 offers a distinct leap in performance with increased outputs that support resolutions to 4K and beyond. Version 4 also bears the fruit of Green Hippo's dedication to software development; including FlexRes, built in 3D visualiser, SHAPE integration, all new output management and a re-designed user interface. Every V4 system features front panel indication of system status, as well as removable hard drives as part of the STRATA Caddy System. Inside, Hippotizer V4 includes all Solid State Drives as standard and the latest graphics technology to deliver unmatched performance.



AMBA



BOREAL



KARST



TAIGA



SHAPE

A 3D mapping and projection toolset integrated into Hippotizer V4. Import 3D models to project onto even the most complex objects.

**STRATA**  
Caddy System

Instantly transfer media and settings between Hippotizers with V4's removable drive system: STRATA. Move between systems, or even system types by simply inserting the caddy.

**VISUALISER**

Pre-visualise multiple outputs in 3D using ZooKeeper's interface or view the output in real time.

**MIXES**

Run as many or as few layer mixers as needed in Hippotizer V4 for complete flexibility. Each mixer can feed one or more outputs so the system is customised for each show.

**OUTPUT  
MANAGER**

A new and intuitive interface making output set-up quick and easy. Build the Hippotizer you need with complete flexibility in output mapping and assignment.

**NEW UI**

A new user interface that is familiar to existing users while being completely customisable.



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## Infinite Ways To Collaborate



VIA Collage™



VIA Connect PRO™  
VIA Connect™

“Meet Smarter”  
through connection, collaboration, engagement.