

SCOWCROFT ASSOCIATES

MANUFACTURERS
REPRESENTATIVES OF
FINE AUDIO & VIDEO
SINCE 1970

April 2011 Rep News



We are very pleased to announce that we will be bringing another group of our manufacturers into Denver for a Wednesday, May 4th product show and trainings at the Marriott Hotel Denver Tech Center located just off I-25 and Belleview. This is the same location we utilized in December for our final rep product show of 2010, and the same location as Rocky Mountain Audiofest.

This product show will be double the size of our December event with two separate rooms, one for video, and one for audio, and includes trainings!

Fred Scruti from Digital Projection, Jesse Walsh from DNP Screens, Russell Warnhoff from Panamorph, Steve Libin from Totem Acoustic, Dave Watson from Wadia, Mark Fielder from BG Radia, Sam Millen from Cue Acoustics, Michael Schaller from Kordz, and Al Jason from EZAir, will all be present to demonstrate their exciting line-up of products.

We are very excited to have the US debut of DNP's perforated screen, and Cue Acoustics new hospitality bedside iPod / digital signage web-based radio, and some other surprises you just have to come and see for yourself.

Multiple 3D projector and screen demonstrations, 2-channel audio demos, great new models from EZAir, allowing you to wirelessly send audio and video from your computer to projectors and flat panel televisions, and the most knowledgeable man we know regarding everything HDMI, Michael Schaller from Kordz.

Mark your calendars now so that you don't miss it!

Anthem
BG Radia
B&K Components
Cue Acoustics
Digital Projection
DNP Screens
Elmob USA
EZAir
Furman Sound
Kordz Cables
McIntosh Labs
Panamorph
Paradigm
Procella Audio
Salamander Designs
Seura TV Mirrors
Thinksound
Totem Acoustic
Wadia-Qsonix

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(303) 766-9733 Office
(303) 766-3366 Fax

May 4th Scowcroft Product Show Training Agenda

During our May 4th product show at the Marriott Hotel Denver Tech Center, we are pleased to offer the following no charge certificate training classes. Seating is limited, and registration is required in advance.

8:30-10:00 / Producing the Perfect Projected Image, Presented By Ken Eagle from DPI

This Digital Projection presentation is designed to help the participant understand his/her application needs, select the correct projector and understand the basic functions needed to calibrate that projector for the application. The presentation will cover topics such as designing for content and source material, proper projector installation and environment effects on your presentation. Attendees will also learn to calibrate for color, contrast and brightness as required for the application. Finally the presentation will wrap up by covering Digital Projections 10 Rules to Projection Perfection.

10:30-11:30 / Panamorph Anamorphic Lens Training , Presented By Russell Warnhoff from Panamorph

Help customers get rid of the dreaded “black bars” on widescreen movies and bring profitability back into front projection theaters. Anamorphic lens systems are becoming a very large portion of the front projection market as they are able to recreate the kind of immersive widescreen experience found in a commercial theater and do away with the much despised “black bars” to which so many customers object. In this training, participants will learn how these systems work, when to use a curved vs. a flat screen, what video processing modes are required, what projector throw ratios are optimal, basic projector/lens setup, and everything needed to know how to get started on 2.35:1 anamorphic lens installs. Participants also learn about motion picture aspect ratios, the history of widescreen cinema, how anamorphic lenses work, and most importantly, how to effectively demo 2.35:1 and set yourself apart from the competition.

12:30- 2:00 / Introduction to 3D Projection Video, Presented By Ken Eagle from DPI

This Digital Projection presentation is designed to introduce the audience to the world of 3D projection video. It will explore the origins of 3D as well as the different types of 3D that exist today. Participants will learn the difference between Active and Passive 3D systems as well as hybrid Active/Passive combined systems. This presentation will also cover in greater depth several types of 3D transmission formats that are commonly used and explain how light output plays a role in creating the 3D experience. Finally the presentation will wrap up with a quick review of the DPI projectors and other compatible 3D brands.

2:30-3:30 / DNP Light Filtration Screens for Residential & Commercial Applications, Presented by Jesse Walsh from DNP Screens

DNP is a world leader in projection screen technologies, and their light filtration Supernova screens lead the way in giving you superb images in high ambient light environments. Whether you need a screen for a home theater, church, or commercial business venue, DNP has the solution. Jesse Walsh will explain DNP technologies, and compare them to other brands of light rejection, light absorbing screens. DNP has the screen, both fixed or motorized that will fulfill the needs of the small home theater, to the largest image blended curved application.

May 4th Scowcroft Product Show Training Sign-Up

FULL NAME	

BUSINESS NAME	

ADDRESS	

CITY, STATE	

YOUR EMAIL	

BEST TELEPHONE #	

8:30-10:00 Producing the Perfect Projection Image, Presented by Ken Eagle from Digital Projection

10:30-11:30 Panamorph Lens Training, Presented by Russell Warnhoff from Panamorph

12:30-2:00 Introduction to 3D Projection Image, Presented by Ken Eagle from Digital Projection

2:30-3:30 DNP Light Filtration Screen Technology for Residential & Commercial Applications, Present by Jesse Walsh from DNP

Please email your sign up to scowcroftandassociates@comcast.net, or via fax to (303) 766-3366. Class sizes are limited. You will receive back a confirmation that we have received your sign up, and that you are scheduled for the class. One person per sign up page. Please write legibly as we will use this form to process your training certificates.

Late March, 2011, Scowcroft & Associates attended the Montreal Hi-Fi Show in Montreal, and had the opportunity to visit Totem Acoustics beautiful offices and production facilities. Below are some of the highlights of this visit.



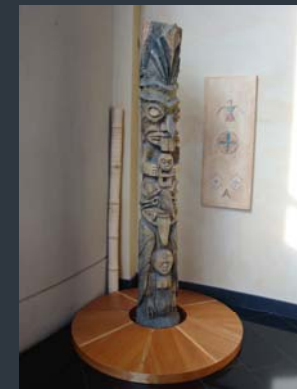
Totem Acoustic had a beautiful display area at the Montreal Hi Fi Show. The main display room demonstrated the new Element Series speakers. During the cocktail party Thursday evening, Vince Bruzzese, owner and founder of Totem was awarded the Lifetime Achievement Award recognizing his contributions to our industry.



Friday was our day to visit Totem's offices and manufacturing facility. Our firm has visited most of our manufacturers corporate offices over our 41 years as a sales representative, but never one as beautiful as Totem's. It was apparent that the same attention to detail that they build into all their loudspeakers carried over to their offices. Their circular meeting room with a giant tree in the center, with their products on display everywhere was absolutely the most unique we have ever experienced. Every office was full of various brands of high end electronics, set up with multiple options of Totem models.

If you ever have the opportunity to visit Montreal, we would highly recommend that you stop in for the hospitality and experience. It is well worth it.

The next page will show photographs of their manufacturing facility where the cabinets are completed with drivers and crossovers for final departure from Montreal to dealers throughout the US and Canada.



Upon entry into the production area, we noticed hundreds of cabinets waiting to be loaded with drivers and crossovers. All cabinets are manufactured locally in Montreal about 1.5 hours from Totem's production facility. The hand-rubbed finishes age beautifully and retain their elegance year after year. We were shown speakers manufactured nearly two decades ago by Totem that looked as beautiful as they did when they were built. Very expensive quarter-cut veneers are hand-matched and fitted, giving Totem some of the most outstanding cabinets available today.

Steve Libin from Totem will be at our product show demonstrating some of their top-selling models and giving you the history of this amazing company. See for yourself what the reviewers already know. Totem is one amazing company that gets tremendous sound from a small package.

Stereophile's 2011 Recommended Components Represented By Scowcroft & Associates

SACD, DVD-A, CD, & MUSIC SERVERS

McIntosh MCD500, Category A

Wadia Digital 170i Transport, Category B

MUSIC SURROUND SOUND COMPONENTS

Anthem Statement D2v Surround Sound Preamp-Processor, Category A

McIntosh MX150 Surround Sound Preamp-Processor, Category A

McIntosh MC303 3-Channel 300w/ch. Power Amplifier, Category A

TWO-CHANNEL TUBE POWER AMPLIFIERS

McIntosh MC275, Category A

LOUDSPEAKERS

Paradigm Reference Studio 60, Category B Full Range

Totem Mani-2 Signature, Category B Full Range

Totem Model One Signature, Category B-Restricted LF

Totem Acoustic Forest, Category C Full Range

Paradigm Reference Studio 20, Category C, Restricted LF

Paradigm Atom, Category D

SUBWOOFERS

Paradigm Sub-15, Category A

SIGNAL PROCESSORS

Paradigm PBK1, Perfect Bass Kit, Category A

POWERLINE ACCESSORIES

Furman IT-Ref20i Power Conditioner

ON NEWS STANDS NOW!



Showcased Product of the Month Wadia S7i



The Wadia S7i CD player/DAC/Digital Preamplifier is the latest generation of our highly acclaimed series of high performance integrated digital audio playback products.

Fifteen years ago, Wadia was the first to develop proprietary digital components that blended the functionality of a CD player, digital preamplifier and processor in one product. Today, the S7i platform not only provides reference quality CD playback, but also serves as a flexible and complete digital hub managing and optimizing the performance of today's principle digital sources.

The S7i combines exceptional disc playback technology, their best integrated decoding computer technology, and digital source management. It is a tour-de-force solution for any music lover wanting the very best musical performance, without the complexity.

Not surprisingly, the all-new CD transport exemplifies series 7 level playback performance. This exceptional transport was designed in collaboration with the Austrian company Stream Unlimited. Wadia co-engineered many details of this design, including an application-specific servo system optimized for the newest generation of Wadia playback machines. The results exceeded even our own expectations.

USB for Audiophiles

USB has become an important interface for discerning music lovers, and offers specific technical challenges. Clock and timing errors are among the most difficult performance barriers when using USB connectivity. Wadia engineers worked with key component manufacturers to achieve significantly more accurate digital clock information for all USB sources. By combining optimized clock behavior with Wadia's proven Digimaster filter topology, we provide world-class time and phase correct musical output from high-resolution USB digital music files. The S7i also provides extremely flexible digital connectivity via AES/EBU, Coaxial/BNC, and Toslink.

Power Matters

Multiple fully regulated digital power supplies result in significant noise floor reductions. There are separate fully regulated power supplies for the CD transport /servo, digital processing platform, Wadia's proprietary clock-link network, D>A conversion section, and analog output stage. Silent pure power is delivered with lightning speed, creating a sense of effortless dynamics.

