

## October 2011 Rep Newsletter

Anthem  
BG Radia  
Cue Acoustics  
Digital Projection  
DNP Screens  
Hegel Music Systems  
McIntosh Labs  
Panamorph  
Paradigm  
PrimaLuna  
PS Audio  
Salamander Designs  
Seura  
SurgeX  
Thinksound  
Totem Acoustic

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Lots of news to get to here at Scowcroft & Associates. CEDIA was a major success with attendance up from our region, great new products on display from our manufacturers, two new line additions for our firm, as well as departures of some old friends.

We are very pleased to announce that Scowcroft & Associates has been appointed as the Rocky Mountain and Southwest Sales Representative for PS Audio (Effective immediately in CO, NM, UT, MT, ID, WY and El Paso, and November 1st 2011 in AZ.) and PrimaLuna, (Effective October 13th in all our States).

Procella Audio and Kordz has been resigned by our firm in order to accept PrimaLuna and PS Audio. We are looking forward to working again with Brad Paulsen, formally of B&K Components and Sooloos, as he will be our National Sales Manager for both PS Audio and PrimaLuna!

And just as we return from Indianapolis, we have begun our coordination for Rocky Mountain Audiofest, with our largest showing in the history of our firm.

We hope you enjoy reading about some of the new and exciting products represented by our firm in the pages that follow.

Bob and Carl

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3600 square feet of dazzling projected imagery makes an impact, and this year's DPI booth delivered a stunning testimonial to all things projection for the home. Enlisting 14 distinct DP models, displayed in a mix of galleries and formal theaters, attendees witnessed a range of 2D, active and passive 3D, LED and ultra-high lumen displays in action. As DP's robust product line features almost 30 3D-enabled projectors, the left-hand side of the booth consisted of four 3D displays demonstrating four distinct 3D experiences.

### 3D Gallery

First was the dVision 35-1080p 3D, lauded by attendees for the extreme installation flexibility and lens options that accompany this impressive single-chip DLP display. All for less than \$35K. Next was the high-value, high-lumen M-Vision Cine 3D, delivering 5,500 lumens of 2D and 3D content for less than \$18K.



DP's TITAN 3D displays commanded the last two 3D screens, but in quite different demonstrations. Showing identical content, attendees conducted side-by-side comparisons of the 10,000 lumen TITAN 3D powerhouse showing 3D content via active and passive solutions. Working in conjunction with a DepthQ modulator screen and Stewart Silver Screen, attendees participated in the subtle differences that define a passive and active 3D experience.

### 2D and LED Gallery

The right side of the booth displayed both newly-launched and well established DP displays showing 2D content. Long-time favorites such as the \$6,995 M-Vision Cine 230 and iVision 20-1080p produced rich, saturated imagery on medium-sized screens. Complementing the established products were new projectors such as the dVision Scope 1080p, a revolutionary new display capable of natively showing 1.78 and 2:35:1 content without the use of a peripheral anamorphic lens.



Additionally, the new 3-chip DLP HIGHlite Cine 660 powerhouse was shown alongside the mighty TITAN Reference 1080p so that attendees could compare large-screen imagery in two different price points. The tried and trusted M-Vision Cine LED provided a counter-point to lamp-driven technology by showing off what the future of small to medium-sized imagery could be as lumen output continues to increase.



Totem's exhibits and CEDIA, CES, and audiophile shows are always visually beautiful and inviting. Some of what you see in these pictures will be duplicated during Rocky Mountain Audiofest, when Vince Bruzzese, owner of Totem arrives from Montreal to demonstrate their new Element Series Loudspeakers with the assistance of Stephen Libin, Totem's National Sales Manager! In addition, Totem will be on display in the two HEGEL Music Systems booths.

At CEDIA, Totem's expanded on their new line of Element loudspeakers to include the new Element Center Channel, utilizing a new 6" Torrent Driver Technology, shown bottom right. In addition, coming later this year, Totem will be introducing the new Element Sub, which will round out the Element line for a superb sound home theater, or 2.1 audio system.

Shown bottom left is the Tribe On-Wall Series mounted on Totem's newest speaker stand. These are absolutely stunning in their appearance, and offer customers options to showcase their Tribe loudspeaker systems. Tribe On-Walls are available in multiple colors and finishes, and offer Totem's Exclusive Torrent Driver Technology.

Many dealers are unaware that Totem also offers a full line of in-wall, in-ceiling, and in-wall subwoofers selections, offering stunning performance, detail and clarity. Coming soon, the anticipated release of Totem's new custom products with Torrent Drive Technology.

Contact our office for your personal demonstration of Totem loudspeakers, or visit us at RMAF, on the 4th floor!





McIntosh showed their new products off-site at a hotel during CEDIA, and the room was always crowded with dealers wanting to see the anticipated new theater products, loudspeakers and sources for 2012.

Shown top left is the McIntosh MC-8207, with 7x200 watts per channel of pure McIntosh power, and what we have named, the new theater meters, which offer much less light output so that you can enjoy the bouncing meters in a dark theater room. Scheduled for release in January, at \$6,000 anticipated retail, this is going to be one hot seller!



Match that up with the new MX121 Preamp-Processor, shown right center, which incorporates features such as HDMI 1.4a, 6-HDMI 1.4a Inputs, and 2-HDMI 1.4a Outputs, IP-Based Control, USB Input, AirPlay Wireless, All Dolby and DTS model, plus much more at an anticipated \$6,000 retail! This will be the hottest pre-pro available anywhere! Add the new MVP891 BluRay player, and McIntosh will have a complete theater package, "Pre-Pro, 7-Channel Amplifier and BluRay source at under \$18,000 retail.

Other models on display were the new MC275 50th Anniversary Amp, a complete re-do from the ground up of this legendary model, and a drawing representation of the new McAire Music System, shown top right. This fully contained music system has a downward firing subwoofer, McIntosh trademark blue meters, and powerful McIntosh amplification in a small package around \$2,500.

Also on display were versions of the newest McIntosh loudspeakers. Cabinets were absolutely gorgeous, with a fit and finish that any customer would be proud to own. A glass McIntosh lower panel will light up with the glowing McIntosh logo. Model release is projected for February 2012.



The Seura booth was standing room only with the introduction of their new Storm Outdoor Televisions. Available in January 2012, Seura's exclusive LuminOptics™ provides an exceptional viewing experience even on sunny days.

Panel sizes of 42", 47" and 55" will be available. Robust metal construction and tempered glass survive weather and stray baseballs, and Seura's engineering protects against harsh outdoor conditions such as rain, snow, insects, dust and wind.

The Seura Hydra has been a top selling product for our firm since it's introduction. At CEDIA, Seura introduced their new stainless steel finish, finely crafted to perfectly match the kitchen environment. Hydra's in-wall design installs flush with the wall for a smooth, well-integrated appearance. Rated IP-65 waterproof for safety and flexibility. Seura offers more than 800 color options with the Chroma™ Color Matching System to match the most distinguished interior color palette.

### Key Partnerships, Means Simple Integration!

Seura has formed relationships with leading control manufacturers allowing Seura products to integrate seamlessly with drivers for Crestron, AMX, Control 4 and Savant.



# SÉURA™

We are very pleased to announce the addition to our firm of PS Audio, bringing to market some of the most innovative products ever represented by our firm, manufactured in Boulder, CO.

Two AC Power regenerators, Power Plant P5 and P10 produce regulated, pure 120 volt AC for all components. Audio and video greatly benefit from this technology.

PowerPlay IPC-9000 is a Network Controllable Power Conditioner with 10 separate zones. Reboot any device from anywhere in the world using the front touch panel.

PerfectWave DAC is a state-of-the-art network D/A processor with full touch panel control, 6-digital inputs, 24/96 USB capability, 12S through HDMI, and up-sample capability from 44.1 kHz through 192 kHz, and included volume control, phase control and an IR remote.

PerfectWave Bridge is a user installable card for the PerfectWave DAC that provides bit perfect streaming of audio files from anywhere on your network through the exclusive Digital Lens technology and directly into your PWD. Control is offered for iPod, iPad and iPhone applications.

GCPH Phono Stage is the finest ever manufactured by PS Audio. Accepts any cartridge, moving coil or moving magnet.

Our office has just received in a full compliment of PS Audio samples, and we look forward to giving you and your staff personal demonstrations of these exciting products.



The first PrimaLuna products, the ProLogue One & Two integrated amplifiers were released in 2003 in Europe and immediately captured superlatives from the continent's most influential reviewers. In 2004, their release into the U.S. was met with equal, unbridled, enthusiasm.

PrimaLuna produces exquisite sounding, reasonably priced, highly-reliable components with features found in gear costing three to five times as much. Exclusive Adaptive AutoBias circuit continuously monitors and instantaneously adjusts tube bias, SoftStart circuitry powers up the amp gently to extend tube life, point-to-point wiring, ceramic tube sockets, Alps potentiometers, Nichicon and Realcap capacitor, WBT style speaker terminals and gold plated input jacks all insure high performance, long life and musical enjoyment for years to come.

As you can now surmise, the minds behind PrimaLuna possess a sincere desire to bring something unique to hi-fi enthusiasts. We are very pleased that they have joined forces with Scowcroft & Associates to allow us the opportunity to demonstrate these exciting products to our dealers here in the Rocky Mountain and Southwest regions. Our rep samples are on the road. After break-in, we will begin scheduling demonstrations the week after Rocky Mountain Audiofest.



PrimaLuna





Salamander Designs had an incredible booth at CEDIA 2011. Great product introductions, beautiful displays, and innovative designs all kept the booth full from start of show to finish.

Their big introduction was the new Salamander AV Basics, lower priced cabinets that offer customers a fit and finish not normally found in cabinets in this price range. Available in corner, twin and triple configurations, with finishes of black, warm cherry, wenge espresso, natural cherry, and espresso oak, depending on model. Suggested retails from \$899 to \$1,499.



An exciting new chair option from Salamander is the new Olivia, (seen top right photo) which goes far beyond the normal home theater seating, because it can also be configured as a corner sectional or chaise solution. Salamander uses multi-layer foam cushion construction, "green" soy-based, high resiliency foam cores wrapped in a layer of memory foam. Olivia can be specified as a recliner or non-recliner version. Assembled in America!



Chameleon corner units (left center photo) are now an option for this very successful series of products. This has been the single most requested product style since Chameleon was introduced.



The new tablet dock, which fits into Salamanders cup holder (shown top right) was one of two options for tablets coming from Salamander. The 2nd is a leather bean-bag base that can set on any seat cushion or arm on any style or brand of furniture. The unit fits snugly into the cup holder and swivels on ball bearings, and adjusts for portrait or landscape orientation.



For those of you that know us. October and Rocky Mountain Audiofest are some of the best times we have all year. Having dealers come into Denver, and visit our rooms while we demonstrate some of the greatest sounding audio equipment, is why we love what we do.

This year we are extra excited, as we have some new entries into the show. Vince Bruzzese, owner of Totem will be demonstrating the all new Element Series along with Steve Libin, Totem's National Sales Manager.



This is Totem's first time at Rocky Mountain Audiofest. Totem will be exhibiting on the fourth floor in a dedicated Totem room, as well as being the featured speakers in the HEGEL Music Systems booth, located on the 8th floor.

Anders Ertzeid from Eileen Gosvig from HEGEL will be on-hand to demonstrate the fantastic line-up of HEGEL models, with a room designed to look like an ice cave. Suitable from a company based in Norway. Please stop by and visit this booth, and you will fall in love with the HEGEL products just as we have.

This is the first year that McIntosh has opted out of the RMAF, but we will have a large variety of models on display on the 4th floor in the two rooms that Hear No Evil of Westminster, Colorado has set up. On display will be the new MC601, 600 watt mono-blocks, sourced by the MCD500 SACD/CD player, and C50 preamp with USB connectivity. In addition this system will be running the new 50th anniversary KEF Blades, so this room will have a great deal of press, consumers and reviewers over the 3 days.

But the true excitement will be the MC275 50th Anniversary McIntosh Tube Amplifier that is on loan from McIntosh for this event! This new version of the legendary MC275 has been completely reworked with a larger chassis, and new feature list, and is limited in availability to 275 units! Delivery is anticipated for December 2011. This is the first opportunity for the public to see this limited edition model before you can buy it.

We will also have on display in various rooms PS Audio and SurgeX products on display to protect all our equipment. Looking forward to seeing you at RMAF!