

## Rocky Mountain Audiofest

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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Rocky Mountain Audiofest continues as the top audio show in America, and this year, more exhibitors, more reviewers, and more of the public attended to see the best of the best of the audiophile industry.

Scowcroft & Associates sales staff was on hand to support our manufacturers that exhibited, Totem Acoustic and HEGEL Music Systems, as well as PrimaLuna in Listen Up's demo room, and McIntosh, SurgeX and PS Audio in Hear No Evil's demo rooms.

Totem was located in the atrium building, and Vince Bruzzese, owner and founder of Totem was on hand along with Stephen Libin, Totem's National Sales Manager to demonstrate the new Element Series of loudspeakers.

Anders Ertzeid, Eileen Gosvig, and Ben Gosvig were on hand from HEGEL U.S. and HEGEL Norway to demonstrate the incredible line of HEGEL Music Systems products, being played on the gorgeous Totem Hawk Design in ICE gloss finish, in the Marriott Tower rooms on floor eight.

The event was the busiest ever, with standing room only in our demonstration rooms for 8+ hours per day. Photos of the event on the following pages.

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Many manufacturers were in the few days prior to Rocky Mountain Audiofest to attend HTSA's meeting here in Denver. Many HTSA accounts from around the U.S. stayed over to attend Rocky Mountain Audiofest and visit with the top audiophile manufacturers. Key management from buying groups were also in Denver to meet with independent sales representatives and discuss how they can work together to build their membership base, and better support their accounts.

Lori Lieberman was on hand Saturday night in the atrium area to entertain Audiofest attendees. Many seminars were held on Friday, Saturday and Sunday, including how to get the best resolution from your computer based music. Some notable instructors and speakers included Jeff Roland, Ray Kimber, Bruce Brisson, John Atkinson, David Chesky, Steve Guttenberg and Ken Kessler.



Stephen Libin, NSM of Totem Acoustic shown left, and Vince Bruzzese, founder and owner of Totem getting ready for the rush of audiophiles on Friday morning. Vince did constant demonstrations from opening to close, not taking a break on any of the days. The Totem room was never without a group of 5-8 people going through the demo. Scowcroft rep staff arrived in 2 hours prior to the show opening each day to do private Totem demos to consumers and reviewers who wanted some one-on-one time with the Totem Element loudspeakers.



Final set-up was completed Thursday evening, and voiced Friday morning just prior to the show opening. Two models of Totem's new Element Series, the small Totem Fire and floor standing Totem Earth sounded amazing on the Rogers tube amplifier being sourced through an Accuphase CD player.

Totem cables were used throughout the system, and no room acoustic treatments were utilized. Consumers returned over and over to listen to the Element Series and raved about their performance.



Vince would show the Torrent driver technology throughout the dozens of demos each day. The demo room was always standing room only with customers lining up to get a seat for the 12 minute demonstrations.

Totem sent in 600 of their beautiful new catalogs showcasing the Element Series of loudspeakers and their exclusive Torrent technology, and less than 50 remained for us to take home! Hundreds of our two local Totem dealers business cards were taken as well!



The HEGEL Music Systems demo room included the Totem Acoustic Hawk Design in ICE gloss white finish to compliment their total white “ice-cave” décor.

HEGEL utilized their P4A preamp and HD20 power amp sourced from a laptop and played back through their HD2 and HD20 DAC’s.

The question that we received most often during this event was how to get the most from your digital music library, especially from music stored on a laptop.

Seminars were held to address this, and consumers and reviewers spent a great deal of time discussing the HEGEL USB inputs, and USB DAC’s at the HEGEL demo room.



Numerous HEGEL models were on display, from their H70 entry level 70 w/channel integrated with USB input at under \$2,000 retail, all the way to their massive H30 power amplifier which we were told can deliver over 8000 watts into a one ohm load and retails at \$30,000/pr.!

The most asked for model stack was the H200 Integrated at 200 w/ch. x 2 matched up with HEGEL’s CDP2A CD player. This is a stunning combo at just over \$7,000 for the pair.



HEGEL had a 2nd close door meeting room for reviewers that was not open to the public. This room featured the Totem Acoustic Hawk’s in mahogany finish as well as Totem’s step up loudspeaker, the Forest’s.

Reviewers were constantly in this room auditioning the HEGEL products, and listening to the history behind this up and coming brand from Norway.

HEGEL also supplied their products to numerous speaker manufacturers throughout RMAF that chose the HEGEL brand due to their ability to not only drive half ohm loads, but to provide stunning audio reproduction.

# SCOWCROFT ASSOCIATES

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