



March 2007



Stay With Us At InfoComm 07! Register for Hotel AMX

AMX invites you to join us for InfoComm 07 and stay at Hotel AMX located at the Hilton Anaheim. By staying at Hotel AMX, you'll get free passes to the AMX party and to the InfoComm show floor. But hurry because rooms will go fast! All the details for registering are just five easy steps away.

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Is Ready To Support You



AMX University recently launched an exciting new tool designed to improve the AMX education process and to simplify the learning process. The all-new Learning Management System (LMS), allows individuals to view class offerings, register for classes, launch online classes and manage their achievements online.

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Exciting Changes for



New Branding, More Certifications

With the recent acquisitions of Endeleo, AutoPatch and Matrix, we've just improved the ACE program by rebranding the current certifications as well adding several new ones. Find out all the details.

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- Smart Homes Show
Birmingham, England:
March 22 - 25
- TechEd
Ontario, CA: March 26 -
28
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mediasystems
Frankfurt, Germany:
March 28 - 31
- The RAND Show
Johannesburg, SA: March
30 - April 15
- Light + Building
Frankfurt, Germany: April
6 - 10
- NCEA
Baltimore, MD: April 12 -
14

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Suggestions, Questions, Comments? Send an email to: editor@amx.com

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1. Register for Hotel AMX



Join us at Hotel AMX in the Hilton Anaheim and get free passes to the AMX party and to the InfoComm show floor. But hurry because rooms will go fast!

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2. InfoComm Registration



Your free pass to the InfoComm Show floor awaits - simply follow the instructions to register online, by fax or by mail.

[MORE ▶](#)

3. Training



AMX is taking its world-renowned training on the road to bring our latest product training to you.

MORE ▶

4. About InfoComm



InfoComm 07 is set to break all records - with more exhibitors, training, workshops and industry association and publication programs than ever before.

MORE ▶

5. Anaheim Hot Spots



With 42 miles of pristine coasts, year-round sunny days and attractions like Disneyland, Anaheim has plenty to offer for fun and family.

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The New Learning Management System

Simplifying The Learning Process

AMX University has launched an exciting new tool designed to improve and simplify training at AMX. The all-new Learning Management System (LMS), allows individuals to view and register for classes, launch online classes or quizzes, and manage their achievements online.

Administrators, Trainers, Students, and Managers can all benefit from the LMS by utilizing the following new features:

- User Friendly System
- Centralized Learning Portal for each individual user
- No special software required
- Access to the schedule and registration details for any AMX University location
- Single point for managing registration, travel requirements and confirmations
- New, shorter OnDemand sessions for easier completion
- Launch OnDemand sessions directly from your browser

- Resume OnDemand courses without starting over
- View your AMX University history from any computer
- Easy review of personal achievements
- Print completion certificates right from your browser

Learn More:

View The LMS Flash

We invite you to view some LMS highlights and to see just how simple we've made learning at AMX. [Check it out now!](#)

Since our initial launch of the LMS, we have already seen more than 2,200 users activate their accounts in the system. More exciting announcements regarding AMX University activities around the globe are coming soon!

For more information on AMX University, please email us at: traininghelp@amx.com



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Exciting Changes for



New Branding, More Certifications

With the recent acquisitions of Endeleo, AutoPatch and Matrix, we are excited to announce improvements to the ACE program to support the current and future composition of the AMX product family.

Current ACE Courses Rebranded

Beginning April 2007, the original ACE certifications names are changing for improved consistency across the program. The original certifications are updating to:

- ACE Designer =
ACE Control System Design Expert
- ACE Installer =
ACE Control System Installation Expert
- ACE Programmer =
ACE Control System Programming Expert

While the names are changing, the certification requirements remain the same.

More ACE Certifications

And consistent with the direction of AMX, we're giving you even MORE ACE



CERTIFICATIONS! Beginning April 2007, AMX University will offer courses towards these NEW ACE certifications: ACE RMS Expert, ACE Audio Expert and ACE Signal Management Expert.



The ACE RMS Expert is an advanced certification specifically designed to validate the skills required for a successful implementation of AMX Resource Management Suite (RMS). Those that have attended previous versions of the RMS class will have the opportunity to complete an UPDATE class covering the significant features introduced in RMS 3.0.

Consistent with other ACE certifications, all RMS Expert candidates will be tested to earn the ACE RMS certification. Initially, the ACE Audio Expert curriculum will include AMX Matrix Setup and Configuration and an Audio Essentials class.



Additional courses may be added in the future, as additional products and technologies are introduced. Similarly, the ACE Signal Management Expert curriculum will include a Signal Management Essentials class and others related to the Endeleo and AutoPatch product families. As this family grows, so will the curriculum expand to meet the need.

So to wrap up the big news from the ACE front; effective April 2007 there are six ACE certifications:

- ACE Control System Design Expert
- ACE Control System Installation Expert
- ACE Control System Programming Expert
- ACE RMS Expert
- ACE Audio Expert
- ACE Signal Management Expert

And stay tuned. Some additional exciting information from AMX University is coming soon.

Questions regarding the AMX ACE program may be directed to ACE@AMX.com.

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Taking Home The Hardware!

Congratulations To Five AMX Dealers For Winning Electronic House Awards



We would like to congratulate five AMX dealers for being awarded honors at the recent Spring Electronic House Expo. These dealers exemplify the far-reaching potential for incorporating audio, video, whole-home automation, lighting control and more into today's automated home.

More than 300 entries were received by 107 custom home dealers and installers. The winning installations will be featured in a special "Home of the Year" May issue of Electronic House and on www.electronichouse.com.

Please join us in congratulating the following AMX dealers on their awards:

Art and Automation, Inc.

(Wailuku, Hawaii)

**Best "Wow" Factor Silver Award
for
"Scholl Residence"**

Enhanced Home Systems, Inc.

(Eden Prairie, Minnesota)

**Best Kitchen Gold Award
for
"Rolling In Green Kitchen"**

One Touch Audio & Video Integration

(San Diego, California)

**Best "Wow" Factor Gold Award
for
"Malaga-Finley Residence"**

MHS Technologies

(Newland, North Carolina)

Best Master Suite Silver Award

for

"Moss Master Suite"

and

Best Master Bath Bronze Award

for

"Powell Master Bath"

Sight And Sounds

(San Mateo, California)

Best Outdoor Space Silver Award

for

"Sabathia Pool & Landscape"

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Spotlight On Device Discovery Partners

AMX Device Discovery is making it simpler and faster than ever to program systems and allow devices to be controlled almost immediately upon plug-in.

This series salutes our partner manufacturers who are taking the initiative to write their own modules and making their products Device Discovery-enabled that much sooner. Each spotlight gives our dealers, integrators and programmers details on what these products do, why they're hot and why they are a great choice for future installations.

March Spotlight



Yamaha's configurable DME series audio processors offer extensive functionality and scalability for a diverse range of audio installations. Now full Device Discovery support makes them even more versatile. Yamaha's strong track record and enviable reputation in the pro audio field for both outstanding sound quality and reliability mean that AMX programmers can choose DME processors for high-performance systems with confidence.

The DME series includes eight models that can be used individually or combined to create any type of system. Ample internal processing power gives the system designer unmatched freedom, and specified controls, switches and functions can be assigned to a common “Remote control setup list” for immediate AMX control compatibility.

In addition to outstanding sound and processing capability, a major advantage of the DME series is scalability that can accommodate an extremely wide range of systems at a reasonable cost.

Large systems can easily be assembled using only a few DME64N units (the most powerful in the series), while the versatile DME24N is an ideal choice for smaller applications such as meeting rooms or multi-purpose event spaces. In stadium type systems, for example, where I/O must be distributed over a wide area, the DME Satellite models are an efficient, cost-effective way to provide the necessary coverage.



DME Models and Capabilities

Model	Analog audio IO	Network audio IO	Slot	GBI	Connect with AMX
DME64N	Slot	Slot	4x 16in/16out	16in/16out	Serial
DME24N	5in* 5out+ Slot	Slot	16in/16out	8in/5out	Serial
DME8i-C	5in*	16in/16out CobraNet	n/a	8in/4out	Serial or Ethernet
DME8o-C	5out	16in/16out CobraNet	n/a	8in/4out	Serial or Ethernet
DME4io-C	4in* 4out	16in/16out CobraNet	n/a	8in/4out	Serial or Ethernet
DME8i-ES	5in*	16in/16out EtherSound	n/a	8in/4out	Serial or Ethernet
DME8o-ES	5out	16in/16out EtherSound	n/a	8in/4out	Serial or Ethernet
DME4io-ES	4in* 4out	16in/16out EtherSound	n/a	8in/4out	Serial or Ethernet

* With mic-pre, + 48V phantom power on/off

(Click for larger view)

For more details on the DME series audio processors as well as related software and firmware downloads, please visit the Yamaha Pro Audio website at <http://www.yamahaproaudio.com>.

March Quick Hit

Keeping AMX Dealers In The Know On
The Hottest Device Discovery-Enabled products



A WolfVision Visualizer is a special live-camera system designed for picking up any object on and outside of the working surface with perfect illumination and depth of focus.

All types of objects (like photos, books, brochures, transparencies, slides or 3-dimensional objects) can be picked-up very quickly and easily. This eliminates the need for producing OHP-transparencies or slides, because a user can display all original objects.

With the Device Discovery-compatible WolfVision module users of AMX control systems are able to control all kinds of WolfVision Visualizers quite easily and have access to even more functions as already provided by the IR remote control from the Visualizer. Contact WolfVision directly for reseller and product information at (USA) 770-931-6802 or (International) +43-5523-52250.

More information about WolfVision Visualizers and their capabilities can be found on the WolfVision homepage at <http://www.wolfvision.com>.



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Hot Off the Presses: New AMX Literature Now Available

New literature is now available for download at amx.com and below by clicking on each icon. This literature is also available for order in printed form by filling out a literature request form at [AMX Literature](#).

AutoPatch Brochure



Residential Builders Program Brochure



IntelligentManager Brochure

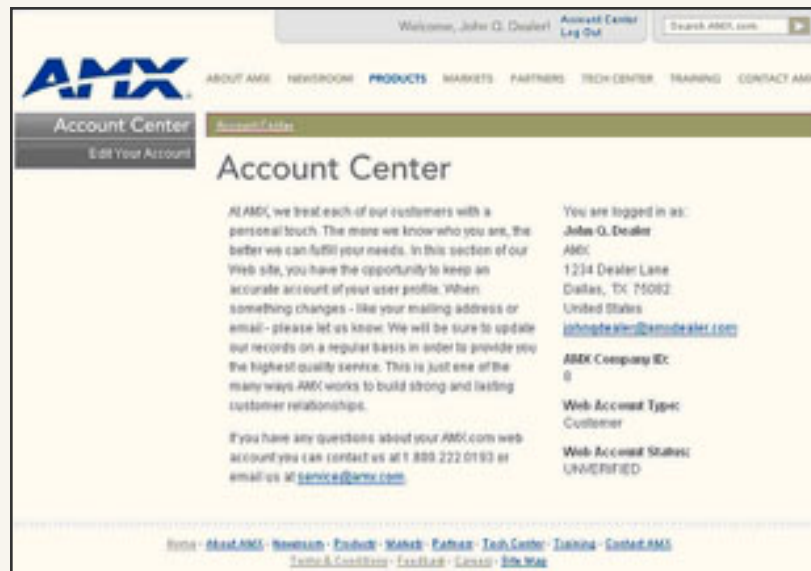


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Did You Know?

The AMX.com Account Center Is Ready To Support You!

The AMX Account Center is the home of all information specific to you and your Company, including your Company's account information, pricing, account reports and your Company's staff info. The Center is free to all AMX Dealers and Distributors and is where users go to view and manage personal and Company accounts.



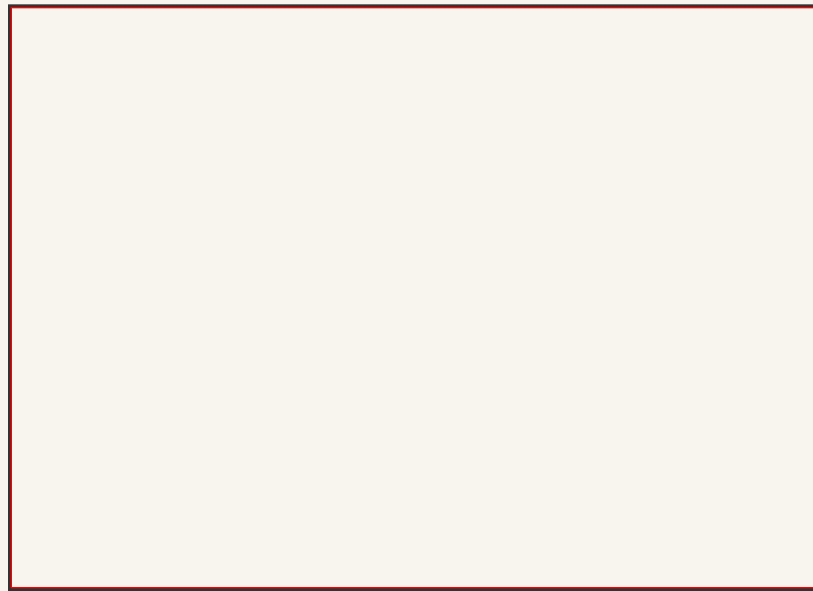
Who Can Use the Account Center:

AMX Dealers and Distributors with AMX Company IDs (including AutoPatch, Endeleo and Matrix dealers with AMX Company IDs)

Account Center Benefits:

- **Free** to all AMX Authorized Partners
- **Available 24 hrs a day** – No waiting to check status of a order

- **Pricing** - Account holders are able to see pricing on the website and download price lists
- **Account Status Report** - Includes PO status, aging, bonus levels, and credit limit
- **View Serial Numbers Shipped**
- **Order & Line Status Report** - Includes status of orders, credits and repairs, including shipping tracking numbers
- **Product Returns Report** - Lists your company's return details, including type, quantity and dollar value
- **YTD Sales Report** - Compares your current sales to prior year ("to date" or "all prior year")



Get Your AMX Company ID and Account Center Access

Obtain your AMX Company ID on any AMX invoice or by calling Customer Service at 1.800.222.0193. If you do not have an AMX Company ID, you must execute an AMX Dealer Agreement, and one will be assigned to you.

If you have any questions about the Account Center or getting started, feel free to contact us at 1.800.222.0193 or email us at service@amx.com.

Thank you for using the Account Center!

[Go there now.](#)

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In The News: AMX Media Coverage

[The Ultimate Think Pad](#)

The Journal News

When Westchester, New York bachelor Joseph Grinkorn built his 12,800-square-foot mansion, he wanted more than a luxurious space. This house had to anticipate his every need - and then fulfill it. AMX Touch Panels are installed in almost every room of Grinkorn's "smart house." With the push of a button, he can command every aspect of his home. Read more and check out all the AMX gear featured in several photos.

[MORE](#) 



[CEDIA Two-Time Award Winner: Bringing the NBA Action Home](#)

Sound and Video Contractor

[Hometronics](#) recently transformed one of their client's barns into the ultimate NBA fan's sportswatching environment. It won them not one but two Designers Choice Awards at the 2006 CEDIA Electronic Lifestyles Awards. The install team was given the task of bringing



the sights, sounds, and feelings of NBA action to life in his home. They converted one of his barns into the ultimate media room. They selected an AMX NetLinX NI-4000 to handle integrated control and three AMX MVP-8400 Modero Touch Panels to make it simple for the homeowner to access his system.

[MORE](#) ▶

[Cruise Ships Add High-Tech AV Systems](#)

Pro AV

Florida-based Technoship, was called in to provide full-scale audio, video, and lighting systems in five different venues aboard eight Holland America cruise ships, including a high-tech culinary venue, in less than 25 days. AMX was used to support an in-house PA system as well as a wizard-like interface that allowed users to configure video, audio, cameras, curtains, and multimedia.



[MORE](#) ▶

Government Install: AV Answers The Call Of Duty

ProAV

A team of technicians from Azbell Electronics, based in Fort Hood, TX, is on active duty in Iraq this year, providing command & control support to the United States Army's 13th Sustainment Command (Expeditionary), a major subordinate command of the Army's III



Corps. It was Azbell's fourth deployment overseas and once again the team is making use of a mobile command & control shelter the company has developed especially for combat support applications. AMX gear was called in to support mobile video switching and control duties.

[MORE](#) 

Focus on Corporate AV: AV Powerhouse *Sound and Video Contractor*

When the Ohio-based Jones Day law firm moved from its Columbus corporate office to a

new building in the downtown Arena District to accommodate its growing staff, the firm knew it was the perfect time to do a major AV overhaul of its old AV and videoconferencing system and AMX was used throughout.

[MORE](#) ▶



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HOTEL SKT. PETRI



Modern Conveniences AMX fits right in at this uniquely historical yet modern hotel.

The AMX control system provides easy-to-use operation of the venue's conference equipment, while providing maximum flexibility to accommodate guests' requirements.

Converted from a famous department store building in Copenhagen, Denmark, the Hotel Skt. Petri is a beautifully modern, five-star hotel featuring the interior designs of renowned Danish artist, Per Arnoldi. The hotel's 300 capacity grand ballroom, which doubles as a conference facility, is equipped with a flexible audio/video (A/V) solution that is controlled and automated by an AMX® NetLinX® Integrated Controller and two AMX Modero® Touch Panels.

| HOTEL |

Room Scheduling, **Ballrooms/Meeting Rooms**, Equipment Monitoring



HOTEL SKT. PETRI



Simple and Effortless At the touch of a button, hotel guests can orchestrate their entire presentation.

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The hotel's 300 capacity grand ballroom, which doubles as a conference facility is equipped with a flexible audio/video (A/V) solution that is controlled and automated by an AMX® NetLinX® Integrated Controller and two AMX Modero® Touch Panels.

MEETING FLEXIBILITY

Installed by Scandinavian A/V systems integrator Informationsteknik, the AMX control system provides easy-to-use operation of the venue's conference equipment, while providing maximum flexibility to accommodate guests' requirements.

One Modero Touch Panel is located in the conference room's rostrum, which was designed by Informationsteknik and also houses the NetLinX Controller, a microphone and speaker light. A second Modero Touch Panel is available for speakers who prefer to not use the rostrum. Regardless, the hotel required that use of the rooms, and therefore control of the equipment, be simple and effortless.

The room offers guests the flexibility to use the room as one area or two separate spaces. Two ceiling-mounted LCD projectors display images onto two motorized screens, which can be hidden from view when the room is being used as a ballroom. When the room is used as a single, large conference hall, one of the projectors can be moved along its mounting rail to a central position in the room, with images displayed on a large, transportable screen. Additionally, both halves of the room are built as independent units with one, common technical room – each room having its own mobile AV-rack, which can be connected to any of several access points in the rooms.

The installation also includes an AMX AutoPatch Matrix Switcher, Yamaha Digital Mixer, Turbosound Speakers, ETC Spotlights and a WolfVision Visualiser.



IT'S YOUR WORLD. TAKE CONTROL.

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SAN ANTONIO SPURS PRACTICE FACILITY



Home Court Advantage Editing stations allow coaches to create customized video for practices and meetings.

This outstanding system is part presentation system, part video conferencing system, part editing suite and pure genius.

Great players on the court make up just one layer of a winning basketball team. There are also great coaches, managers, fans, and in this case, an outstanding audio/video (A/V) system.

For years, video coordinators have been responsible for collecting game footage, breaking it down and redistributing it throughout the coaching network, often on foot. An A/V system that includes a matrix switcher and integrated control solution creates a flexible, efficient design, enabling everything to work on the "same team".

| BROADCASTING |

Dubbing Suites, **Edit Suites**, Effects Coordination



SAN ANTONIO SPURS PRACTICE FACILITY

THE GAME PLAN

The three-time NBA Champion San Antonio Spurs collect and organize an extensive library of game and practice footage, which is available to coaches at all times. This large undertaking runs with amazing efficiency.

Satellite receivers, with the help of scheduling software, are programmed to send all regular season NBA games, as well as select college games, to DVD and VHS recorders. This system has recorded as many as 17 games in the same evening.

Practice footage is also recorded using the same DVD and VHS recorders. Four Canon VC-C4r cameras record every angle of each practice session. The camera angles and zoom can be changed via an AMX AXP-CCS dual joystick control.

Coaches can even search and review footage on computer monitors at editing stations, each of which include a PC, 20-inch LCD monitor and AMX 10.4-inch Color Video Table Top Touch Panel. Using this equipment, they can cut clips and create customized video that can be saved and sent to practice sessions and meetings.

THE SYSTEM

At the foundation of the Spur's comprehensive A/V system is an AMX AutoPatch 64x64 high-bandwidth composite video + mono audio matrix switcher and AMX NetLinx Control System. This solution provides signal distribution and control of a full rack of DVD and VHS players/recorders and digital satellite receivers, as well as cameras, editing stations and displays throughout the facility.

The facility's AMX NetLinx Control System controls video distribution and connects to the Local Area Network (LAN), while also allowing IR control of the AMX AutoPatch Matrix Switcher through any of the source devices. The flexibility and large scale configuration of the AMX AutoPatch Switcher connects the main video room, player training



Instant Replay Satellite receivers automatically send televised games to DVD and VHS recorders for recall at the touch of a button.

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*A championship system
that built a championship team.*

room, conference room, player lounge, coaches lounge, locker room, meeting room, three cardio rooms, two weight rooms, two media rooms, twelve offices and the court.

This outstanding system is part presentation system, part video conferencing system, part editing suite and pure genius. The Spurs managers, coaching staff and players can now communicate with unbelievable speed and accuracy without limitations. A championship system for a championship team. Or, is it a championship system that built a championship team? Either way, it is a far cry from the old white chalk and rolling television cart days.



IT'S YOUR WORLD. TAKE CONTROL.

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