

Letter From Andrew



“Andrew’s Wake Up Call...”

For anyone that knows me, I am a frequent traveler so naturally I spend a lot of time in hotels. Inevitably, the alarm clock goes off at five in the morning or some even earlier, ungodly hour. Great technology for someone getting an early flight but for me (or the next occupant of the room) it is not welcome.

The lever devices on the alarm clocks keep going until you think you have figured out how to turn them off but at 5.00 in the morning it is hard to get it right. You press a button and it goes off, only to come back on again just has you have managed to get back to sleep. It screams out “GOT YA! you can’t get rid of me that easy.” Then you have to wake up and learn how to turn it off, not send it back to snooze. By then, you are wide awake and have no chance to get back bed. Technology is a wonderful thing but it has its limits.

In the multi-room audio industry, I feel some companies get it wrong for their customers. While the technology available to control a home theatre system is incredible, I think the way we control our music around the home has to be treated somewhat differently. Music around the home needs to be obtained quickly and easily. The music choice is secondary to those first two aims.

And while many systems are all too easy to operate in our eyes, I regularly hear from friends that it is still too difficult (No, this is not a reflection of the IQ of the average Australian).

With A-BUS we travel down the simplicity trail. Maybe we don’t offer the flashing lights that others do but I believe our systems get more use, and particularly by more members of the family, than more elaborate, complex systems. And best of all, A-BUS products don’t come with a lever that you can’t shut off at 5:00am.

Peace be with you all,

Andrew Goldfinch



A-BUS CEDIA 2006 Show Locator

A-BUS Multi-Room Audio can be seen throughout the CEDIA Expo. Here are locations that you don’t want to miss:

Company	Booth
Audio Access	644
Cambridge Audio	110
Channel Vision	478
DSC	686
Eaton	2114
Honeywell	367
Harman Kardon	644
Jamo	362
Mitek	263
Phase Tech/USS	412, SR-7
Russound	172
Suttle	638
USTec	556

Inside This Issue

2006 has continued to see interest rates edge higher and in most parts of the U.S. it has finally taken its toll on housing starts and prices. Ironically, this has been good for sales of home technology as builders have more time as well as the need to sell profitable upgrades. Following this trend, A-BUS sales continue to move up and to the right.

CEDIA 2006 will be the biggest ever and we are excited to have most of our A-BUS partners are exhibiting on the convention floor. Andrew, Eric and Peter will be making the rounds all over CEDIA so please be sure to stop us and say “G’Day”.

While all A-BUS products are wonderful and exciting, of particular interest here at CEDIA is the long-awaited A-BUS intercom which can be found at the Eaton and Honeywell booths. Stop by and check it out.

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P-1044

In addition to a slick new booth at this year's CEDIA show, Channel Vision is expected to roll out several new products including new A-BUS additions to its ARIA™ line of whole-house audio distribution and control products. The company's new A-BUS line expansions include a 4-Source/4-Zone Matrix, the P-1044 and a Multi-source Amplified Keypad, the AB-124.

Channel Vision's P-1044 enables expanded A-BUS system functionality by allowing up to four separate audio sources to be connected to four areas of the house. Users can connect a variety of audio sources such as standard audio amplifiers, CD players, satellite radio, digital media servers or A-BUS supported audio including iPod wall docks like Channel Vision's iBus™ iPod® Wall Dock.

The P-1044 can also be expanded beyond the 4-zones it supports by simply connecting an additional A-BUS hub or matrix. Run your music options to the garage, back yard or workout room and pair it with the new AB-124, the Amplified Keypad for easy push-button or remote control of volume and source selections. Channel Vision's Amplified Keypads provide amplification to in-room speakers and comes with three colored faceplates in the box, White, Almond or Ivory. With these mix and match options to multiple sources; homeowners get an incredibly flexible system for a very affordable price.

These mix and match options coupled with the simplicity of A-BUS system installation, its exceptional sound quality and affordability, make it an easy sell for custom installers. Come see these new A-BUS products and the entire Channel Vision line in CEDIA Booth # 478.



AB-124

Teaching your son air guitar.



Just one of the joys of multi-room audio from Eaton.



Eaton knows the importance music and audio play in everyday life. It is because of this knowledge that we have developed a multi-room audio solution that offers:

- Easy Installation
- Multi-source with 8 zones
- Great Sound
- One wire to run
- Single-source with 6 zones

It's all here—A-Bus multi-room audio with Eaton's new 6 zone hub (model ESWAM600C). Or for added flexibility, the new ESWAM4800C multi-source hub puts a world of entertainment at your fingertips.

EatonElectrical.com

Simplicity at it's Best - By Jeff Kussard



The first line that comes to mind when standards are discussed is the adage – “The good thing about standards is that there are so many to choose from.” That being said, CEA recently announced a new multiroom audio wiring standard called CEA 2030. The basis of the standard is that all installers will ever need to support residential audio installations is one run of CAT-5 and one run of 4-conductor speaker wire. In future digital or IP systems, one can easily envision how this backbone could support multi-channel zones as well. If you aren't familiar with the CEA 2030 standard, check it out.

We at Russound promote “simplicity at its best.” That is why we have worked to encourage acceptance of the A-BUS concept. From system design to installation, configuration and instruction, right through to the end user experience, nothing in the world of multi-room audio systems could be any simpler than A-BUS. Simple also means simply profitable for your company; less time in design, installation, and training and more time for users to enjoy.



In keeping with the “simplicity at its best,” Russound is introducing a group of products at this year's CEDIA Expo that will bring a new level of simplicity to A-BUS distributed audio systems. First is the exciting new A-C68 6 source / 8 zone multiroom A-BUS controller. The A-C68 is a rack mount unit, an A-BUS first for Russound. It has an on-board IR library, supports IR learning and carries many features found on more expensive multiroom controllers. Also joining the Russound A-BUS lineup is the new A-K5L digital amplified keypad and its matching A-KSC sidecar keypad. In addition to more robust digital amplification, another A-BUS first, the A-K5L sports an LCD panel along with other features common to A-BUS keypads. The A-KSC provides optional “sidecar” control via buttons for transport and numeric functions. Like all Russound offerings, these new A-BUS products will provide installers with easier system design and installation and give users enhanced performance while keeping it simple, for everyone.

Please make it a point to check out what is new in A-BUS from Russound. You can find us at Booth #172. Enjoy the show.

Jeff is Vice President, Strategic Development at Russound. An active industry volunteer he served on the CEA 2030 standard development working group.

Another First Coming From Russound

Here is a sneak peak of Russound's new advanced line of A-BUS products that offers new features, performance and control over their traditional A-BUS audio systems. The A-C68 6 source / 8 zone multiroom A-BUS controller is a rack mount unit that includes an on-board IR library and supports IR learning. For improved performance and control, Russound has developed two new keypads. The A-K5L adds more robust digital amplification and an LCD panel over traditional A-BUS keypads. The A-KSC expands A-BUS system control via buttons for transport and numeric functions and integrates with the A-K5L as an add-on “sidecar” in a double gang box.



Hottest Companies 2006 Awards

CONSTRUCTECH 2006 | HOTTEST COMPANIES

LeisureTech Electronics is honored to have been recently selected by the Editors of Constructech magazine as one of their Hottest Companies of 2006. The Constructech Hottest Companies Awards are open to any technology or automated home technology vendor with an innovative product that targets the construction and facility management communities. Companies are judged based on their responses to questions regarding the uniqueness of their products/services; growth record the past three years; why they are considered "hot" over their competitors; what major accomplishments they have achieved; and what hurdles they had to overcome.

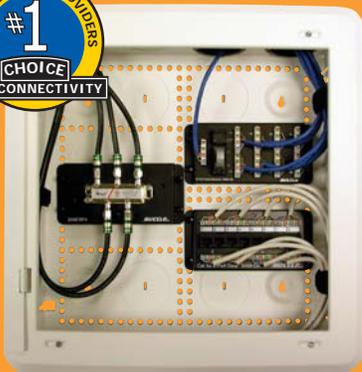
The award was formally presented by Constructech's founder and Publisher Peggy Smedley at their annual awards banquet on Wednesday August 23 in Arlington Heights, Illinois. Receiving the award on behalf of LeisureTech was Peter Hoagland.

"I would like to congratulate LeisureTech for being named a winner of this year's Constructech's Hottest Companies on the residential side," says Peggy Smedley, editorial director with Constructech. "The company has clearly capitalized on the demand for multi-room audio and is providing a reliable and cost effective product for both the customer and the builder."

"More builders we talk to that are wiring their homes for automated home technology are using the A-BUS product," says Mike Carrozzo, editor with Constructech. "That is the kind of market penetration you cannot include on an award's entry. The editors of Constructech applaud LeisureTech and its license partners for bringing truly dynamic products to the market."



...home audio products from LeisureTech at:
www.leisuretech.com.au



With SOHO Access™ we at Suttle offer you a quality, flexible, and competitive product that is easy to install and simple to use. We also deliver 24-hour training, product specs, and installation information all from our comprehensive website. Call or visit us on the web today and see for yourself.

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We Deliver More...

Knowledge

24 hour online training and product information

Strength

High grade materials of construction that surpass the industry standard

Efficiency

Installer friendly designs allow one-person installations for all enclosure sizes

Faster Installs

Installation speed enhancing product features

Peace of Mind

25 Year Warranty on certified systems

Customer Service

More than just lip service

Bottom Line

SOHO Access™ by Suttle delivers increased value at a competitive price

Support Tools

www.suttlesoho.com, our Builder Program, and more



Which BUS are you on?

by Eric Leicht

This article is the first installment in a series of three articles

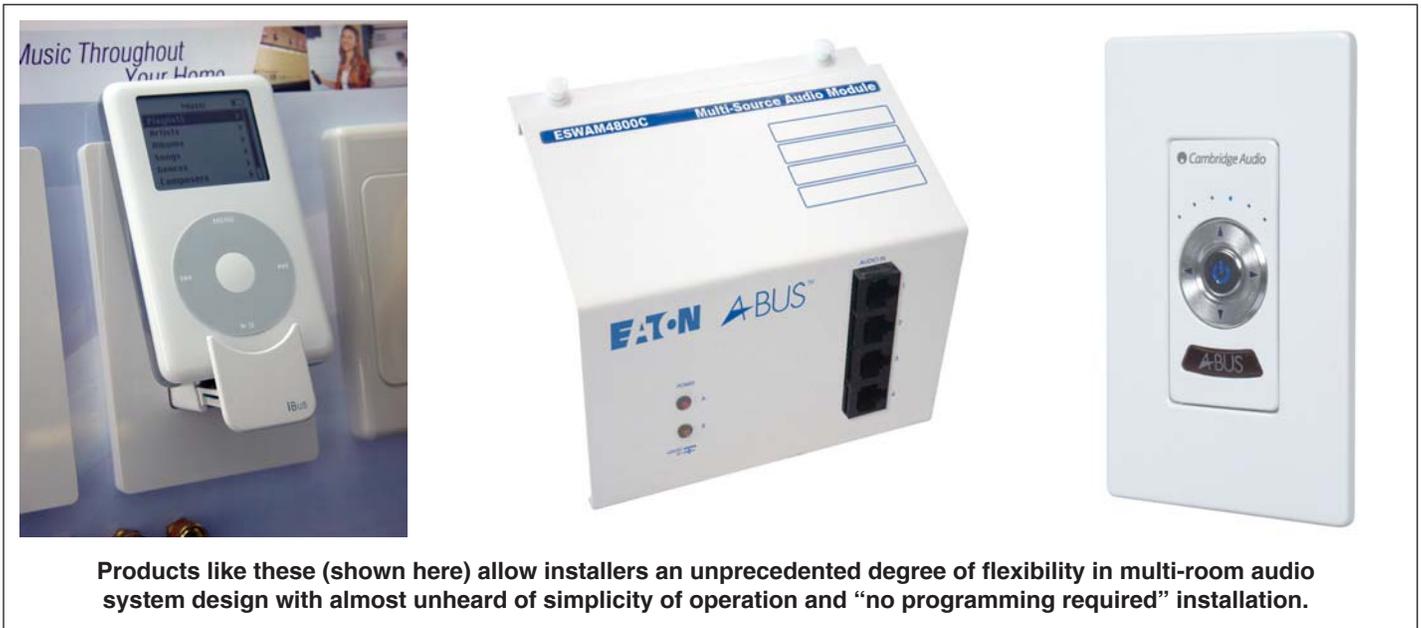


It's funny that a lot can be in a name and maybe it's not so coincidental that many of us have come to realize that there is a "bus" in A-BUS. While some envision that the "bus" drives from point A to point B, others think of the "bus" that constantly drives in a circuitous route, like the terminal shuttles at the airport. And then there is the school "bus", which always drives the same route at the same time every day. The fact is that there are many different kinds of buses and so it is with A-BUS. Some music lovers use their A-BUS system to play their favorite radio station in the same rooms every day and that's that. Some prefer radio in the morning and a favorite CD upon returning home. Still others will toggle between listening to the selections of what others in the house have chosen and their own private music collection. Whatever the lifestyle, there is an A-BUS system to match. In fact there are probably more ways to design and install an A-BUS system than you realized.

Simple AND Flexible

What's challenging about multi-room audio is that those of us who design and install systems often impose our own views of how the system should operate; these views may sometimes be at conflict with how our users prefer to use their system. Sure, we may all strive for common goals such as "simple-to-operate", but what may be simple for one user is cumbersome for another. And "simple" sometimes comes at the expense of flexibility. For example, I might be happy to push one button to play my favorite XM station, whereas my wife would prefer to navigate a playlist on her iPod®, something I have no patience for. Fortunately, and thanks to the cooperation of our licensees, installers are in luck with A-BUS; with such a wide range of interoperable products, spanning the simple to the flexible, installers have more flexibility in designing and installing A-BUS systems than is offered by any one audio manufacturer. We encourage you to take a good look around here at CEDIA to see how our licensees have mapped out their own A-BUS routes.

In the next issue, we will discuss A-BUS system architecture and different methods of system design.



Products like these (shown here) allow installers an unprecedented degree of flexibility in multi-room audio system design with almost unheard of simplicity of operation and "no programming required" installation.

Eric Leicht is LeisureTech's Technical Manager in addition to running a successful independent representative company in Southern California. Eric resides in Thousand Oaks, California. eric@a-bus.com

A-BUS

HAVE YOU HEARD IT?

Suttle and A-BUS Help Homebuilders and Installers Sell Homes Faster

SUTTLE

As the housing market slows, installers using structured wiring enclosures from Suttle and A-BUS™ multi-room audio systems have a way to help builders sell homes faster.

According to a study of 164 builders by EH Publishing, homes “generally sell more quickly” if certain home technologies are available as either standard or optional features. After security systems, structured wiring systems and multi-room audio systems were second and third, respectively. Nearly 65% of builders said that structured wiring systems and 50% said multi-room audio systems help speed their turnover of homes.†

Technology might seem like the first to go for builders to lower costs, however because it differentiates homes, it actually helps move homes faster that are on the market. By reducing market time, builders are able to improve cash flow and revenue. According to several builders in the industry, costs and options are being reduced on standard amenities, not technology options where they are actually expanding their offering.

Suttle has not only been able to help several of these builders improve their cash flows with its SOHO Access™ structured wiring systems but also installers. Suttle’s SOHO Access™ Enclosure and modules include several unique features designed to make it among the fastest enclosures in the industry to install. This helps decrease installers time on the job as well as control costs. The multi-room audio system from A-BUS™ similarly is designed to install quickly with CAT 5e wiring. The competitive industry price for both of these solutions also means installers and builders can maintain or even improve their margins during this housing slowdown and move homes faster to stay ahead of the competition.

† CE Pro August 2006, page 28



SAA-K50



SAA-020



SAA-042



SAA-070

CHANNEL VISION™

Easy, Affordable, Stylish!

Multi-room music has never been so easy! Introduce the latest in affordability, flexibility and style to your customers with Channel Vision’s A-BUS line. Offer them an easy-to-use whole-house audio system that meets the needs of their busy lifestyle & limited budget – while creating outstanding margin opportunities for you!

Experience superior sound quality, simpler installations & stylish designs.

Have you made the switch?



AB-311

iBUS™ iPod® Wall Dock

- Is a local input module
- Senses audio to override main source
- Holds & charges iPod
- Sliding dock is unobtrusive when not in use

P-1044

4-Source/4-Zone A-BUS Matrix

- Supports 4 audio sources to 4 household zones
- RJ-45 & 110 punch downs
- Supports standard audio & A-BUS source inputs
- Expands easily for additional zones

AB-124

Multisource Amplified Key Pad

- Amplifies in-room speakers
- IR or push-button volume control & source selection
- Backlit volume buttons & LED level indicators
- White, Almond & Ivory faceplate colors included

Visit our booth & find out why more dealers are making the switch to Channel Vision!



Channel Vision Central Structured Wiring



ARIA & A-BUS Multi-Room Audio



Channel Vision Pro IR & Audio Equipment



Channel Vision Technology Modulators, Cameras, Intercoms

A-BUS™

iBUS is a registered trademark of Channel Vision Technology. iPod is a trademark of Apple Computer, Inc., registered in the U.S. and other countries. Channel Vision Technology, Channel Vision Central and ARIA are trademarks of Channel Vision Technology. A-BUS® is a registered trademark of LeisureTech Electronics Pty Ltd. Australia. Channel Vision™ Technology 2006©

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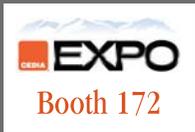
www.channelvision.com

#1 Brand in
Multiroom Audio*

You get it.

Better yet, so do your customers.

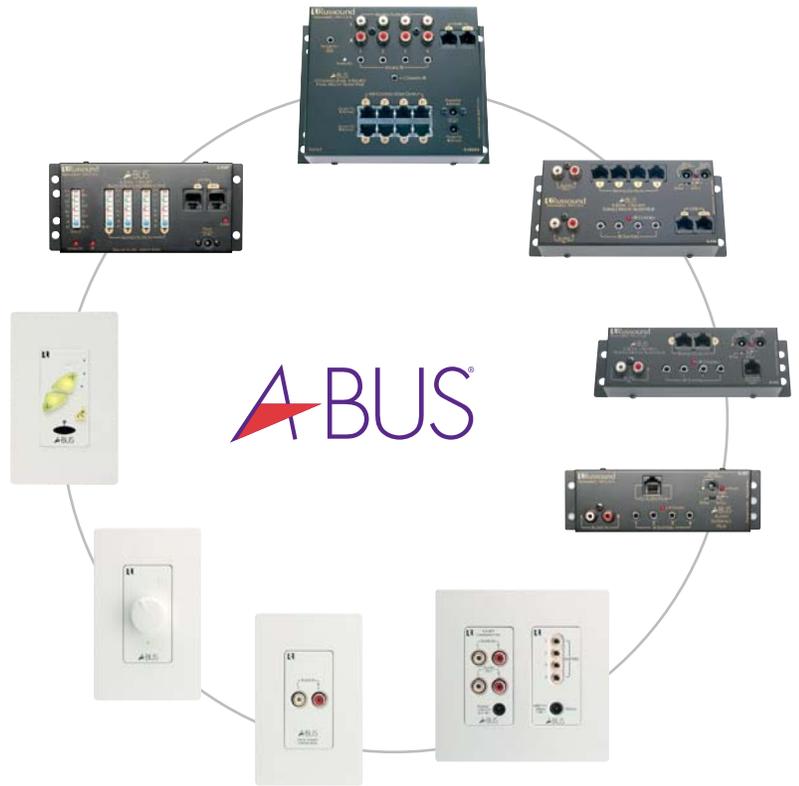
A-BUS® Amplified Volume Control Systems
Flexible and reliable, fast and hassle-free, and iPod®-friendly.
No wonder Russound A-BUS systems are the best solution for
affordable multiroom audio.



*Based on June, 2005 and June, 2006 studies by EH Research.
iPod is a registered trademark of Apple Computer, Inc.
A-BUS is a registered trademark of LeisureTech Electronics Pty. Ltd. Australia.

Founded in 1967, Russound is a global leader in A/V solutions that set
the standard for performance and ease of use. ©2006 Russound, Inc.

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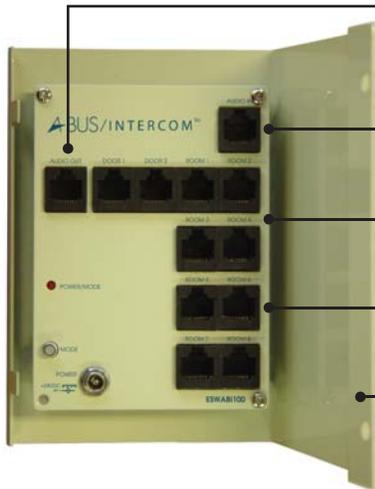


A-BUS®

Russound®

Eaton's Exciting CAT-5/A-BUS Intercom

Combining ease of installation and simplicity of operation with great sound, the A-BUS intercom is like no other. Come see it at Booth 2114!



Eaton A-BUS Override

Mutes any Eaton A-BUS audio system when the intercom is activated

Outputs

8 – Room Locations / 2 – Door Stations

CAT5 Wiring

Only 1 CAT5 cable is needed for connecting keypads, door stations, and A-BUS audio

Installation Is A Snap

6" form factor makes it easy to install in any Eaton enclosure without taking up a lot of room for other optional modules

Master Keypad

Easily selects direct one to one access with hands free operation for the receiver. Room menu shows status of activity (privacy or baby monitoring). Keypad can turn mute and monitoring in any room on or off and remote monitoring is one to one. Add up to 8 Master Keypads to a system or mix and match with Mini Master Keypads



EATON

All-New websites (www.A-BUS.com and www.LesureTech.com.au)

Just like A-BUS systems, our new website has been completely redesigned to be fast, flexible, reliable, simple to navigate and easy to use. And it's upgradeable as well.



Despite its simple appearance, a-bus.com contains lots of useful information on the technology, typical A-BUS systems, FAQ, news and awards, and of course links to our partners. Coming soon will be a password protected area for licensees and trademark information.



In addition to the new A-BUS website, the creators of A-BUS, LeisureTech Electronics, have updated their corporate website to better reflect the ever changing custom audio market. This website was traditionally aimed at Australian dealers but will now be updated to include LeisureTech's presence in the international market.

The new site has the following features:

- Online Support
- Product Guides
- OEM Guidelines
- Downloads Section
- Press Section

... and of course information about us, links to useful Websites and much more.



The new LeisureTech website is due up "any moment now"!

Contact Us



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Coming Soon

New staff coming soon!

☎ 866-U-TO-ABUS (Toll Free)
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