

AAC Distribution

Headquarters: Piscataway, N.J.

Phone: 732-968-7545

Fax: 732-968-7669

Stocking branches: 1

Geographic concentration: Metro New York and Middle Atlantic

Web site: www.aacdistribution.com

Key product categories and how dealers are being educated:

- **Adding higher-margin accessories to lower-margin sales of flat panels**—We hold periodic trainings to educate our customers on the “how to’s” of attaching profitable and necessary accessory items to all flat-panel sales.
- **Selling yourself and not the product**—Again, through periodic training events.

Best known for: Outstanding, free tech support/Specialists in custom A/V/Training events/All things to all dealers

AAMP of America

Headquarters: Clearwater, Fla.

Phone: 800-477-2267

Stocking branches: 3

Geographic concentration: National

Web site: www.aampofamerica.com

Best known for:

All things to all dealers

Lots of locations with plenty of stock

Lowest costs

Specialists in custom A/V

Extensive e-commerce

ADI

Headquarters: Melville, N.Y.

Phone: 800-233-6261 (Sales), 800-ADI-SYS1 (Systems Sales & Support)

Stocking branches: 105

Geographic concentration: Global

Web site: www.adilink.com

Key product categories and how dealers are being educated:

- **Digital Media**
- **High-Definition Displays**
- **Distributed Audio**
- Educate dealers through hands-on training, branch events, ADI Expos, systems sales and support and catalogs.

Best known for:

Specialists in security

Lots of locations with plenty of stock

Specialists in custom A/V

Most exhaustive line of home-technology products

Specialists in home automation

AlarMax Distributors Inc.

Headquarters: Pittsburgh, Pa.

Phone: 888-432-3232

Stocking branches: 18

Geographic concentration: New England, Mid-Atlantic, Southeast, Midwest and West coast.

Web site: www.alarmax.com

Key product categories and how dealers are being educated:

- **Integration of access control, CCTV and security systems via network connectivity**—Integration of these systems is not new, but connecting to and through existing networks, LAN's and WAN's is happening more often. We are working with manufacturers and holding seminars on networking basics, as well as how to network system components for a truly integrated solution. We are also stocking routers, hubs and switches to be a one-stop shop for dealers.
- **Residential systems that include distributed audio/video, and integrating CCTV systems for the home**—Whether one is watching TV on a PC or surfing the Web on a plasma TV, you can also offer CCTV cameras and recording, viewable through the same screen. We are continuing to expand our product lines to help our dealers provide enhanced ideas and solutions. We also offer training courses with vendors for these technologies, plus in-house training.
- **IP Cameras, wired and wireless for commercial and residential applications**—We are continuing to review current and new products to provide a complete system to our dealers to meet these applications.

Best known for:

Specialists in security

Outstanding, free tech support

Lots of locations with plenty of stock

All things to all dealers

Training events

Audio America, Inc.

Headquarters: Riviera Beach, Fla.

Phone: 800-432-8532

Fax: 561-842-1041

Stocking branches: 2

Geographic concentration: Florida

Web site: www.AudioAmerica.com

Best known for:

Specialists in custom A/V

Training events

All things to all dealers

Lots of locations with plenty of stock

Lowest costs

AVAD, LLC.

Headquarters: Van Nuys, Calif.

Phone: 818-781-4434

Fax: 866-640-2800

Stocking branches: 35

Geographic concentration: National

Web site: www.avad.com

Key product categories and how dealers are being educated:

Audio—Highly profitable audio installation helps make up for low video margins. To educate dealers, AVAD now offers online and in-house classroom installation certification on all leading audio brands.

Lighting—Lighting control can add a completely new stream of revenue for dealers. To meet this need, AVAD offers online and in-house classroom installation certification in lighting integration.

Networking—IP-based whole-house systems simplify the integration of multiple services, including home audio, video, lighting, HVAC and security, giving installers and consumers whole-house control at their fingertips. AVAD offers online and in-house classroom installation certification in networking integration.

Best known for:

Most exhaustive line of home-technology products

Lots of locations with plenty of stock

Outstanding, free tech support

Training events

Specialists in custom A/V

AVerMedia Technologies Inc.

Headquarters: Milpitas, Calif.

Phone: 408-263-3828

Stocking branches: 1

Geographic concentration: National

Web site: www.aver.com

Distributor-network affiliation: D&H, Ingram Micro, ASI

Key product categories and how dealers are being educated:

- **Hybrid Surveillance System**—We incorporate IP Camera into the traditional CCTV surveillance. The result is a hybrid system capable of being remotely monitored (on the Web and as a PDA) as well as integration with any point-of-sale system.
- **Home Network Security**—Our system is easy enough to use that clients can install our system DIY.
- **Central Monitoring System**—The free software is capable of monitoring multiple DVRs centrally or remotely.

Best known for:

Specialists in security

Outstanding, free tech support

All things to all dealers

Most exhaustive line of home-technology products

Lowest costs

A/V Products

Headquarters: Irvine, Calif.

Phone: 949-465-9700

Fax: 949-465-9701

Stocking Branches: 1

Geographic concentration: Southern California, Arizona, Nevada, Hawaii

Web site: www.myavp.com; www.tadvantageg.com

Distributor-network affiliation: TAG

Best known for:

Top-notch personnel and service

Fast delivery policies

Great freight programs

System design capabilities

Volume incentive rebate/partner programs

B. Rich Company, Inc.

Headquarters: Webster, N.Y.

Phone: 585-872-2250; 800-439-4924

Fax: 585-872-2251

Stocking branches: 1

Geographic concentration: Upstate New York, western Pennsylvania

Web site: www.brichco.com

Distributor-network affiliation: Edge

Key product categories and how dealers are being educated:

- **Seminars and Trainings**
- **Home Automation and Home Theater**
- **Lighting**

Best known for:

All things to all dealers

Most exhaustive line of home-technology products

Specialists in custom A/V

Training events

Outstanding, free tech support

Bay Distributing

Headquarters: Reading, Pa.

Phone: 610-375-6480

Stocking branches: 1

Geographic concentration: Mid-Atlantic

Web site: www.baydistributing.com

Distributor-network affiliation: DDG

Key product categories and how dealers are being educated:

- **Custom Installation Products**
- **Digital Video**

- **Audio Video Equipment**

Best known for:

Specialists in custom A/V

Specialists in home automation

Specialists in networking and communications

Outstanding, free tech support

Training events

Bayview Distributing Inc.

Headquarters: Oakland, Calif.

Phone: 888-766-3900

Stocking Branches: 1

Geographic concentration: Northern California and Northern Nevada

Web site: www.bvdistributing.com; www.tadvantageg.com

Distributor-network affiliation: TAG

Best known for:

Specialists in custom A/V

Lowest costs

Outstanding, Free tech support

Most exhaustive line of home-technology products

Training events

BDI-Laguna Corporation

Headquarters: Carlstadt, N.J.

Phone: 800-482-3370

Stocking branches: 3 warehouses

Geographic concentration: National

Web site: www.bdilaguna.com

Key product categories and how dealers are being educated:

- **Networking and Data Storage**
- **Displays**
- **PC Product Integration into the Home**

Best known for:

All things to all dealers

Extensive e-commerce

Specialists in networking and communications

Most exhaustive line of home-technology products

Lowest costs

Bright Star Distributing, Inc.

Headquarters: East Dundee, Ill.

Phone: 847-836-7100

Stocking branches: 1

Geographic concentration: Illinois and Wisconsin

Web site: www.brightstardist.com

Distributor-network affiliation: EDGE

Key product categories and how dealers are being educated:

- **High-Definition Displays**
- **Cabinetry and Seating Furniture**
- **Distributed Audio/Video**
- Showroom, plus separate, dedicated training room with regularly-scheduled, free trainings by factory personnel

Best known for:

Specialists in custom A/V

Training events

Lowest costs

BTX Technologies Inc.

Headquarters: Hawthorne, N.Y.

Phone: 800-666-0996; 914-592-1800

Stocking branches: 1

Geographic concentration: National/Global

Web site: www.btx.com

Distributor-network affiliation: PSNI

Key product categories and how dealers are being educated:

Solutions include a combination of our patented solderless connectors, custom assembly capabilities, and our distributed lines. Phoenix Contact line of connection solutions, combined with our value-added services, will enable us to offer our systems integrator and OEM customers time-saving solutions.

Best known for:

Specialists in custom A/V

Lowest costs

Extensive e-commerce

Outstanding, free tech support

Lots of locations with plenty of stock

Capitol Sales Company, Inc.

Headquarters: Eagan, Minn.

Phone: 1-800-INSTALL (467-8255)

Stocking branch locations: 1

Geographic concentration: National

Web site: www.capitolsales.com

Key product categories and how dealers are being educated:

- **IP-Based Control Systems and Interfaces**—Brands include Fusion Research, D-Link and Global Cache. Most manufacturers and distributors state that their mission is to focus on training dealers. We view real technical training as hands-on design, installation and troubleshooting education experiences.
- **IP-Based Sources** – Products like receivers, tuners, processors, amplifiers, projectors, video displays, lighting control, security cameras and video storage devices. See above.
- **Business Operations--B4B**—Educational classes focused on how to run a business or doing things that are “better for business” (B4B).

Best known for:
Outstanding, Free tech support
Extensive e-commerce
Most exhaustive line of home-technology products
Training events
Specialists in custom A/V

Contractor's A/V.com
Headquarters: Redondo Beach, Calif.
Phone: 888-848-4CAV
Geographic concentration: National
Web site: www.contractorsav.com
Key product categories and how dealers are being educated:

- **Audio/Distributed Audio Systems**
- **Video/Distributed Video Systems**
- **Media/Structured/Control Networks**

For all criteria, Contractor's A/V.com will have technical resources from some of the industry's top authorities available for education, person-to-person (engineering level) technical help and participation with industry organizations.

Best known for:
Outstanding, free tech support
Most exhaustive line of home-technology products
All things to all dealers
Lowest costs
Extensive e-commerce

Contractors Wire & Cable

Headquarters: Livermore, Calif.
Phone: 925-454-3434; 800-444-8816
Web site: www.contractorswire.com

CTD, Inc.
Headquarters: Fort Wayne, Ind.
Phone: 800-777-4856
Fax: 800-675-9382
Stocking branches: 1
Geographic concentration: Midwest
Web site: www.ctdmarketing.com
Distributor-network affiliation: Edge

Key product categories and how dealers are being educated:

- **HDTV**—We are holding video calibration classes for our integrators hosted by Sencore and NEC. We are adding a concentration of products that facilitate HDTV distribution from multiple vendors and increasing our supply of flat-panel technology.
- **iPod**—CTD is developing a program to make our integrators aware of the full range of iPod integration solutions available.

Best known for:
Specialists in custom A/V
Outstanding, free tech support
Training events
Most exhaustive line of home-technology products
Plenty of stock

Custom Essentials LLC
Headquarters: Powell, Ohio
Phone: 614-889-9935
Stocking branches: 1
Geographic concentration: Ohio, West Virginia, western Pennsylvania, Indiana, Kentucky and Michigan
Web site: www.custessen.com; www.tadvantageg.com
Distributor-network affiliation: TAG
Key product categories and how dealers are being educated:

- **Multiroom Audio**—Offer Elan. We share a deep knowledge of the category and have excellent technical support to back up your system design and installation teams.
- **High-End Video**—With Brilliant native 1080p LCos rear screens, Olevia Signature Series (700 Series) LCD's and Mitsubishi Digital projection monitors we are able to provide solutions for all the formats consumers demand. Our showroom is available for.
- **Network-Capable Audio Components**—We have extensive knowledge in the installation and use of media servers, network capable audio components and control systems.

Best known for:
Specialists in custom A/V
Specialists in home automation
Outstanding, free tech support
Training events
Specialists in networking and communications

Custom Plus Distributing
Headquarters: Auburn, Wash.
Phone: 253-859-1159; 877-859-1166
Fax: 253-859-1179
Stocking branches: 1
Geographic concentration: Pacific Northwest (including Montana), northern California, Alaska, Hawaii and Nevada
Web site: www.customplusedistributing.com
Distributor-network affiliation: DDG
Key product categories and how dealers are being educated:

- **Content Distribution/Digital Library Units**—We host regular training events to educate dealers on the latest products utilizing this technology.

- **Wireless Technologies/Bluetooth Variants**—The best approach for new products that utilize wireless technology is to keep our own staff educated so that we can then relay the information easily to dealers and recommend appropriate audio-video solutions.
- **IP-addressable Units**—Our display room is set up not only to display products but also accommodate dealers who want to see “how things tick.”

Best known for:

Specialists in custom A/V

Most exhaustive line of home-technology products

Specialists in home automation

Training events

All things to all dealers

Cutting Edge Distributing

Headquarters: Aurora, Colo.

Phone: 303-671-8901; 866-334-3347

Stocking branches: 1

Geographic concentration: Mountain states

Web site: www.cuttingedgedist.com

Distributor-network affiliation: EDGE

Key product categories and how dealers are being educated:

- **Affordable Control**
- **Lighting**
- **HD Distribution**

Best known for:

Specialists in custom A/V

Outstanding, free tech support

Training events

D&H Distributing Co.

Headquarters: Harrisburg, Pa.

Phone: 800-340-1007 (CE); 800-340-1001 (IT); 800-877-1200 (corporate)

Stocking branches: 5

Geographic concentration: National

Web site: www.dandh.com

Key product categories and how dealers are being educated:

- **Intel’s Viiv**—D&H is working closely with its manufacturer partner Intel to help educate dealers on this platform and how to integrate compatible technologies into turnkey systems.
- **VoIP**—D&H now carries VoIP solutions for the home and small office environments from Cisco, D-Link, Linksys, Zoom Telephonics and Hawking.
- **Satellite Audio/Distributed Audio**—The integration of satellite audio into mobile and home devices is also reaching mass-market status this year.

D&H conducts ongoing educational programs for dealers and integrators through event-based seminars, personalized consultation from our account representatives, as

well as online resources such as the manufacturer-based “V-Train” product presentations.

Best known for:

Most exhaustive line of home-technology products

Specialists in networking and communications

Extensive e-commerce

Outstanding, free tech support

Training events

DBL Distributing, Inc.

Headquarters: Scottsdale, Ariz.

Phone: 800-733-6766

Stocking branches: 1

Geographic concentration: National

Web site: www.dblistributing.com

Key product categories and how dealers are being educated:

- **Digital TV**—DBL’s product scope, coupled with professional sales associates who are trained in Digital TV (hardware and related accessories), offers integrators and dealers sales solutions.
- **Accessorization of integrated solutions**—Through DBL, integrators not only rely on trained sales associates, but each can leverage DBL’s scope of products and accessories suited to each job.

Best known for:

Most exhaustive line of home-technology products

Specialists in custom A/V

Specialists in security

Extensive e-commerce

All things to all dealers

Digital Delivery Group

Headquarters: Seattle, Wash.

Phone: 509-995-1203

Stocking branches: 18

Geographic concentration: National

Web site: www.digitaldeliverygroup.org

Distributor-network affiliation: DDG

Key product categories and how dealers are being educated:

- **Media Center and Lifeware**—We are offering a national convergence tour to expose dealers to this opportunity and we are following it with a national Lifeware field training tour.
- **Next-generation Wireless Networking Products**—We will be offering IT networking for the CE professional classes this summer.
- **HDMI and DVI**—We will be providing seminars to help folks better understand the ins and outs of HDMI.

Best known for:

Specialists in networking and communications

Specialists in custom A/V
Specialists in home automation
Lots of locations with plenty of stock
Training events

DDG-Southeast

Headquarters: Marietta, Ga.

Phone: 770-980-1405

Stocking branches: 1

Geographic concentration: Southeast, except Florida

Web site: www.ddg-southeast.com

Distributor-network affiliation: DDG

Key product categories and how dealers are being educated:

Lifeware Software

Media Center Decks

Web Services Devices

Best known for:

Specialists in custom A/V

Specialists in home automation

Training events

All things to all dealers

Lowest costs

Digital Stockroom-DDG Ohio

Headquarters: Cincinnati, Ohio

Phone: 513-699-5329

Stocking branches: 1

Geographic concentration: Ohio, western Pennsylvania, West Virginia

Web site: www.digitalstockroom.com

Distributor-network affiliation: DDG

Key product categories and how dealers are being educated:

- **Media Center Integration**—Digital Stockroom is educating dealers on the technology with some of our partners so our customers are not left behind.
- **Pre-packaged and Configured Systems**—These are to save the dealer time and man hours.
- **Selling Solutions**—Digital Stockroom is concentrating on helping our customers sell complete solutions to increase the customer's experience and to increase margin.

Best known for:

Outstanding, free tech support

Specialists in custom A/V

Specialists in home automation

Training events

Specialists in networking and communications

Easy Access Distribution

Headquarters: Waltham, Mass.

Phone: 781-893-3999

Stocking branches: 1

Geographic concentration: New England

Web site: www.easyaccessdistribution.com

Distributor-network affiliation: DDG

Key product categories and how dealers are being educated:

- **Whole House Control**—We see Lifeware from Exceptional Innovation as the future in this technology and we are authorized to train people to be certified programmers.
- **Video Display**—The driving force in our industry is video display and it is critical to your business, so choose from our leading brand products.
- **Distributed Audio**—Our experience with Russound is unparalleled. We have product on display and hands-on training is available.

Best known for:

Specialists in custom A/V

Training events

Outstanding, free tech support

Specialists in home automation

Specialists in networking and communications

Electrograph Systems, Inc.

Headquarters: Hauppauge, N.Y.

Phone: 800-776-5768; 631-436-5050

Stocking branches: 10 offices, 5 warehouses

Geographic concentration: United States, Canada, Mexico and Latin America

Web site: www.electrograph.com

Key product categories and how dealers are being educated:

- **Wireless Technology**—We are working to education dealers through trainings. Our trainings are held both at shows like InfoComm or through our Display Technology Experiences (DTE). We're bringing together manufacturers and industry experts for a day of networking opportunities, live demos, and in-depth workshops and training on advanced installation techniques and peripheral product integration. Our education tracks now earn you NSCA University Learning Units.
- **Controls**—See above.

Best known for:

All things to all dealers

Most exhaustive line of home-technology products

Training events

Lots of locations with plenty of stock

Lowest costs

Electronic Custom Distributors

Headquarters: Houston, Texas

Phone: 713-525 3206

Fax: 713-528-1046

Stocking branches: 1

Geographic concentration: National

Web site: www.ecdcom.com

Key product categories and how dealers are being educated:

- **Audio/Video**
- **Automation/Security**
- **Wire/Telecommunication**

Best known for:

Extensive e-commerce

Specialists in networking and communications

Specialists in security

Specialists in home automation

Specialists in custom A/V

Electronic Lane/Dobbs Stanford

Headquarters: Dallas, Texas

Phone: 214-956-0555

Stocking branches: 10 outside salesmen

Geographic concentration: Texas, Oklahoma, Louisiana, Arkansas

Distributor-network affiliation: EDGE

Key product categories and how dealers are being educated:

- **PC Integration**
- **Whole-House Distribution**

Best known for:

Specialist in custom A/V

Specialist in home automation

Lowest cost

Always have it in stock

Electronic Stockroom

Headquarters: San Rafael, Calif.

Phone: 877-785-7666

Stocking branches: 4

Geographic concentration: West coast

Web site: www.electronicstockroom.com

Distributor-network affiliation: EDGE

Key product categories and how dealers are being educated:

- **IT Integration**—We are conducting seminars and hands-on training for our customers about convergent IT products and showing them how it improves their users' home entertainment experience.
- **Flat-Panel Displays**—We are stocking large amounts of flat panels and the accessories for them. We are also training on display calibration with the help of Sencore and EDGE, helping our installers provide added value to their jobs.
- **Whole-House Control**—By stocking compelling products and educating our installers on the category we are helping our ESR customers maintain a distinctive

edge in the channel. We also stock and support all the infrastructure accessories that are necessary for proper installation.

Best known for:

Specialists in custom A/V

Outstanding, Free tech support

Training events

Lots of locations with plenty of stock

Specialists in home automation

Electronics Source

Headquarters: West Palm Beach, Fla.

Phone: 561-687-7737

Stocking branches: 1

Geographic concentration: Florida, Puerto Rico, Caribbean

Web site: www.electronics-source.com

Distributor-network affiliation: EDGE

Key product categories and how dealers are being educated:

- **Network-Ready Audio-Video Components**
- **Server-Based Distributed Audio and Video Systems**
- **IR/RF Remote Control Systems**

Electronics Source offers extensive training and support on our product offerings in these categories. We are helping our dealers learn how to integrate the traditional audio/video and home theater components into distributed systems

Best known for:

Specialists in custom A/V

Training events

Outstanding, free tech support

Specialists in networking and communications

Specialists in home automation

Excel Distributing Inc.

Headquarters: Denver, Colo.

Phone: 888-495-3478; 303-572-9292

Stocking branches: 1

Geographic concentration: Colorado, Wyoming, Utah, Montana, Idaho, New Mexico, Texas (El Paso County)

Web site: www.exceldistributing.com

Distributor-network affiliation: DDG

Key product categories and how dealers are being educated:

- **Home Automation**
- **Whole House A/V Distribution**
- **Wireless Connectivity**

We offer top vendors and we have aggressively pursued and acquired lines. Our dedication to education, customer service, technical support and our alliance with The Digital Delivery Group have all been major factors in our growth.

Best known for:

Specialist in A/V custom
Specialist in home automation
Outstanding tech support
Lower costs
Most line of home tech products

Gepeco International Inc.
Headquarters: Des Plaines, Ill.
Phone: 800-966-0069
Fax: 847-795-8770
Stocking branches: 2
Geographic concentration: Central/Midwest and West Coast; can ship nationally and internationally
Web site: www.gepeco.com
Key product categories and how dealers are being educated:

- **Cable**
- **Connectors**
- **Custom Assemblies and Panels**

Best known for:
Specialists in custom A/V
Specialists in home automation
Specialists in networking and communications
Lots of locations with plenty of stock
Most exhaustive line of home-technology products

HCA Distributing
Headquarters: Denver, Colo.
Phone: 303-339-8969; 877-532-3027
Stocking Branches: 1
Geographic concentration: Rocky Mountains
Web site: www.hcadist.com; www.tadvantageg.com
Distributor-network affiliation: TAG
Best known for:
Specialists in custom A/V
Extensive e-commerce
Outstanding, Free tech support
Specialists in home automation
Training events

Hobbs Distributing
Headquarters: Roswell, Ga.
Phone: 770-518-1153, 800-370-1153
Stocking Branches: 1
Geographic concentration: Southeast
Web site: www.hobbsdistrib.com; www.tadvantageg.com
Distributor-network affiliation: TAG

Best known for:

Specialists in custom A/V
Outstanding, free tech support
Training events
Lowest costs
Most exhaustive line of home-technology products

Home Controls, Inc.

Headquarters: San Diego, Calif.

Phone: 800-CONTROLS (266-8765)

Stocking branches: 1

Geographic concentration: National

Web site: www.homecontrols.com

Key product categories and how dealers are being educated:

- **UPB Powerline Technology and Products for Lighting and Appliance Control**
- **Integrated Control of Distributed Audio with Whole House Control**
- **Integrated Control of HVAC with Whole House Control**

For all of the above, Home Controls is educating dealers through quarterly hands-on Residential Integrator School (RIS) classes and also through our Tech Support department.

Best known for:

Outstanding, free tech support
Most exhaustive line of home-technology products
Specialists in home automation
Training events
Extensive e-commerce

Icon Distributing

Headquarters: Scottsdale, Ariz.

Phone: 480-607-6616

Fax: 480-607-6979

Stocking branches: 1

Geographic concentration: Southwest

Web site: www.icondistributing.net

Key product categories and how dealers are being educated:

- **Multisource/Multizone Audio Distribution**
- **High-Definition Video**
- **Affordable Home Automation**

Best known for:

All things to all dealers
Outstanding, Free tech support
Specialists in custom A/V
Most exhaustive line of home-technology products
Specialists in home automation

Ingram Micro

Headquarters: Santa Ana, Calif.

Phone: 714-566-1000 (sales)

Stocking branches: 7

Geographic concentration: United States and Canada

Web site: www.ingrammicro.com/digitalhome

Distributor-network affiliation: AVAD

Key product categories and how dealers are being educated:

- **Media Center**
- **IP Surveillance**
- **Wireless (including distributed audio)**

For all three categories of highlighted products we offer training and education via our pre-sale technical support, Solution Centers on both coasts, product demos at Electronic House Expo (EHX) and manufacturer-focused seminars across North America.

Best known for:

Most exhaustive line of home-technology products

Extensive e-commerce

Lots of locations with plenty of stock

Training events

All things to all dealers

Interlect Custom Installation Distributors

Headquarters: Sebastian, Fla.

Phone: 800-652-8786

Fax: 772-388-3533

Stocking branches: 1

Geographic concentration: Florida and Southeast United States

Web site: www.interlectcid.com

Best known for:

Specialists in custom A/V

Create unique dealer profit opportunities

Outstanding dealer service

Outstanding, Free tech support

Training events

Jenne Distributors

Headquarters: Avon, Ohio

Phone: 440-471-3138; 800-422-6191

Web site: www.jenne.com

JPS Group

Headquarters: Schenectady, N.Y.

Phone: 518-377-5692

Stocking branches: 1

Geographic concentration: Upstate New York

Web site: www.jpsgroup.net

Key product categories and how dealers are being educated:

- **Digital Media Management**—Providers and training partners for products with on location, field training and support.
- **Distributed A/V**—Providing product solutions for integrators with on-location field training and support, along with interactive product training Web casts.
- **Structured Wiring**—Factory liaison for latest product solutions and installation training.

Best known for:

Specialists in custom A/V

Outstanding, free tech support

M. Rothman & Co., Inc.

Headquarters: Ramsey, N.J.

Phone: 201-818-1600; 800-227-7491

Martin's Security Depot, Inc.

Headquarters: Fremont, Calif.

Phone: 800-321-5046

Stocking branches: 1

Geographic concentration: Western (California, Oregon, Washington, Arizona, Nevada, Utah, Montana)

Web site: www.martins-security.com

Key product categories and how dealers are being educated:

- **IP-Based Cameras and Digital Video Recorders**—Products that can control/record images over a LAN/WAN from IP based cameras.
- **IP-Based Alarm Communication**—This will begin to impact residential burglar alarm and commercial burglar and fire alarm systems. IP communication will enable signals to be sent faster to the central station and save costs on telephone lines.
- **Wireless Technologies**—They will continue to simplify the installation of alarm systems with their improved performance when it comes to range and reliability.

Best known for:

Specialists in security

Most exhaustive line of home-technology products

All things to all dealers

MCM, an InOne company

Headquarters: Centerville, Ohio

Phone: 800-543-4330

Stocking branches: 1

Geographic concentration: National

Web site: www.mcminone.com

Distributor-network affiliation: NESDA, CEDIA

Best known for:

Electrical distributor

Extensive e-commerce
Specialists in custom A/V
Specialists in security
Specialists in networking and communications

Midstates Consumer Products
Headquarters: Indianapolis, Ind.
Phone: 800-719-1010
Fax: 800-872-7670
Stocking branches: 1
Geographic concentration: Indiana, Kentucky, Ohio, West Virginia and western Pennsylvania
Web site: www.midstatesconsumerproducts.com
Distributor-network affiliation: DDG
Key product categories and how dealers are being educated:

- **Media Centers**
- **Control**
- **Home Automation**

We plan to educate or dealers by hosting several open houses, vendor specific trainings and continuous training by our training staff direct to the dealer.

Best known for:
Specialists in home automation
Specialists in custom A/V
Most exhaustive line of home-technology products
Training events
All things to all dealers

MilesTek

Headquarters: Denton, Texas
Phone: 940-484-9400; 800-524-7444
Web site: www.milestek.com

MRI

Headquarters: Plainville, Conn.
Phone: 860-747-0003
Fax: 860-747-0005
Stocking branches: 1
Geographic concentration: Northeast
Web site: www.mridirect.com
Distributor-network affiliation: SRO, Nationwide
Key product categories and how dealers are being educated:

- **Whole-House Integration of Audio and Video**—MRI has significantly increased our distributed A/V product mix including Elan, Nuvo, Yamaha Music Cast and Jamo A-BUS. We conduct frequent regional educational seminars along with online trainings.

- **Sales of Flat Panels, both LCD and Plasma**—To help offset industry wide price point and margin erosion, MRI offers specific upscale manufacturers, models and packages to add value to their sale and installation.
- **1080p**—Leading manufacturers are investing in the development and marketing of this next generation of recording and display technology. Projection, LCD panels and source components will excite the consumer as this progression from conventional HD to 1080p evolves. MRI was one of the first to show 1080p with JVC's new HDILAs and HDDVD source material.

Best known for:

Specialists in custom A/V

Most exhaustive line of home-technology products

Outstanding, Free tech support

Training events

Lowest costs

NAM Electronics, Inc.

Headquarters: Stafford, Texas

Phone: 281-403-6300; 800-800-0803

Stocking branches: 2

Geographic concentration: Texas, Oklahoma, Louisiana, Arkansas, Mississippi

Web site: www.NAMelectronics.com; www.tadvantageg.com

Distributor-network affiliation: TAG

Key product categories and how dealers are being educated:

- **Video**
- **Audio**
- **Whole-House Solution**

We offer monthly training at our facilities in the Houston and Dallas areas for all of the above.

Best known for:

Most exhaustive line of home-technology products

Specialists in custom A/V

Specialists in home automation

Lots of locations with plenty of stock

Training events

Necessities

Headquarters: Norwell, Mass.

Phone: 800-872-4434

Fax: 781-659-6699

Stocking branch: 1

Geographic concentration: Covering New England with one-to-two-day service

Web site: www.necessitieshdtv.com

Distributor-network affiliation: EDGE

Key product categories and how dealers are being educated:

- **Proper Calibration of High-Definition Displays**—We sponsor training events in conjunction with Sencore.

- **Lighting Control Systems**—We do on-site training for CI companies for Colorado vNet systems.
- **Digital Video Distribution**—We will be sponsoring training events with Gefen.

Best known for:

Specialists in custom A/V

Outstanding, free tech support

Training events

Lowest costs

New Age Electronics, Inc.

Headquarters: Carson, Calif.

Phone: 800-234-0300; 310-549-0000

Stocking branches: 4

Geographic Concentration: National

Web site: www.newageinc.com

Key product categories and how dealers are being educated:

- **High-Definition Display**
- **Digital Storage and Media Management Devices**
- **Playback and Record Devices**

To better educate custom installer suppliers on the above categories, New Age consults with manufacturers and resellers weekly to review the viability of new products, time-to-market strategies and research-based demand planning efforts.

Best known for:

Lots of locations and plenty of stock

Specialists in custom A/V

Training events

Lowest costs

Extensive e-commerce

New Horizons Distributing, Inc.

Headquarters: Lake Bluff, Ill.

Phone: 847-234-6559

Stocking Branches: 1

Geographic concentration: Central, Ill. and Wis.

Web site: www.nhav.com; www.tadvantageg.com

Distributor-network affiliation: TAG

Best known for:

Specialists in custom A/V

Outstanding, Free tech support

Training events

North American Cable Equipment Inc.

Headquarters: West Chester, Pa.

Phone: 800-688-9282

Stocking branches: 3

Geographic concentration: National

Web site: www.northamericancable.com

Key product categories and how dealers are being educated:

- **Commercial Satellite Equipment**—North American Cable Equipment Inc. has integrated two head-end assembly facilities on the east and west coasts to assist dealers in the design and assembly of commercial satellite systems.
- **Structured Wiring**—North American Cable Equipment Inc. is manufacturing a bundled cable for use in structured wire systems. This bundled cable consists of two quad shielded, satellite rated RG-6 coaxial cables and two Cat 5 data/telephone cables under an overall PVC jacket.
- **HDTV Distribution**—North American Cable Equipment Inc. is manufacturing a high quality line of HDMI cables in lengths from 3–50 feet designed with the custom home integrator in mind.

Best known for:

Lots of locations with plenty of stock

Lowest costs

Specialists in custom A/V

Specialists in networking and communications

Outstanding, free tech support

Parts Express

Headquarters: Springboro, Ohio

Phone: 937-743-300; 800-338-0531

Web site: www.parts-express.com

PDQ Distributing

Headquarters: Marblehead, Mass.

Phone: 800-443-4037

Stocking branches: 1

Geographic concentration: New England

Web site: www.pdqdistributing.com; www.tadvantageg.com

Distributor-network affiliation: TAG

Key product categories and how dealers are being educated:

- **1080p (1920x1080)**—PDQ will be training dealer/installers to sell step-up thin panel and front projection solutions that have superior performance, more flexible controllability and better margins.
- **Room Equalization/System Calibration**—PDQ is training and certifying integrators to perform room/system calibrations. Sophisticated measurement techniques in conjunction with powerful software enable the certified integrator to set up custom FIR filters that optimize the sonic experience at multiple seating locations.
- **Cinemascope Theaters**—We are conducting seminars for integrators wishing to design and install cinemascope theaters with big “wow” factors. These theaters typically employ 2.35:1 constant-height masking screens (sometimes curved) in conjunction with motorized anamorphic lens/projector combinations.

Best known for:

Specialists in custom A/V

Outstanding, Free tech support
Training events
Specialists in networking and communications

Petra Industries

Headquarters: Edmond, Okla.

Phone: 800-443-6975

Fax: 800-997-3872

Stocking Branches: 1

Geographic concentration: National

Web site: www.petra.com

Best known for:

Lowest costs

All things to all dealers

Specialists in custom A/V

Specialists in home automation

Specialists in security

PGW Distribution

Headquarters: Lutz, Fla.

Phone: 800-940-9384

Stocking Branches: 1

Geographic concentration: Fla. and Puerto Rico

Web site: www.pgwdistribution.com; www.tadvantageg.com

Distributor-network affiliation: TAG

Best known for:

Most exhaustive line of home-technology products

Training events

Specialists in custom A/V

Outstanding, Free tech support

Specialists in home automation

Profit Line Distributing/DDG No. Calif.

Headquarters: Novato, Calif.

Phone: 415-898-1617

Stocking branches: 1

Geographic concentration: Northern California and northern Nevada

Web site: www.profitlinemarketing.com

Distributor-network affiliation: DDG

Key product categories and how dealers are being educated:

- **Open-Architecture Integration**—We represent Exceptional Innovation, a software-based company that allows for whole-home integration with a growing list of partners all connected via USB, serial or WSD. We are holding a number of free seminars this year to educate our accounts to the benefits of these products.
- **Web Services for Devices (WSD)**

- **Affordable Display Panels for Control**—With the rise of open architecture, our customers will look for more affordable touch panels. We are looking at products like Pelham Sloane and others to support us.

Best known for:

Most exhaustive line of home-technology products

Specialists in custom A/V

Specialists in networking and communications

Training events

Outstanding, free tech support

Progressive Automated Distributing

Headquarters: Grandville, Mich.

Phone: 616-530-9823

Stocking branches: 1

Geographic concentration: Michigan

Web site: www.teamprogressive.com

Distributor-network affiliation: DDG

Key product categories and how dealers are being educated:

- **HP Media Center**
- **Exceptional Innovation**—The Lifeware software allows communication of multiple Media Center PCs and HVAC, security, lighting and distributed audio. It creates an open architecture for adding devices. It also had an active display at our line show.
- **Television Technologies from OLED to WIFI Integrated Sets**

Best known for:

All things to all dealers

Outstanding, Free tech support

Training events

Lowest costs

Specialists in custom A/V

R.J. Throckmorton Distributing

Headquarters: Wildwood, Mo.

Phone: 636-227-7222

Fax: 636-458-3585, 800-440-8826

Stocking branches: 1

Geographic concentration: Midwest

Web site: www.rjthrockmorton.com

Web site contains: dealer area, specials, line list, vendor links, information, tech support, contact info, new product introductions, training events.

Distributor-network affiliation: EDGE

Best known for:

Specialists in custom A/V

Most exhaustive line of home-technology products

Products in stock

Outstanding, free tech support

Training events

Rolls Electronics Distribution Company

Headquarters: Van Nuys, Calif.

Phone: 818-778-0025

Fax: 818-778-0027

Stocking branches: 1

Geographic concentration: Southern California, Arizona, Las Vegas

Web site: www.rollselectronics.com

Distributor-network affiliation: EDGE

Key product categories and how dealers are being educated:

- **High Definition Video**
- **Whole-House Automation**
- **Distributed Audio**

We hold training seminars and send important information via email to help educate our dealers and keep them updated on new products in the above categories.

Best known for:

Specialists in custom A/V

Specialists in home automation

Most exhaustive line of home-technology products

Training events

Lowest costs

SED International, Inc.

Headquarters: Atlanta, Ga.

Phone: 800-745-7300

Stocking branches: 4

Geographic concentration: National

Web site: www.sedonline.com

Key product categories and how dealers are being educated:

- **Networking**
- **HD DVD**
- **Intel's Viiv**

We do salesforce training, spec sheets, comparison charts and pre-sales tech support on all of the above.

Best known for:

Lots of locations with plenty of stock

Outstanding, free tech support

Lowest costs

Most exhaustive line of home-technology products

Specialists in networking and communications

SETNET

Headquarters: Lyman S.C.

Phone: 888-773-8638

Stocking branches: 1

Geographic concentration: National

Web site: www.setnetpro.com

Key product categories and how dealers are being educated:

- **Builder Market**—We offer an extensive array of training and builder programs that allow integrators to become the homebuilders' greatest asset.
- **Home Entertainment**—Training programs include, whole house audio, video distribution and home theater.
- **Home Automation Integration**—Training programs center around open architecture products that work well together.

Best known for:

Training events

Lowest costs

Extensive e-commerce

Most exhaustive line of home-technology products

Specialists in home automation

Shifting Sands Stereo Distributing

Headquarters: Miami, Fla.

Phone: 800-633-5312

Stocking branches: 1

Geographic concentration: Florida

Distributor-network affiliation: DDG

Key product categories and how dealers are being educated:

- **Media Center PC**
- **Wireless Lighting Control Systems**
- **Exceptional Innovations – Lifeware**

We have two Road Show Tours scheduled for 2006. We will host trainings and presentations in five cities in five days, two times this year in which we are focusing on the technologies and categories listed above.

Best known for:

Specialists in custom A/V

Outstanding, free tech support

Training events

Signature Wire Corp

Headquarters: Denver, Colo.

Phone: 303-715-1515

Stocking branches: 1

Geographic concentration: National

Web site: www.signaturewire.com

Distributor-network affiliation: Vantage, Lutron, Belden, AMX

Key product categories and how dealers are being educated:

- **HDMI**
- **Cat 5**
- **Speaker Cable**

We do direct-mail marketing and magazine advertising for all of the above.

Best known for:
All things to all dealers

Smart Products Inc.
Headquarters: Westwood, N.J.
Phone: 201-594-0760
Stocking branches: 2
Geographic concentration: National
Web site: www.smartproducts.us
Key product categories and how dealers are being educated:

- **Homepro RF Zwave Lighting**
- **Homepro PCC Powerline Products**

Best known for:
Specialists in home automation
Lowest costs
All things to all dealers

Sound Product Marketing, Inc.
Headquarters: Albany, N.Y.
Phone: 518-869-2599
Stocking branches: 1
Geographic concentration: Upstate New York
Web site: www.spmreps.com
Distributor-network affiliation: DDG
Key product categories and how dealers are being educated:

- **Convergence Technology**—Sound Product Marketing, Inc., through its association with the Digital Delivery Group, is able to offer, educate and certify custom installers and systems integrators on this emerging technology that will allow programming of home automation products and technologies via Media Center Control.
- **Home Lighting Control** – Education, certification and product available. We offer Monster Central Control, Centralite.
- **All Aspects of Custom Installation/Home Theater**

Best known for:
Specialists in custom A/V
Outstanding, Free tech support
Training events
Most exhaustive line of home-technology products
Specialists in home automation

Stampede
Headquarters: Buffalo, N.Y.
Phone: 800-398-5652 (U.S.); 888-459-8181 (Canada); 305-470-1248 (Latin America)
Stocking branches: 5
Geographic concentration: North, Central and South America
Web site: www.stampede-global.com

Key product categories and how dealers are being educated:

1080P Displays—From projectors to flat panel products, Stampede has made a commitment to making 1080P product in-stock and ready to ship to its integrators.

Home Builder Services through the Builder A/V Program—Now integrators can extend their reach by providing their home builders with sales and marketing aids, technical support, program management and Webinars so that they can install home theaters for homeowners before they even move in.

Improved Mounting Solutions—Stampede offers a variety of mounting solutions that comply with UL standards, ensuring that nearly all sizes and brands of flat-panel displays and projector are securely supported.

Best known for:

Specialists in custom A/V

Lots of locations with plenty of stock

Outstanding, Free tech support

Training events

Lowest costs

Summit Distributing

Headquarters: Burnsville, Minn.

Phone: 952-882-0522

Fax: 952-882-8453

Stocking branches: 2

Geographic concentration: Minnesota, North Dakota, South Dakota, western Wisconsin

Web site: www.summitdistributing.com

Distributor-network affiliation: EDGE

Key product categories and how dealers are being educated:

Convergent Media—In partnership with our vendors, maximizing and educating the total potentials of convergent media and the products that best deliver these opportunities.

Video Displays—With a focus on our quality vendors who continue to lead the way to real value through the continuing evolution of their technologies, features, application, and performance.

Video Calibration Certification—Via dedicated training seminars.

Best known for:

Specialists in custom A/V

Most exhaustive line of home-technology products

Specialists in networking and communications

Training events

All things to all dealers

Target Distributing Co.

Headquarters: Germantown, Md.

Phone: 800-873-5528

Stocking branches: 1

Geographic concentration: National

Web site: www.targetd.com

Key product categories and how dealers are being educated:

- **VoIP**—We carry the 3Com's line in VoIP products and hold seminars in our facility to train dealers/integrators/resellers in this area.
- **Security Systems**—As long as the installer is there pulling low-voltage wire, we urge them to also offer the security system. In conjunction with the many vendors that we carry, we offer training seminars and in-house technical support.
- **Telephone System**—As systems evolve and become integrated with both VoIP and the security system, it behooves the smart installer to get as much of the pie as possible. We teach "Phone System 101" for the installer who has specialized in just one area, like security or A/V.

Best known for:

Specialists in networking and communications

Specialists in security

Specialists in custom A/V

Lowest costs

Outstanding, free tech support

Tech Data Corporation

Headquarters: Clearwater, Fla.

Phone: 800-553-7935

Stocking branches: 8 (6 in U.S., 2 in Canada)

Geographic concentration: 26 countries. Tech Data's Pro A/V SBU supports U.S. customers only.

Web site: www.techdata.com

Key product categories and how dealers are being educated:

- **Continuation of the Growth of Large-Format Video**—The sales team has technical training along with a broad selection of products to assist in the selection of the product(s) that will satisfy the needs of almost any application.
- **Integration of IT Products**—Integration into the storage, distribution and delivery of video and audio content. We have over 400 IT specialized salespeople and 80 Systems Engineers standing ready to provide the product and technical information to fulfill our installers' solutions.
- **Integration of A/V and IT Technologies**—With our A/V integration staff, specialized solutions road shows, technical support, extensive product information on our Web site and a show room for delivering product demonstrations, Tech Data stands ready to partner in educating and delivering solutions for integrators.

Best known for:

Specialists in custom A/V

Specialists in networking and communications

Outstanding, Free tech support

Training events

Lots of locations with plenty of stock

Tech Source Distributors

Headquarters: Montgomeryville, Pa.

Phone: 215-654-1552

Fax: 215-654-1559

Stocking branches: 1

Geographic concentration: Mid-Atlantic

Web site: www.techsourcedist.com

Distributor-network affiliation: EDGE

Key product categories and how dealers are being educated:

- **Media Management**—We provide sales and technical trainings with vendor support.
- **Whole House Digital Transmission**—Seminars at our facility reviewing new technologies and products.
- **Video Calibration**—Trainings hosted by Sencore and our video vendors.

Best known for:

Outstanding, free tech support

Most exhaustive line of home-technology products

Specialists in custom A/V

Training events

TECNEC Distributors, a division of Tower Products, Inc.

Headquarters: Saugerties, N.Y.

Phone: 800-543-0909

Stocking branches: 1

Geographic concentration: National

Web site: www.tecnec.com

Best known for:

Specialists in custom A/V

Specialists in networking and communications

Extensive e-commerce

Electrical distributor

All things to all dealers

The Systems Depot

Headquarters: Hildebran, N.C.

Phone: 877-254-2172; 828-397-2172

Fax: 828-397-4212

Stocking Branches: 10

Geographic concentration: National

Web site: www.thesystemsdepot.com

Best known for:

All things to all dealers

Outstanding, Free tech support

Lots of locations with plenty of stock

Training events

Specialists in custom A/V

Specialists in home automation

Specialists in security

Specialists in networking and communications

Tri-Ed Distribution

Headquarters: Woodbury, N.Y.

Phone: 888-874-3336 (U.S.); 800-398-7282 (Canada); 516-941-2800 (U.S. corporate)

Stocking branches: 34

Geographic concentration: National

Web site: www.tri-ed.com

Key product categories and how dealers are being educated:

- **Access Control**
- **Video Surveillance**
- **Total Home Solutions (including Sound and Communications)**

Training for the above is available at branch locations and via specific training sessions offered through the Tri-Ed Technology Tour.

Best known for:

Specialists in custom A/V

Specialists in home automation

Specialists in security

Lots of locations with plenty of stock

Training events

Visual Solutions Distributing, Inc.

Headquarters: Lawrenceburg, Ind.

Phone: 877-367-4449

Stocking branches: 1

Geographic concentration: National

Web site: www.visuolutionsdist.com

Key product categories and how dealers are being educated:

- **Large-Format (23-plus inches) Displays**—Educating our partners one-on-one and delivering the right mix of value-based solutions allows re-sellers to break new ground and diversify their product based on the end-users' vision and budget.
- **Installation Projection Technology**—As DLP further penetrates the market, LCD finds new niches and IT options expand, it helps that our team understands the entire cycle and supports our partners in these areas.
- **Digital Signage and Interactive Digital Kiosks**

Best known for:

Specialists in custom A/V

All things to all dealers

Outstanding, free tech support

Most exhaustive line of home-technology products

Lowest costs

Volutone Distributing Co.

Headquarters: Simi Valley, Calif.

Phone: 800-795-5111

Stocking branches: 6

Geographic concentration: California, Nevada, Arizona, Colorado, Utah
Web site: www.volutone.com

Walters Wholesale Electric Co.

Headquarters: Signal Hill, Calif.

Phone: 714-784-1989

Stocking branches: 19

Geographic concentration: Southern California

Web site: www.walterswholesale.com

Distributor-network affiliation: IMARK.

Key product categories and how dealers are being educated:

- **IP Addressable Camera Systems**—Industry specialists have forecasted that network cameras are the fastest growing segment in surveillance and will pass the sales of analog cameras by 2008. We have held in-house IP product and systems training for our dealers, accompanied them on job walks and jointly designed systems with IP factory specialist and Walters systems personnel.
- **Fire Alarm Systems**—Addressable panels are in the process of dominating fire alarm installations eroding the use of conventional panels. We have held in-house training for our systems integrators and electrical contractors on the latest addressable fire alarm panels and technology.
- **Total Security Solutions**—Walters Wholesale has provided training for our dealers and electrical contractors in CCTV, Fire Alarm Systems, Access Control, Intrusion Alarms, Voice Evacuation and Data Communication. Our 150,000-square foot distribution center offers our customers and manufacturers four conference and training facilities and each of our 19 branches in Southern California has a training facility.

Best known for:

Lots of locations with plenty of stock

Training events

Specialists in networking and communications

Specialists in security

Outstanding, free tech support

Warshauer Automation

Headquarters: Tinton Falls, N.J.

Phone: 732-741-3866

Web site: www.warshauerelectric.com

WAVE Electronics, Inc.

Headquarters: Houston, Texas

Phone: 713-466-9283 (Houston); 469-828-4300 (Dallas)

Stocking branches: 2

Geographic concentration: Texas, Oklahoma, Arkansas, and Louisiana

Web site: www.wave-electronics.net

Distributor-network affiliation: DDG

Key product categories and how dealers are being educated:

- **Convergence**
- **Automation**
- **High Margin Add-Ons (Extended Warranties, Brackets, Cables, Etc.)**

We strive to deliver the most information through specialized trainings held within our two facilities.

Best known for:

Most exhaustive line of home-technology products

Specialists in custom A/V

Training events

All things to all dealers

Extensive e-commerce

Windy City Wire

Headquarters: Hillside, IL

Phone: 708-493-1191; 800-379-1191

Web site: www.smartwire.com

Worthington Distribution

Headquarters: Paupack, Pa.

Phone: 800-282-8864

Stocking branches: 2

Geographic concentration: National

Web site: www.worthingtondistribution.com

Key product categories and how dealers are being educated:

- **Whole-House Audio**—Worthington is focused on providing a full spectrum of options from single source and a few rooms to many sources in many rooms.
- **Home Theater**—Worthington brings dealers great theater products at great prices with the knowledge and support to back it up.
- **Lighting**—Our technical staff is up to speed on all of today's popular lighting systems and continues to bring you the latest product.

Best known for:

Outstanding, free tech support

Training events

Most exhaustive line of home-technology products

Lowest costs

Specialists in home automation

WYNIT, Inc.

Headquarters: East Syracuse, N.Y.

Phone: 800-469-9648

Stocking branches: 3

Geographic concentration: National

Web site: www.wynit.com

Key product categories and how dealers are being educated:

- **Security Market**—Regional customer conferences and participation in national trade shows (ISC WEST, ASIS) to demonstrate product and services for ID printers, ID/Security cameras, DVR recorders, secure memory products and more.
- **Memory/Portable Drives**—As a major distributor of digital storage media (including CompactFlash Cards, FlashDrives, Memory Adapters, Memory Sticks, MultiMedia Cards, PCMCIA/PC Cards, Secure Digital Cards and Smart Media Cards), WYNIT provides a wide variety of devices in this category to serve every memory device needed for today mobile society.
- **Video Editing/Networking** – We offer many new products and information on the latest technology.

Best known for:

Most exhaustive line of home-technology products

Specialists in custom A/V

Specialists in security

Specialists in networking and communications

Extensive e-commerce