

New ChannelPlus Product Line to be Introduced at CEDIA!

ChannelPlus is taking the next step in audio/video distribution with its innovative new line of products to be unveiled at CEDIA. Designed with the CEDIA type installer in mind, the products will focus on high-end home theater installations, and illustrate Multiplex's continued commitment to providing installers with products that offer incomparable performance, amazing features and easy integration with today's newest technologies.

Please stop by *booth # 230* and preview the latest offerings in ChannelPlus or sign up for a *free class on our new products at CEDIA* on Saturday, September 8th 9-11am or 1-3pm in the Marriott, room "F". (see CEDIA show directory for details)

Jarrold Brunsmann Named Western Regional Sales Manager for ChannelPlus and OpenHouse

Multiplex has named Jarrod Brunsmann as its new western regional sales manager. In his new position, Brunsmann will oversee the ChannelPlus™ and OpenHouse™ sales activities throughout the western United States and western Canada.

"Jarrod offers refreshing and insightful sales methods that will support our business objectives," said Tom Paterniti, vice president

sales and marketing, Multiplex Technology, Inc. "His ambition and dedication to success make him a welcomed member to the Multiplex sales team."

With a background in both sales and marketing, Brunsmann's primary goal is to help Multiplex optimize profits and meet sales growth objectives. To do so, he will be responsible for coordinating with manufacturer representatives to plan and organize sales calls, training sessions, regional trade shows, and other meetings, collecting and reporting on industry trends and product developments, and reporting on competitor activities, such as pricing and features and benefits.

Prior to joining Multiplex, Brunsmann served as product marketing leader for APW Enclosure Products where he was responsible for the company's line of security products, manufacturer's rep firms, new product development, marketing collateral and trade shows. He also served as national sales manager for the same company where he led and trained the sales force.

Brunsmann recently earned his bachelor's degree in business administration from the University of Northridge.

CHANNELPLUS INTRODUCES NEW DATA ROUTER/SWITCHER HUB



New 8157 Broadband Home Gateway Provides A Complete In-Home Networking Solution & Round The Clock Internet Access

Bringing added wiring options to the traditional household, the 8157 is an Ethernet router that provides a broadband home gateway, enabling homeowners to network multiple computers and printers, share files and a cable or DSL Internet connection, and print to a common printer from multiple desktop locations. In fact, the 8157 Broadband Home Gateway offers seven switched fast Ethernet ports and allows up to 253 users to share a cable or DSL Internet connection, while providing the safety and security of both port blocking and a natural firewall.

Ideal for a home office or large family with multiple computer workstations, the 8157 Broadband Home Gateway offers two levels of security. First, it masks local users' IP addresses, making it abundantly difficult for hackers to target machines on the network.

Secondly, the unit can block and redirect certain ports to limit the services that outside users can access.

In addition, like broadband, the 8157 Broadband Home Gateway is always active, eliminating the need to constantly launch software when users are ready to surf the Web. Also, the unit supports any operating system, does not require special software, and can be easily upgraded and expanded with additional ChannelPlus components.

OpenHouse Data Days Continues with Special Pricing

Just in time for the summer construction frenzy, OpenHouse is introducing **DATA DAYS** consisting of two unique **KIT SKU OPTIONS** on three of its most versatile data products.



Kit pricing offers a substantial savings of up to **40% off list price**. This savings is the same as paying full price for an H628 or H629 and receiving an H635 Ethernet hub for just \$19.95 (dealer price). Over 5,000 dealers will receive a mailing on data days, so be sure to stock up

now and take advantage of the savings while quantities last.



Product News

Coming in August



- **8157** Data Router Switcher Hub

Coming in September



- **H460** Music Distribution Hub
- **H650** Integrated Voice Network

International / Export News



They're Here... ChannelPlus Nicam Modulators

- 5671 Pal G Nicam 1 channel modulator
- 5671 Pal I Nicam 1 channel modulator
- 5672 Pal G Nicam 2 channel modulator
- 5672 Pal I Nicam

2 channel modulator

Compatible with NICAM, the European standard for stereo encoding, the new series is the company's first to address the stereo needs of the European market.

Offering full NICAM stereo, the 567X Series features two new modulators - the 5671 and 5672. Providing a single channel of modulation for use with a single video or audio device, such as the family VCR, the 5671 modulator is available in both PAL I and PAL G configurations. The 5672 modulator offers two channels of modulation, making it convenient for users to generate stereo quality from two separate video sources, such as a DVD player and a VCR. The 5672 modulator is also available in both PAL I and PAL G configurations, making it the ideal choice for users from London to Australia.

In addition, the 567X Series offers complete video and audio loop-outs as well as simple push-button programming for channel selection.

Trainings & Tradeshows

A special class will be offered at **CEDIA** on our new products.

Marriott, room "F"
Saturday, September 8th
9-11am and 1-3pm.

This year factory training will be available in two locations. Hope to see you there!

August 30 Brea, CA
September 20th Atlanta, GA
Training is for one day and includes lunch. Topics covered include RF basic design, trouble-

shooting and structured wire basics. For information on the classes please visit www.ChannelPlus.com

Tradeshows

CEDIA Expo Sept 9, Indianapolis
Booth # 230

EH Expo Oct 25-27 Long Beach



Letters to Larry

Dear Larry,
If I need to install a 4-way splitter with a typical loss of 7dB, should I add a 4-way RF amplifier with gain of 7dB, to ensure no loss of dB. (- 7dB + 7 dB = 0 loss)?

The least amount of amplification to the signal will result in the most noise free signal. Adding a four-way splitter and then sending the signals 100' would require some amplification. The zero loss splitters are good for this. Keep in mind that you will lose the IR function for these TVs.

Dear Larry,
Do I always need to use an attenuator if the signal strength at each TV is above 15 dBmV? Is the ideal strength between 8-15dBmV?

The FCC mandates that a 15dBmV power level not be exceeded. It minimizes RF signals radiating around the

house and keeps the TVs from being overloaded.

Dear Larry,
Whenever I install an RF amplifier, do I always need an attenuator and a filter?

In general, if the carriers are fairly well balanced, no compensation is necessary. If all the signals are too strong, some attenuation will be necessary. If specific channels are very strong, filtering can be obtained by using a ChannelPlus low-pass filter to 'knock them down'. If you are adding an additional amplifier, you may need to add a ChannelPlus (TC-200) tilt compensator to bring the carriers into balance.

Dear Larry,
If I have only one coax going to each TV monitor, can I still add your modulator without any problems? Do I need a diplexer to combine the signal from the DVD + CATV to the same single coax run?

To add a modulator to a system, a second coax line is required from the modulator back to the head-end (distribution point). No other additional coax lines or diplexers are required.

Dear Larry,
What is the best frequency to use to minimize noise or interference? High or low channels, does it make any difference?

I cannot tell you which channel will be the best for your system. If there is no interference, a lower channel (14, 16, 18, etc.) would have less coax attenuation than a higher channel (60, 62, 64).

Dear Larry,
Are all of your modulators capable of delivering stereo sound? How high is the video resolution (500+ lines) or 250 lines VHS like quality?

Not all of our modulators are stereo. We offer multi channel modulators in both stereo and mono formats. We also offer a converter that will change an existing mono modulator into a stereo modulator. Please take a look at this months tech tip.

Our modulators will pass the composite video resolution of the device, up to a maximum of 525 lines.

Letters to Larry is taken from actual letters we receive on our web site. If you have technical questions please contact us at info@channelplus.com or call our technical support line toll free at 800-999-5225 M-F 8am-5pm(PST).

Tech Tip

Convert Any Mono Modulator Into Stereo!

Use the 5601 stereo converter to convert any mono modulator into stereo. Simply install the 5601 between the stereo source (i.e. DVD or satellite receiver) and mono modulator, and it will allow the mono modulator to pass the encoded MTS stereo audio.

This is an easy and inexpensive upgrade option for customers with any manufactures mono modulator.

