

Multiplex Sales Soar with a Record High for June!

Business is booming for Multiplex as both domestic and international sales reach a record high. "I am thrilled that June was the all-time best month in the 18-year history of Multiplex!" said Phil Strauss, president of Multiplex. "This, in spite of the down economy - hey, the Fed just cut interest rates again! So why the record now? I think it is obvious, our sales and marketing efforts are paying off. Our people have simply been working harder, longer and smarter than the competition. I am sure that we have made major gains in market share. Best of all, I am most encouraged by the sales diversification, June's record cannot be attributed to a single order or a single customer, rather sales are up across the board - a leading indicator of continued strong growth in the months ahead."

Not all Splitters are Created Equal

Ordinary splitters use the cheapest methods possible to split the signal. The result is limited frequency range and signal loss resulting in poor picture quality.



ChannelPlus splitters use high quality printed circuit boards and components for extended frequency response and low signal loss. This results in greatly improved picture quality with more detail, clarity and better color.



Now ChannelPlus splitters are an even better value with price reductions effective June 4, 2001. If you have not received a recent price list, please contact your local sales representative and start taking advantage of savings on over 40 products.

OpenHouse Rolls out Data Days Promotion

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.



ChannelPlus Continues its Commitment to Education With Trainings in Mexico and Canada

MTI's training staff has been busy with two CEDIA expos in Canada and two trainings at Tecso-Multimedia in Mexico.



Mexico

The two day training at Tesco was conducted for in-house personnel, sales staff and installers. This was our second training at Tesco. The first one was conducted earlier this year at their Mexico City corporate headquarters. Zailyn Prada-Blackburn, corporate trainer, would like to offer a special thanks to Tesco for their hospitality.

Canada

The CEDIA staff did its usual great job of organizing the Niagara Falls expo. Our trainings were packed with over 100 people in attendance. A special thanks to Peter Garnham of PG Security Associates, our sales representative in Canada, for his support and to all of the installers who attended our classes.

Product News

Coming in September



- **8157** Data Router Switcher Hub

Coming in September



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

Product Update

Discontinued/Replacement Products

Discontinued Product	Replacement Product	Date Available
DA500	DA500A	In stock
DA510	TBA	TBA
DA520	DA520A	In stock
DA512	TBA	TBA
DA1000	DA1000A or 2 DA-500A	TBA DA-500A In stock
3116	TBA	TBA
1538	DA506BID	In stock
5114	5415	In stock
5116	5415	In stock
5214	5415	In stock
5216	5415	In stock
5314	5415	In stock
5316	5415	In stock
2600 series	TBA	TBA
9500cat-cam	NONE	NONE

International / Export News



Available and Shipping

- 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

Product Update

Discontinued/Replacement Products

Discontinued Product	Replacement Product	Date Available
5114PAL	5415PAL	Current
5116PAL	5415PAL	Current
5214PAL	5415PAL	Current
5216PAL	5415PAL	Current
5314PAL	5415PAL	Current
5316PAL	5415PAL	Current
DA-1002	DA-1002A Or 2 DA-500A	TBA DA-500A In stock
DA-502	DA-500A NPS	Current
3116EXP	TBA	TBA
1548 series	DA-506BID NPS	Q2

Trainings & Tradeshows

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, troubleshooting and structured wire basics. For information on the classes please visit

www.ChannelPlus.com

Tradeshows

Interested in going to PCBC but need a pass???

We have a limited number of passes; please give us a call if you would like to attend or have a customer you would like to invite.

PCBC July 25-27 San Francisco

CEDIA Expo Sept 7-9, Indianapolis

EH Expo Oct 25-27 Long Beach

Letters to Larry



Dear Larry,
I am designing a home system and I am trying to evaluate all the components that will be needed. I want to know what products you have, what you would recommend and what I can do today to facilitate an easy expansion for future upgrades tomorrow. Below you will find my equipment lists, applications and questions.

Existing Components & Applications:

- TV/Monitor: 8 (new & old models)
- 4 surveillance cameras
- Video distribution (DVD)
- CATV, RF signal only, one way (no DSS)

Anticipated New Components:

- Coax-Commscope RG-6 (quad shield) (4x100' and 4x50')
- Connectors: Thomas & Betts SNS
- Modulator
- RF Amplifier
- Splitter
- Filter – high band or low band

Questions:

1. Do I need a modulator with 5 channels (1 channel for each surveillance camera plus the DVD signal)?

You do not need a 5-channel modulator. If you use a quad

video compressor for your cameras, you could use a two-channel, one for the DVD and one for the cameras. I recommend a ChannelPlus 5625 stereo or 5425 mono modulator.

2. Can I split the screen in four parts displaying all four surveillance cameras at once on a single channel or do I need a separate channel for each camera?

You only need a single channel. A quad compressor splits the video screen into quadrants, one for each camera. We do not make such a device, but our modulators will work with any quad compressor. The modulators I suggested above would work fine.

3. Since this application does not include a satellite dish, do I need a splitter passing DC and/or IR at all ports? What type of splitter should I use if I want to add a DSS or cable modem in the future?

I am going to recommend one of our distribution amps that have a DC passing splitter for IR control. The DA-550HHR meets the FCC requirement for antenna isolation. If your cable company requires set top boxes, use the BID version of these amplifiers. DSS and cable modems are typically handled separately

so that should not affect your choice.

5. When is a high and or low pass filter required? Is it only to block specific frequencies or channels? Can it be used to clean and improve certain CATV channels that have signal noise?

There are different types of RF filters, but none of them can improve the quality of the video. If the signal going to one TV, without any amps or splitters, has problems only the cable company can fix it. We carry low pass filters to eliminate higher channels or RF cable noise (amplifier noise, etc). There are companies that make notch filters to eliminate specific channels, but these can be very expensive.

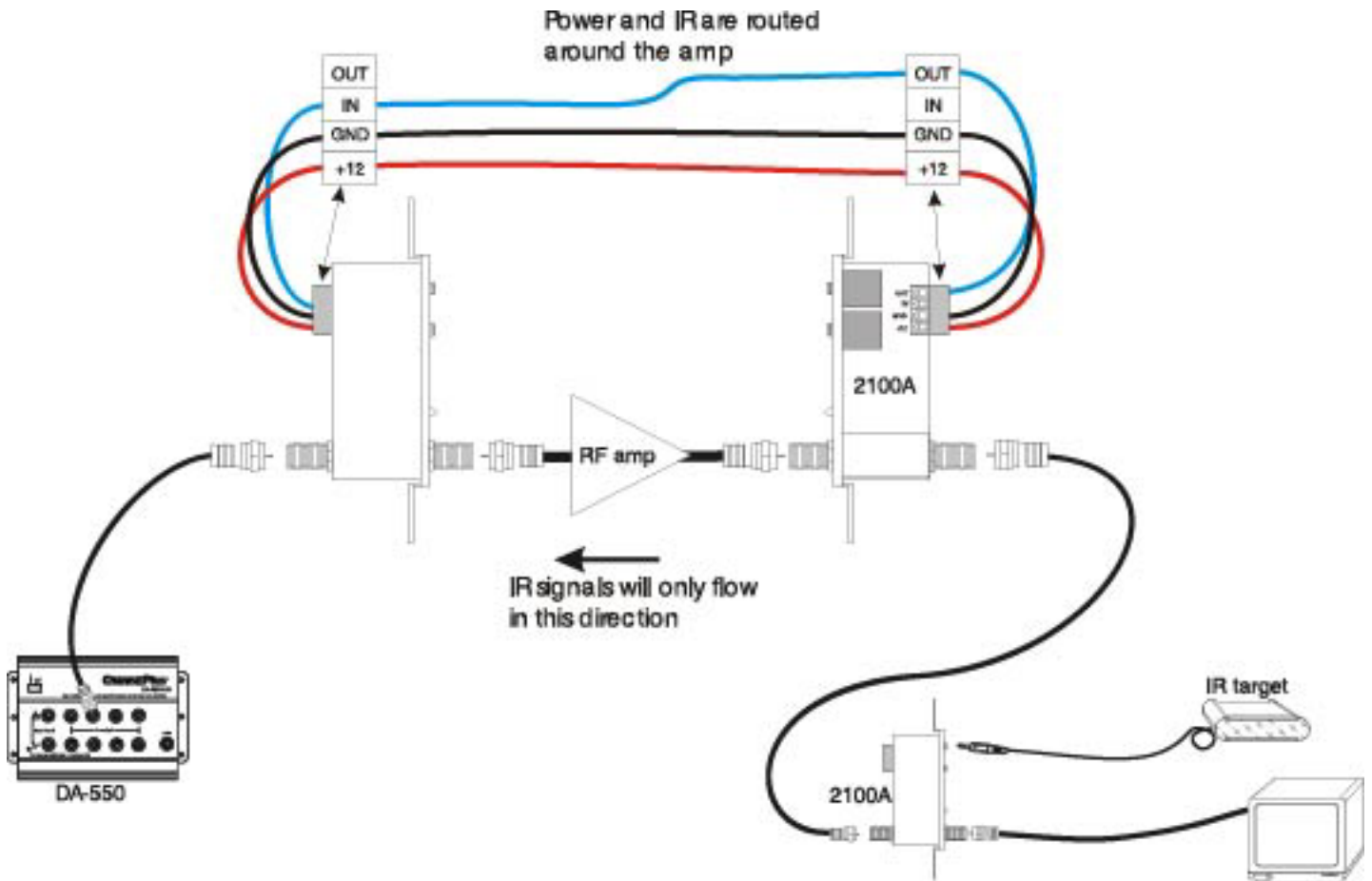
6. Are all of your splitters, combiners as well or do you have splitters only? Do I need a splitter-combiner or splitter only for CATV (up to 1 GHz)? I am not planning to add a high-speed Internet cable modem in the future.

All splitters can act as combiners.

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

This tip is perfect for routing IR signals around an amplifier. The DA-500A or any other type of RF amplifier will not pass the DC voltage from IR signals. To circumvent the amplifier, try using two ChannelPlus 2100A IR interface units and follow the wiring diagram below.



Works only with 12V IR