

See Us at

Booth 180



For over 30 years Contact Distribution has proudly been ensconced in the North American performing arts industry. We've brought some of the most embraced audio products and technology to hundreds of theatres; from little NFP productions to the mega venues such as the recent refit of the National Arts Centre in Ottawa. The commonality is that we are as passionate about audio quality as the techs and TD's and equally creative in offering innovative products and solutions to pull every drop of talent and concept over the edge of the deck and onto the patrons laps to be moved and enveloped. We don't do 'mediocre' and neither do our manufacturers. Nor do we expect you, our customers, to settle for less than the best.

Expo-Scene brings us a vibrant setting to discuss and show you an array of manufacturers who also 'get theatre'. These companies have been strategically chosen over the years because their products continue to be cornerstones in the infrastructure that allow theatres and their clients to share those stories, music and concepts. This is a great opportunity to see how to save thousands of dollars, countless hours of labor and tech time and get involved with the latest technology for a host of audio disciplines



Below is our latest news. I know there's a lot to read but I thought it valuable to take the time and present some solid information that literally can change your life. Get a coffee or whatever and please take a minute to read about what's new.

Latest News!

COUNTRYMAN: Since Chris Countryman quietly took the wheel as the Chief Engineer, he and his team have brought forth an upgraded DI and microphone models that simply outperform all the other companies that continue to try and copy their designs but fall notably short when sonically compared. The new **H7 headset microphone** combines decades of leading-edge concepts and unparalleled manufacturing techniques. The **'Side Entry' design** yields exceptional rejection of unwanted sounds due to controlled directional cardioid patterns as well as wide dynamic range along with user comfort and durability simply not found in any other brand. Breaking news – for the show we will unofficially be showing the new **A3-S shotgun mic**. The exceptional clarity and 'reach' of the recently released A3 dual element podium microphone found users loving it for distant source acquisition and Chris and the team smartly repackaged it into a discrete form factor allowing huge placement flexibility. Equally unique is that you can get it in a fixed pattern or switchable between hypercardioid, cardioid or omnidirectional patterns for a variety of speech and music applications. When it comes to mics for theatre size matters and this is a break through product. Contact has proudly distributed Countryman products for over three decades offering a vast assortment of models, colors, sensitivities, accessories. We are extremely pleased to congratulate Marlin Jones/FM Systems for the successful launch of Jukebox Hero that placed 22 **E6 headsets** on some of Canada's leading theatrical performers.

XILICA: As markets mature so does the critical technology concentric to them. Without question digital audio and specifically DSP devices have changed theatre offering control and operability that analogue could never do. Unlike many applications where the nuances of DSP's sonic quality is unappreciated, the theatre market is very astute to acknowledge that all DSPs sound different and that arguably Xilica is noticeably better than just about everything else. The new **Solaro QR1 ¼ rack space modular 16 channel DSP** has gotten rave reviews from the hundreds of first purchasers due to its sonic quality and size. The real buzz has been about the price as this price point is an exceptional value as well. Theatres no longer have to break the bank to get comprehensive processing of astounding quality and interoperability between all their equipment. Due to straightforward **Solaro Designer™ software** and great factory support you don't need to be a rocket scientist to use it. Along with the new larger **32 channel 1u sized FR1 and Touch 50 and 80 LCD controllers** the platform is hugely expandable for years to come. News flash – Xilica is a Canadian company in Stouffville Ontario with a long history of global acceptance!!!

RENKUS-HEINZ: New technology, new products, new pricing

At NAMM in January the R-H sales meeting blew everybody away with a pile of new innovative products...so yes there is still new ground to break with loudspeaker technology. The new **IC Live X Series** has three new models offering dozens of system configurations that go from one box to 24 boxes, individually controlled and digitally steerable or as a 'group array' to a degree beyond the other brands. Better and louder! The new **Iconyx Compact Series** – 12 x 3" drivers, 12 channels of dsp/amplification, stackable/expandable, networkable, weather resistant and custom colorable, digitally steerable and above all – affordable! Even cooler and smaller is the **DC Directivity Control Series** – 12 x 2" drivers, 12 channels of dsp/power that is non-networked stand alone that can be controlled wirelessly with a Smartphone app or tablet to effortlessly adjust for music or speech with three different aiming angles in conjunction with three different mounting heights. Yes of course we can do custom colors and weather resistant as well. But wait – there's more!

New **SA Series Class D amplifier modules** with a PWM chip makes it a 'smart' amp which allows it to have zero negative feedback to reduce distortion; Biamp configured; presets. But THE coolest part – a parallel output

that allows a second passive speaker to be bi-amped/ processed powered via a simple NL4 jumper. You'll find those modules in the imported and recently upgraded **C Series** of cost effective tops and subs. The **T Series** are the same models but custom made in their California factory offering custom colors and WR weather resistant fiberglass options. The performance level of these boxes unpowered are very good and the powered, biamped versions are extremely impressive considering the price point and can go up against the top priced brands at 3+ times the price.

Lastly NAMM saw the launch of the new **P Series** which stands for Premium! Two way biamped 8" and 10" versions. Three way, biamped c/w CDT co-entrant HF/MF drivers in 12" and 15" versions and a special 1"HF/4 x 6" LF frequency shaded box that we've personally heard, and it rocks. Plus 12" and 18" powered subs all of which can be custom colored or WR versions. Let's be honest – we all know which loudspeaker brands hold the top three positions in most theatre markets. We're confident that the P series is as good or better than what those brands offer for close to half the price. Gauntlet throw down...call us to set up a demo to prove our point.

OPTOCORE: After two+ decades with still no rivals that offer similar capability fibre based solutions, Optocore has taken it up a notch and expanded into large payload video transport under the name Broaman, a new sister company. Totally bespoke which makes it extremely cost efficient giving you the connectivity you actually need with no wastage paying for parts and ports that will never be used. The expansion of the product groups now positions Optocore to be the backbone of all the various digital intercom systems being implemented into venues. Then there's audio - by now most of you have bought a digital console and are moving on to figuring how to implement them into your building and replacing piles of copper wiring. Currently the largest North American performing arts centre digital infrastructure that we know about; the National Arts Centre in Ottawa's recent refit implemented a system of staggering depth and capability. Three stages with over 2000 ins and outs capable of being routed from anywhere to anywhere with no latency or electrical noise, totally redundant so it's real time fault tolerant. Capable of staging productions not possible with any other concept or product for the long-term venue objectives. For a schematic of the system go to <https://www.dropbox.com/sh/27pggac9frz401r/AAD1gl7lbl2k-qO28vNZCXVHa?dl=0>.

Those of you with Digico consoles should already know that Optocore is an OEM fibre transport platform that allows a virtual doubling of the channel count using Optocore software and adding Optocore remote preamps or 128 channel MADi plug N play units. The roadhouse group of you that could see any type of digital console show on a rider or at your loading dock should know that Optocore is the only unilateral platform that can interface up to six different brands of digital consoles at once where features can be shared by all desks. For less money than what most theatres would spend on a conventional copper-based infrastructure of cable and conduit, we can put a future proof Optocore system in place that not only offers amazing flexibility but will actually sound noticeably better than any analogue wired system.

EM ACOUSTICS: Since taking on EM Acoustics for Canada last year we have been strategically placing the product in front of some of Canada's top designing consultants and sound engineers to confirm the product is as wonderful sounding as we think it is. The response has been 100% - yes! University of Toronto, the Air Canada Centre, and a number of churches and theatres have placed products almost instantly after hearing it and are being totally impressed. Timing as we all know in theatre is critical the last couple of years EM Acoustics and their **HALO-C** and **EMS-51's** have been the only significant new brand used on Broadway and West End London stage productions – the toughest markets in the world to be accepted in. Among the three most popular incumbent brands it appears that there is a position for EM due to the sonic pedigree and unique design philosophy utilizing advance design passive crossover networks. EM's relationship with the B&C loudspeaker factory and use of Linea Research amplifiers, brings together an exceptional sound requiring virtually no adjustment.

The big news is the dual 10" **HALO A - ARENA™**, which could be the loudest singular array enclosure on the market utilizing brand new B&C driver technology. Patent pending multiple driver manifold design has created

a system that is both astoundingly efficient, cost effective and with the exceptional fidelity EM loudspeakers are becoming renown for. Want something slightly smaller – the eminent **HALO B** dual 8” mid size array enclosure. On the other end of the spectrum is the new **EMS41** lip fill speaker.

PRO INTERCOM: Regardless of which industry one considers, there are always a few number of brands that were there at the beginning and Pro Intercom relative to the theatre industry has that position in history. It simply worked well all the time and for the perfect price that theatres were willing to pay for the product. It appears that the two big topics on everybody’s minds these days is – **wireless and Dante**. Years of very practical research into wireless intercom has lead to a great new relationship between PI and Listen Technologies to uniquely incorporate **ListenTalk™** in the production intercom wireless environment. Product that the largest percentage of potential users can actually afford, maintain and operate. Intercom on Dante – you asked for it and here it is. Simple and cost effective as the world accepts Dante as the new standard for multi channel transport. Which now can accept intercom as well.

TiMax: This just in.... the rest of the sound reinforcement world has just discovered this new ground-breaking concept - multiple channel immersive loudspeaker deployment! Wow really? Haven’t they been in a theatre during the last 25 years where a number of you have long been doing this? Well evidently, they’re finally paying attention to issues such as better content localization for the audience, increased intelligibility due to an expanded deployment of loudspeakers throwing shorter distances exciting the performance space to a lesser degree and increased separation of source material via expanded and enhanced routing capabilities. **SoundHub™** processors combine a number of different components required in a system into a single device solution. **StageSpace™** software consolidates and drastically simplifies the programming and control of the system reducing costs and increases operational reliability while at the same time creating the best possible soundscapes and workflows for the application.

The DSP device best suited to ‘manage it’ is unquestionably the Timax SoundHub by Outboard Electronics (UK) who go way back to the mid 1980’s when audio designers such as Martin Levan were breaking all the rules in sound design. Come by and we’ll offer up our info garnered over 25+ years of experience.

LINEA RESEARCH: Yes, it was 15 years ago that these very smart gents stopped doing the BSS Audio thing and started their own company doing what they arguably do better than anyone else on the planet – building the world’s best DSP amps and processors. Validated by new OEM relationships now in place with Martin Audio, EAW in addition to Danley and EM Acoustics the world has started to figure out that L-R amps and processing can make a huge difference in the performance of the system’s dynamic range and frequency response. More than any other singular aspect of a system and to the extent that people ‘thought my other amps were broken’ when they turned on the L-R products, we continue to surprise every listener. If you understand and care about creating significantly better sounding systems, then this product could become the most important component of your system. Bold statement – regardless of what brand of external amplifier you have powering your speakers a L-R amp will make them go lower, sound tighter, be smoother on the mid-highs and give you truly confident 2 ohm performance reducing your drive rack costs and size. Transducer longevity is equally if not more important to some and the LR Limiter Suite’s three level protection is the most comprehensive on the planet.

LENCORE: At a CITT presentation on Life Safety in Performance Spaces in Toronto a while back I asked the 30 or so TD’s, techs and administrators a simple question and was surprised by the answers or more specifically the lack there of and the corresponding blank looks on many faces. The question was (pardon the explicative) – What Happens When Bad Shit Happens in your Theatre? Evidently for many reasons due to your customers being in that ‘willingly suspended in a state of disbelief” mindset and environment, they don’t do anything when alarms go off. Maybe they think it’s part of the production? Maybe no one actually wants to be the first person to stand up to exit and interrupt the performance? The people I talked to say it’s very commonplace

and disconcerting for the staff and management who go to great lengths to train their staff about life safety but not the audience. In the instance of a fire it should be straight forward but in a 'non-fire incident' such as the presence of a shooter or someone threatening your patrons it's a completely different set of circumstances and protocols to follow. In 38 of the 50 US states, buildings with a capacity over 300 people are now semi-legally obligated to implement a MNEC (Mass Notification Emergency Communication) solution to get an occupancy permit to open their doors.

Sadly, it's becoming an increasingly irrational world where bad things happen, and theaters will not be excluded. Lencore offers the only UL certified MNEC solution that will better prepare your venue to protect your staff and patrons in these situations. Lencore's technology is the only sanctioned product to supplement and over-ride fire alarm systems that do not meet the complete requirements defined in a fully vetted MNEC system, if needed. Please allow us to educate you on the issues and the solutions very few seem to be cognizant of.

INNOVOX: - In today's expanding market of digital signage usage and the vast assortment of flat screen monitors, Innovox is truly unique in offering numerous series' of video display loudspeakers with determinant sizes as well as Dimension Specific custom loudspeakers. They address the two critically important aspects of esthetics as well as being sonically exceptional with unrivalled intelligibility. The now-mature commercial display market no longer accepts consumer grade displays whose justification for use was primarily cost and the fact that they contained speakers. History has proven that those speakers were never intentionally designed for larger area applications with a higher mandate for speech clarity and precise musical detail which has been the cornerstone of Innovox's decades of extensive application research and focused product development.

Compelling in every critical category, Innovox offers purpose-built loudspeakers based on innovative technical concepts; using patented, proprietary components; and supported by very smart, relationship-based people. There are 9 series of strategically developed products that were designed to provide the right tool for the right loudspeaker requirement. Performance, form factor, quality of build, degree of technical support, design assistance, and rational pricing are all critical aspects for success. We invite you to become familiar with Innovox and their products.

Right – I'm finished now and thanks for hanging in and reading this. Hope it was educational, thought provoking and entertaining to some degree. Reading about it is one thing. Stopping and delving into our products and our services is what effects true change and results. We believe we can change part of your life for the better. How much better? How much time have you got for us? Brandon, Grant and I hope to see you at the show. All of our staff are always ready for a call to chat if you can't make the show.

Bill 416-995-4814

Brandon Coons 416-951-4814

bill@contactdistribution.com

brandonc@contactdistribution.com

Thanks again for the time and support be it past, present or future. We appreciate it.

Sincerely,

Bill Coons

Director