

connected.

HOME+BUSINESS

AN OLYMPIC FEAT

WHO TOOK HOME THE GOLD?



MOST
POPULAR
AWARDS
2016

CEDIATM
MEDIA PARTNER

OCTOBER 2016

BY POPULAR DEMAND

JUST OVER 500 INTEGRATORS FROM AROUND A/NZ HAVE IDENTIFIED THE BRANDS THEY LIKE THE MOST. HERE, PAUL SKELTON LOOKS AT THE RESULTS OF THE 2016 CONNECTED MOST POPULAR AWARDS.

Over the past five years, the *Connected Most Popular Awards* have transformed into the ultimate platform for integrators to let suppliers know how they're tracking, and to reward those brands

that are truly servicing the needs of installers around the region.

In 2016, we've seriously upped the number of commercial categories in which we play. This was done to better represent the local market and to further highlight the continued blurring of the line between residential and commercial integrator. Further, this year also sees the number of categories increase from 50 to 60.

All up, 514 members of the industry have had their say and the results have proven to be quite interesting.

Blustream, for one, has dominated this year's awards, being named the overall Most Popular Manufacturer as well as winning three individual categories. Sonance has also continued its domination of the architectural audio categories, going back to back now for five years in a row in some categories.

A special mention must go out to the winner of the inaugural 'Golden Paul' (if I can't win then it will damn well be named after me), David Moseley, who was overwhelmingly named the industry's Most Influential Person.

DISTRIBUTORS, SUPPLIERS AND PEOPLE

RESIDENTIAL DISTRIBUTOR - AUSTRALIA	AMBER TECHNOLOGY
COMMERCIAL DISTRIBUTOR - AUSTRALIA	HILLS
NEW ZEALAND DISTRIBUTOR	AMBER TECHNOLOGY
MOST POPULAR MANUFACTURER	BLUSTREAM
THE MOST INFLUENTIAL PERSON	DAVID MOSELEY

CONTROL

WHOLE-HOUSE CONTROL SYSTEM	CONTROL4
MULTI-ROOM AV DISTRIBUTION	CRESTRON
UNIVERSAL REMOTE CONTROL	RTI
LIGHTING CONTROL	CLIPSAL BY SCHNEIDER ELECTRIC
ENERGY MONITORING	ENVIRONEXUS
MOTORISED BLINDS	SOMFY

AUDIO

FREESTANDING LOUDSPEAKER	BOWERS & WILKINS
INVISIBLE LOUDSPEAKER	SONANCE
IN-WALL/IN-CEILING SPEAKER (RESIDENTIAL)	SONANCE
OUTDOOR LOUDSPEAKER	SONANCE
ACOUSTIC TREATMENT	CINEMA WORKS
SUBWOOFER	VELODYNE
AV RECEIVER	YAMAHA
PREAMPLIFIER	MARANTZ
SPEAKER CABLING/INTERCONNECT	KORDZ
SOUNDBAR	SONOS

COLLABORATION

COLLABORATION TOOL	CRESTRON
VIDEO CONFERENCING EQUIPMENT	POLYCOM

COMMERCIAL AUDIO

IN-WALL/IN-CEILING SPEAKER (COMMERCIAL)	JBL
AUDIO EMBEDDER	EXTRON ELECTRONICS
PA SYSTEM	AUSTRALIAN MONITOR
HEARING LOOP	AMPETRONIC
MICROPHONE	SENNHEISER
MIXER	REDBACK

COMPONENTS

MATRIX SWITCHER	BLUSTREAM
HD BASET EXTENDER KIT	BLUSTREAM
DIGITAL MODULATOR	RESI-LINX
HDMI CABLING	KORDZ
RACK/CABINET	MIDDLE ATLANTIC
RACK COOLING SYSTEM	MIDDLE ATLANTIC

VIDEO

HOME THEATRE PROJECTOR	EPSON
SHORT THROW PROJECTOR	EPSON
PROJECTION SCREEN	SCREEN TECHNICS
BLU-RAY PLAYER	OPPO
VIDEO PROCESSOR	EXTRON ELECTRONICS
ANTENNAS	MATCHMASTER
FLAT PANEL DISPLAY	SAMSUNG
4K VIDEO EXTENDER	BLUSTREAM
IR DISTRIBUTOR/EXTENDER	XANTECH
VIDEO SCALER	EXTRON ELECTRONICS
TV MOUNT	VOGEL'S
LIFTER	ULTRALIFT

SECURITY

SECURITY SYSTEM	NESS
IP SECURITY CAMERA	AXIS
INTERCOM	AIPHONE

ELECTRICAL

LED LIGHTING	PHILIPS
SURGE PROTECTION	THOR TECHNOLOGIES
UPS	APC BY SCHNEIDER ELECTRIC

DIGITAL SIGNAGE

DIGITAL SIGNAGE CMS	SAMSUNG
DIGITAL SIGNAGE PLAYER	BRIGHTSIGN

OTHER

TEST AND MEASUREMENT	FLUKE NETWORKS
SOFTWARE	D-TOOLS
SEATING	LP MORGAN
TACTILE SOUND TRANSDUCER (SHAKER)	D-BOX

MOST POPULAR RESIDENTIAL DISTRIBUTOR - AUSTRALIA



14.8% HILLS
12.2% ALTRONIC DISTRIBUTORS
9.2% SYNERGY CUSTOM

8.7% WESTAN
7.9% RADIO PARTS
7.9% WAVETRAIN

6.6% ADVANCE AUDIO
6.6% CANOHM
6.1% SENNHEISER

With results like these, you can safely ignore anybody who says the market is in turmoil. Amber, QualiFi, Avation, Hills and Altronics have all maintained their positions as the five most popular distributors for the residential CI channel. Off the back of an absolutely stellar year, Synergy Custom has entered the rankings in sixth position, moving Westan down to seventh. Wavetrain is another previously unranked company, launching into a tied eighth place with Radio Parts. But it's all eyes (still) on Amber Technology, which has now won this award four years in a row. Further, Amber's brands, Sonance and Middle Atlantic, continue to be strong performers in these Awards.

MOST POPULAR COMMERCIAL DISTRIBUTOR - AUSTRALIA



13.3% WESTAN
8.7% RADIO PARTS
7.8% MIDWICH

7.3% WAVETRAIN
7.3% JANDS
6.4% CANOHM

6.0% AUDIO VISUAL DISTRIBUTORS
5.5% MADISON TECHNOLOGIES
4.1% AUDIO BRANDS

The commercial installation market in Australia is big business, so we felt it was the right thing to do to start a new category that focused squarely on commercial CI. In what was a fiercely fought competition, the winner of the inaugural 'Most Popular Commercial Distributor' Award was Hills. Amber also performed well, taking the silver by a handful of votes. Coming in third was Altronics, which has had a phenomenal showing in this year's Awards - the company based out of WA proves you can still make some amazing products in Australia. Westan and Radio Parts have shown that they aren't just residential distributors by placing fourth and fifth, respectively.

MOST POPULAR NZ DISTRIBUTOR



9.1% AVATION
8.5% TECHSTYLE
7.9% SOUND GROUP HOLDINGS

7.3% AVA PACIFIC
6.7% AV SUPPLY GROUP
6.7% MAYO GROUP

6.7% SYNEX
6.1% AVD
6.1% WILDASH

Despite its size, New Zealand is a very active market that produces some world-class projects. In what may be a case of the 'halo effect', Amber Technology has also been named the inaugural Most Popular NZ Distributor, even though it doesn't carry the same brands as its Australian counterpart. Congratulations must also go out to the teams at Digital World and Wired NZ for cracking the top three. Interestingly, as this edition of *Connected* went to press, news was coming through that Wired has been acquired by Midwich, which could prove interesting for the 2017 Awards. One thing is for sure though, Kiwis won't take a back seat to Australia insofar as CI is concerned.

MOST POPULAR MANUFACTURER



After just two years in the market, Blustream has taken a firm grasp of the custom channel and is making its presence known. Overwhelmingly voted in as the Most Popular Manufacturer, the company also dominated three individual categories, being named the Most Popular HDBaseT Extender Kit, Most Popular Matrix Switcher and Most Popular 4K Video Extender. If nothing else it's great to see that in categories that are hotly contested, a local supplier can dominate the market so strongly.

THE GOLDEN PAUL: THE MOST INFLUENTIAL PERSON



The votes have been cast and the winner of the 2016 Golden Paul, or the 'Most Influential Person', has been named as Wavetrain director David Moseley, who was the clear category leader since voting commenced. 2016 has been a very good year for Wavetrain, which in recent memory has picked up local distribution rights for Artnovion acoustic treatments, FireFX media systems as well as a broad selection of software solutions including Springdeck and ProjX 360. Most recently, it added the highly regarded Meridian Audio name to its ever-growing stable of products.

WHOLE-HOUSE CONTROL SYSTEM



RTI



CRESTRON

14.5% CLIPSAL
10.0% PUSH CONTROLS
8.7% ENVIRONEXUS

7.1% KNX
6.6% FIBARO
5.0% SAVANT

After coming fourth in 2015, Control4 has risen to the top of a competitive field and Crestron, which came fifth last year, has moved to third. RTI now sits in second while Push has dropped to fifth.

UNIVERSAL REMOTE CONTROL



CONTROL4



LOGITECH

17.5% PUSH CONTROLS
11.9% CRESTRON
4.8% ONE FOR ALL

3.6% DYNALINK
2.8% PRO CONTROL
2.8% URC

RTI has reclaimed its 2014 title but it is Control4, again, that has seen the biggest growth (from 12.6% in 2015). Crestron is a new entry, Pro Control dropped from fifth to eighth and Push Controls fell from first to fourth.

ENERGY MONITORING



CONTROL4



KNX

12.2% CLIPSAL
10.2% SAVANT
7.3% PHILIPS DYNALITE

6.3% VANTAGE
4.4% CRESTRON

Environexus was once again victorious in this category, but its vote fell from 38.4% in 2015 to 31.7% in 2016. KNX has increased significantly, from seventh place in 2015 to third in 2016. Savant grew from 2.4% last year.

MULTI-ROOM AV DISTRIBUTION



EXTRON



SONOS

12.8% CONTROL4
10.5% RTI
10.2% BLUSTREAM

8.6% YAMAHA
7.9% CLIPSAL
4.9% RUSSOUND

For the first time since we started these awards, Sonos did not win this category. In fact, it fell to third. Crestron moved from sixth to first and Extron is a new entry in second place. Bluestream is also a first-timer.

LIGHTING CONTROL



LUTRON



CONTROL4

15.0% ENVIRONEXUS
14.6% PHILIPS DYNALITE
7.1% DALI

7.1% KNX
5.0% CRESTRON
5.0% VANTAGE

While it was inevitable that Clipsal would win this category, it has dropped in the popular vote from 39.5% last year to 25%. Lutron has been the big mover here, growing from eighth place to second in 2016.

MOTORISED BLINDS



LUTRON



ENVIRONEXUS

9.2% SCREEN TECHNICS
8.3% LUXAFLEX
5.5% SILENT GLISS

5.0% CRESTRON
5.0% SP BLINDS
1.4% BECKER

Somfy retains this title yet again while Lutron has grown from fifth place in 2015 to second in 2016. Environexus moved from second to third. Crestron is a new entrant into this category, sitting in seventh position with 5%.

FREESTANDING LOUDSPEAKER



7.8% YAMAHA	7.4% PARADIGM
7.8% KLIPSCH	7.4% TRIAD
7.4% KEF	7.1% KRIX

Last year's winner, KEF, has fallen all the way to sixth while Yamaha enters the competition with a bang, coming in at fourth. The significant growth of Bowers & Wilkins is likely due to the enormous popularity of its 800 D3.

IN-WALL/IN-CEILING SPEAKER (RESIDENTIAL)



8.1% ORIGIN ACOUSTICS	7.4% JBL
8.1% KEF	6.7% NILES
7.7% YAMAHA	6.0% TRIAD

Sonance has once again dominated in the architectural loudspeaker categories but voting has shown a willingness by integrators to look at other options on the market.

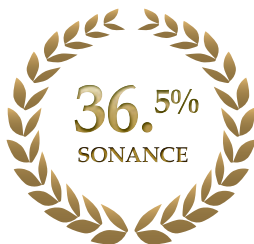
ACOUSTIC TREATMENT



15.2% VICOUSTIC	6.4% WAVE PANELS
9.8% MSR ACOUSTICS	5.4% SONTEXT
8.3% AURALEX	3.9% MANHATTAN

The success of Cinema Works is testament to the devotion of its distributor, Wavetrain, to acoustics. Wave Panels fell from second to seventh. SoundAcoustics is a new entrant in third place.

INVISIBLE LOUDSPEAKER



12.7% TRIAD	10.2% AMINA
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Sonance continues to impress with more than a third of voters picking them as their favourite. Stealth retains second place but has grown its vote from 21.5% in 2015 to 29.9% this year. SpeakerCraft also held its position with a slight increase from 16.4%.

OUTDOOR LOUDSPEAKER



7.7% SPEAKERCRAFT	6.9% JBL
7.7% BOWERS & WILKINS	6.9% NILES
7.3% REDBACK	6.2% YAMAHA

And just like that, Origin Acoustics from Jeremy Burkhardt has gone straight to number two in this market. Very little else has changed in this category from last year, except the addition of Redback from Altronics.

SUBWOOFER



8.8% PARADIGM	8.4% YAMAHA
8.4% DEFINITIVE TECHNOLOGY	7.3% BOWERS & WILKINS

Velodyne retains its title of Most Popular Subwoofer, extending its lead from 1.7% to 4% in 2016. Definitive Technology has fallen from third to fifth while Paradigm jumped from ninth in 2015 to fourth this year.

AV RECEIVER



16.7% MARANTZ
14.4% ONKYO
10.0% PIONEER

8.9% ANTHEM
7.8% SONY
6.7% NAD

Bouyed by the success of MusicCast, Yamaha has risen from fifth place in 2015 to dominate the competition in 2016. Last year's winner, Integra, has fallen to third and Marantz has shifted from second to fourth.

PREAMPLIFIER



18.4% INTEGRA
9.6% ANTHEM
5.6% ARCAM

5.6% LUCMAN
5.2% PARASOUND
4.8% NAIM

Marantz has held on to its 2015 title but, yet again, the big mover is Yamaha, which has overtaken the rest of the field to come in at second. Integra moved from second to fourth while Lucman and Naim are new.

SPEAKER CABLING/INTERCONNECT



10.1% BLUSTREAM
10.1% MONSTER
7.6% ACCENT AUDIO

7.6% WIREWORLD
5.9% STRUCTURED
CABLING PRODUCTS

Kordz has taken out the speaker cabling category for 2016 but the big movers are Ice Cables, which came sixth last year, and Blustream, which is a first-time entrant. Accent Audio and SCP are also new entrants.

SOUNDBAR



11.3% SONANCE
8.3% HEOS BY DENON
7.2% BOWERS & WILKINS

6.8% DEFINITIVE
TECHNOLOGY
6.0% TRIAD

After toppling Sonos in 2015, Bose has shifted back into second with Sonos reclaiming the top spot. Yamaha and Sonance have traded places while Heos by Denon enters the race in a solid fifth place.

COLLABORATION TOOL

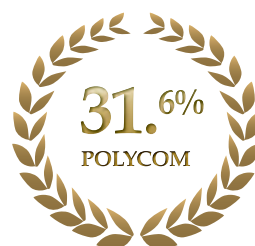


10.5% AMX
9.9% BARCO
9.3% INFOCUS

8.7% MERSIVE
7.6% KRAMER
7.0% HUDDLE

After a hotly contested battle in 2015, the Collaboration Tools category has been diligently fought again in 2016, with Crestron emerging as the winner. Epson holds on to second place while Bluebeam enters in third.

VIDEO CONFERENCING EQUIPMENT



13.0% CRESTRON
11.4% LUMENS
7.3% SONY

3.6% AVAYA
3.6% LG
2.6% VIDYO

The strength of Polycom is clear, with the company taking out this category yet again. The only notable change in the leadership group in Sony's fall from second place in 2015 to sixth in 2016. Crestron is a new entry.

IN-WALL/IN-CEILING SPEAKER
(COMMERCIAL)

10.7% SPEAKERCRAFT
8.2% REDBACK
8.2% TRIAD

7.4% AUSTRALIAN
MONITOR
6.6% OPUS ONE

While Sonance dominates the residential market, JBL Professional has been named the most popular architectural speaker for the commercial sector.

AUDIO EMBEDDER



9.7% BLACK MAGIC
DESIGN
8.3% ALTONA

7.8% KANEXPRO
7.8% PRO2
4.9% DUELTEK

Another new category in 2016, the most popular supplier of audio embedders has been named as Extron, with nearly double the number of votes as second place-getter Kramer Electronics.

PA SYSTEM



12.9% BEHRINGER
11.4% ELECTROVOICE
10.0% TURBOSOUND

9.5% VUE AUDIO
TECHNIK
9.0% FENDER

Australian Monitor has been named as the inaugural winner of Most Popular PA System. During the voting process, Australian Monitor, Peavey and Redback all held the top spot at some point.

HEARING LOOP



11.8% PHOENIX
10.6% HUMANTECHNIK

9.4% UNIVOX
5.9% I-AMP

By a matter of two votes, Ampetronic, which is distributed by Jands, has nudged out Redback - Altronics' house brand - to win in this new category. This will be an interesting one to watch in years to come.

MICROPHONE



11.6% AKG
8.9% ELECTROVOICE
7.1% SONY

6.7% AUDIO TECHNICA
5.3% RODE
4.9% BEHRINGER

Perhaps unsurprisingly, Sennheiser has won this award for the second year in a row, increasing its lead from 4.1% in 2015 to 5.8% in 2016. Redback has come from nowhere to take out the bronze medal.

MIXER



12.1% AUSTRALIAN
MONITOR
10.6% BEHRINGER

10.1% PEAVEY
6.3% RANE
5.8% BOSCH

Capping off a stellar year for the Australian-owned supplier, Redback has been named as the Most Popular Mixer. Yamaha held the top spot for much of the voting period but a late surge saw Redback take the lead.

MATRIX SWITCHER



EXTRON



CRESTRON

9.2% AV GEAR
8.4% GEFEN
6.3% HILLS

6.3% ZIGEN
5.9% ATLONA
5.9% KRAMER

The 2016 Most Popular Manufacturer, Blustream, has also been named as the Most Popular Matrix Switcher, beating Extron by just one vote. Last year's winner, Crestron, has moved into third place.

HDBASET EXTENDER KIT



AV GEAR



GEFEN

10.6% KORDZ
9.7% CRESTRON
8.7% KRAMER

8.7% ZIGEN
8.2% ATLONA
8.2% DYNALINK

Another of Blustream's four wins comes on the back of the company's incredibly popular HDBaseT extender kit. Despite being just two-years-old, the Melbourne-based company has certainly made its presence known.

DIGITAL MODULATOR



KINGRAY



CLEARVIEW

11.0% NOVONDE
8.9% ZEEVEE
7.3% PROQUIP

4.2% HEALING
4.2% IKUSI
1.0% SATKING

Not that it was ever in doubt, but resi-linx has once again reigned supreme in the digital modulator category. Kingray retains second spot, Clearview moves from fourth the third and Novonde enters at number four.

HDMI CABLING



AUDIOQUEST



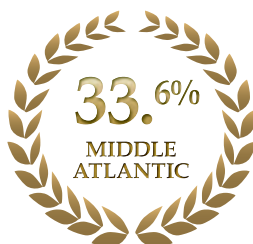
ICE CABLES

12.1% EXTRON
7.8% BLUSTREAM
6.6% BELKIN

5.1% DYNALINK
4.7% CRESTRON
4.7% TRIBUTARIES

Kordz has made it a clean sweep, having won this category five years in a row (since we started these awards in 2012). Audioquest is still the maid of honour, but it has closed the gap to just two votes.

RACK/CABINET



ALTRONICS



4CABLING

8.0% B&R ENCLOSURES
8.0% INSTALLER'S CHOICE
7.5% CLIPSAL

7.1% HALLAM
7.1% RACK TECHNOLOGIES

Middle Atlantic has won again and it has done so with almost three times the number of votes as second place-getter Altronics, which came third in 2015. 4Cabling is the big mover here, jumping from fifth to third.

RACK COOLING SYSTEM



COOL COMPONENTS



RACKMOUNT SOLUTIONS

12.0% ACTIVE THERMAL MANAGEMENT

7.0% SUNON

In 2015, Middle Atlantic staved off Cool Components by just a handful of votes. This year, it has increased its lead over Cool Components and perennial third-place getter, Rackmount Solutions. Sunon is a new entrant in this category.

HOME THEATRE PROJECTOR



13.1% PANASONIC
12.7% JVC
8.6% OPTOMA

Increasing its lead over the competition from 24.8% of the vote in 2015 to 32.1% in 2016, Epson has once again been named Most Popular Home Theatre Projector. Sony holds on to second position while BenQ jumps to third.

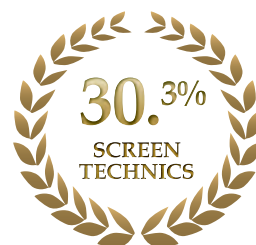
SHORT THROW PROJECTOR



10.6% NEC
7.1% INFOCUS
6.6% BARCO

Proving its respected outside of the home too, Epson has also been named Most Popular Short Throw Projector. Sony and Optoma again come second and third respectively, but Epson increased its lead by 8.2% to 24.3%.

PROJECTION SCREEN



11.4% GRANDVIEW
11.4% STEWART
10.6% SCREEN INNOVATIONS
10.2% SCREEN EXCELLENCE
7.9% DA-LITE

We sure do love a local. Screen Technics makes it five years in a row that it has been named most popular projection screen. Elite Screens is the biggest mover, from sixth place in 2015 to third in 2016.

BLU-RAY PLAYER



11.9% PIONEER
11.5% PANASONIC
10.7% YAMAHA

Oppo and Samsung have held on to their first and second placings, respectively. Sony has jumped from fifth to third and Pioneer has moved from ninth to fourth. Integra fell from third to ninth in 2016.

VIDEO PROCESSOR



14.5% NVIDIA
12.3% ANTHEM
11.4% DVDO

In its second of three victories, Extron has been named the Most Popular Video Processor. Kramer has moved from fourth to second while Gefen shifts from second to third. Anthem is a new entrant in 2016.

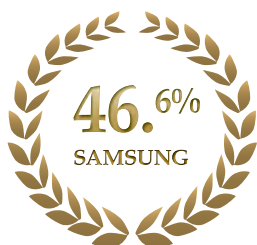
ANTENNA



12.4% CREST
7.1% FRACARRO
7.1% SIGNAIMAX

Matchmaster has overtaken 2015 winner Hills to take the title of Most Popular Antenna. Kingray jumps up one position into third while last year's third place-getter One For All has fallen out to eighth.

FLAT PANEL DISPLAY



SONY



PANASONIC

19.8% LG
7.5% SHARP

6.3% PHILIPS
4.1% WINTAL

It's clear that Samsung continues to dominate the flat panel display category. The only change in placings in this category, despite some manufacturers ceasing operations, is the transposing of Sony and Panasonic. In wonder: does this include curved TVs?

4K VIDEO EXTENDER



EXTRON



GEFEN

10.9% AV GEAR
10.9% WYRESTORM
10.5% CRESTRON

10.1% KORDZ
7.1% DYNALINK
3.4% LIGHTWARE

Another new category in 2016 and another win for this year's overall Most Popular Supplier, Blustream. Extron continues its stellar showing by coming a very close second. As 4K picks up, this is one to watch.

IR DISTRIBUTOR/EXTENDER



RESI-LINX



RTI

8.7% KNOLL SYSTEMS
6.5% KXAV

6.1% FORTE
5.6% ATLONA
5.6% PRO2

Xantech has reclaimed its 2013 title from 2014 and 2015 victor, resi-linx. RTI moves into third while Knoll Systems and KXAV enter for the first time at fourth and fifth respectively. Forté has changed places with Atlona.

VIDEO SCALER



ATEN



AV GEAR

10.2% GEFEN
9.3% CRESTRON
8.0% DVDO

6.2% CYPRESS
TECHNOLOGY
6.3% DUELTEK

As 4K displays roll out, scaling once again becomes incredibly important. Showing off its engineering prowess is the winner of this first-time category, Extron. ATEN had another good showing, coming in second place.

TV MOUNT



CHIEF



SANUS

12.1% OMNIMOUNT
9.2% EZYMOUNT BY
VENTURI

9.2% ULTRALIFT
8.4% DYNALINK
8.4% KORDZ

Showing the past few years have been no fluke, Vogel's has once again dominated the TV mount category. Chief jumped from fifth to second while Sanus moves to third. OmniMount has risen from eighth to fourth.

LIFTER



SCREEN
TECHNICS



OMNIMOUNT

14.9% FUTURE
AUTOMATION
8.8% GRANDVIEW

7.4% PEOPLE OF LAVA
7.4% SANUS
6.0% ARTHUR HOLM

Once again, local supplier Ultralift has taken out the Most Popular Lifter category. Screen Technics holds on to second and OmniMount remains third. Future Automation jumps from seventh to fourth.

SECURITY SYSTEM



AXIS



HONEYWELL

11.7% ALARM.COM
9.4% ENVIRONEXUS
6.7% BOSCH

5.4% PARADOX
5.4% CLIPSAL
4.5% DAS

Ness has once again been named the Most Popular Security System, but the big mover here is Axis, which was unplaced in 2015. Honeywell also grew, shifting up from fifth to second in 2016. Alarm.com is a new entrant.

IP SECURITY CAMERA



MOBOTIX



D-LINK

9.2% HONEYWELL
9.2% NESS
7.7% LILIN

7.7% PANASONIC
7.7% SAMSUNG
6.3% LUMENS

Axis has shot up from fourth place in 2015 to steal the title from last year's winner, Ness, which has fallen down to fifth place in 2016. Mobotix moves up to second place while D-Link enters the competition in third.

INTERCOM



2N



CONTROL4

13.1% FERMAX
11.0% LEGRAND
9.9% HELIOS

8.9% KOCOM
8.9% NESS
7.3% PANASONIC

Aiphone continues to dominate while last year's runner up, Ness, has fallen to joint-seventh position. 2N moves to second while Panasonic drops from third to eighth. Control4 enters the category with a solid third placing.

LED LIGHTING



LUMEX

CLIPSAL BY
SCHNEIDER ELECTRIC

10.7% GE LIGHTING
10.3% BRIGHTGREEN
9.4% PIERLITE

7.1% CROMPTON
LIGHTING
5.4% GENLAMP

Last year's winner, Clipsal, has fallen to third while last year's third place-getter, Philips, has reigned supreme. Philips pipped Lumex at the post by two votes. GE Lighting moved up from sixth to fourth in 2016.

SURGE PROTECTION



FURMAN



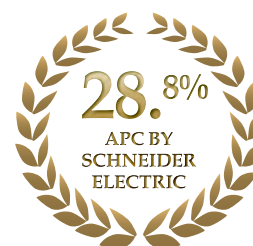
ABB

13.1% APC
10.6% SURGEX
10.2% EATON

7.3% CLIPSAL
4.5% BELKIN
4.1% POWERTRAN

Thor Technologies has held on to the title of Most Popular Surge Protection for the fifth year in a row, staving off its toughest competition to date from Furman, which it defeated by just three votes. Furman came third in 2015.

UPS



FURMAN



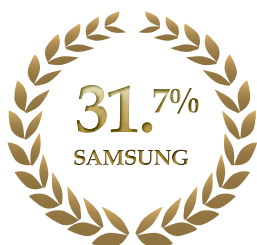
EATON

9.3% NIVEO
PROFESSIONAL
9.3% POWER SHIELD

7.0% EMMERSON
6.5% POWERTECH
6.5% PS AUDIO

Schneider Electric's APC has once again been crowned as the Most Popular UPS. Furman again was the challenger, after growing from 16.9% in 2015 to 22.3% in 2016. Eaton moved from second place to third.

DIGITAL SIGNAGE CMS



SCALA



NOVUS
SOLUTIONS

10.2% SHARP	6.6% BROADSIGN
9.0% NOVISIGN	5.4% ADSEVE
8.4% RISE VISION	3.0% ADFLOW

Last year's winner, Novus Solutions, couldn't make it two years in a row with the company moving from first place to third in 2016. Previously unranked, Samsung dominated the competition in 2016.

DIGITAL SIGNAGE PLAYER



SAMSUNG



SONY

9.5% SPINETIX	6.7% HP
7.8% GEFEN	5.6% CHRISTIE
7.8% NEXCOM	5.6% HAUPPAGE

Brightsign has gone back to back by once again being named the Most Popular Digital Signage Player in the market. Samsung enters the competition in second place while Sony holds on to third.

TEST AND MEASUREMENT



NTI AUDIO



KLEIN TOOLS

8.9% DOSS	3.6% ATTEN
8.3% PROSKIT	3.6% UNI-T
4.7% T3 INNOVATION	

A new category in 2016, the test and measurement market is growing rapidly. That said, industry stalwart Fluke Networks has dominated the market with a staggering 52.1% of the popular vote.

SOFTWARE



CRESTRON



SALES
TOOLS

13.1% PROJX360	8.3% IHII
10.1% SPRINGDECK	7.7% SUPPLYSTREAM

In 2016, several distributors have announced that they are moving into the software game. But it is the industry veteran D-Tools that has reigned supreme, with 38.1% of the vote proving too strong for the competition to dent.

SEATING



MANHATTAN

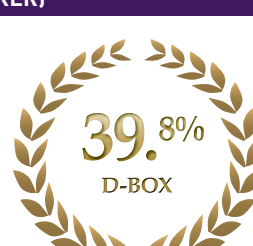


FORTRESS

13.1% JAYMAR	9.4% BELL'O
11.3% TOP FORM	8.8% CINEAK

LP Morgan has once again been named Most Popular Seating, but it is Manhattan, which is distributed by Oceanic Distribution, that has shown the strongest growth, moving up from seventh place in 2015 to take out the silver medal in 2016.

TACTILE SOUND TRANSDUCER (SHAKER)



EARTHQUAKE
SOUND



CROWSON

13.3% BUTTKICKER	6.0% CLARK SYNTHESIS
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After coming in second in 2015 by one vote, D-Box has reclaimed this title. Last year's winner, Earthquake Sound, moves into second while Crowson, Buttkicker and Clark Synthesis all retain the same positions they held in the 2015 competition.