

Course Outlines

Home Theatre 101 (Full day)

By David Traino of Leisuretech Electronics

This highly intensive introduction to Home Theatre will cover everything from design right through to installation and set-up. We will look at all the different aspects involved in home theatres including audio equipment, display devices, acoustics and control. Topics include:

- Surround formats including speaker requirements and placements
- Subwoofers
- Room acoustics and treatments
- Display devices
- Projection screens
- System set-up
- Control considerations

Introduction To Home Networking (Half day)

By David Traino of Leisuretech Electronics

Learn how to connect two or more Windows based PCs to a network, then configure them for printer and file sharing. And just to top things off find out more than you ever wanted to know about broadband internet services and how to make them available throughout the home.

Multi Room Audio for Beginners

By Frank White, USA

This course is for the beginning designer or the installer who wants to know how multi-room audio works. We will delve into system design, the components and products that are available and the different solutions that one can use to get a system in. We will explore the pros and cons of many topics including:

- Volume Controls
- Series vs. parallel systems
- Calculation of total system impedance
- Calculating power requirements
- Speaker selectors vs. load centres
- Speaker level audio distribution
- Speaker selector tips
- Types of speakers
- Placement
- Cable issues
- Troubleshooting

Principals and Theories of RF

By Frank White, USA

This three-hour course is designed to help the designer, project manager and installer in the execution of a high performance antenna/cable/satellite network. Given the way that the world is rolling out digital and high definition signals, what we do and the way we design systems will have an effect on overall system performance and could affect whole house flexibility in the future. Understanding the entire system and how it will be used will be addressed. Antenna fundamentals, how they work, how to choose which one to use, placement variables, look angles how to compromise with all the parties involved as well as how to spot potential problems will be covered.

We will drill into all of the influencing passives like coax, splitters, combiner, directional couplers that can affect image performance. Items covered in this course will include:

- Modulators
- CCTV
- CATV
- MATV
- RF Amplifiers
- Splitters
- Coax
- Inter-connects
- Multi-switches
- Diplexors
- Troubleshooting

Security Systems: Fundamentals of Design, Installation and Integration.

By Don Sargent, Inner Range

This course will cover a range of topics relating to security system design and interfacing to a home control system. It is aimed at providing the designer-installer with an understanding of the benefits and techniques of integration while maintaining the integrity of the security system. Topics will include:

- Why integrate?
- Basic security system design considerations
- The pros and cons of integrating with a control system
- Security system installation and interfacing techniques
- Being equipped

Selling and Marketing Your Way to Success in the Custom Installation Industry

By Andy Willcox, ProLine Integration USA

The focus of this session will be to learn about and evaluate different vehicles and opportunities in marketing your custom installation business. From that point we will move to capitalising on your marketing strategies and maximising the sales effort within your company. Remember, there is no crime in profit. The goal: to increase the revenues and the bottom line of your business. We will have an interactive open forum discussion at the end of this session.

Successfully Building and Running a Custom Installation Business

By Andy Willcox, ProLine Integration USA

The session will encompass the realities of running your custom installation business at every level. This will be approached at every level including: management, operations, project management, design/sales, installation and service. We will discuss process, standardisation, quality control and assurance and ultimately how to exceed your customer's expectations. There will be an interactive portion to hold an open forum discussion. Networking with your peers will be encouraged.

Course Presenters

Don Sargent

Don trained and worked as an electronics technician at Philips Industries for 13 years gaining experience in radio & television, audio, digital electronics and two way radio before attaining a Project Leader role in radio communications systems. In 1990 he moved to the security electronics manufacturing industry and held roles in production engineering, technical writing, installer tech support and training. Don joined Inner Range in 1996, initially taking responsibility for all company publications and training. He now holds the position of Market Development Manager for Inner Range.

David Traino

Starting his career as an apprentice bench tech, David was unlucky enough to be the least necessary member of staff in a very busy Sydney based hi-fi store in the early 80's. Being the bottom of the scrap heap meant that David was invariably the lucky sod that got to do all the installations that involved anything like hard work. After a brief leave of absence that involved car audio installations, David returned to his previous employer this time as the Head Technician, looking forward to the comfortable delights of the repair bench. But shortly afterwards, the company went through some drastic changes and David found himself once again back on building sites as the lead installer of what would later be referred to as a "custom installation" company. Seven years ago he finally put down his tools and took

up a nice clean job with LeisureTech Electronics as Sales Manager and Product trainer. David spends most of his time these days with his feet on a desk and a phone to his ear giving technical advice, with the occasional break running custom installation training seminars around the country.

Frank White (USA)

Frank is a member of CEDIA's local Education Committee and ex-officio Board Member of CEDIA. He has been a vital contributor to the electronics industry, serving as an advisor in renowned high-end video installations such as the White House, Pentagon and NASA. The master of sartorial splendour, Frank is a highly sought after speaker and his seminars are technical, motivational and always entertaining.

Andy Willecox (USA)

About 15 years ago, Andy co-founded ProLine Integration Systems with his partner, Steve Raitt. Because of their mutual backgrounds as musicians, involvement with the professional recording and audio engineering industry and design of sound reinforcement systems for clubs and live venues, they thought this might be a "humorous distraction". Little did they know where it would take them! ProLine became involved with CEDIA as a founding member. Andy remains an active volunteer for CEDIA and is currently serving on the Board of Directors.

Day 1 - Thursday 29 August 2002

| Time | Room 1 | Room 2 |
|------------------|-----------------------------|-----------------------------|
| 9.30am - 12.30pm | Home Theatre 101: Session 1 | Security Systems |
| 12.30pm - 1.30pm | Lunch | Lunch |
| 1.30pm - 5.00pm | Home Theatre 101: Session 2 | Principles & Theories of RF |

Day 2 - Friday 30 August 2002

| Time | Room 1 | Room 2 |
|------------------|---|----------------------------|
| 9.00am - 12.30pm | Successfully Building and Running a Custom Installation Business | Introduction to Networking |
| 12.30pm - 1.30pm | Lunch | Lunch |
| 1.30pm - 4.30pm | Selling and Marketing Your Way to Success in the Custom Installation Industry | Multi Room Course |

Delegate Booking Form

Pricing

CEDIA REGIONAL EDUCATION

Melbourne, Australia 29-30 August, 2002

CEDIA Member Delegate

One Day only \$110
Two Days \$165

Non CEDIA Member Delegate

One Day only \$155
Two Days \$198

Booking Form

**Please print details as you wish them to appear on Name tags
Keep a copy for your records**

Company _____

Address _____

Postcode _____

Phone _____

Fax _____

Email _____

CEDIA Member Yes No

Delegates (list all attending) _____

CEDIA Member Delegate Payment

One Day only (please nominate which day)

Day One _____ Delegates @ \$ _____

Day Two _____ Delegates @ \$ _____

Two Days _____ Delegates @ \$ _____

TOTAL PAYMENT \$ _____

Non CEDIA Member Delegate Payment

One Day only (please nominate which day)

Day One _____ Delegates @ \$ _____

Day Two _____ Delegates @ \$ _____

Two Days _____ Delegates @ \$ _____

TOTAL PAYMENT \$ _____

Payment by

Cheque (made out to CEDIA) or Credit card

MASTERCARD VISA BANKCARD Card No

Name on card _____

Total amount \$ _____

Expiry date _____

/

Signature _____

Send to CEDIA Australasia, PO Box 2101, Dee Why, NSW 2099 or Fax: (02) 9981 4121
Badges will be available at the Registration Area