Scowcroft Associates

MANUFACTURERS REPRESENTATIVES FOR THE ROCKY MOUNTAIN AND SOUTHWEST UNITED STATES

REP NEWSLETTER 2018-Q2

We are very pleased to announce these exciting additions to our firm.

TEAC TRINNOV AUDIO viveroo

This Q2 Newsletter contains exciting news from;

- *Jim Pistol added to sales team at Scowcroft Associates*
- *Integra Sonos Partnership Introduction*
- *Trinnov Luxury Theater Processors*
- *McIntosh MS500 & MCD600 Product Introductions*
- *Sonus faber "Sonetto" Series Introduction*
- *Tivoli Audio New Product Introductions*
- *Sumiko Cartridges New Model Introduction*
- *Viveroo IPAD Mounts From Germany*
- *TEAC Reference Components*

Watch for the new Scowcroft Associates Website going live in early June!

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REP NEWSLETTER 2018-Q2

We are very pleased to announce the addition Jim Pistol as a Regional Sales Manager for Scowcroft Associates.

We have known Jim for over 35 years, beginning back in the 1980's when he ran an A/V store here in the Denver metropolitan area, selling brands such as Paradigm, Sansui, and Sony through our firm.

Many of you already know Jim, as he was the Founder and developer of PowerBridge.

Jim's skill set from working with the largest dealers, from Amazon.com to Magnolia, working with the best custom integrators in the development of products designed for our industry, and running his own installation services company expand the abilities and knowledge of our firm as we move closer to our 50th year in business in 2020.

Jim initially will be working in all areas of the Rocky Mountain region, building relationships with dealers from Montana to Texas, Vegas to Denver. Many will see Jim "tag-teaming" with my travels in order to get an overall picture of the regions dealer base, as we jointly develop new strategies for expansion of Scowcroft Associates.

Over the next 75 days Jim and I will be traveling jointly visiting existing and new dealers in Montana, Idaho, and Wyoming, areas that I personally have not visited in quite some time since Carl Porter assumed sales duties for those areas.

Jim has also been assigned several important duties including his own book of accounts, assisting with developing sales training venues for our firm, and expansion of our reach into channel opportunities we have not explored.

I will rely on Jim's expertise of years of developing programs and opportunities that grew his own businesses, that can now be instrumental in our expansion and continuing growth plans for Scowcroft Associates.

Please welcome Jim as the newest member of our firm!

Integra®

Works with SONOS

Get Ready for Upgraded Streaming & Seamless Integration with Sonos

Custom installers, and those who desire the pinnacle of performance, place Integra A/V receivers and processors at the heart of their home theater.

Now Integra components can perfectly integrate into an existing Sonos Home Sound System, or be the foundation of a new system, through the addition of a Sonos Connect.

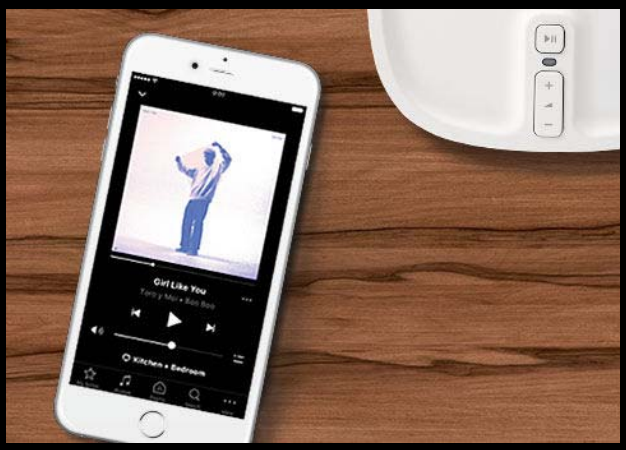
Following a quick set up, the compatible Integra component will seamlessly tie into Sonos, instantly waking, changing inputs and playing at the volume input through the familiar Sonos app or control system.

The Works with Sonos badge certifies products that seamlessly connect with the Sonos Home Sound System. The badge helps people choose products that meet Sonos' exacting standards for design and sound.

Integra®

Works with SONOS

Get Ready for Upgraded Streaming & Seamless Integration with Sonos



The Sonos app helps you quickly search through all your services to track down favorite music, send it to different rooms, and adjust the volume and other settings. You don't even have to be in the same room. And if your friends have the Sonos app, they can do the same.

Connect works with the amplified audio equipment you already own. Like an Integra stereo or home theater receiver. Plus, the RCA, optical, and digital coaxial audio outputs ensure that you can use it with all your equipment.

How does it work?

Once your Integra receiver is connected to the Sonos Connect you will be able to send any music or source on your Sonos app to the receiver. You will be able to group your receiver to other Sonos devices on the network or use it independently. Whenever you start playing music back from your Sonos app and the Integra receiver is selected the receiver will automatically turn on and/or switch to the correct input.

Integra®

HDB-RX1

HDB-RX1 enables transmission of 4 K / 60 p / 4:4:4 video to an existing AVR or A/V processor via new-generation HDBaseT™ LAN and HDCP 2.2-compliant HDMI® output. With built-in support for RS-232 and IR Control, the device carries POC (Power Over Cable) for enhanced installation flexibility. Ready to wall- or shelf-mount, the HDB-RX1 makes installation of a high-definition entertainment system easier than ever.

Advanced Features

- HDBaseT™ Certified to transmit 4K / 60p / 4:4:4 video at full 18 GB per second.
- Enables IR / RS232C Pass-through for home automation.
- Supports POC [Power Over Cable] with compatible Integra A/V Receivers and Preamp/Processors.
- HDCP 2.2, Dolby Vision™ (up to 4K / 30 p), HDR 10, HLG (Hybrid Log-Gamma), WCG (Wide Color Gamut), BT2020, Extended Colorimetry (sYCC601, Adobe RGB, Adobe YYC601, Deep Color™, x.v Color™, 3D, Lip Sync, and CEC Video Pass-through.
- HDMI Audio Pass-through for Dolby Atmos®, DTS:X™, Dolby® TrueHD, DTS-HD Master Audio™, Dolby® Digital, Dolby® Digital Plus, DTS-HD High Resolution Audio, DTS 96/24, DTS-ES, DTS-HD Express™, DSD, PCM, LPCM, and AAC.
- Incorporates 3rd Party Control Capability vis IR Input / Output and RS-232C Input.

Custom Integration Features

- Bi-directional HDBaseT™ LAN Input
- 1– IR Input and 1-Output
- 12 V DC / 1 A Power Input (AC Adapter)
- Active and Service Modes for Installers

TRINNOV AUDIO

Trinnov is the only manufacturer that does not rely on third party DSP's in order to support the latest 3D audio formats.

Software-oriented updates are provided over the Internet, no DSP upgrade required.

Trinnov supports any 3D speaker configuration regardless of formats and decodes up to 32 discrete channels in Dolby Atmos.

The Optimizer, shown above, is the only acoustic optimization technology that has been recognized by world-class sound engineers, movie theaters, nd audiophiles. Other technologies analyze and treat the room and the loudspeakers separately, but the Optimizer analyzes and compensates your reproduction system as a whole. Problems are identified, cross-analyzed and compensated.

Unlike Old-fashioned real-time analysis and 1/3rd-octave correction methods, the Optimizer uses MLS signals to measure the full impulse response of every loudspeaker in the room. This adds the time dimension to the frequency response and enables the Optimizer to see the full picture of the loudspeaker's behavior in the room. Trinnov's 3D microphone identifies the real positions of the loudspeakers in 3D

The measurement microphone is one of the most critical components of a loudspeaker/room calibration system. Trinnov's sophisticated algorithms not only rely on very accurate acoustic measurements but also on the ability to localize speakers positions and to detect early reflection provenance. Trinnov's 3D measurement microphone is the result of our extensive research in 3D sound.
Trinnov invested a significant amount of time to design a tailored measurement system that could gather very precise information regarding the spatial position of multiple sources. This is called triangulation. Each of the four omnidirectional capsules is placed at the same distance from each other, forming a tetrahedral pattern. This allows Trinnov to localize each speaker's placement on both horizontal and vertical planes.
-To achieve this challenge, the microphone consists of 4 capsules mounted at the top of thin brass tubes to avoid diffraction.
-The capsules form a tetrahedron figure, ideal for identifying distance, azimuth, and elevation altogether.
-To optimize spatial accuracy, all the capsules responses are analyzed and compared recursively to find the best possible matches of 4 and reach a spatial resolution below +/-2° in every direction.

8-Channel Class D Power Amplifiers utilizing robust linear power supplies and Hypex nCore modules (nCore NC1200 and NC500, respectively), as used in the finest audiophile monoblocks.

High efficiency, convection cooled, silent designs are gain-matched to the Altitude output capabilities resulting in 6-8 dB s/n advantage over other designs.

Complete protection from overload, DC faults, over-voltage or over-temperature conditions.

TRINNOV AUDIO

AMETHYST

TRINNOV | HIGH•END

Preamplifier, DAC, Network Streamer, Active Crossover, Speaker / Room Optimizer

- 12 source preamplifier: 4 stereo analog sources
- (2x balanced XLR + 2x single-ended RCA), 6 stereo digital sources
- (2x AES/EBU, 2x S/PDIF RCA, 2x S/PDIF Toslink), High-Resolution UPnP Network Renderer (Ethernet, WiFi), Roon Ready Endpoint (Ethernet, WiFi). 1x MM Phono
- Preamp with Trinnov HybriD technology. 1x Word Clock In/Out. A/D 24bits/96kHz; D/A 24bits/192kHz converters.
- Built-In Room/Speaker Optimizer with 64 bit floating point processing.
- 4 Channel processing. Built-in WiFi.

ST2-HiFi

DAC, Active Crossover, Speaker/Room Optimizer

McIntosh
LEGENDARY PERFORMANCE

Watts
HAPPENING

McIntosh is pleased to announce their new MCD600 SACD/CD Player.

At the heart of the MCD600 is a newly designed digital circuit highlighted by a new premium 8-channel, 32-bit PCM/DSD digital-to-analog converter (DAC). The DAC is used in Quad Balanced mode, with 4 DAC channels allocated to each of the left and right audio channels, resulting in truly exceptional sound reproduction. All PCM signals are up-sampled up to 32-bit/384kHz.

Besides commercial SACDs and CDs, the MCD600 can also play music from user generated CD or DVD Data Discs as well as USB flash drives. Numerous file formats can be played from these discs and USB flash drives including AAC, AIFF, ALAC, DSD (up to DSD128), FLAC, MP3, WAV (up to 24-bit/192kHz) and WMA. Flash drives can easily be connected via the front panel USB input.

The MCD600 includes both fixed and variable balanced and unbalanced outputs; the variable outputs combined with volume control allow the MCD600 to be connected directly to a power amplifier without needing a preamplifier. Coax and optical digital inputs and outputs are included as is the McIntosh High Drive headphone amplifier.

The MCD600 is wrapped in classic McIntosh styling with a polished stainless steel chassis, black glass front panel, illuminated logo, knobs and aluminum end caps. The front panel features new direct LED backlighting for improved appearance, while the top has a new screen printed glass panel listing performance specs and a block diagram.

McIntosh
LEGENDARY PERFORMANCE™

Watts
HAPPENING

McIntosh is pleased to announce our new MS500 Music Streamer.

The sophisticated yet simple to use MS500 Music Streamer seamlessly integrates both internet based streaming music and locally stored digital music into one comprehensive device. It allows a digital music library to be enjoyed with McIntosh's legendary audio standards - including uncompressed, lossless files with up to 24-bit/192kHz resolution.

The MS500 features onboard storage along with built in interfaces to leading streaming services such as Deezer, Murfie, Pandora®, Rhapsody®, SiriusXM®, Slacker, Spotify®, TIDAL and TuneIn (services subject to change). Internet radio stations can also be added as presets. Three USB ports allow for external mass storage or flash drives to be connected. Any one of the USB ports can also be used to connect an external component with a built-in DAC; utilizing this external DAC, one additional independent audio zone can be created.

The MS500 runs ultra-quiet thanks to two key features. First, local music and the operating system are stored on a durable 500GB solid state drive (SSD) that has no moving parts to create noise; second, a new fanless processor combined with improved ventilation means noisy cooling fans are not needed. The combination of these two things results in there being no noise to interfere with music listening.

The MS500 utilizes a Linux based operating system that brings stability and is extremely responsive to user inputs. It is operated via the included remote control, a web browser or with free apps for Apple and Android devices. The unit is compatible with many popular home automation systems allowing for easy integration into an existing setup. The timeless black glass front panel, illuminated logo and aluminum end caps make the MS500 a welcome addition to any audio system and room decor.

Sonus faber 35TH ANNIVERSARY 1983·2018

Sonus faber®

The new Sonetto collection features eight models: Sonetto VIII, Sonetto V and Sonetto III, the floor-standing loudspeakers, Sonetto II and Sonetto I bookshelf loudspeakers, Sonetto Center II and Sonetto Center I, center channel speaker options, and the versatile Sonetto Wall, an on-wall speaker which can be used as a main stereo, multichannel surround or LCR solution.

THE PROJECT - A true Sonus faber collection, designed, developed and manufactured in Vicenza, Italy.

All the elements of the new Sonus faber Sonetto collection were born from a natural process in accordance with the brand's essential values. For this project, the R&D team developed new technologies for enclosure tuning, created new transducers, integrated new materials and refined the production chain.

"Sonetto is what I like to call a "democratic" range of loudspeaker systems because it is about aiming to the highest quality in music reproduction within a cost conscious package."

Paolo Tezzon, Sonus faber R&D manager

The new Sonus faber Sonetto line draws upon many iconic elements from speakers further up the Sonus faber range. First, it inherits from the Olympica Collection a top in natural leather, hand-sewn and embellished by the branded Sonus faber logo.

Next, for the first time in this price range, the new collection features the so-called “Voice of Sonus faber”, the iconic configuration of tweeter and midrange that features the DAD (Damped Apex Dome ™) tweeter technology and a midrange complete with our proprietary natural fiber recipe cone, previously only available on Olympica, Homage and Reference collections.

“We went through unbelievable efforts in order to provide to the music lover a truly “Made in Italy” line in this price range. It is immediately understandable how such a strong choice instantly provides an overall added value to a product. “

Paolo Tezzon, Sonus faber R&D manager

The “Made in Italy” tag is not only a source of pride for all of us, but also the guarantee of a meticulous production process, which is reflected in the superb fit, finish and electroacoustic performance within each pair produced.

THE DESIGN

Sonetto is a true Sonus faber collection that features all of the iconic elements of the brand: natural sound, natural materials, the Lute shape, the pristine finishes typical of fine Italian craftsmanship, cutting-edge technology and manufacturing done completely in our factory in Vicenza.
A clean industrial design language has been used focusing on the elegant proportions of the wood cabinets.

The front baffle is an integral part of the cabinet creating a seamless structure with the curved sides. This form is accented by gun-metal finished aluminum aesthetic frames and a soft leather top. Solid aluminum hardware is used throughout the design to provide solidity and maintain consistency with the rest of the product portfolio. Down-firing reflex ports allow for forgiving room placement and consistent bass output throughout the listening environment.

“We are sure that Sonetto will be considered a benchmark in its category for its elegance, both in aesthetics and sound.”

Livio Cucuzza, Sonus faber chief design officer

Tivoli Audio®
THE ORIGINAL RADIO COMPANY

Tivoli Go

A collection of Bluetooth enabled and portable models, appealing to a stylish young generation. Every product in the collection will bring quality design and sound, that expresses a sophisticated, sleek and youthful edge. The Andiamo is the first model from Tivoli Go. A compact, highly portable, and stylish Bluetooth speaker. The Andiamo delivers dynamic sound quality that compliments the active urban lifestyle of the Tivoli Go customer. The Andiamo Design utilizes premium materials including aluminum cabinets with a perforated speaker grill, all wrapped with a premium Italian leather strap and leather embossed control buttons.

TECHNICAL FEATURES

- Bluetooth 4.1
- 7.2V, 2600mAh Lithium Ion Rechargeable Battery
- 20 Hours Battery Playtime
- Auxiliary Input
- Leather Carry Handle
- Power-12VDC, 1A (12W)

Tivoli Audio®
THE ORIGINAL RADIO COMPANY

FONICO

WIRELESS EARBUDS

Fonico is a compact set of true wireless stereo Bluetooth ear buds.
Supporting both iOS , Android and being fully waterproof, the Fonico earbuds are perfectly suited for traveling, business, and active lifestyle.

FONICO SOUND

- True Wireless Stereo Sound
- 6mm driver size
- Sensitivity 100dB @ 1kHz
- Frequency Range 20-20Khz

Technical Features

- Auto Pairing
- Microphone
- Playback time 3.5 hours
- 2 hour recharge time
- Waterproof up to 3 feet
- USB cable included
- 3 sets of fitting adapters

Tivoli Audio®
THE ORIGINAL RADIO COMPANY

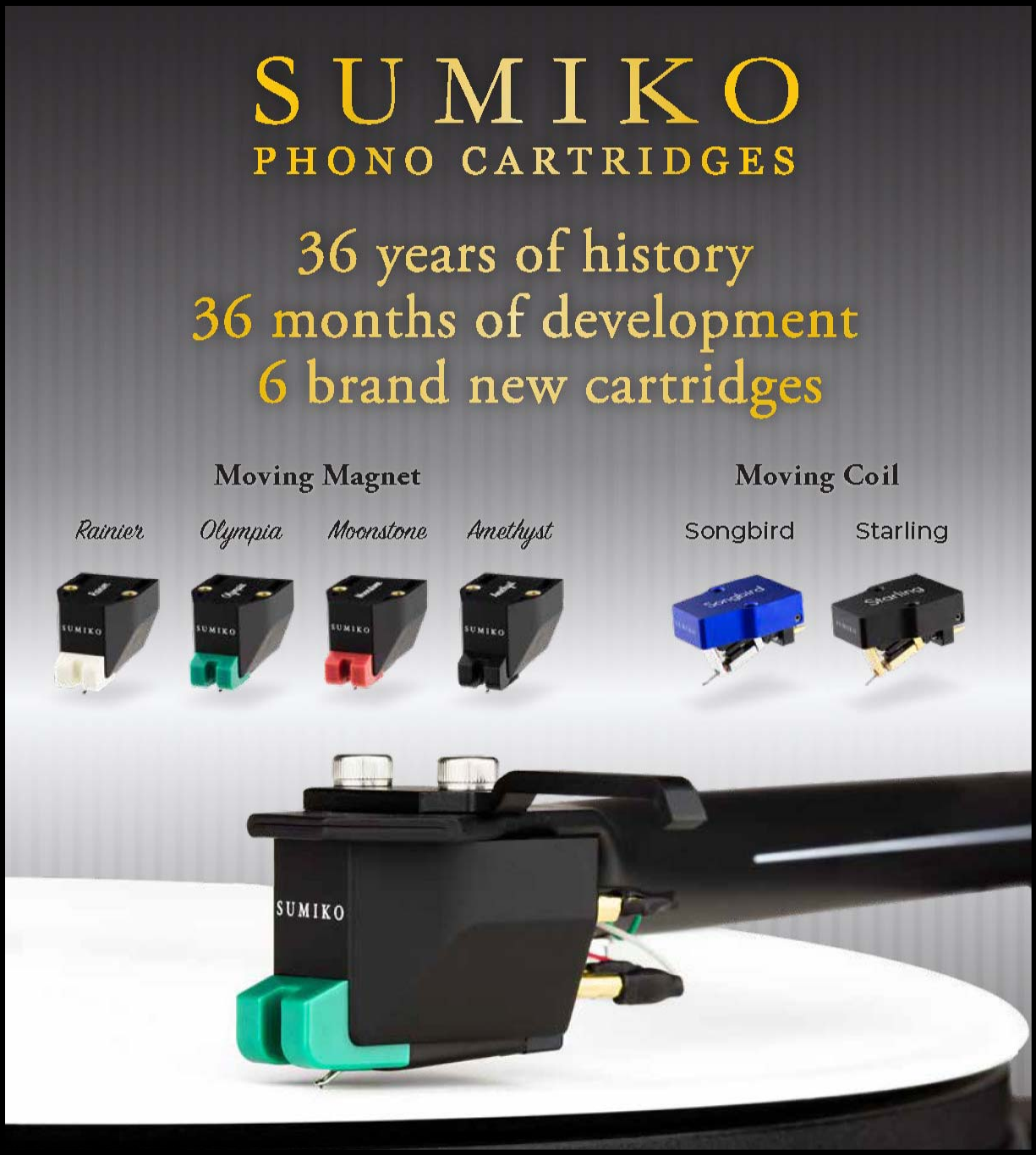
Music System Home

Musically speaking, in addition to WiFi, the Home edition offers Amazon Alexa voice assistance, which can be activated or deactivated with a simple press of a button.

Technical Features

- Am/FM Tuner
- CD Player
- Bluetooth 4.1
- Alexa Voice Assistance
- Alarm Clock
- TFT Display
- Remote Control
- Menu features per source
- Auxiliary Input
- Ethernet Jack Line In

INSPIRATION!



Low Output Moving Coil Phono

Palo Santos Presentation™

Brand new handmade Palo Santos Brazilian Rosewood cartridge body, .5mV output via an Alnico magnet assembly, long-grain boron cantilever with a new line contact stylus, a redesigned, far more rigid, machined aluminum cradle houses the complete generator mechanism, milled Teflon billet back plate, custom hollow point and tapered brass gold plated connecting pins for ease of installation.

Pearwood Celebration II™

Featuring a hand crafted Pearwood cartridge body, .5mV output via an Alnico magnet assembly, long-grain boron cantilever, a new ultra low-mass Ogura Jewel Co. P9 Stylus (Vital Design), milled Teflon billet back plate, custom hollow point and tapered brass gold plated connecting pins for ease of installation. A machined aluminum cradle houses the complete generator mechanism.

Open Architecture Moving Coil Phono Cartridges

Starling
Moving coil with low output .5-mV. Utilizing a long-grain boron cantilever with synthetic elastomer suspension, MicroRidge stylus, open generator design, and an Ultra-low resonance controlled mounting system.

BlackBird™ Hi and Low Output
Moving coil with high output 2.5-mV and low output .7-mV options. Utilizing a long-grain boron cantilever with synthetic elastomer suspension, low-mass line contact stylus, open generator design, low mechanical impedance, resonance controlled mounting system.

Songbird
Moving coil with high output 2.5-mV, with chemically coated aluminum cantilever, 0.3mm x 0.7mm elliptical stylus. Open generator design. Ultra-low resonance controlled mounting system provides the lowest mechanical impedance. Highly compatible with most modern tonearms.

Blue Point Special EVO III™ Hi and Low
Moving coil with high output 2.5-mV and low output .5-mV options. With chemically coated aluminum cantilever with a 0.3mm x 0.7mm elliptical stylus. Low-resonance open generator design.

High Output Moving Coil Phono Cartridge

Blue Point No.2™
Moving coil, high output, 2.5-mV, alloy cantilever, Blue Point-cut elliptical.

Moving Magnet Phono Cartridge

Amethyst
Moving magnet, Nude Line Contact stylus, chemically coated aluminum cantilever and 2.5-mV output.

Moonstone
Moving magnet, 0.3mm x 0.7mm elliptical stylus, aluminum cantilever and 3.0-mV output.

Olympia
Moving magnet, elliptical stylus, aluminum cantilever, and 4.0-mV output.

Rainier
Moving magnet, elliptical stylus, aluminum cantilever and 5.0-mV output.

Pearl™
Moving magnet, alloy cantilever, bonded elliptical stylus, and 5.0-mV output.

Black Pearl™
Moving magnet, alloy cantilever bonded spherical stylus, and 5.0-mV output.

We are very pleased to announce that we have been appointed the first U.S. sales representative for Viveroo, an innovative design and manufacturing company from Germany.

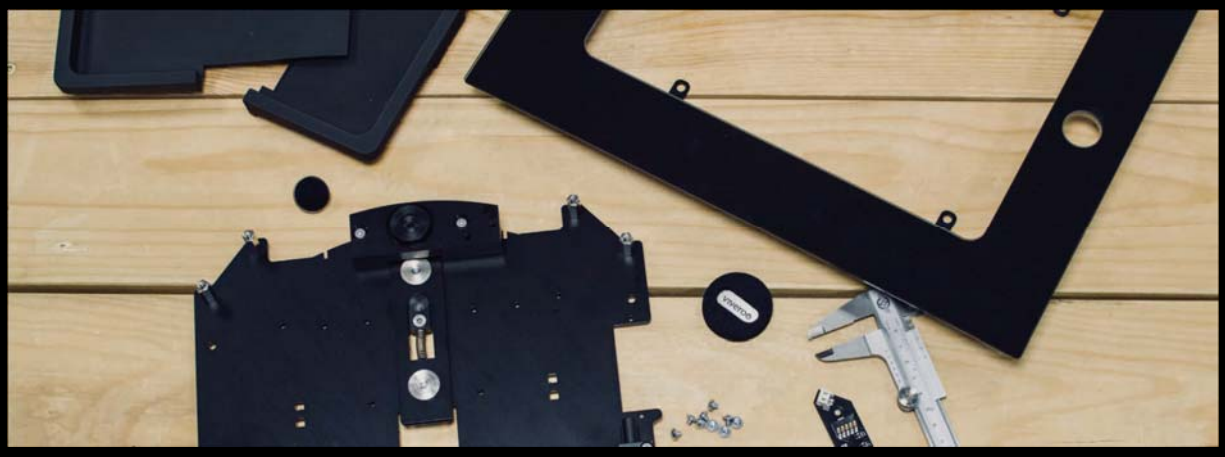
This product made a huge impression at INFOCOMM as their introduction into the U.S. A massive amount of press and accolades soon followed.

Jim Gray, owner and founder of Viveroo USA is based in Houston, Texas where the product ships from. We have coming several free-standing displays that we will begin to audition with. Build quality, fit and finish is incredible, with more custom applications coming.

The Art of Engineering – Made in Germany

Viveroo is an internationally active technology enterprise located in Salzkotten, Germany. As a manufacturer of wall and furniture mounts for the Apple iPad, Viveroo has customers in trade, construction and industry sectors. Teeming with dedication and passion, our mission is to develop innovative products that fascinate and inspire people all over the world.

viveroo



We are very pleased to announce that we have been appointed the TEAC Reference Sales Representative for the Rocky Mountain region [excluding Arizona and Clark County, Nevada.]

Their diverse assortment of products and reputation for performance and reliability, will make this brand an exciting addition to our firm, and we hope, your dealership as well.

The AI-503 is an integrated amp and USB DAC that supports inputs up to 11.2MHz DSD and 384kHz/32-bit PCM. The DAC/preamp, which is the heart of the unit, follows the same design concept of our UD-503 and adopts a dual-mono circuit design that is fully balanced. Separate VERITA AK4490 D/A converters - made by Asahi Kasei Microdevices Corporation - are used for the left and right channels. In addition to a USB digital input (for Windows/Mac computers), optical/coaxial digital input and RCA analog input, we have also enabled high-resolution wireless audio listening by including a LDAC-compatible Bluetooth® receiver. Furthermore, with a combined 3.5mm optical digital/stereo mini jack on the front panel, the unit supports wired, as well as wireless, input from DAPs.

TEAC

Combining high style with high fidelity, TEAC's new TN-400S is the vinyl word in modern turntables. Featuring three-speed operation and an S-shaped tone arm the TN-400S has cutting edge performance with a sleek, stylish design. Forged from TEAC's decades of innovation in audiophile analog and digital technology, the TN-400S combines an all new motor assembly, phono and line level outputs and integrated digital conversion to deliver a modern rendition of old-school cool.

The TN-400S features a high-inertia aluminum die-cast platter driven by a high torque DC motor via a durable Neoprene® rubber belt, and a newly designed low-friction spindle machined from a stainless steel block, delivering precise speed consistency and tonal accuracy. The durable bronze spindle holder maintains high precision speed.

Enjoy your favorite vinyl with any amplifier. The TN-400s supports both phono and line level output, allowing you to play vinyl with or without a phono equalizer

The Texas Instruments-made Analog to Digital converter allows you to transfer music via USB to your PC for easy archiving of your vinyl collection. In addition, a pair of gold-plated RCA connectors are employed for reliable, durable connections

TEAC

CD/NETWORK PLAYER

CD-P800NT

The CD-P800NT is a versatile CD player that, as well as conventional CD playback, also offers a built-in network audio capability compatible with DLNA 1.5. High resolution audio formats such as 5.6MHz DSD and 24-bit/192kHz WAV/FLAC can be played back from PC or NAS (Network Attached Server).

* Supports DLNA 1.5 Remote Play function

The CD-P800NT features two USB ports, one each on its front and rear panels. These USB ports support high-res audio files as well as MP3 and WMA, read from USB Flash memory. Via the front USB port, up to 5.6MHz DSD and 24-bit/192kHz WAV/FLAC are supported, while the rear USB port supports up to 2.8MHz DSD and 24-bit/96kHz WAV.

Supports Online Music Streaming services such as Pandora and Internet Radio

The CD-P800NT also let you listen to subscription online music streaming services over Internet, such as Pandora, as well as conventional free internet radio stations (currently numbering more than 24,000 stations worldwide).

Another useful convenience feature is that favorite internet radio stations can be memorized (via PC) so that you are able to quickly recall them without first having to scroll through long lists of stations.

* Pandora is available in the United States only.
* vTuner internet radio is a free service, however, a connection fee may apply