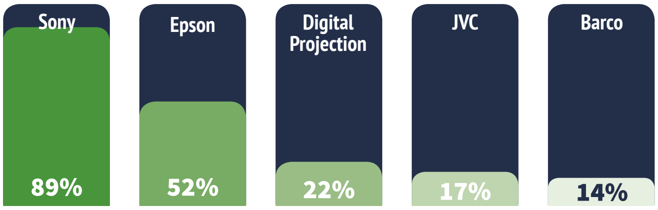
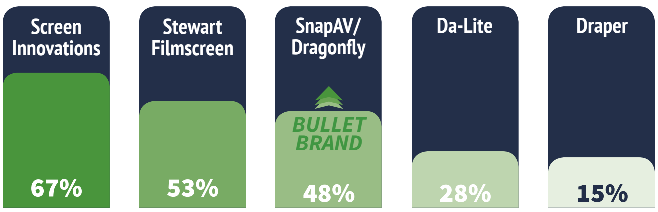
VIDEO NETWORKING/CONNECTIVITY

Projectors



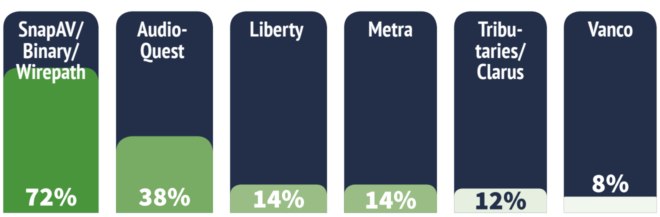
Sony sits atop the Projector category, adding to its 2018 Top 100 figures. Epson also enjoys support from a majority of CE Pro 100 dealers, while perennial top brands Digital Projection, JVC and Barco rounding out the top five. After that the numbers vary greatly, perhaps suggesting dealers are addressing commercial installations with much variety.

Projection Screens



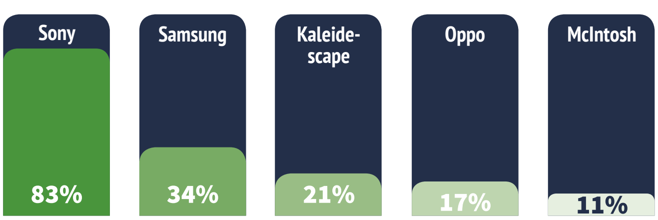
Building on the momentum it had started a couple of years ago, Screen Innovations pads its category-leading numbers. The jockeying for second position has gotten closer, as SnapAV's Dragonfly brand picked up 11 more dealers' mention from its 2018 figures to tighten the gap behind Stewart Filmscreen.

HDMI Cables



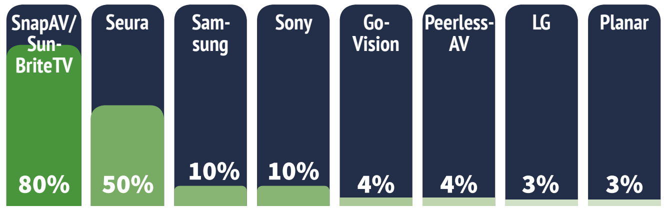
At a time in which fiber and A/V over IP are providing more choices to help integrators distribute A/V signals, SnapAV and its brands increase their market share. New to the top five brands is Vanco, which in some respects resembles SnapAV with the varied product selection it offers the integration channel to meet the vast needs of residential and commercial customers.

Disc Players (Blu-ray/Ultra Blu-ray)



Reflecting their respective category exits, Samsung's and Oppo's numbers are down from past years, helping Sony increase its stranglehold on this category. It is worth noting these numbers do not differentiate between Blu-ray and Ultra Blu-ray players, the latter of which according to various research groups is enjoying growth.

Outdoor Video

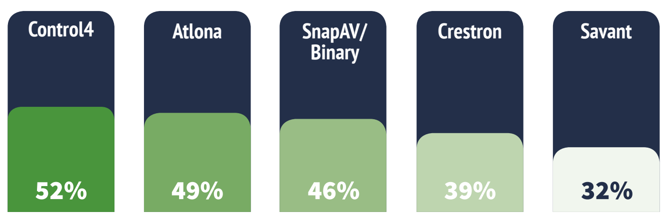


SunBriteTV and Seura have paced the Outdoor Video category for several years. Adding to its previous year's tally SunBriteTV now has four of every five CE Pro 100 dealers using its product line. Demonstrating that dealers are utilizing indoor TVs for outside installations, Sony and Samsung rank as the third most widely used brands, with GoVision, Peerless-AV, LG and Planar rounding out the leaders.

Satellite Television

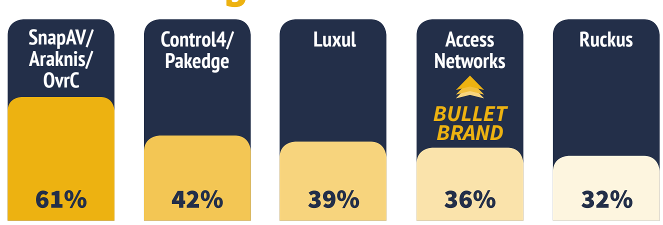
Continuing a trend that started a few years ago, Dish had another strong year-over-year showing within the CE Pro 100. The satellite service provider, which recently joined buying group ProSource's ranks, gained a few dealers and in conjunction with DirecTV's slow erosion of dealers is closing the gap between the two companies.

Whole-House Video Distribution



For the most part the Whole-House Video Distribution category's numbers are very similar to the previous year's figures. Generally, the convenience of purchasing through vendors that offer multiple solutions drives this category's numbers with three control and automation manufacturers and two brands from SnapAV — Binary and Atlona — dominating the field.

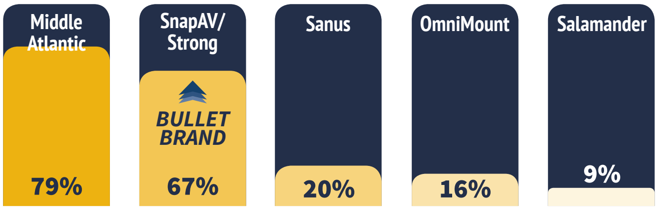
Networking



SnapAV and its brands Araknis and OvrC have overtaken Control4's Pakedge brand. Signifying the size of jobs some CE Pro 100 dealers do, it's worth noting Access Networks is back in the top five with more than one-third of dealers implementing its enterprise-grade systems.

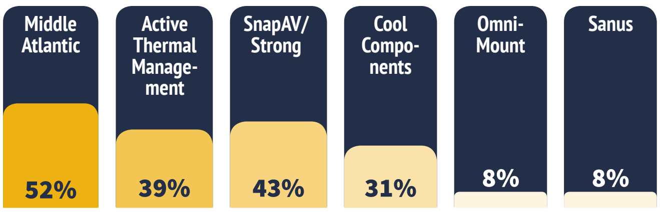
HOME ENHANCEMENTS

Racks



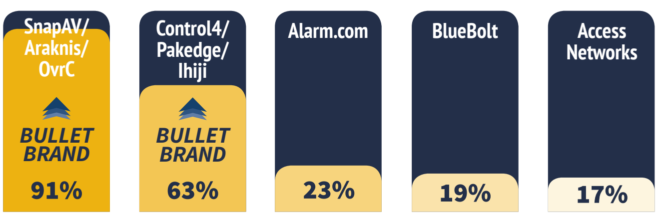
SnapAV's Strong brand may be picking up dealers at the expense of Middle Atlantic and Sanus. After shooting up into the top five in 2018, Salamander affirms its position by ranking in the top five once again.

Rack Cooling Systems



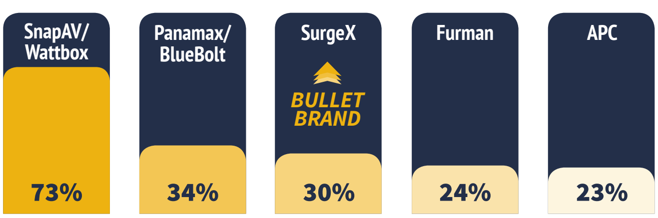
There has been some movement within the Rack Cooling System category with SnapAV's Strong brand and Cool Components making gains. For the most part perennial leaders Middle Atlantic and Active Thermal Management (ATM) maintained their respective dealer totals. OmniMount is new to the top five.

Remote Monitored Services



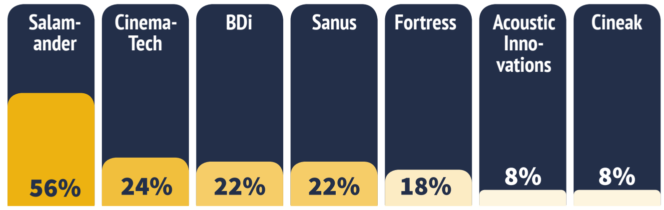
Making huge headway to respectively separate themselves from what is becoming a really competitive field are SnapAV's Araknis and OvrC brands, and Control4 through its acquisitions of Pakedge and Ihiji. Access Networks overtakes Crestron to enter the top five.

Power Conditioners



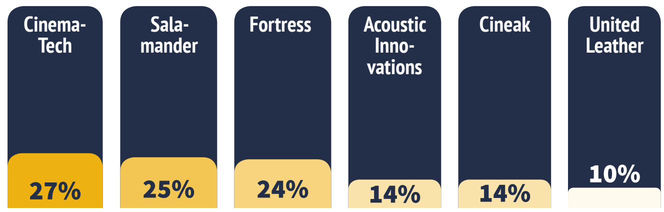
Through the power of its OvrC remote monitoring platform SnapAV continues to grow its Wattbox brand of power products. Another company moving up in the category is SurgeX, which grew by approximately 50 percent from its 2018 totals. Furman and APC kept similar dealer totals from past years.

Furniture



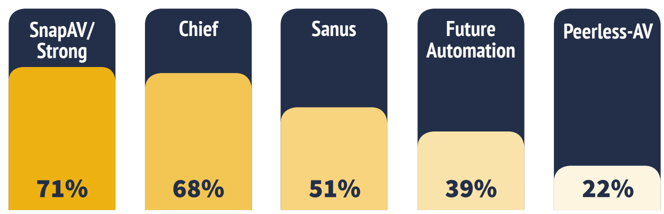
After taking over the Furniture category in 2018 Salamander proves in 2019 that it is not a one-year wonder. The rest of the category includes other familiar names to look relatively similar to the past few years.

Seating



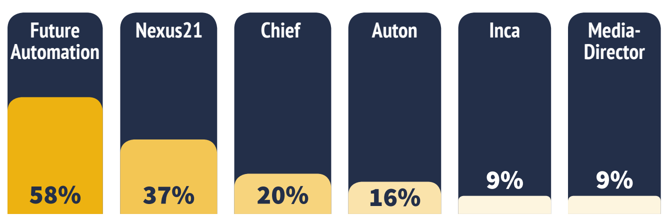
Seating is the most unstable category in the entire Brand Analysis. After contracting from a larger pool of brands, the category settled to its current levels, but preferences year-to-year still fluctuate more than any other among CE Pro 100 companies.

Mounts



The Mounts category enjoyed a bit of a bump. Mounts has turned into an arm's race between SnapAV's Strong brand and Chief. Chief had emerged over several solid competitors as the category leader for the past couple of years, but this year SnapAV's Strong brand grabs the top position, and Sanus is not too far behind.

Lifts



After experiencing a few years of growth, the Lifts category has leveled off. Nexus21 appeared to be in good position to pace the category, but after being named a "Bullet Brand" in 2018 it had 13 fewer dealer mentions and fell behind Future Automation.