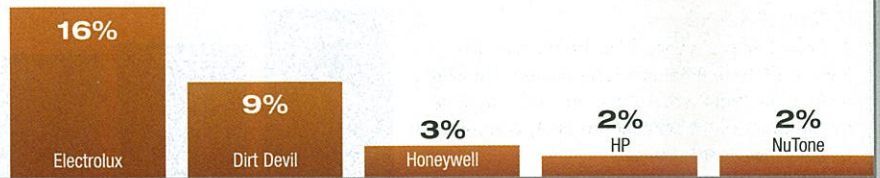


HOME ENHANCEMENTS

CENTRAL VACUUM

Central vacuum offers high profit potential, yet barely 30 percent of the CE Pro 100 offers these products. The 2011 list was headed by HP, but this year Electrolux leads by a substantial margin.



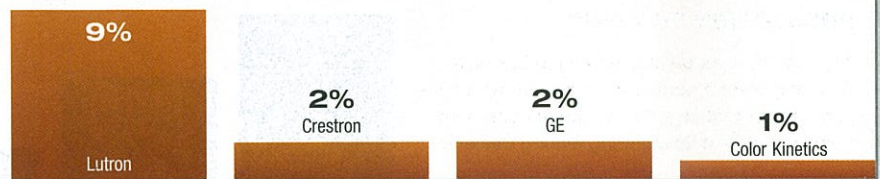
FURNITURE

For the fourth consecutive year Salamander paces the category, and for the third consecutive year BDI and Sanus follow in second and third place.



LED LIGHTING

LED lighting is a new category that looks to have a bright future. Currently 24 dealers are offering LED lighting solutions.



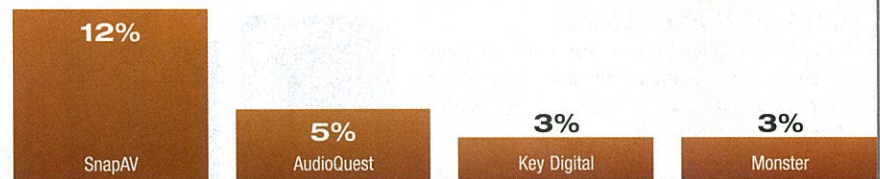
ALTERNATIVE ENERGY

As the numbers indicate, the development of alternative energy sales is still in its infancy with just five percent offering these solutions.



ACCESSORIES

As its name implies, this category represents a broad cross section of manufacturers, with SnapAV leading the way. Ten companies tied with two dealers apiece.



INTERCOM

The intercom category is seeing the same consolidation of brands that has affected whole-house A/V. Crestron and Control4 made noticeable gains as dealers narrow their choices to fall in line with other solutions.



LIFTS

The lift category is a small, but mostly competitive market with Auton gaining a slight advantage over Chief when comparing 2012 and 2011 figures.



MOUNTS

Overall, the same brands that made up the 2011 top five mount companies make up this year's list. Sanus and OmniMount have changed places, with Sanus picking up several new dealers.

