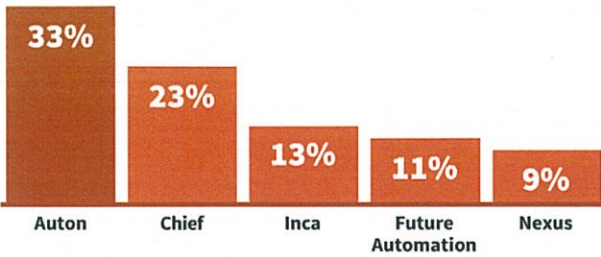
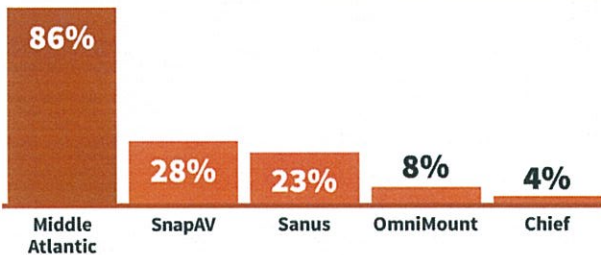


LIFTS



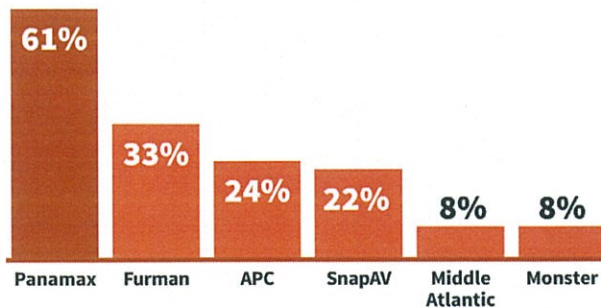
The lift category is one of the smaller markets in the world of custom installation with just 17 manufacturers represented. For the second consecutive year Auton leads the category with Chief and Inca in second and third place respectively. Each of the top three manufacturers added dealers when compared to 2012's numbers.

RACKS



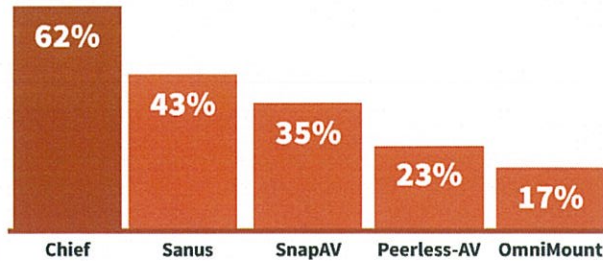
Middle Atlantic maintains its strong position within the rack category with its 86 percent market share. Increasing its market share with the rack category are SnapAV and Sanus. Racks like some of the other hardware categories such as lifts and mounts are experiencing a contraction in brands.

POWER CONDITIONERS



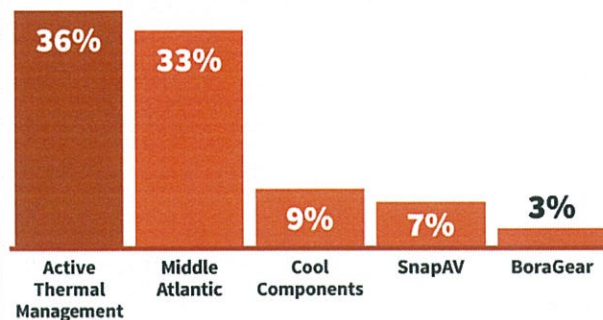
Panamax has been the leading company in the power conditioner category for several years and this year it has opened up a significant lead in dealers on its sister company Furman. Another company that has made a significant surge in dealers is SnapAV, which has grown its representation in the category by 14 percent. After experiencing a sharp decrease in dealers Monster has stabilized itself within the power conditioner category.

MOUNTS



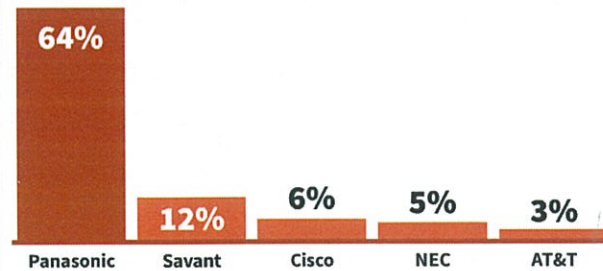
Chief is the only manufacturer to place in the top five most used brands in both the lift and mount company. Chief remains as the mount category leader, but like it has in other categories, SnapAV has made a substantial jump in the amount of dealers using its products in a specific category (in this case it is mounts). The other noticeable component of the mount category is its consolidation with one-third fewer manufacturers being used compared to last year.

COOLING SYSTEMS



All five companies in the top five gained dealers within the CE Pro 100 over the previous year. Active Thermal Management (ATM) retains its position as the most frequently used cooling product manufacturer, but Middle Atlantic has narrowed the gap.

PHONE SYSTEMS



Panasonic has dominated the telephone category for a number of years and its run of dominance continues through 2013. The company now has established relationships with service providers that offer recurring monthly revenue to integrators.