

# CAPITOL

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**CEDIA Expo 2019, Booth #2908**

**For Immediate Release**

## **Capitol's CEDIA Exhibit to Reflect Expanding Options in Smart Home, Wireless Entertainment, and Networking for CI and Light Commercial Pros**

**EAGAN, MN, July 30, 2019** – Capitol, the leading consumer electronics distribution source for residential systems and light commercial integrators, will feature products that highlight the evolution of home entertainment and back-end technology in its 2019 CEDIA Expo exhibit, September 12-14, in booth #2908 at the Colorado Convention Center in Denver, CO.

“In the past year, we’ve seen a quantum leap forward in the expansion of wireless A/V and Smart Home products,” said Curt Hayes, Capitol’s President and CFO. “And to keep it all moving with speed and efficiency, advances in fiber optics are resulting in faster data transfer rates while the cables themselves are easier to install and terminate.”



Wireless speakers are proving to be beneficial to CI professionals, with increases in sales of both the category as a whole and, more specifically, smart speakers that complement consumers’ lifestyles.

“Last year, the market experienced sales of approximately 60 million wireless speakers, nearly 2/3 of which were smart speakers,” said Mr. Hayes. “In 2019, we expect to see an overall increase of 10 million units, with close to 45 million smart models sold by year’s end.”\*

Capitol offers advanced wireless solutions from the market’s leading wireless speaker designers and brands, including Polk Audio, KEF, Denon Heos, and JBL Pro, among others.



Like the growth of wireless entertainment, Capitol’s CEDIA booth will reflect the company’s expanding selection of Smart Home models that give custom professionals extensive opportunities to grow their business by helping their customers increase their reliance on these products in their homes. Among its many custom-only and DIY options, the company will feature new smart outdoor lighting models from Ring that send an alert to the brand’s cameras that trigger them to start recording whenever they detect motion.

“Ring is a perfect example of a brand that takes an essential need – in this case, home security – and gives the customer an intuitive system that can be expanded through an ongoing series of product innovations,” said Mr. Hayes. “Customers have the benefit of a secure home that is easily monitored, while custom pros reap the benefits of introducing product and system upgrades to loyal clients.”

As data speeds increase, custom installation professionals are finding necessary improvements to home networks an important, lucrative path to increasing the value of modern installations. As such, Capitol’s CEDIA 2019 exhibit will devote space to fiber optics, especially cables from TechLogix that are now easier to terminate, thereby increasing installation efficiency on the job site.

Commented Mr. Hayes: “From the beginning, we’ve been bullish on the subject of networking, and the improvements in fiber optics transfer rates and installation efficiency give our customers yet another reason to remind their customers that investing in a strong network backbone is one of the most important ways to improve performance of every connected product under one roof.”

\*Statista, November 2018. <https://www.statista.com/statistics/1007108/us-wireless-speaker-sales-smart-non-smart/>



From left: Capitol's new CEDIA tote bag, KEF LSX wireless speaker system, and Ring smart lighting motion activated outdoor battery black integrated LED path area light.

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### **About Capitol**

Capitol is a leading nationwide distribution source for residential systems contractors, retailers, PRO AV contractors, and premium incentive resellers who are looking for the latest electronics across several categories including: smart home, home theater, telephone, integrated home systems, and commercial AV products. The company has 120+ popular brands, thousands of products and offers free parcel ground freight shipping for all online orders shipped to their customer's primary business address.

Capitol's consultative approach makes them more than just a source for competitively priced products. They take the time to learn about their customer's needs and provide them with expert technical help, free systems design services and unmatched customer service. Capitol provides their customers with dozens of free educational webinars each year and several hands-on training sessions at their office in Eagan, MN.

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