Capitol Heads to CES 2018 with an Eye Toward Expanding its Reach in the Connected Home

EAGAN, MN, December 6, 2017 – Capitol, the leading consumer electronics distribution source for residential systems and light commercial contractors as well as premium incentive resellers, will have its team on the ground at the 2018 International Consumer Electronics Show (CES), January 9 – 12 at the Las Vegas Convention Center, focusing on new audio and video products that tap into the potential of the Connected Home.

“An increasing number of audio and video manufacturers are incorporating voice control in new and even existing products,” commented Curt Hayes, President and CFO, Capitol. “Compatibility with voice control technologies is turning up in an increasing number streamers, AVRs and TVs, and with it, we’re seeing an increase in networking products like wireless routers and WiFi extenders.”

Heading into CES, Hayes said that as a distributor that caters to both the consumer and custom sides of the electronics market, Capitol plans to expand its selection of connected products that are accessible to consumers who are exploring the possibilities of whole-house entertainment, security, and HVAC, especially those in the coveted millennial age range.
“We are going to see the number of connected home and portable entertainment products continue grow several fold in the coming year, and with this growth will come expanded compatibility with voice control and other complementary technologies, creating a home A/V ecosystem that is as flexible and expandable as it is simple to use,” said Hayes. “AI is spoiling consumers in a good way, and brands like Pioneer Elite and HEOS by Denon are stepping up with new models that offer impeccable sonics and compatibility with other connected electronics in the home.”

Added Hayes: “AI is a novelty for older consumers, but for millennials and their children it is fast becoming the norm. Our job is to help our customers stay on top of the most relevant products and technologies that will drive home entertainment and DIY security in a rapidly changing market.”

Left to right: HEOS by Denon multiroom wireless speaker, and Pioneer VAFW40 Elite F4 Smart Speaker.

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**About Capitol**

Capitol is the leading distribution source for residential systems contractors, retailers, PRO AV contractors, and premium incentive resellers who are looking for home theater, telephone, integrated home systems, and commercial AV products. The company is famous for taking a 360-degree approach to its business, offering retailers high-quality products at competitive prices, plus hands-on application training, expert technical help and unmatched customer service. Capitol offers hundreds of application-based education courses throughout the year, including filled-to-capacity classes at CEDIA and other industry events, in addition to “on campus” programs at the company’s headquarters as well as the company’s web site. For
further information, visit the company’s web site at www.capitolsales.com, or call 1-800-467-8255. Media inquiries should be directed to Adam Sohmer; Sohmer Associates, LLC; 347-662-6535; adam@sohmerassoc.com.