

Headlight Audio Visual

Portland, Maine

<http://www.HeadlightAV.com>

Issue: #1

November/2008

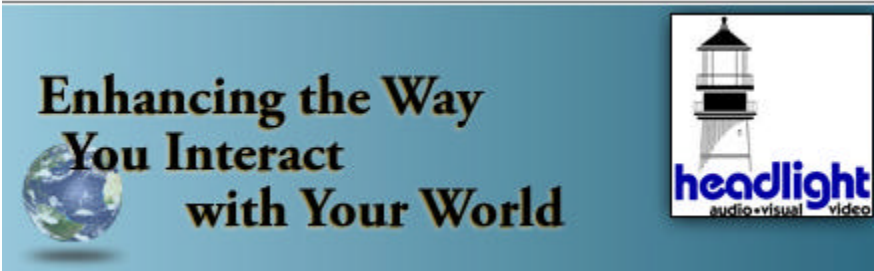
In This Issue

[Changes to Next Year's ACTEM Show](#)

[ACTEM '08 Results](#)

[Projector News](#)

[Monthly Tip Sheet](#)



Quick Links to Our Website

[Headlight News](#)

[Educational Pricing](#)

[Business Pricing](#)

[About Headlight](#)

Keep These Newsletters!

File these newsletters in your email program so you can refer back to them when needed.

Information in the **Monthly Tip Sheet** can be a handy reference.

Changes to Next Year's ACTEM Show



Due to the number of people registering for our giveaways, we are going to offer

Dear Stephen,

In our newsletters, we hope to provide you with information that can help you make a more informed buying decision and, if at all possible, save you some money. We'll also keep you up to date on current specials, what's old and what's new.

Be sure to read the article to the left on next year's ACTEM show. We'll be making it easier for you to register for the many giveaways we'll be having.

ACTEM 2008 Tradeshow Results

Booth Attendance

Thank you to all who stopped by our booth at this year's ACTEM conference. We had well over 450 people stop by this year.



Headlight proudly showcased SMART's new Unifi 45 SMART Board Interactive Whiteboards and their new Document Camera. Also on hand were their AirLiner Wireless Slates and Sympodium products.

Products from TVOne and MediaPOINTE were also present.

For this year's show, Headlight gave away over \$10,000 worth of SMART products. Congratulations to this year's winners: [Skowhegan Area High School](#), Middle School of the [Kennebunks](#), [Fort Kent Community High School](#), [Coastal Ridge Elementary School](#), [Yarmouth High School](#), [Lawrence High School](#) and [Madison Junior High School](#).

We also gave away 500 T-Shirts and about 400 SMART pointers (which were very popular with the teachers).

Be sure to read the article to the left on the changes we will make for next year's show.

Visit our website to read more about ACTEM.

[Read More](#)

attendees to ACTEM 09 an opportunity to register on our website well in advance of the show.

When you do register using our website, not only will you be registering for all the great prizes we give away at the show, but you'll also qualify for a special drawing.

Important: We will use a future edition of this newsletter to announce when registration will be open on our website. So stay tuned.

Join Our List

[Join Our Mailing List!](#)

Projector News

Some Things Old...

It seems that it's that time of year again.

NEC is starting to discontinue a few of their popular projector models, namely the VT595 and VT695.

The VT700 and VT800 models are the ones to look at if you want to keep the same features of the 595/695. The 700/800 models will likely be available until the Fall of 2009.

Some Things New...

We are often asked why some projector models are discontinued. It's not that the projector is bad. On the contrary. NEC will contract with their suppliers for so many units of a model. When their supplies run out, they move on to other models.

It just so happens that, with NEC's planning cycles, their projections for the life-span of a particular projector typically takes them into the fall of each year. With this being the fall, older models disappear and the newer ones arrive.

If you're ever in doubt whether a particular model is still available, please give us a call at 800-247-0540.

You can also check our website for availability. See the [Educational](#) or [Commercial](#) section.



Monthly Tip Sheet

Box Sales

Box sales are those sales where you call (or visit a website) and order your products. A few days later, you receive your package.

Keep in mind that when you order a product, there may be other things you should consider as well, such as cables, mounting hardware, wall plates, etc..



Projectors

Most projectors typically come with a VGA cable, but you should consider getting a quality VGA cable instead. And possibly one of greater length than the standard 6' cable that comes with them.

Projector companies are in the projector business, not cables. The quality of the VGA cables they ship with the projectors are not the best. Oh, they'll work and get you by most of the time, but you may find that they don't last very long.

[Extron](#) offers micro-type, high resolution VGA cables in 6' (part number 26-567-02), 12' (26-567-03) and 25' (26-567-04) lengths. They offer the same lengths with an audio cable imbedded in them (6' - 26-566-02, 12' - 26-566-03 and 25' - 26-566-04).

With the audio option, expect to pay from \$45 to \$85, depending on length. Without the audio option, costs are \$40 to \$75.

For the extra money spent on a better cable, you get a much better cable, ruggedly constructed, which translates into a much richer picture on screen. And the cable will last you for many years.

Next month's Tip Sheet: Signs your VGA cable might be bad.

Got a suggestion for the Tip Sheet? Have a question you'd like answered? Email TipSheet@headlightav.com and we'll include it in an upcoming issue of our Newsletter.

Thanks for taking the time to read our newsletter.

If you know of a colleague or friend who could benefit from a copy, please click the Forward Email link below.

For 33 years, Headlight Audio Visual has been helping customers with their audio visual needs. If you are planning a project, give us a call and we'll gladly help you with the details.

Sincerely,

Headlight Audio Visual Staff

[Forward email](#)

✉ **SafeUnsubscribe®**

[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Headlight Audio Visual | 683 Forest Avenue | Portland | ME | 04103