

westan. magazine

Artistic Arc

Melbourne Uni Merch Store
Sells with Curved LED

Sparking an Idea

Videri Spark Displays Help
Orbis Teach Teachers

Game Time

The Huddle: Big LED Scores
Big at AFL Edu Centre

Technology & Tradition

The Precinct: Port Adelaide
FC's New Venue



ISSUE

20
24

ABOUT WESTAN

Australian-owned and operated, Westan is a value-added distributor of internationally recognised audiovisual products for commercial and residential channels across Australia and New Zealand.

We have a simple mandate: to achieve great things with our clients and our suppliers that could not otherwise be achieved by any of us alone.

To this end, we see ourselves as not just a distributor of great brands such as Philips, Epson, Aurora Signage, Samsung and Sonos, but also as fundamentally bringing a vertically integrated skillset to our activities and relationships.

Our channels span across AV retail specialists, mass retail, education, commercial AV, digital signage, hospitality, telecommunications and more. Ideally positioned to have a deep understanding of these markets, we work with our suppliers, resellers and end-clients to identify needs and deliver solutions tailored for every unique requirement.

2024 IN REVIEW

Whilst the past year has been macro-economically challenging, we've managed to add some great audio brands to our consumer portfolio, including Focal, Naim, Klipsch, Onkyo and Pioneer. A number of these brands also have either new or latent commercial portfolios, which we'll work to integrate with our existing offerings.

We're also excited to be able to expand our relationship with Kramer into Australia, providing us with a control and signal transport partner that will tie all our offering together.

Once again, as Westan turns 35, we'd like to thank all our partners for being part of our journey thus far.



Kamil Aghtan
Managing Director, Westan Group



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Sparkling an Idea

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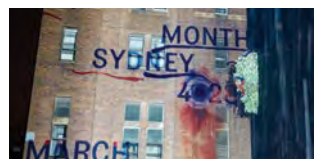
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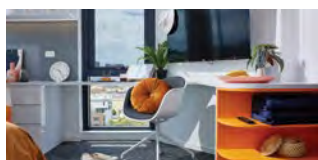
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COMMERCIAL AV/ICT

AUSTRALIA



Aurora Signage LED displays:
Exclusive ANZ distributor

PHILIPS

Philips Professional Display Solutions,
Philips Professional Televisions:
Exclusive ANZ distributor
Philips Professional Display Solutions,
Philips Digital Signage

EPSON

Epson Projectors Exclusive distributor
of the H-TW9400 and H-LS12000

InFocus

Exclusive ANZ distributor and worldwide
exclusive distributor of the Mondopad
collaboration solution

NEW ZEALAND



Aurora Signage LED displays:
Exclusive ANZ distributor

PHILIPS

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collaboration solution

Exclusive NZ distributor

WESTAN COMMERCIAL ENGAGEMENT:

Consultants • Prime integration • End-users • Public facilities
Control rooms • Sports stadiums • Major franchise POS • Hospitality
Health & aged care • Universities/education

CONSUMER/ PROSUMER

AUSTRALIA

PHILIPS

fusion
signage fs

EPSON


VERDANTÉ

FOCAL®

SAMSUNG

ONKYO®

 Whatmough

SONOS

Pioneer

 audio pro

 naim

Klipsch®

NEW ZEALAND

PHILIPS

fusion
signage fs

EPSON


VERDANTÉ

FOCAL®

D. DEFINITIVE
TECHNOLOGY

marantz®

 Whatmough

SONOS

DENON®

 audio pro

 naim

polk

PROSUMER ENGAGEMENT

Architects • Pubs & Clubs • SME AV/ICT

WESTAN CE

Mass Retail • Specialist Audiovisual • Residential Installation

Why Westan?

We strive to be the easiest distributor to deal with in our space. To us, this means:



SELECTIVE DISTRIBUTION STRATEGY

- Premium, globally-recognised brands to suit and predict market need
- A curated suite of complementary products for comprehensive solutions
- A non-competitive strategy between product ranges
- Focus and commitment to our brands
- Deep market understanding



PARTNERSHIP-DRIVEN GROWTH

- An active customer base of 1,500+
- No end-client approaches
- Go-to-market strategy based on direct cooperation with channel partners for market-leading results
- Longstanding collaboration with vendors at multiple levels of operation, including technical support, research and development, and manufacture
- Exclusive distribution on key ranges and products

TESTIMONIALS FROM CUSTOMERS

“” *My personal experience with Westan: I really have no ways of making it better; it is one of the best companies to deal with.*



EXPERIENCED TEAM

- A connected, engaged and experienced team, including over 20 outbound Channel professionals spread across Australia and New Zealand
- A dedicated centralised Sales Desk and Administrative team
- Collectively half a millennia of industry experience across the Westan family





LAYERS OF SUPPORT

Westan stands by its ability to service, support & maintain its technology solutions for our partners & end users. Our relationships are built with a supportive entrepreneurial spirit in mind.

TECHNOLOGY SERVICES GROUP

On-site technical demonstrations

Triage comms. mechanism

Local repair

Live local technical support

Technical on-line portal

Technical knowledge base

TESTIMONIALS FROM CUSTOMERS

“As a supplier, Westan is a company that you want (rather than have) to deal with. Within a supplier this promotes the organic drive to support the company’s goals, ambitions and requests.”



WAREHOUSING & LOGISTICAL CONTROL

- Extensive warehousing capability across five metropolitan areas: Melbourne (HQ), Sydney, Brisbane, Perth and Auckland
- Experienced and dedicated warehousing and logistics team
- Maintained stock on hand levels for faster dispatch
- Flexibility to respond to the unexpected and provide out-of-the-box solutions



IMPECCABLE REPUTATION

- Thirty five-year trade history in the region and relationships spanning decades
- Strong core values of empathy, honesty and collaboration that underpin all of Westan’s actions and activities



What We Deliver

Westan is dedicated to growing brand awareness and reputation for our chosen suite of products. We seek active collaboration with our vendors to elevate the product offering and enhance the solutions that we bring to market.

SOME WESTAN STRATEGIES

TRADE SHOWS



TRAINING SESSIONS



KEY RESELLERS PARTNERSHIPS

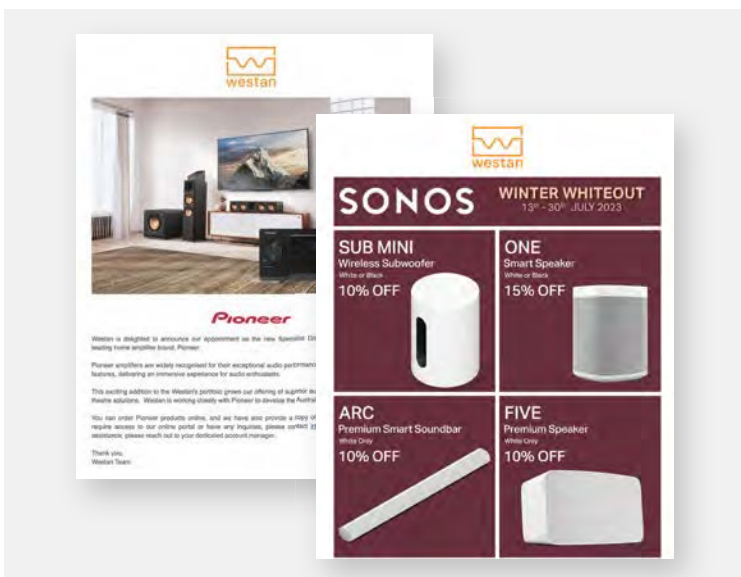


DOWNSTREAM REPRESENTATION

MARKET RESEARCH



LARGE-SCALE PROJECT & MULTI-STAGE ROLLOUT MANAGEMENT



DIGITAL MARKETING CAMPAIGNS



TECHNICAL SUPPORT & FEEDBACK

What We Believe

Over Westan's 35-year operation, our company has transformed, our direction changed and our offering reinvented itself. Each twist and turn has shaped the core values Westan lives by today.

A SMALL BUSINESS MINDSET

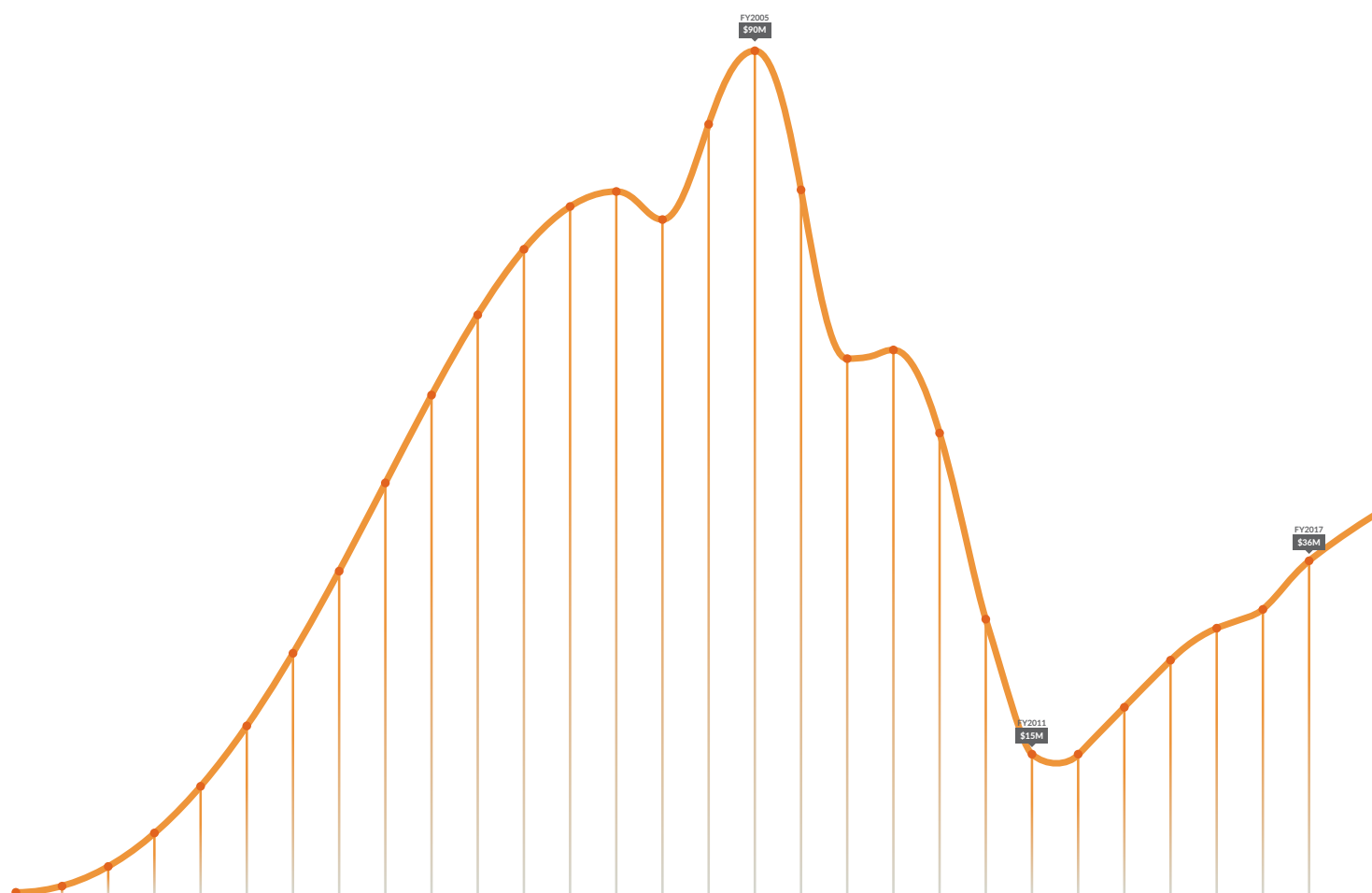
1989 Westan begins as exclusive distributor of Western Digital hard disk drives. Riding a strong tech wave, we onboard international household brands like Samsung, Epson and BenQ.

360-DEGREE EMPATHY

2000s The GFC swallows up competitors, customers and vendors. We regear into AV and CE. Some suppliers rally with us, demonstrating the loyalty and empathy that we now reproduce in our business practices.

OPEN COMMUNICATION

2010s Typified by profound growth. We connect with customers old and new. Q Acoustics and Philips enter our portfolio. Westan starts to engage closely with end users to build the Philips brand in commercial hospitality markets in the ANZ region.



SEEK OUT COLLABORATION

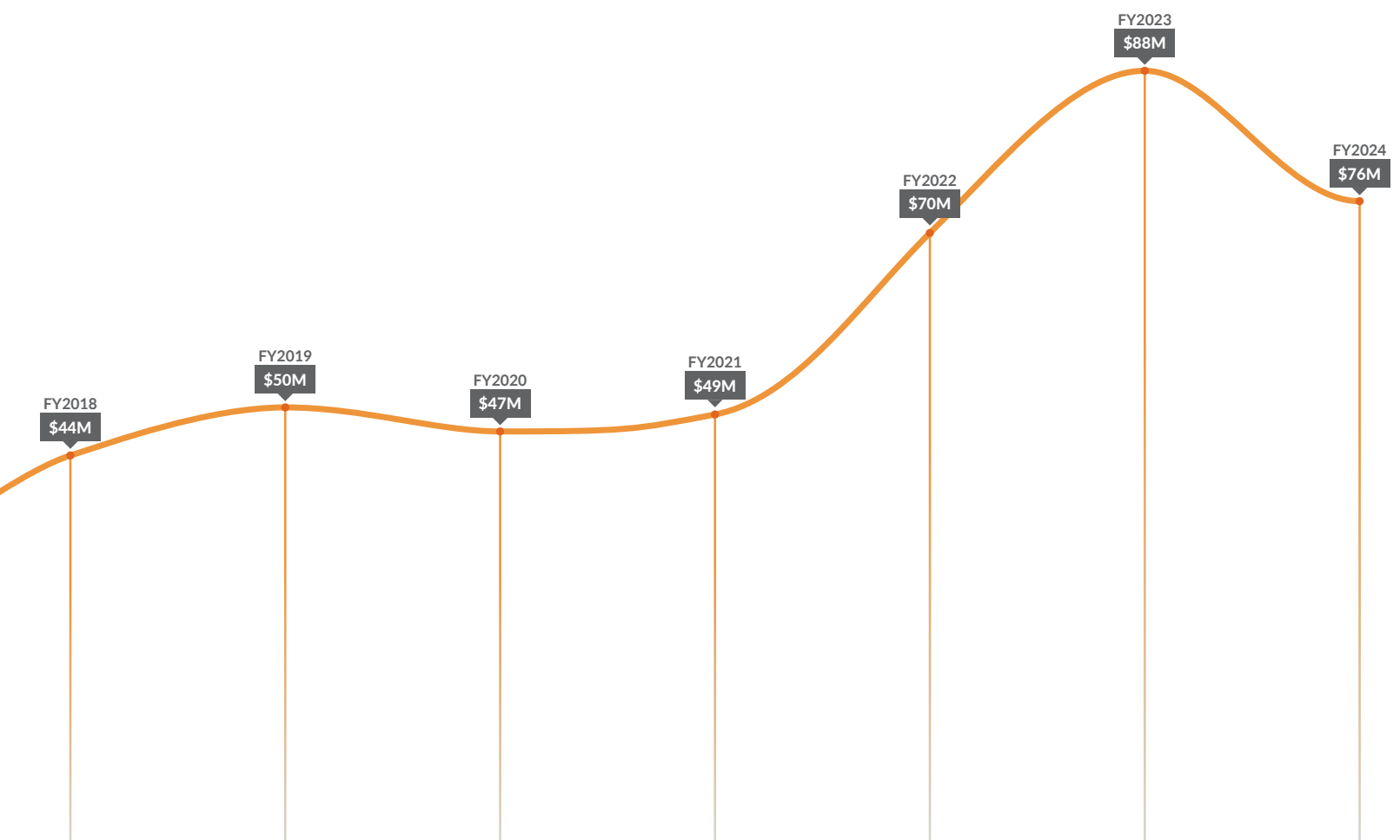
2010s Westan establishes partnerships with Aurora Signage, InFocus, Polk Audio and more. We expand into New Zealand. Westan product training and certification programs launch, connecting vendors to customers.

STAY HUMBLE, STAY HUNGRY

2020s Covid hits. Westan partners with Sonos. We push into new commercial and consumer markets. We restore our roots as a family-run team and focus on our local partners.

PURSUIT OF QUALITY

Looking forward: Challenging macro-economic conditions across ANZ. Our ongoing commitment to delivering exceptional audio-visual solutions is not just about technical expertise, it's about understanding the unique qualities of our clients and helping them bring their vision to life.



The Westan Ecosystem: Commercial



PHILIPS

 **kramer**

 **KEENON**

 **VERDANTÉ**



PHILIPS

 **videri**

 **KEENON**

 **VERDANTÉ**



EPSON

PHILIPS

 **VERDANTÉ**

 **kramer**

 **videri**

 **audio pro**

fusion
signage 



InFocus

PHILIPS

 **kramer**

 **VERDANTÉ**

EPSON



 **videri**

PHILIPS

 **kramer**

 **VERDANTÉ**

 **KEENON**

 **audio pro**

fusion
signage 



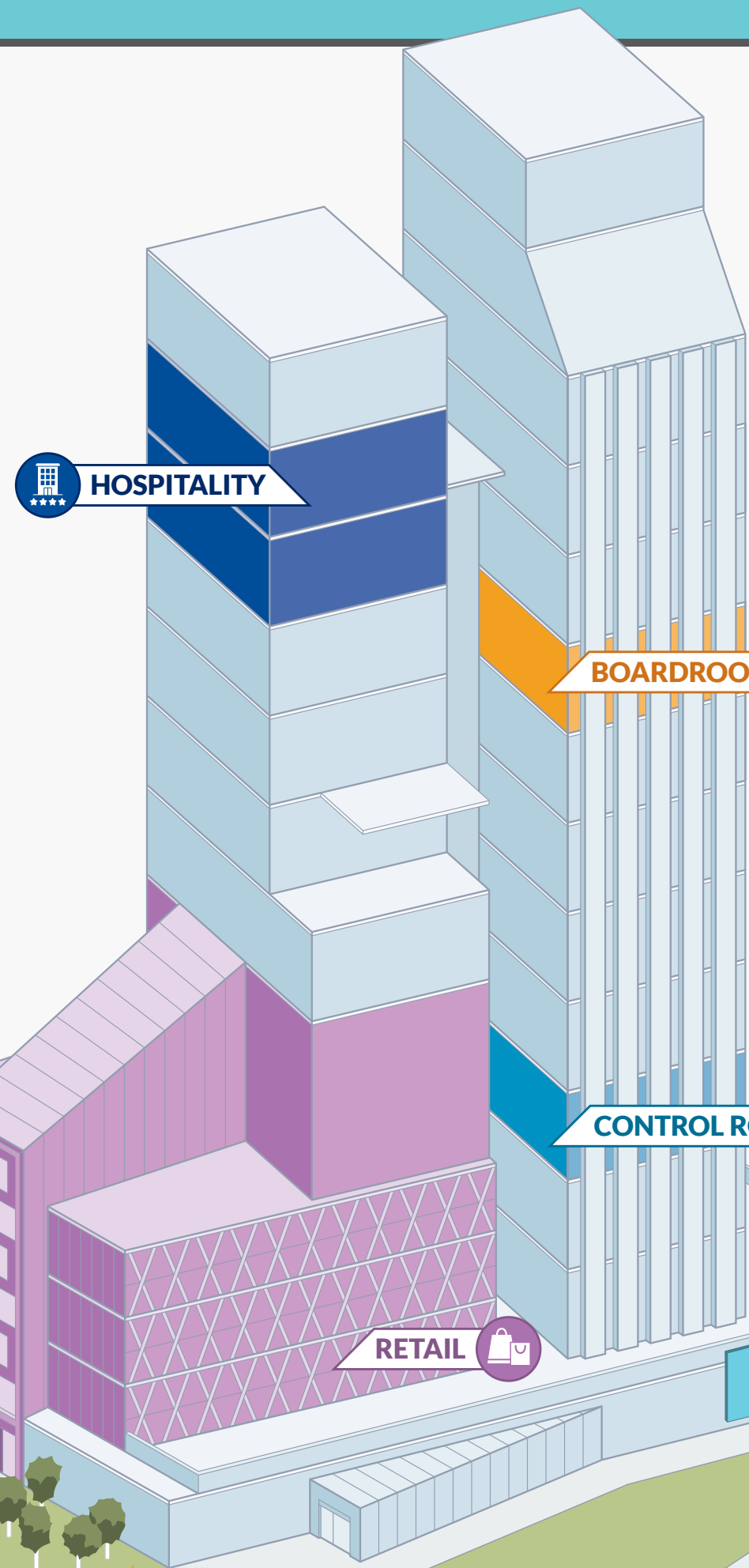
EDUCATION



FOOD & BEVERAGE

HEALTHCARE





HOSPITALITY

BOARDROOM

CONTROL ROOM

RETAIL

OUTDOOR



EPSON

PHILIPS



VERDANTÉ



InFocus



VERDANTÉ

PHILIPS



VERDANTÉ

PHILIPS

fusion
signage fs

The Westan Ecosystem: Consumer

EPSON

SAMSUNG

 **Whatmough**

DENON®

SONOS

polk

D. DEFINITIVE
TECHNOLOGY

marantz®


VERDANTÉ

Klipsch®

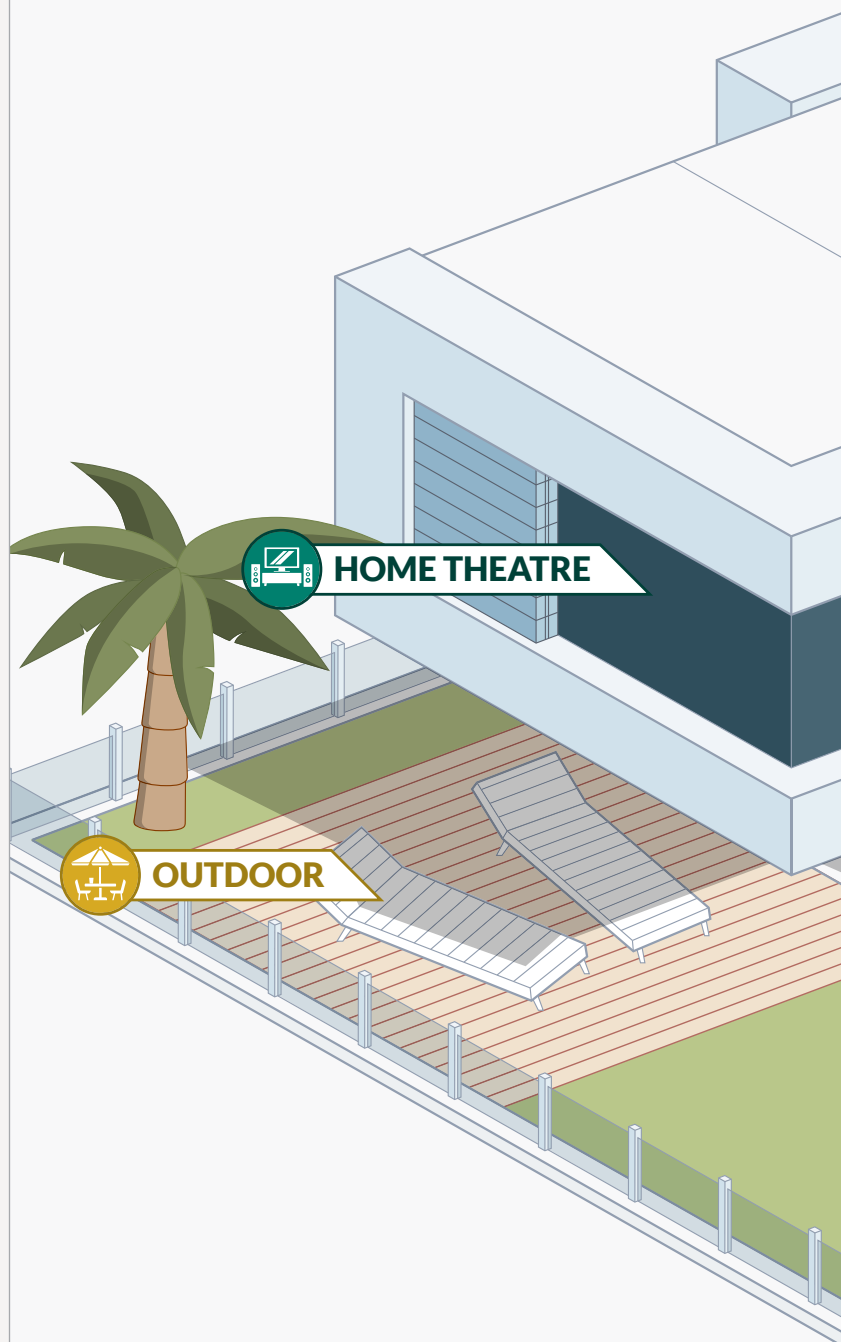
Pioneer

 **audio pro**

ONKYO®

 **FOCAL®**

 **naim**





KITCHEN



BEDROOM



LIVING ROOM





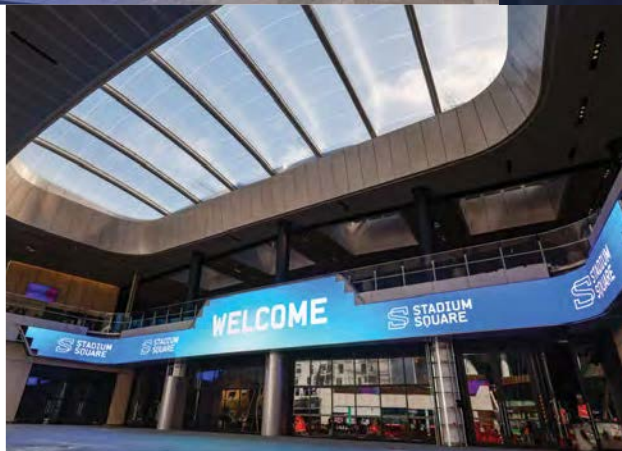
Superior quality, local support, competitive pricing.

A WESTAN EXCLUSIVE DISTRIBUTION PARTNER

[Aurora \(westan.com.au/brands-aurora-signage\)](http://Aurora (westan.com.au/brands-aurora-signage))

THE AURORA POINT OF DIFFERENCE

- Australian engineered and designed accreditation
- Australian owned and operated factory
- Total project implementation:
 - » Local engineering support
 - » CAD design
 - » Structural engineering
 - » Stakeholder liaising
 - » System design
 - » Custom hardware and screen fabrication
 - » Local installation services and commissioning support
- Three product ranges
- Innovative mounting systems
- Power control centre and control hardware
- Exclusive Aurora processor with Android operating system and Fusion onboard
- Convenient servicing





GSR RANGE

- Australian compliance products
- core range pitch offering: P1.9 – P3.9 (indoor), P2.5 – P10 (outdoor)
- Warranty: 3 year return-to-base on parts only
- 600 – 5500 cd per m2 on indoor applications
- Up to 6500 cd per m2 on outdoor applications
- High refresh rates, contrast ratios and uniformity
- Aurora easy to use mounting system



VSPEC RANGE

- All GSR options and...
- Core range pitch offering: P1.2 – P3.91 (indoor), P2.5 – P10 (outdoor)
- Warranty: 4 year parts and 1 year onsite, upgradeable to 4 years parts and 4 years onsite
- Certified Nationstar copper wire lamps, premium IC chipsets (performance tested)
- Up to 8000 cd per m2 on outdoor applications



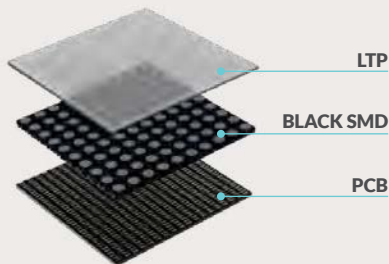
LUX RANGE

- All VSPEC options and...
- Core range pitch offering: P0.9 – P3.91 (indoor), P1 – P10 (outdoor)
- Warranty: 5 year parts and 1 year onsite, upgradeable to a maximum of 10 years for parts and onsite
- Certified Nationstar gold wire lamps, highest performing IC chipsets and pre-calibration of all modules
- 600 – 10000 cd per m2 on indoor applications
- Up to 10000 cd per m2 on outdoor applications
- 3-in-1 HUB design
- Slimline profile down to 22mm depth

LTP LED TREATMENT PROTECTION

Superior impact, dust and water protection without compromise

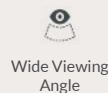
- Superior strength, alignment accuracy and heat dissipation
- Great contrast, brightness, colour rendering and HDR compatibility
- Convenient front servicing with the highest security levels



CHIP ON BOARD

Industry leading 3-in-1 design

- Power supply, receiving card and hubcard are integrated on one board
- Ensure stable, efficient performance



Wide Viewing Angle



Full Front Access



High Contrast



COB Integrated Packaging



RGB Flip Chip



High IP Rating

Aurora Signage Product Offering

ALL IN ONE LED TV DISPLAY

INDOOR

-  110" - 220" models available in 1.2-2.5 mm pixel pitch indoor
-  Slim - 38.5mm
-  Full HD
-  100-500
-  Wifi Compatible
-  AC 100-240V
-  IP30
-  Wall & Foot Mounting Solution
-  Full Front Service



LCD KIOSK SOLUTIONS

High bright LED performance with out-of-the-box LCD Convenience

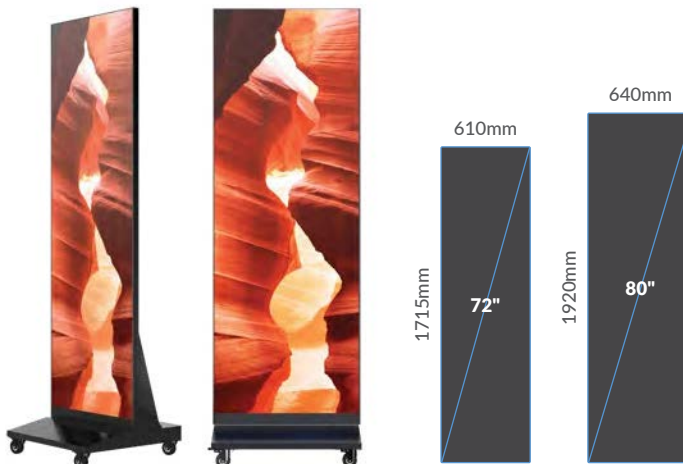
-  32" all the way to 75" NO PP because LCD
-  Touchscreen option available
-  Hi Definition
-  3500 - 4000 nit
-  Wifi Compatible
-  AC 100-240V
-  IP67
-  Wall & Foot Mounting Solution
-  Android or Windows platform

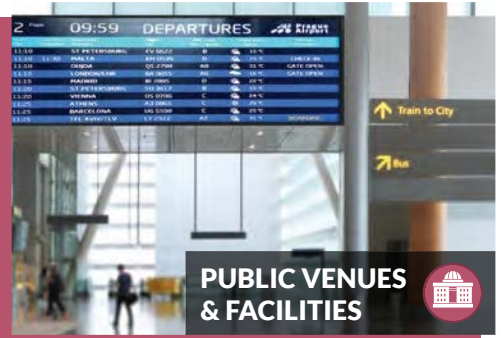


LED KIOSK SOLUTIONS

Send your message anywhere with intelligent LED Poster displays

-  32" all the way to 75" NO PP because LCD
-  Touchscreen option available
-  Hi Definition
-  3500 - 4000 nit
-  Wifi & Cable Compatible
-  AC 100-240V 50/60Hz
-  IP67
-  Foot Mounting
-  Android or Windows platform





PUBLIC VENUES & FACILITIES



GYMS & OUTDOORS



RETAIL & SHOWROOMS



PUBS & CLUBS



CORPORATE FOYERS & BOARDROOMS



EDUCATION





North Melbourne football club reinvent STEM education for school kids who most need it. Aurora Signage LED takes them out to the ball game.

Photos: Mott MacDonald & The Ci Group

Since 2010, The Huddle, based at North Melbourne Football Club's home at Arden Street, North Melbourne, has worked to have a positive impact on locals, both young and old. With a focus on inclusion, it gives the neighbourhood a space for community sport, social activity and education.

When the NMFC decided to upgrade its facilities it included exploring an upgrade of the Huddle at the same time. Mott MacDonald was engaged in mid-2019 to undertake a small study regarding how the key learning spaces in The Huddle could be enhanced with technology. The result would exceed everybody's expectations.

YOUNG SCIENTISTS

The Huddle experience is aimed at year five and six students who attend the venue in school groups as a day-long educational excursion. Game Day is advertised to teachers as "an immersive AFL-themed Science, Technology, Engineering, and Mathematics

excursion with cutting-edge technology". The AV systems specified by consultants Mott MacDonald and installed by the Ci Group have transformed The Huddle's into something very similar to a high-end theme park ride – but one that lasts several hours and has very carefully considered educational outcomes.

Through the extensive use of LED and a synchronised audio environment, the venue's atmosphere matches the experience of a major football stadium on game day. Students enter through a corridor flanked by floor-to-ceiling Aurora LED screens and immersed in a multi-channel ambient soundscape delivered by close proximity speakers. The moving images of crowds outside a real football ground, and sound effects recorded during AFL games at the NMFC's home ground, Marvel Stadium, mimic the atmosphere before, during and after a game. Just like a theme park ride queueing area, this experience sets the scene and establishes the mood for what is to come in the immersive learning space.



“Through the extensive use of LED and a synchronised audio environment, the venue’s atmosphere matches the experience of a major football stadium on game day

PRODUCT DETAIL

Aurora LEDC ab net LDC610P 1.9S uper Fine Pitch
Screen1 3 660x 2058mm
Screen2 4 880x 2058mm
SharpE ITP rocuer & Tender Winner)
sharpit.com.au



FIELD OF DREAMS

Entering what used to be a simple classroom now feels like walking onto the playing field of a massive stadium. The fully custom-designed, 1.9mm pixel pitch, close-viewing curved Aurora LED screen wraps around on three sides, following the boundary of an AFL oval marked out on the grass-green floor. Sharp IET won the LED tender and supplied the Aurora product. Aurora is an Australian-based LED supplier and this proved to be a significant factor in being specified for the project — this was a complex installation and direct access to the manufacturer was an advantage. The screen shows a continuous panorama of grandstand, interrupted here and there by scoreboard-like panels displaying player statistics and more. The storytelling comes to life through visual and audio cues that drive a completely interactive educational experience.

As they enter, the students meet up with a team of educators and volunteers who use video clips on the massive LED screen as part of a carefully choreographed presentation to introduce the group tasks the students will engage with during the day. A crucial audiovisual element is the control system, which is more like a theatre or theme park than standard AV fare. As the day unfolds, it enables the educators operating the system to trigger responses via their iPad that are specific to participant answers. It also affords control over theatrical lighting presets that complement the video and audio segments.

GAME ON!

Game Day is one of those projects where the whole becomes so much more than the sum of its parts and where the audiovisual system is really a key part of the educational experience and not just a display exhibiting a screen full of a lecturer’s dot-points.



The University of Melbourne adds striking, curved signage to its merchandise store.

The University of Melbourne was founded in 1853 and is rated as the number one university in Australia, and it's ranked as fourteenth in the world – no mean feat when you consider the eminent institutions in the US and Europe that were centuries old when the UM was being built – and as eighth in the world in 'graduate employability worldwide.' To clarify that, the university does boast an international focus which makes it a global player in the higher education market.

With such a lofty pedigree, it might seem odd that the university has a 'merchandise' store, but when you think about it, part of the lore of university life is the branded clothes, the stationery, gift cards... students all around the world display their university allegiance proudly by wearing and using university stuff. So, it should come as no surprise that the university needs a campus retail outlet and a large range of related merchandise. The University of Melbourne catalogue even includes stuffed toys of the university's mascot, 'Barry the Bear', replete in graduation gown and black cap – or a hoodie. The XL version will set you back \$120. There is also an unnamed stuffed kangaroo or koala toy. Perhaps they didn't graduate?

SHOW STOPPER

The university decided the store needed some new statement signage that would provide clear identification of the University of Melbourne brand and be an eye-catching feature. Although the interior of the store isn't extensive, management wanted the signage inside the space rather than as an exterior installation. Signage consultants Studio Semaphore were brought into the project. Suspending the sign above a central service desk was identified as the best solution both aesthetically and from an engineering point of view, utilising available mounting points. Windows in the northeast corner allowed for clear sight lines into the store, making the planned signage easily visible for customers approaching from busy pedestrian routes. The physical shape of the signage would be unique; a carousel configuration requiring continuous bends and curves that complemented the store's décor and matched the ceiling shape above.

FINE ART

Chris Sismanes and his team at Vision One Technologies were asked to make the design a reality, and the obvious product perfect for the job was the Aurora series of Indoor Flexible and Radius Curve LED displays. These are LED modules just 8mm thick that can be bent and curved up to 180°. They're fixed onto any cabinet structure using magnets, allowing for precise positioning of the modules as required, plus further adjustment later as the sign is built, and when minute





“The Aurora screens are just brilliant and create a seamless surface no matter how extreme the shape required”

changes might be called for. The expected content for the sign was to be created by University of Melbourne staff and sent to the display via a Scala SMP series media player and handled by NovaStar Taurus TB50 processor. The software content was well within the staff's skills and almost no training was required.

The installation work stretched over a longer period than normal because of the need to co-ordinate with the merchandise store's schedules, and the university's check and balances processes for every stage of the project were, as you'd expect, meticulous. Vision One enjoyed great support from Westan in ensuring the university

received all the extra information and documentation needed.

Chris explains, “Westan always has your back, ready to help in any way they can – not just in the actual product support, but also in every aspect of the project. Westan is such a fantastic resource of expertise. The Aurora screens are just brilliant and create a seamless surface no matter how extreme the shape required.”

The framework was engineered, constructed, and installed by the University-appointed builder under clear guidelines from Aurora engineers and Vision One technicians, as was all the necessary cabling. Vision One Technology technicians installed the hardware before the Aurora team added the finishing touches of the Flexible Curve LED modules.

VISUAL IMPACT

These days, we're used to curved signage and screens that follow any existing architecture. Even so, the signage inside the University of Melbourne's merchandise store is an impressive example of a bespoke design that complements the surrounding décor, has maximum impact, and yet isn't too intrusive or 'in your face' when the space itself isn't particularly large. The Aurora Flexible Curve modules have provided exactly what the client visualised was needed despite the challenging shape and placement. Vision One Technologies and Westan have certainly graduated with top honours with this project.

In fact, they can choose a stuffed Barry the Bear from the top shelf.



Advanced connectivity, a plethora of smart features and ultra-high resolution picture quality for the ultimate user experience.

PHILIPS PROFESSIONAL DISPLAY SOLUTIONS: PROFESSIONAL TV

Philips Hospitality (westan.com.au/brands-philips)

A WESTAN EXCLUSIVE DISTRIBUTION PARTNER

- Approximately 43% market share within the hospitality, aged care and healthcare display market in Australia
- Local Westan service and support in Australia and New Zealand, with accredited third-party support services across both regions
- Westan-Philips accreditation program
- Leading, feature-rich technology:
 - » Integrated Netflix access via Philips CMND
 - » Powered by Android
 - » Chromecast built-in
 - » 4K Ultra HD
 - » Google Play store
 - » CMND and Control
 - » YouTube
 - » USB cloning



MEWS



Certified Hotel Property Management System



OPEN2 GREATER GUEST EXPERIENCES WITH PHILIPS MEDIASUITE

The ultimate in-room TV for guests — delivering on the streaming and sharing, Google Play apps and gaming experiences that they want to see, from the minute guests check in to the moment they check out. And the true beauty of Philips

MediaSuite: it's all in the box, integrated for the best experience and the greatest returns. Already the favoured choice for leading hotels around the world, Philips MediaSuite is streaming with benefits — all in up to 4K on the big screen.

NETFLIX

Kayo

Chromecast
built-in

Stan.

4K
ULTRAHD

FOXTEL

Google Play

CMND
& CONTROL

YouTube

Spotify

android



3 YEARS
WARRANTY

Onsite commercial warranty
5 year extended optional

TIGER tms
iLink

CMND
& CONTROL

Spotty Dog
creations

Tiger
middle-ware

Philips CMND

Professional
User Interface

End-user



Fraser Suites chooses Philips Hotel TVs to upgrade its guests' in-room experience.

Everyone's idea of the ideal luxury accommodation is slightly different. The choice of bathroom amenities, the firmness of the mattress, the view from the balcony or the chocolate on the pillow... they're often all in the 'eye of the beholder'. Yet, increasingly, guests of five-star accommodation all agree, the ability to use the hotel TV to cast content via popular streaming services is a non-negotiable.

Fraser Suites Perth has recently undertaken a significant upgrade to enhance the in-room experience for its guests. The goal was to replace outdated TVs with modern, Philips Hotel TVs that could provide personalised streaming services, improved connectivity, and robust security. Electek, part of the Metrowest Group, a Perth-based electrical and communications company, spearheaded this upgrade, deploying Philips Hotel TVs integrated with Philips CMND software.

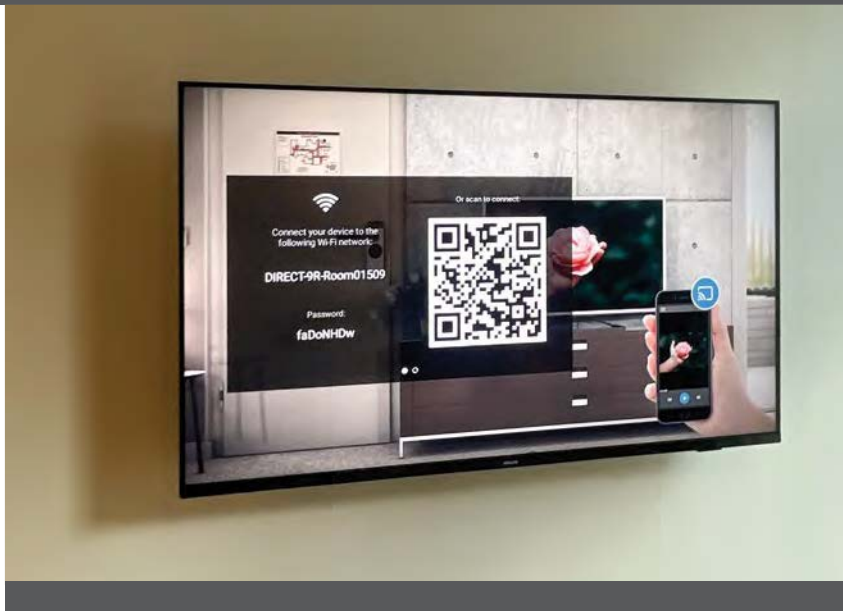
COAXING THE BEST

Electek had a challenge: Fraser Suites' old MATV system was based on coax cable, not category cable and the scope of the work didn't involve a full structured cabling upgrade. Fortunately, each room did have a single existing cat cable from a wifi upgrade – each room had its own wireless access point. Electek decided to instigate a hybrid approach: retaining the coax cable for terrestrial TV and using the Cat6 cable to handle all the other network services. Steve Doven, Electek Service Supervisor explains: "It's not a bad failsafe to have both cables. If the network inevitably goes down at some point, guests still have access to terrestrial TV."

FIT FOR PURPOSE

Philips Hotel TVs, powered by the Android operating system, provide a comprehensive solution to Fraser Suites' needs. The Philips Hotel TVs were selected for their ability to offer a seamless, secure, and user-friendly experience. Doven emphasises, "Philips built its Hotel TV solution on the Android operating system, which is one of the only platforms on the market approved to natively run the Netflix app in the commercial setting, directly on the TV. That's a huge plus. The Philips product also ships with Chromecast onboard, which is another big advantage for hotels where dongles regularly go missing."

To the uninitiated, it sounds like a trivial exercise for hotels to provide personalised Netflix and in-room casting. But it's taken years and a lot of development for Philips to perfect a solution that's convenient and secure. Steve Doven explains: "Anyone who uses Chromecast at home will know that once that TV is on the network any other device on the network can access it. That's very convenient in a home setting but disastrous in a hotel setting, because obviously you don't want guests sharing each other's Chromecast access privileges. Instead, the Philips TV creates a QR code and its own wifi hotspot. So when you walk into the room and you hit the Cast button on the remote, it brings up the QR code on the TV which you use to sign into the wifi network. But the difference is: it's a one-to-one connection using the Philips Hotel TV as a hotspot. This approach



Two TVs per suite is a feature appreciated by guests but adds a layer of complexity with the use of the remote controls. Normally, the guest must shut the door of the bedroom to stop turning on the TV in the lounge (or vice-versa). The current range of Philips Hotel TVs now have ability to operate different infra-red remote controls. Electek supplied dedicated different remote controls for all bedrooms on different codes to avoid this issue.

gives you that extra level of client isolation – you can't see other Chromecasts or other TVs. Plus it's also a rolling code. So once that guest checks out, it'll reset – you can't reconnect to the same TV after a checking checkout event."

CHECK OUT, LOG OUT

The other big-time security concern in hotels, that you don't need to concern yourself with in a domestic setting, is the issue of staying logged into Netflix, YouTube etc when you've checked out. Philips has mastered this conundrum with its CMND software as the lynchpin. Again, Steven Doven, explains: "There's a piece of middleware that links the hotel's PMS (Property Management System) to the software package that's running the Philips TV, called CMND. As soon as the guest has checked in at the front desk, the hotel's PMS alerts CMND, which sends a check-in event to the TV. In that, you can configure CMND to automatically turn the TV on, so it's showing a welcome screen or welcome video by the time the guest makes it through the door of their room. The Philips Hotel TV can also display any personalised messaging pertinent to the group booking they're part of, or other contextual digital signage like Friday Happy Hour at the lobby bar etc. From there the guest can make the TV their own. They can Chrome or Miracast, they can even add their own apps from Google Play. Then, upon check out, a check out event is sent to that TV, which defaults the TV back to a predefined setup – removing search history, automatically logging the previous guest out of the apps they were using and deleting any apps they may have added. It's a complete reset, ready for the next guest."

CMND IN CONTROL

It's clear that CMND is the not-so-secret weapon of the Philips Hotel TV platform. Apart from offering CMS features just mentioned earlier, the on-premise software gives the client the tools they need to monitor and control the network of TVs. This is especially useful when updating Android firmware. Once the new firmware is downloaded it can be pushed to the entire network of TVs at once. CMND is smart enough to ensure that process doesn't inconvenience



guest in any way – it'll wait until the TV is not in use.

Gone are the days of having to access every room to manually tune a new TV channel or use cloning USB sticks, with the power of CMND this takes a couple of minutes to update all TVs, not days.

CMND will also send alerts if anything goes awry, making preventive maintenance easy... even down to the battery status of the TV remote control.

"Within CMND you can actually see if the battery charge is full, or almost due for replacement," continues Steven Doven. "You can even set up an automatic notification. CMND will alert you as to which room's remote control needs attention, so you can send someone from the maintenance department to swap out the AAAs."

SUITE AS

The upgrade at Fraser Suites Perth involved installing over 400 Philips Hotel TVs (each suite has a TV in the bedroom and the lounge room), with a similar project executed at the Sydney location. Doven reflects on the process, "Smart functionality for in-room hotel TVs is becoming expected by guests. At Electek we, of course, work with other brands of hotel TV but it's only the Philips Hotel TV that provides the complete package. Buy a Philips Hotel TV and you can get it running straight out of the box without any additional subscriptions or licensing. Even CMND is a free software provided via Philips, of course there are some additional costs for PMS interfaces etc, but the TV itself, once purchased, is a complete all in one package."

Optimise Your Guest Experience



Scape manages over 16,000 beds in 33 properties in Australia, and relies on Philips hospitality TVs to help students feel right at home.

The mention of ‘student accommodation’ can conjure images of narrow, hard beds, a single desk replete with inkpot and decades of initials scratched into the surface.

Thankfully, Scape Australia — known as simply Scape — provides something a little more up-market and comfortable. Scape specialises in developing, building and operating student living environments for housing students from all over the world. A multi-national company, Scape’s operations in Australia is the largest of a growing worldwide organisation with offices in the UK, Ireland and the USA.

These student environments are intelligently designed, purpose-built to create the ideal learning and living environments for students to thrive. This enables Scape to install an information network, along with facilities for entertainment and furthering any chosen education. At the forefront of that network, is the Philips Hospitality Series of televisions and monitors.

VAST OPERATION

Students and higher education are such a part of our social fabric that we almost take them for granted. Scratch the surface and it’s suddenly obvious that universities and colleges are a serious business,

and recent events have highlighted how large a slice of the country’s economy is reliant on overseas students.

Alone, just accommodating the vast numbers of pupils coming into Australia is a big deal, and it needs to be done right. Something like 70 percent of all university students are from overseas and need somewhere to live, work and relax. Currently, Scape has over 16,000 beds in 33 properties available across Sydney, Brisbane, Melbourne and Adelaide, with seven more buildings currently under development. Each has an average of 600 rooms, which, along with the entire education sector, had a challenging time during the pandemic with borders closed. Despite the covid headwinds, Scape continued to develop future properties.

Enhance the hospitality experience with a suite of Philips Professional Displays designed for hospitality.

- Powered by Android, Philips professional displays are fast, versatile, easy to navigate, and are all optimised for native Android apps
- Full access to the entire Google Play Store makes it easy to add apps, games, music, movies and more, and you can also install web apps directly to the display
- Run CMND & Control over a network connection to perform software updates and settings changes, and monitor display status, making fleet management easy



Philips Professional Displays has a range best suited to your hospitality needs and budget.

MediaSuite brings a world of options to the screen with Chromecast built-in, Netflix enabled, Google Play Store, Google Voice Assistant, UHD models, and more (19", 32", 43", 50", 55", 58", 65" and 75" available)

PrimeSuite provides a perfect balance between features and price for hospitality and healthcare settings, with solid LAN connectivity, IPTV and CMND & Control (28", 32", 43" and 50" available)

EasySuite offers an economic solution boasting the CMND platform for simple deployments, management and an easily programmable welcome page for a premium look (24", 32", 43" and 50" available)

LANGUAGE NO BARRIER

With so many students from various background sharing accommodation, the real challenge is to create an information network that has no boundaries in regards to ease-of-use and accessibility for students who speak different languages, have different customs, and observe a variety of personal faiths. The focus isn't just on the internet or social media across a broad spectrum.

Using IoT sensors, the building networks have connections to much of the everyday information as well. For example, understanding the usage patterns of the buildings by the residents is crucial to the always evolving design, and enhancing the customer experience.

From within the user interface of an in-room TV it's possible to check how busy the laundry might be, how many of the machines are in use, or the status of any of the communal spaces.

There is an IoT 'bus tracker' which monitors Scape's own fleet of shuttle buses driving between the universities.

With students from all over the world, quite often far from home, it is crucial they feel safe and connected — and much of that security is derived from an easily accessible and detailed network of information. The Philips Hospitality TVs provides the best integration with that data, which is a primary reason why they were selected by Scape.

THE SOLUTION

For Evan Wood, Director of Technology for Scape in Australia, one overriding factor gives the Philips Hospitality TVs an edge over the competition: "It's all about how we operate and work with the buildings' networks and commercial model. With the Philips TVs, you don't need any third-party software or software engineers to create and update the on-screen content. It can be internally built open, and enhanced through the Philips CMND server platform GUI and software.

"We initially used the services of a great Philips partner called Spotty Dog to essentially set up the user interface design and layouts. From there, we are now empowered to modify and build upon that ourselves, in-house and with a minimum of IT expertise. And that's because of the Philips interface and how easy it is to work with. It allows us to experiment with new ideas, in fact, it often feels like we haven't even touched the sides of what's possible.

"There's a significant saving in costs, too, because we don't incur ongoing, outsourced operational expenses which is huge when we are supporting over 16,000 rooms."

CHROMECAST ONBOARD

The latest generation Philips TVs ship with Chromecast onboard, which proved to be another big benefit, making it easier for students to view content via their personal smart device — a small thing, you might think, but actually very important when it came to helping the students feel at home. Scape's IT crew needed only to add a large, obvious 'Cast' icon to the GUI, recognisable regardless of any language barriers, and the Philips TV did the rest. Another feature



that supports easy adoption is the use of a QR code which creates a small, localised network in the room for students to cast securely within — something not easily done with hotel-style networks, but the Philips TVs are capable.

The durability of the televisions is crucial. Being Android-based, the units' firmware is easily updated, ensuring the units purchased now are upgradable in the future. Scape recently brought up to speed almost 700 older-generation screens in one of their existing Brisbane complexes. There's no need to frequently replace the hardware to match any advances in software management.

SCAPE ARTISTS

It goes without saying that Scape was left vulnerable by covid lockdowns, closed borders, and immigration restrictions. Through it all, Evan has plenty of praise for Westan and how well it looks after clients. "The support and sales teams at Westan are always on the other end of the phone, helping to work around tricky situations and issues beyond everyone's control. Supply chains issues have made things difficult, but Peter Curley in Westan Brisbane always goes in swinging on our behalf, and he'll be on the phone twice a day, if needs be, keeping us updated. You couldn't ask for better customer service than what we get from Westan."

When you have thousands of student beds empty due to a pandemic, the next question is obvious — and happily, Evan can answer "yes". Two of their buildings were converted to house Afghan, and more recently Ukrainian, refugees, and that support is still in place. Likewise, a new 700-bed building was fully configured and ready to receive international students in quarantine. However, the last-minute opening of the borders made it unnecessary.

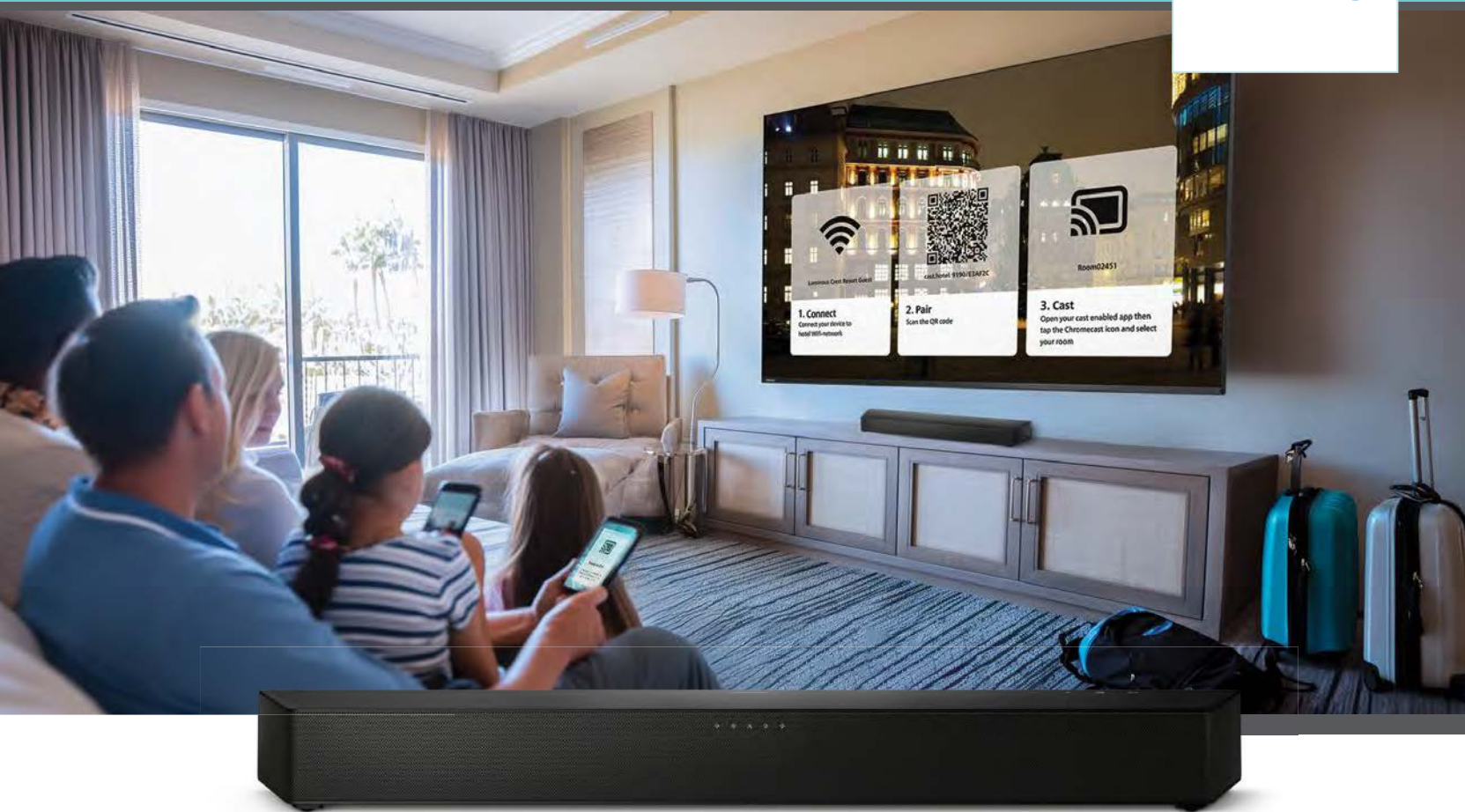
Evan explains, "In a small and positive way, it's an indicator of how versatile the Philips TVs can be. Everything was geared up to receive hundreds of quarantined international students from all over the world, and the TV GUI was configured to support them completely — something we set up in-house and with the support of Spotty Dog. When everything changed almost overnight, we were able to instantly switch back to the student accommodation model."

Conversely, should the need arise again, Scape can quickly switch any of its facilities into providing humanitarian support.

Scape, Westan, and Philips Hospitality televisions will continue to work together to provide the best in student accommodation.



“ ” we don't incur ongoing, outsourced operational expenses which is huge when we are supporting over 16,000 rooms



SUITE SOUND STARTS WITH THE PHILIPS PROFESSIONAL SOUNDBAR

Offer the optimum audio experience with the addition of the new Philips Professional Soundbar. Easy to install, set up and control, and with a built-in subwoofer designed to bring extra punch to special effects, music and more.

Play personal sound content via Bluetooth audio, with

pairing information cleared automatically at check-out, and control the soundbar via the Philips MediaSuite TV remote control. Best of all, configure the soundbar with ease through the professional setup menu on the MediaSuite, then clone and transfer settings to other TVs.

PHILIPS MEDIASUITE & TIGERTMS ILINK POWERING EVOLUTION TOGETHER

TigerTMS releases the full potential of Philips MediaSuite, using the power of iLink. Designed specifically for the hotel industry, this advanced middleware solutions evolves Property Management Systems to add flexible, future-proof and versatile capabilities.

- **Special from the start:** Deliver the warmest welcome, greeting guests by their name with a tailored message on the screen when they enter the room after check-in on the hotel Property Management System.
- **Seamless communication:** Any language, any time. iLink from TigerTMS allows guests to receive messages in their language of choice via their display.
- **Hyphenate home-from-home:** Allow guests to sign in to their personal streaming services such as Netflix via their in-room display for an ultra-modern hotel experience. Authentication and viewing details are cleared at check-out, ready for the next guest.

SEAMLESS GUEST ROOM CASTING WITH THE ALL-IN-ONE PHILIPS CAST SERVER

Working together with PPDS CMND and the hotel PMS, the Philips Cast Server creates opportunities for unique and fully-tailored entertainment experiences built around the needs and requirements of individual guests.

The single-unit rack-mounted device seamlessly integrates into a hotel's existing IP network to deliver a secure and private connection with full remote management access, allowing guests to simply access and cast their own content directly to their in-room TVs. Guests can pair their phone with the TV via a QR

code displayed on the TV screen. Once paired, guests can instantly and securely cast content from their preferred accounts (including Disney+, Prime, YouTubeTM and more) directly onto the TV.

Furthermore, hoteliers have access to a fully GDPR compliant system, delivering relevant management statistics on usage of cast applications with all personal data removed, revealing greater insight into user habits for any future decision-making.



Powerful and versatile digital signage, enabling new opportunities to engage, entertain and inform across all verticals and sectors.

PHILIPS PROFESSIONAL DISPLAY SOLUTIONS: DIGITAL SIGNAGE

[Philips Signage Solutions \(westan.com.au/brands-philips-commercial\)](http://Philips Signage Solutions (westan.com.au/brands-philips-commercial))

A PPDS SOLUTION FOR ANY NEED

- Three year manufacturer's warranty, including on-site technician dismounting and reinstallation to heights of 1.4m, extendable to five years across Australia and New Zealand
- Fusion-compatible for easy content management
- Sizes ranging from 32" up to 98", all models available for landscape or portrait orientation
- Powered by Android and 4K Ultra HD available
- PPDS Wave offers a free, Philips-native solution to control and content manage a fleet of displays of any size, from anywhere

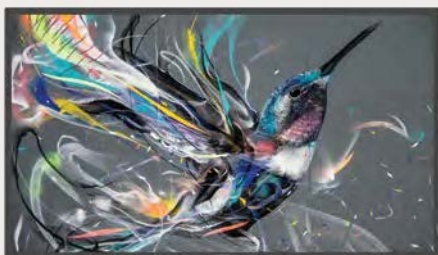


Q-LINE

APPLICATIONS



The digital signage workhorse – easy to install and to use, and powered by Android for ultimate versatility. With an integrated media player, available in 4k ultra HD and 16/7 operation.



32"

43"

50"

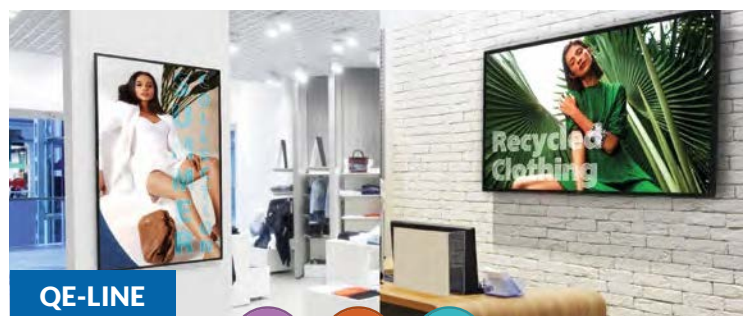
55"

65"

75"

86"

98"



QE-LINE

APPLICATIONS



Philips' evolutionary 'EcoDesign' delivers uncompromised 4K UHD performance while running on half the power compared to similar market models, with EPEAT Silver Climate+.



50"

55"

65"



D-LINE

APPLICATIONS



Performance meets versatility – sizes up to 98" and 4K Ultra HD, Android-powered, easy to navigate displays, including internal memory for local content scheduling, and 24/7 operation.



32"

43"

50"

55"

65"

75"

86"

98"



P-LINE

APPLICATIONS



Built for challenging environments – heavy-duty components for difficult conditions such as kitchens and high-traffic areas, featuring 24/7 operation and high-bright outputs.



42"

43"

49"

50"

55"

65"



H-LINE

APPLICATIONS



Ultra-high bright – cuts through glare, includes robust componentry, 24/7 operation and a vivid 2500 cd/m2 display.



55"

75"



37"



S-LINE

APPLICATIONS



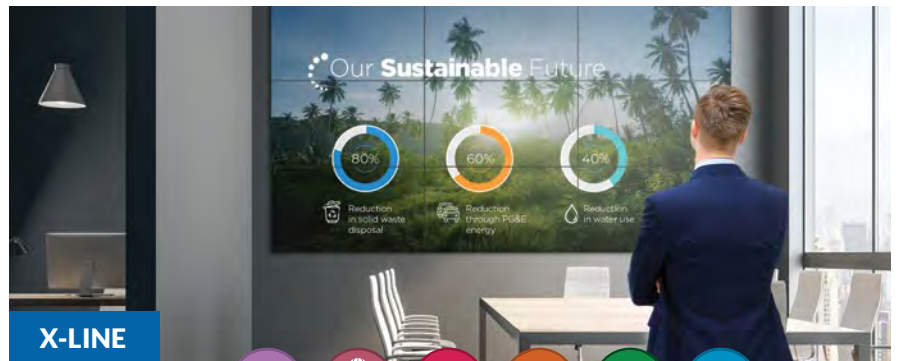
Optimise slimmer spaces for digital signage content – powered by Android, ultra-high-bright (700 cd/m2), an HDMI daisy chaining feature and integrated media player.



49"

55"

65"



X-LINE

APPLICATIONS



Ultra-high resolution, multi-screen videowalls – deliver crisp content, reliability and functionality, with real time control.



13"

25"

32"



TABLEAUX

APPLICATIONS



Award-winning power-free digital signage technology – display static images in a 60,000 colours indefinitely, and super-low energy consumption to swap to a new image.



E-LINE

APPLICATIONS



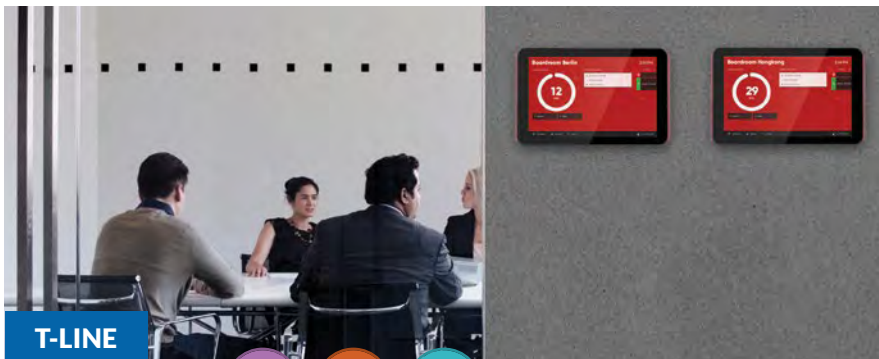
Anti-glare and anti-reflection 4K interactive screens, including blue light filter, up to 40 simultaneous touch points, wireless screen sharing and casting from and to virtually any device, and an EPEAT Silver ecolabel. A five-year on-site warranty comes standard out of the box.



65"

75"

86"



T-LINE

APPLICATIONS



A versatile, all-in-one solution with multi-touch and power-over Ethernet technology — perfect for wayfinding and room booking. Powered by Android, with up to 24/7 operation.



10"

24"

32"

43"

55"



B-LINE

APPLICATIONS



Seamlessly integrate into corporate systems for efficient control. Chromecast built-in ensures presentations run smoothly with instant wireless media sharing from any device and, with the in-built tuner, effortlessly switch between corporate and entertainment functions. Create, control, push and schedule content to your B-Line easily with PPDS Publisher, included in every B-Line.



32"

43"

50"

55"

65"

75"

Sustainable Innovation

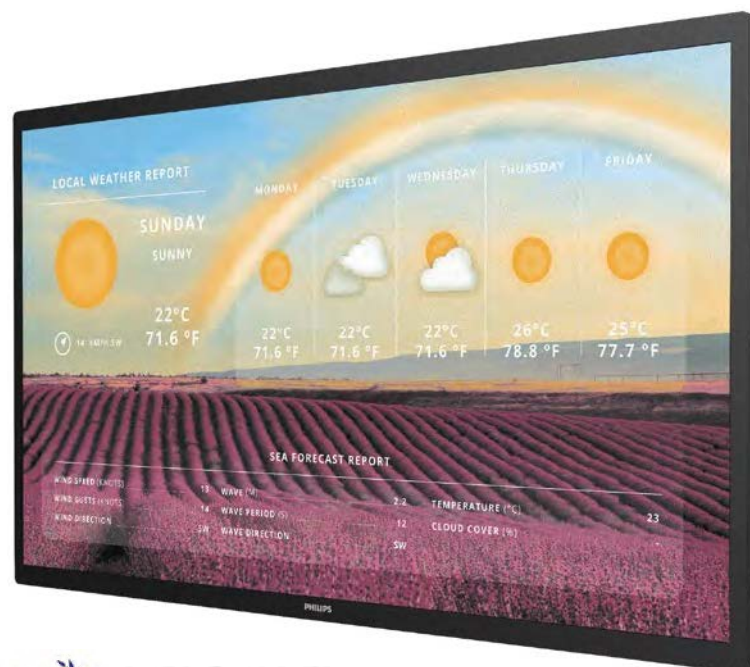
With sustainability front of mind in their research and development, PPDS' new ground-breaking suite of environmentally-conscious products are helping to move the needle in reducing total environmental impact.

PHILIPS TABLEAUX

Your colourful ePaper hospitality display

Versatility and sustainability meld into one with the Philips Tableaux ePaper display. Scooping a series of best-of awards since its release in 2023, these game-changing displays deliver brilliant, power-free colour and crispness, whether used to digitise paper-based signage for wayfinding and menu boards, to replacing current digital models with ultra-clear, easily updatable technology.

With 24/7 vivid content without using a single kilowatt of electricity while images remain unchanged, and only super-low power when swapping out images, the Philips Tableaux offers display sustainability like never before — technology for sustainable business futures — power-free, waste-free, colourful paper poster replacements.



Retail Systems
awards
2023
WINNER



ECODESIGN

Environmentally conscious displays without compromise

A true 4K UHD signage display that consumes half the power compared to its competition in the same size range? Sounds unbelievable. But it's a fact.

EPEAT Silver Climate+ rated, the Philips 3550 EcoDesign display delivers on the same high quality, resolution and reliability enjoyed across the Philips Professional Display range, while created to reduce environmental impact using recycled and recyclable materials, and with repairability, refurbishment and reuse at its core.

Mirroring other premium models, including the market favourite Philips Signage 3000 Q-Line, the Philips 3550 EcoDesign is equipped with a powerful quad-core chipset, ensuring smooth running and consistent performance. It joins PPDS' ever-growing Android SoC family of displays and can be managed entirely remotely, using third-party software or PPDS Wave.

Elevate the education experience and inspire creative minds with Philips interactive and collaboration displays.



PHILIPS E-LINE

Your complete classroom solution

The Philips E-Line education display supports teachers, lecturers and instructors across all disciplines with intuitive technology that can awaken learner's curiosity and inspire imagination.

Built on an Android SoC platform for a truly intuitive user experience, and featuring 40-touchpoint technology, whiteboard mode and toughened anti-glare glass, this innovative touchscreen has been designed together with educators, especially for education.

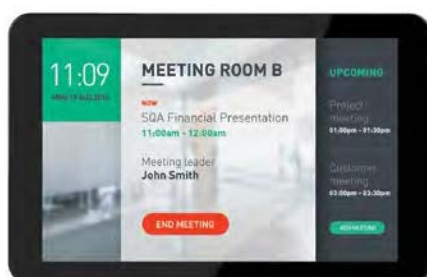


PHILIPS T-LINE

Designed to enhance

This compact touchscreen will show students, educators and visitors the way, flexibly labelling your classrooms and spaces across campus. A versatile all-in-one solution, content is easy to manage remotely and power-over-Ethernet enables flexible placement to ensure easy access for all users.

Featuring multi-touch technology and whiteboard mode, an anti-glare and anti-reflection 4K screen, 24/7 operation, and coming in variety of sizes from 10" to 55", this innovative touchscreen helps bring your education space into focus, whether deployed for wayfinding, room-booking or learning.

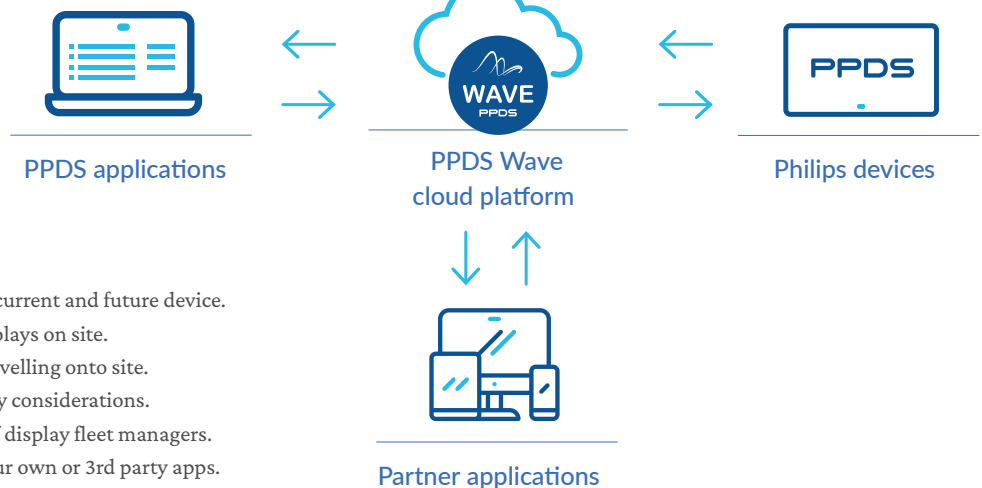


Control Your Fleet



Your evolutionary cloud platform unlocking the power, versatility and intelligence inside Philips Professional Displays. Made for and in collaboration with systems integrators.

State-of-the-art remote device management. In a world where resources are precious and overheads are rising, the ability to avoid costly onsite interventions and manage displays efficiently is no longer just a nice-to-have... it is critical. PPDS Wave puts you fully in control with simplified installation and display set-up, including managing, monitoring and controlling displays, upgrading firmware, managing playlists and setting power schedules — allowing you to save time, energy and environmental impact. Be proactively alerted to issues, helping you to avoid costly truck rolls, saving time and energy, while reducing your carbon footprint as well. Wave also offers options to optimise your fleet's energy usage — for instance, by scheduling standby when a display is not in use.



WHAT IS PPDS WAVE?

- Scalable:** Ideal for managing any size of display installation.
- Future proof:** Uses latest cloud native technology, supporting current and future device.
- Cost effective:** Eliminates the need to debug and maintain displays on site.
- Sustainable:** Reduces the need for additional hardware and travelling onto site.
- Secure:** Designed and regularly updated with the latest security considerations.
- Easy-to-use:** Focuses on usability and real life requirements of display fleet managers.
- Easy-to-integrate:** API-first design allows integration with your own or 3rd party apps.
- Constantly developing:** Evolving and improving to fit your user needs and experience.

Organise Your Content

Design, manage and deploy your digital signage content with ease, thanks to this partnership between Westan and Fusion Signage. Designed to grow alongside your digital signage network.

A WESTAN LOCAL PARTNER

Fusion Signage (westan.com.au/brands-fusion)



EASY-PEASY LEMON SQUEEZY

Fusion Signage has everything you need and nothing you don't. Their digital signage software is intuitive to use: it's almost impossible to not have content deployed to your screens within 15 minutes. With an in-built drag-and-drop Designer and Marketplace, creating head-turning and professional-looking content is a breeze.

Fusion Signage is easy in use, packed with features and the most affordable digital signage software on the market. Whether on a Philips panel or an Aurora LED, Fusion Signage ensures that end users can make the most of their display for years to come.

WHY FUSION SIGNAGE?



Local team: 100% Australian born and built. Their small, Brisbane-based team are always ready to offer direct support for any of your queries.



Compatible: Runs on Westan's core range of displays, and constantly tested against the latest models in collaboration with our internal team and our suppliers.



Simple: Easy to use and powerful in ability. Fusion Signage is suitable for customers with 1 to 10,000 screens.



Affordable: Proudly one of the most cost-effective solutions on the market. In fact, you'll find their most popular licence (3-Year Advanced) comes to a mere 42¢ a day.



Secure: Fusion Signage uses Sydney's own Amazon Web Services (AWS) servers to keep data safe, giving users peace of mind.



Innovative: A platform that's intuitively designed and under constant development thanks to your feedback. Fusion Signage is always growing – right by your side.

Implemented by:

CONCEPT
EIGHT

United

Grill'd

Australian
Venue Co.

OAKBERRY

endota



The Precinct at Alberton is Port Adelaide Football Club's new social club, museum and function space, packed with technology.

Photos: Matthew Sampson/Port Adelaide FC

Adelaide has long been known as the City of Churches, but everyone knows that Australian rules football is the real religion. Port Adelaide Football Club (PAFC) was founded in 1870, making it the oldest professional football club in South Australia, and the fifth oldest club in the Australian Football League. In the 150 years since, if the sacred oval at Alberton was said to have a 'church', it would be the Foss Williams building.

The PAFC has performed an ambitious upgrade on the site turning it into a contemporary bar and kitchen experience, along with an interactive museum that celebrates the club's rich history and meeting/function facilities.

The latest technology is woven throughout all aspects of the venue. Barry Dawson of Dawson Communications was given the AV project: "The main focus was to work in conjunction with the PAFC to get the best outcome within budget."

SHOUTING THE BAR

The Main Bar presented the biggest challenge. It's a long, relatively narrow room with one wall comprised entirely of glazing, looking onto the oval. To provide good sightlines for anyone seated anywhere required 10x 75-inch Philips B Line panels located around the room

plus a video wall at one end with a matrix of six 55-inch Philips panels. A total of 15x Electrovoice 100V speakers covered the area. A further six speakers are mounted outside on the balcony, supplemented by 4x FBT high-powered foldback speakers. Creston touch panels control the vision and audio, while an iPad allows remote mobile control.

FUNCTIONS & CONFERENCES

These days, football clubs are more than just noisy bars filled with people watching football. The Function Room is an important facility hired out for all manner of occasions; often entirely unrelated to football.

To provide a state-of-the-art room that would appeal to both public and corporate clients, a wall-mounted 86-inch Infocus INF8640e touch display is main technology focus and in keeping with the rest of the network, another 75-inch Phillips B Line panel is provided for private gatherings that want to see the games, or benefit from the in-house digital signage.

WARM RECEPTION

The Reception had a straightforward requirement with two 50-inch Philips BFL panels mounted behind the desk, while the retail/



merchandise room, called the Port Store, with an emphasis digital signage displaying bespoke content, was fitted with a 98-inch Philips BDL panel.

Last but certainly not least, the Museum is a space filled with the Holy Grails of PAFC's achievements plus a ton of historic memorabilia and displays. Most of it, of course, needs protecting behind glass, so to give visitors a more tactile experience and deeper insight, the club installed four Infocus touch displays and an array of ceiling speakers to create a truly immersive picture of the club's past. A special room with all of PAFC's famous guernsey designs, again safely in glass cabinets, also has a Philips BFL panel replaying Port Adelaide's greatest moments. The club wanted to ensure that the stories behind the legends, and the true heart of the club — its past members — were on show for future generations of supporters.

TOP OF THE TABLE

Further upgrades and improvements are planned for the other buildings surrounding Alberton Oval, prompted in part by PAFC fielding its inaugural AFLW team in the coming competition and the increased patronage that's expected to create.

Perhaps not quite a church in the traditional sense, the Foss Williams building has been transformed into a place to celebrate in style, with the latest in technology, that most passionate of religions, Aussie Rules Footy.



WESTAN ON TEAM DAWSON

The support of Westan is very important to Barry Dawson:

"Westan never fails to deliver great service, and a great range of products. In particular, Westan's approach to warranty and support is first-class. There are no questions asked, or red tape to be negotiated if something goes wrong, Westan just fixes the problem and allows its clients like me to get on with the job. You couldn't ask for more."

Dawson Communications: www.dcomms.com.au



Pioneering indoor intelligent autonomous distribution robots for premium restaurants, hotels, bars and hospitals around the world.

A WESTAN ROBOTICS PARTNER

[Keenon \(westan.com.au/brands-keenon\)](http://Keenon(westan.com.au/brands-keenon))

THE FUTURE OF THE CUSTOMER EXPERIENCE

Founded in 2010, Keenon Robotics is a global award-winning technology pioneer. Working hard to develop new cutting-edge hardware and software, Keenon has developed a suite of commercial products fit for hospitality, food and beverage and healthcare environments worldwide.

With a global presence spanning North and South America,

Europe, Asia, the Middle East, Africa and Oceania, Keenon Robotics has established itself as a trusted partner. In partnership with them, Westan offers innovative robotics solution, including one-stop repair and maintenance after-sales service programs.



BUTLERBOT W3

The Ultra **Butlerbot** for Private, Hygienic & Multi-floor Service.

The IoT Elevator Rider: The BUTLERBOT W3 can now take the elevator for item delivery, streamlining business processes.

Safe. Hygienic. Private: Automatic doors and ventilation ensure contactless, hygienic dish service, prioritising privacy and spill prevention.

1 Dispatch, 4 Locations Served: Adjustable up to four compartments, each accessible independently, serving up to 4 locations' diverse needs.



Effective Marketing Tool

The large T10 screen supports custom image and video playback to effectively communicate your messages, while the W3 incorporates an 11.6" HD touchscreen for welcome messages and eye-catching advertisements.

Agile and Robust

From the T10's open shelves to the W3's massive carrying capacity, and an ultra-stable chassis across all models, these robots can navigate through crowds, narrow passageways and complex environments safely with ease.

Comprehensive Obstacle Avoidance

Up to 270° wide-angle 3D obstacle detection and up to two LiDAR sensors for 360° 2D detection ensures safety in service delivery, whether delivering a glass of wine or cleaning a corridor floor.



KLEENBOT C30

The **Kleenbot** for 3-in-1 Dry Cleaning Solution for Commercial Spaces.

3-in-1 Dry Cleaning: Sweeping, vacuuming, and dust mopping covers 610mm wide.

100% Charged, 2500m² cleaned: With one complete automatic charging, the C30 can clean up to 2500m², ideal for extended cleaning sessions.

Dual Operation Modes: Switch between manual map building and automated cleaning with the innovative extendable handle.

Remote Assign and Track: Effortlessly assign and track cleaning tasks, and gain insights into your C30 with the KEENON App.



DINERBOT T10

The Ultimate **Dinerbot** for Delivery & Marketing that comes with all the Perks.

Agility Meets Capacity: Navigating crowds effortlessly, carrying 40kg, and fitting through 59cm spaces for peak-hour efficiency.

Engagement Elevated: Movable heads, 23.8" screen, and interactive buttons redefine engagement.

Safeguarding Every Step: 360° Recognition, equipped with 5 stereo vision sensors+ 4 RGB cameras for ultra-wide, clearer vision.

Take it Easy, Savor the Ease: Open-access tray for easy self-pickup, with visual detection, tray lights, on-screen guidance and voice prompts.



Self Charging

Configure the robot's operating hours according to your usage schedule. It autonomously returns to recharge after shifts, ensuring optimal energy levels for worry-free operation during service hours.

Convenient and User-Friendly

The C30 includes a handle-equipped screen and quick disassembly design, and all models feature a user-friendly interface for convenient use and easy operation.

Multiple Functions, Professional Cleaning

The C30 can simultaneously perform sweeping, vacuuming, dust pushing and other cleaning tasks, and is equipped with a powerful suction motor to clean up common garbage.





Introducing Videri Digital Canvas: the world's thinnest, lightest and smartest Digital Canvas.

A WESTAN DISTRIBUTION PARTNER

Videri (westan.com.au/brands-videri)

THE VIDERI DIGITAL REVOLUTION

Videri offers a simple, easy-to-install, beautiful yet scalable platform that delivers high impact content with hardware and software made for each other. Videri Digital Canvases blend in to let your message stand out. Native content management, device monitoring and APK support power jaw-dropping digital experiences with infinite possibilities across one display or 100,000. Go digital where you never thought possible.

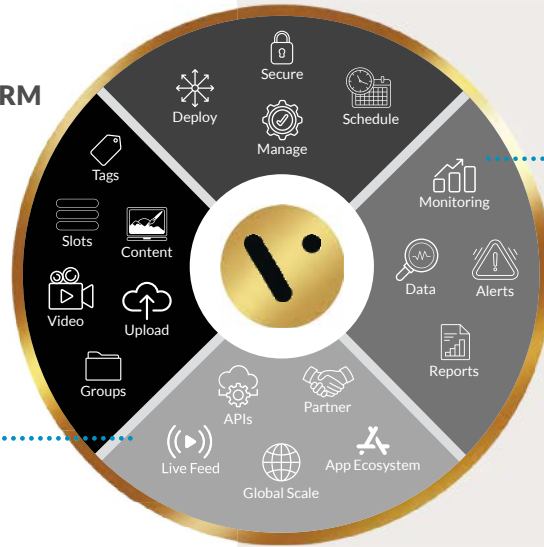
THE CANVAS

Half an inch thick, these stunningly thin displays can be taken from the box, flush-mounted to the wall and ready to play content within 15 minutes. Enjoy an integrated Android-powered media player and fully wireless design.

The Spark Series is a 4th generation Canvas technology, with enhanced clarity and vibrancy supported by upgraded screen haze and reduced glare. IPS LED display panel technology provides superior colour and viewing angles, and WiFi6 and Bluetooth 5.2 enable faster and more stable connectivity. Best-in-class processing capabilities with 4K UHD means that content renders smoothly and apps launch effortlessly.



VIDERI END-TO-END PLATFORM



DEPLOY. And install effortlessly.

Simple installation, no external equipment needed. Provision displays and upload content easily.



MANAGE. And publish at scale.

Centralize all your digital assets and publish existing content without any custom content creation needed.



MONITOR. And control globally.

Monitor your digital from anywhere. Get device management with enterprise-grade monitoring and reporting.

ORCHESTRATE WITH THE SPARK SERIES

Turn heads and stop traffic with Videri's unique and truly jaw-dropping Orchestrations, from a single piece of content across one Canvas to a layout of a Wall of Canvases.

Create your brand's own unique Wall and drag-and-drop content into Canvases, with pinch-to-zoom precision placement — no custom content required. The Videri platform adapts creatively across your layout and adjusts for spacing automatically.

SHOW YOUR MESSAGE

Beautifully: Engage audiences and stop traffic with content displayed with jaw-dropping artistry.

Simply: No need for complex and costly components or custom digital content.

Clearly: Transform POS signage and upsell or cross-sell to deliver ROI in days, not years.

Everywhere: Deploy to one location or 100,000 at scale with flexible display layouts that let you adapt to changing formats and locations.

A platform purpose-built for your business, big or small, and trusted by some of the world's largest brands.

Red Bull



Fannie May



ESTÉE LAUDER

CAMPARI



ABInBev



Sparking an Idea



Adelaide education institution, Orbis, pioneers use of Videri Spark digital canvas.

Digital content is so ubiquitous that marketers and designers are looking for anything to help content pop. Current commercial displays are undoubtedly large, with impressive brightness and vivid colour reproduction but ultimately they mostly present as big TVs. Videri is a specialised digital signage manufacturer and doing things differently.

Videri sells a digital signage system based on a super-slimline display product. There are five in the Spark series including an Insta-friendly square model. Thanks to the Videri control software and CMS the displays can run solo or be nested together in any which way.



SPARK 2 SPECS

Active Display Area: 408.96 x 230.04mm

Resolution: 1920 x 1080 FHD

Brightness: 450 nits

Dark Mode: 0.56 nits

Surface Treatment: 25% Haze

Colour Gamut: 72% NTSC

Operation Time: 24/7

Portrait/Tilt Compatibility: yes

Bezel Width: 13.5mm

Thickness: 15.5mm

Weight: 2.25kg

Package Dimensions: 530x400x100mm

Using wi-fi and/or 4G to push content, it's possible to be endlessly creative with how you configure the Spark displays and how the content addresses the screens – no need for additional hardware.

The construction and mounting solution of the Spark displays is ingenious. Power to the display is via one thin cable (not a standard IEC socket) which allows the slimline panel to sit flush to the wall. The displays run Android on a SoC, and content gets pushed wirelessly so there's no need for separate media player or AVOIP receiver. The look is super-clean, much like a framed poster. The 4K image, upgraded haze and reduced glare contribute to the refined



VIDERI PLATFORM

Traditional digital signage software often focuses on whether the HDMI port is live and working. Videri's integrated software lets you see what is playing live on your displays, in real-time. With no physical ports, Videri's purpose-built hardware only connects to the Videri Software Platform, making the displays less prone to tampering.

look – Videri bears no resemblance to a glossy TV and attracts the eye as a result.

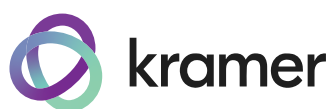
ADELAIDE INSTALL

A fleet of 20-inch Spark 2 displays from Videri have been installed into the Orbis centre in Adelaide. Orbis provides professional development for teachers. The centre is a technology leader, providing state-of-the-art in-person and hybrid teaching spaces.

IOT-TEK provides technical AV support and consultation for Orbis and specified the displays. The company's Head of Technology, Troy Edom, was immediately attracted to the aesthetic and image quality

of the Videri Spark 2 displays. Aware that Spark 2 is an innovative digital canvas, he was interested in first assessing the display's capabilities by using them as wayfinders. Each Spark 2 displays the session details of each classroom. The content is pulled from a third-party CMS, which is widely used throughout the organisation – kudos to Daniel Condon who created the custom UI in the Fusion Signage app.

"It's a beautiful looking display," notes IOT-TEK's Troy Edom. "We're not using the Videri system to its full capacity but no one is complaining – Spark 2 is a stunner."



Kramer audio-visual experiences power creativity, collaboration, and engagement.

A NEW WESTAN ANZ PARTNERSHIP

Kramer (westan.com.au/brands-kramer)

From signal management to advanced cloud-based communication, collaboration, and control solutions, Kramer technology breaks down walls, bridges gaps, and makes people feel closer, even when they're far apart. Kramer's comprehensive portfolio of fully interoperable, advanced audio-visual signal management products provides unprecedented simplicity, flexibility, and scalability in integrating complete, high-performance AV solutions for any space and application. Supporting end-to-end 4K60 4:4:4 video, Kramer includes seamless matrices, switchers, extenders, distribution amplifiers, and multi-viewers that are all fully interoperable, controlled and managed together.

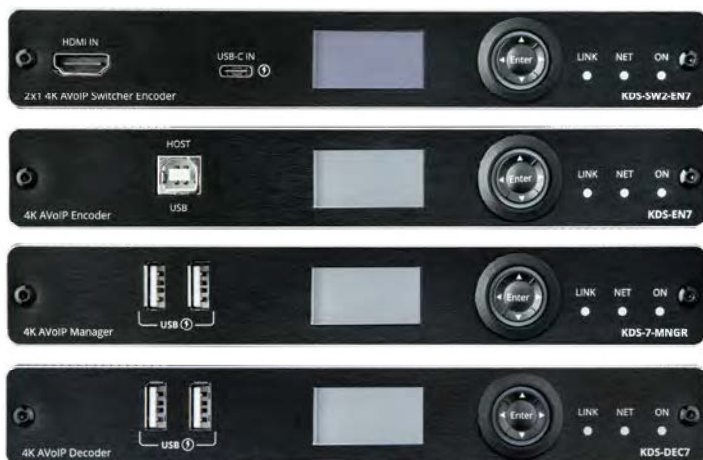
KRAMER'S POINT OF DIFFERENCE

1. **Innovative Technology:** Kramer stands at the forefront of AV innovation, offering cutting-edge solutions that integrate the latest in AV signal management.
2. **Comprehensive Solutions:** From simple to complex systems, Kramer provides a full range of AV solutions that meet diverse needs.
3. **Seamless Integration:** Kramer products are designed with interoperability in mind and able to be controlled with a wide range of control systems, ensuring smooth integration and management of commercial AV solutions.
4. **Reliability and Quality:** Known for their robust build and reliable performance, Kramer products are trusted by integrators worldwide.



BEST-OF FEATURES

1. **AVSM Audio Visual Signal Management:** Kramer's signal management solutions ensure high-quality video and audio transmission with minimal latency and interference adhering to global standards such as HDBaseT and Dante.
2. **Cloud-Based Control:** Kramer's simple 'drag and drop' cloud-based programming solution offers comprehensive management and control of AV systems, maintaining simplicity and efficiency.
3. **User-Friendly Interfaces:** Intuitive and easy-to-use GUI's make it simple to control and configure AV setups for a wide range of solutions.
4. **End-to-End 4K60 Support:** Kramer's products support the latest video standards, delivering crystal-clear visuals for an immersive experience.
5. **Security:** Enhanced security features ensure safe and secure operation of integrated systems.



4K30 4:4:4 | JPEG 2K | Low latency | USB | rich management capabilities

THE KDS-7

High-performance, highly scalable AVoIP streaming solution

Get a full AVoIP streaming solution for anywhere low-latency, high-quality 4K30 4:4:4 video presentation is required. The KDS-7 line comprises a full range of encoders and decoders, supports up to 1,000 video sources, enables simple and fast deployment, and easily scales to suit any size network AV installation. Delivering a superb user experience, enterprise IT-grade security and advanced, yet intuitive management, KDS-7 is a perfect fit for enterprise, education, homeland security, military or government sites of any size.

INTRODUCING THE KDS-17

A Benchmark in HighP erformance AVoP Streaming

The KDS-17 offers ultra-high performance and scalability, utilising JPEG2K-like compression for superior video and audio streaming over 1GE networks. Ideal for spaces requiring 4K60 4.4.4 video quality with minimal latency, it supports up to 1,000 video sources, making it suitable for command centres, meeting rooms, digital signage, and more.



4K60 4:4:4 | JPEG 2K | Ultra-low latency | Dante and AES67 | USB | Fast switching

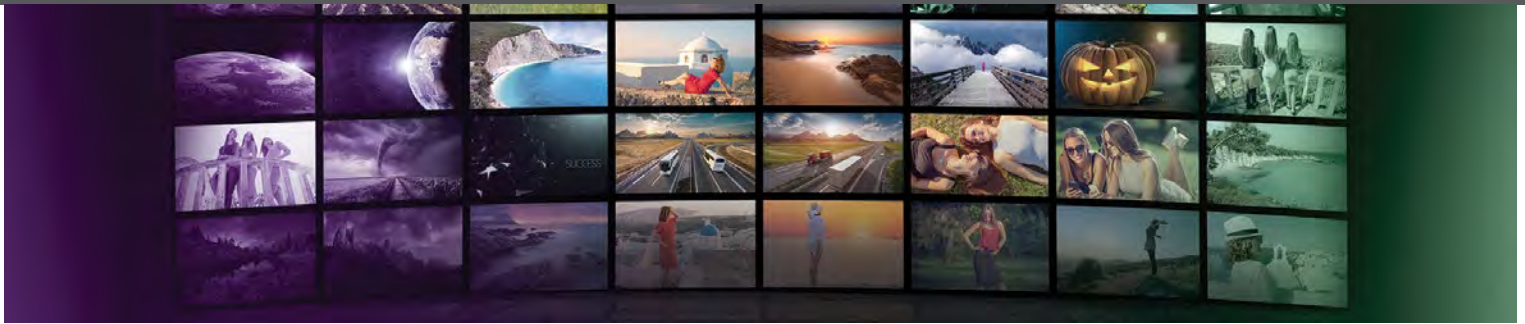


4K60 4:2:2 | H.264/H.265 open standard | Dual streaming abilities | Low latency | low bandwidth

THE KDS-100

Versatility and Efficiency in AVoIP Streaming

The KDS-100 leverages the H.264/265 open standard for efficient bandwidth usage and interoperability. Its dual streaming capabilities make it perfect for environments requiring live recording. Suitable for operations rooms, university auditoriums, and command centers, the KDS-100 provides high-quality 4K60 4:2:2 video streaming and supports up to 1,000 video sources, facilitating easy deployment and scalability for any network AV installation size.



KRAMER SERIES 3 HARDWARE

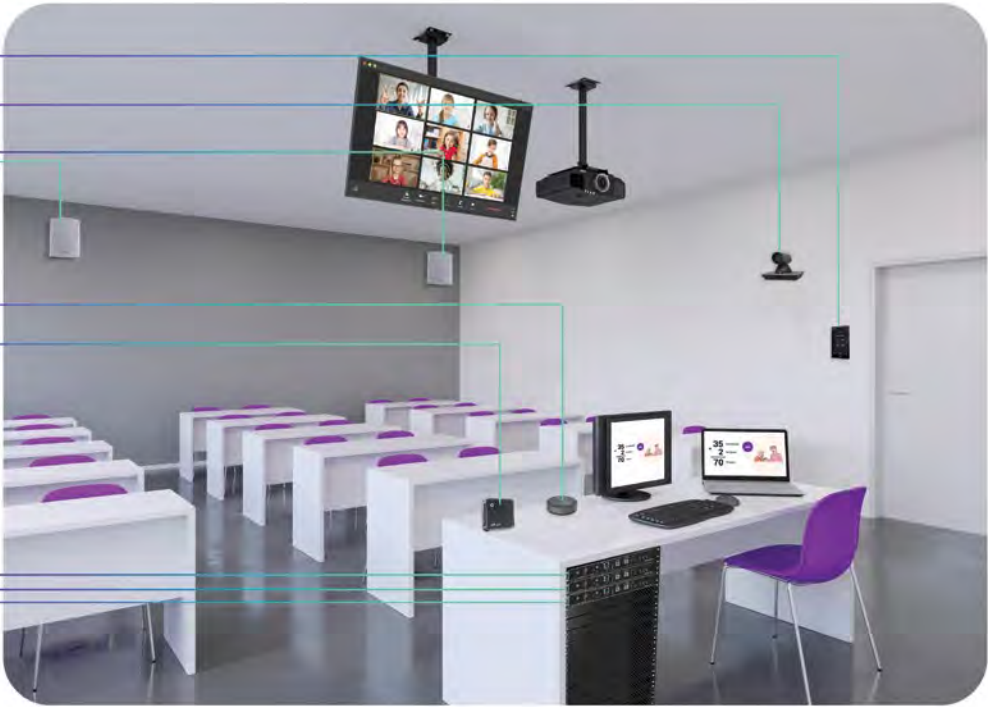
Kramer Series 3 switching and extending hardware is engineered for high performance and reliability in professional AV setups. It combines advanced features with build quality to meet the demands of complex installations.

KEY FEATURES

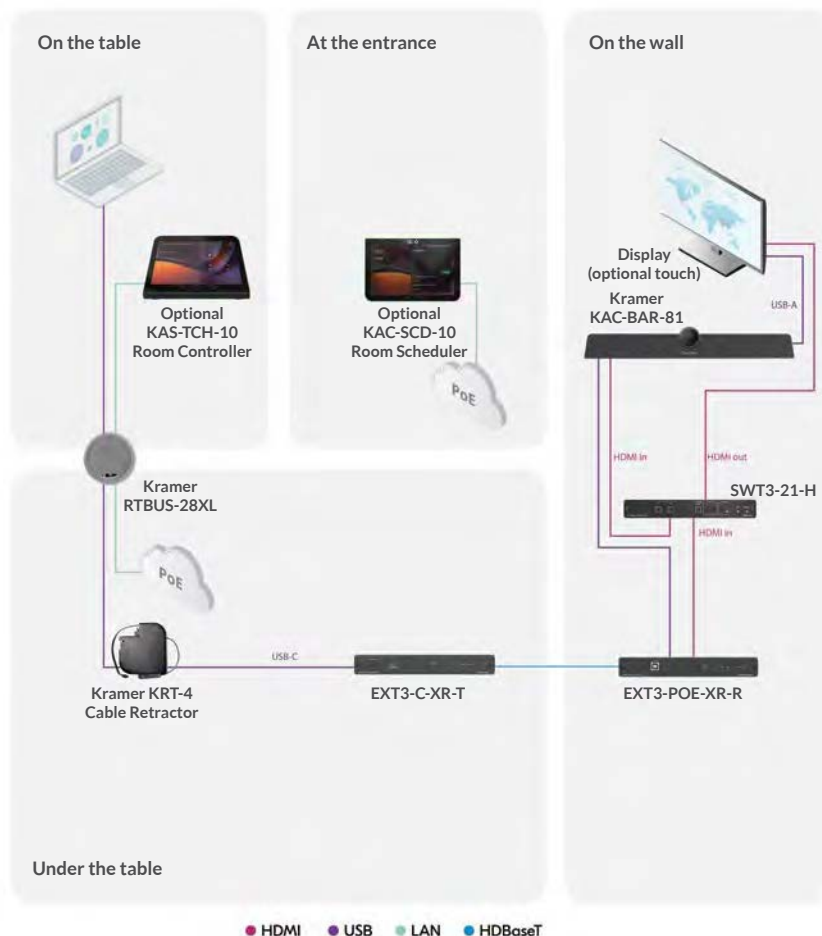
1. 4K60 4:4:4 Video Support: Delivers exceptional video quality with full 4K60 4:4:4 resolution, ensuring superior visual performance for demanding applications.
2. Modular Design: Features a flexible modular design that supports interoperability and scalability, allowing for easy upgrades and expansion.
3. Advanced Control: Offers comprehensive control options, including RS-232, Ethernet, and IR, for versatile integration and management.
4. HDBaseT 3.0 Integration: Utilises HDBaseT 3.0 technology for enhanced connectivity, supporting up to 8K video, multi-channel audio, Ethernet, and control signals over a single cable.
5. Redundant Power Supplies: Equipped with redundant power supplies to ensure continuous operation and enhance reliability, minimizing downtime.
6. User-Friendly Setup: Includes intuitive configuration tools for a simplified setup process, making installation quick and straightforward.

Hybrid Classroom

- KT-205WM
 - K-CAM4K
 - TAVOR-50
 - K-SPEAK
 - VIA Go²
 - EXT3-21XR-TR
 - SWT3-31-HU-TR
 - EXT3-U-KIT
- Cables:**
- C-UNIKAT
 - C-HM/HM
 - C-U32/FF



Small Meeting Room



CERTIFIED MICROSOFT TEAMS ROOMS

AudioCodes and Kramer have teamed up to deliver certified hardware solutions for Microsoft Teams Rooms, ensuring seamless communication and collaboration in modern workplaces. These solutions, fully certified by Microsoft, include audio, video, and control components in comprehensive bundles. The high-quality audio and video capabilities ensure an enhanced meeting experience, while the simple integration with existing IT and AV infrastructures makes deployment simple and straightforward.

KEY FEATURES

1. **Certified Solutions:** Fully certified by Microsoft for reliable performance and compatibility.
2. **All-in-One Systems:** Comprehensive solutions including audio, video, and control systems in one package.
3. **High-Quality Audio and Video:** Crystal-clear audio and high-definition video for an enhanced meeting experience.
4. **Easy Integration:** Simple integration with existing IT and AV infrastructure with Kramer Control.
5. **Teams on Android:** Support for Microsoft Teams on Android, providing flexibility and convenience for users.

HIGHLIGHTED PRODUCTS:

1. **KAC-BAR-81:** High-quality video collaboration bar with built-in Android computer, camera, microphone, and speaker.
2. **KAC-CU-200-B40 Bundle:** Comprehensive Microsoft Teams Room bundle with control unit and peripherals.
3. **KAC-CAM-CC-10:** Compact and versatile content camera for enhanced whiteboarding capabilities.



EPSON

Transform any space, from advertising on a giant curved wall to intricate projection on products or home theatre requirements. Lamp, laser and accent lighting projectors fit for any surface, any shape and any material.

WESTAN EXCLUSIVE RANGES: EH-LS12000B & EH-TW9400

[Epson \(westan.com.au/brands-epson\)](http://Epson(westan.com.au/brands-epson))

EB-L770U

4K enhancement laser projector with flexible display options



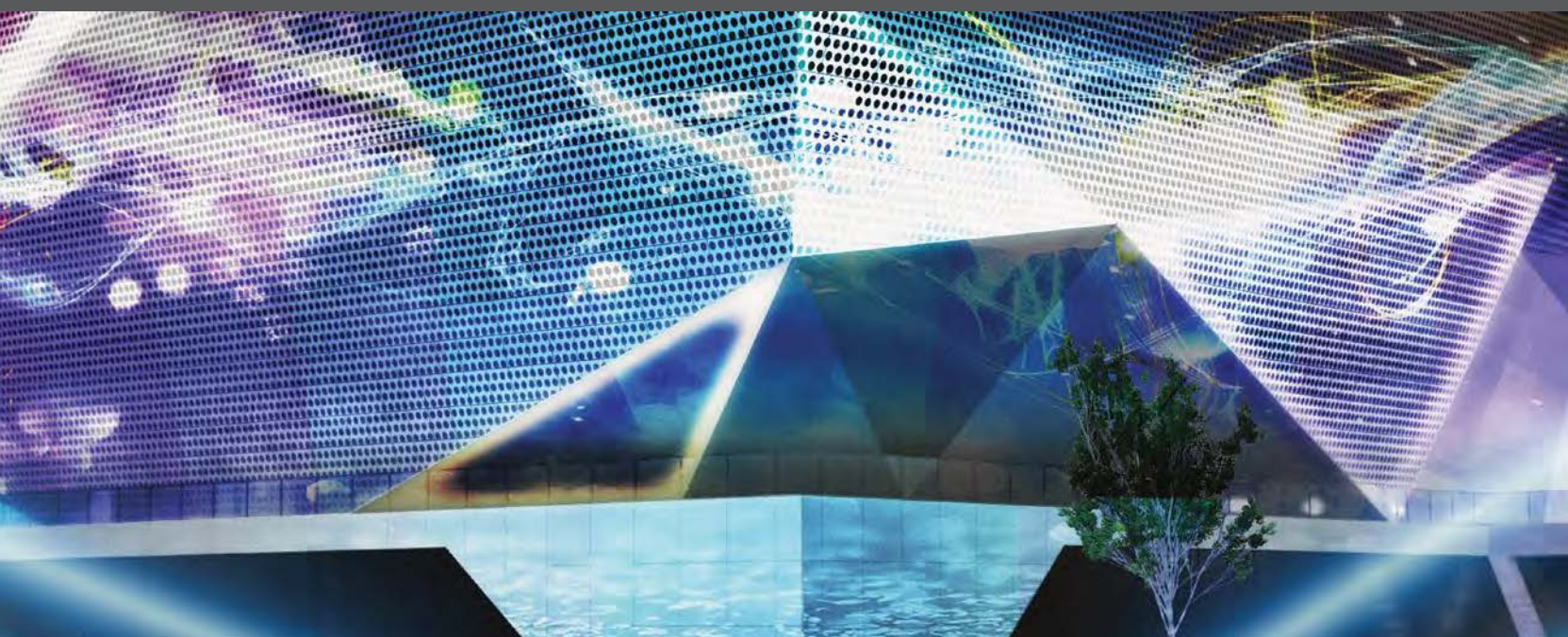
EB-PU2213B

Premium large venue projection with 4K enhancement

EH-LS12000B

4K pro-uhd laser home theatre projector (Westan exclusive)





EB-L770U

	4K enhancement and native WUXGA resolution	2,500,000:1 contrast ratio	7,000 lumens colour and white brightness
	Compact, simplified design fit for a range of interiors	Flexible display options up to 650" in 21:9 aspect ratio	Connect with HDBaseT, 2x HDMI inputs, an HDMI output, RS-232 and control management tools
	360° installation, up to ±50% vertical and ±20% horizontal manual lens shift, and 1.6x optical zoom	Up to 20,000 hours virtually maintenance-free	5 year projector warranty

EB-PU2213B

	WUXGA with 4K enhancement	2,500,000:1 contrast ratio	13,000 lumens colour and white brightness
	Hermetically sealed optical engine and filterless cabinet and liquid cooling system	3G-SDI input and output for easy daisy-chaining and long cable runs	Wireless LAN enterprise security
	360° installation	Up to 20,000 hours virtually maintenance-free	5 year projector warranty

EH-LS12000B

	4K PRO-UHD Resolution and 3LCD, 3-chip technology	2,500,000:1 dynamic contrast ratio	2,700 colour and white brightness
	Dedicated HDR10+ processor	Dual HDMI 2.1 connectivity	Native 120 HZ refresh rate
	96% horizontal and 47% vertical lens shift	Up to 20,000 hours virtually maintenance-free	3 year warranty

The Art of Outdoor Projection



The old brickworks building in Sydney's Central Park was the festival's largest pixel canvas but, again, was ably covered by two 25,000-lumen Epson laser light source projectors. "We were hit by a crazy rain storm that night," recalls Marc McEvoy. "But it all went ahead without a hitch. We were all dancing around in the rain and enjoying the occasion." (Photo: Maclay-Heriot).

Epson projection transforms Art Month Sydney

Art Month Sydney allows Epson and Be Productions to demonstrate their wares and Sydney artists their digital media talents.

Surviving Covid has been bad news for all manner of festivals worldwide. Art Month Sydney proved to be a bright spot amongst the gloom. In 2021, the festival staged some 157 events, welcoming 15,000-plus visitors.

This year, Epson joined as a major sponsor of Art Month Sydney. Epson, partnering with BE Productions, used the festival to show its wares at a number of outdoor sites where highly engaging, immersive and interactive, projections of digital artwork attracted audiences after dark.

15,000-LUMEN WORKHORSE

BE Productions specialises in outdoor projection. It's well known for providing systems for outdoor cinema during the warmer months; guerrilla-style outdoor advertising; and being in demand during the long nights of winter for alfresco projection.

Principally, its inventory is based on Epson stock, including 25,000-lumen units, along with 15K, 12K and 7K laser 3LCD projectors.

Marc McEvoy, Director of BE Productions: "Our workhorse is Epson's 15,000-lumen model. It's out on hire much of winter, especially. It's bright enough for most of what we do, but it's also compact, versatile and priced well."

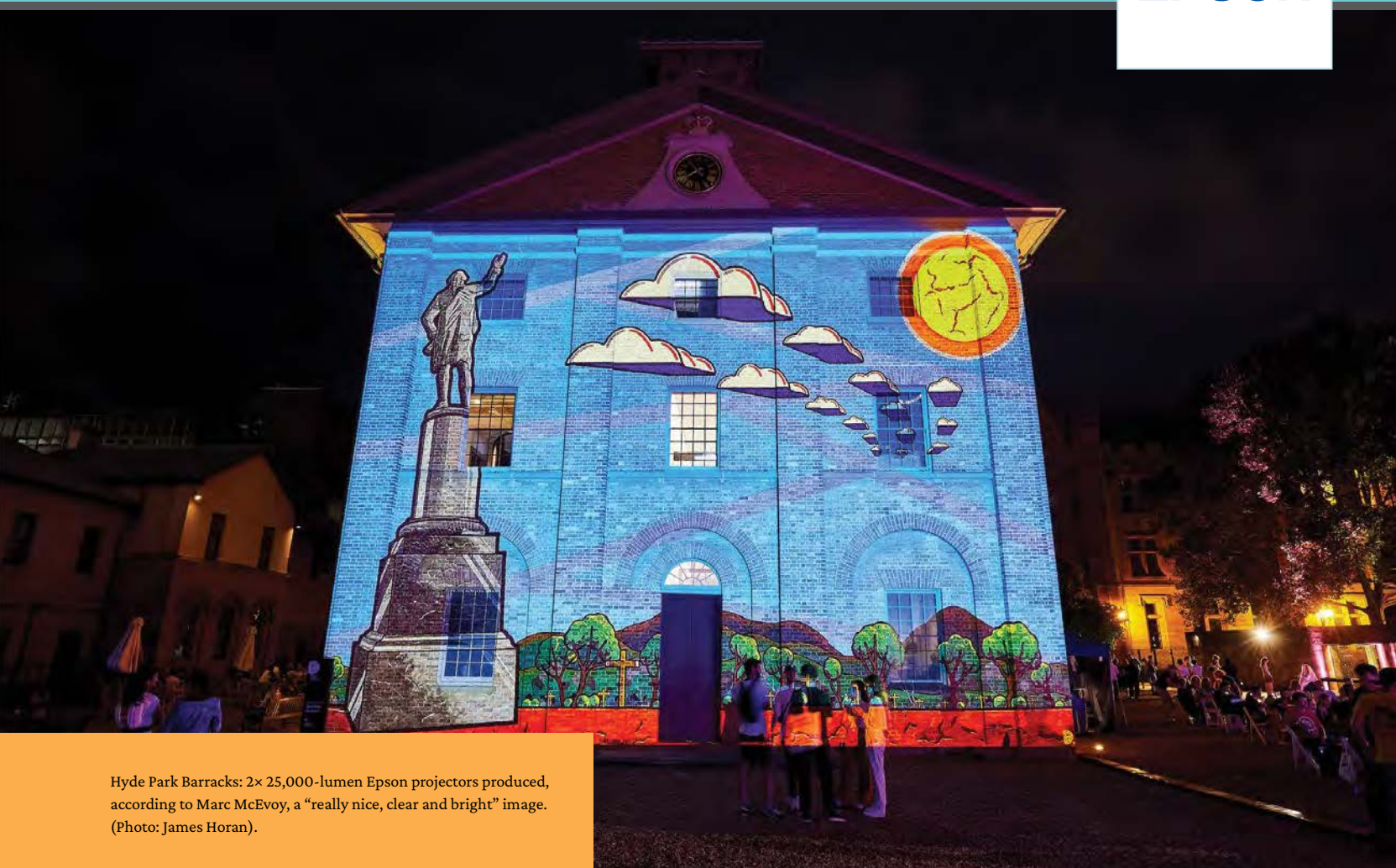
RUN & GUN

BE Productions is famous for showing up and painting an outdoor space with amazing high-brightness projected images in no time flat.

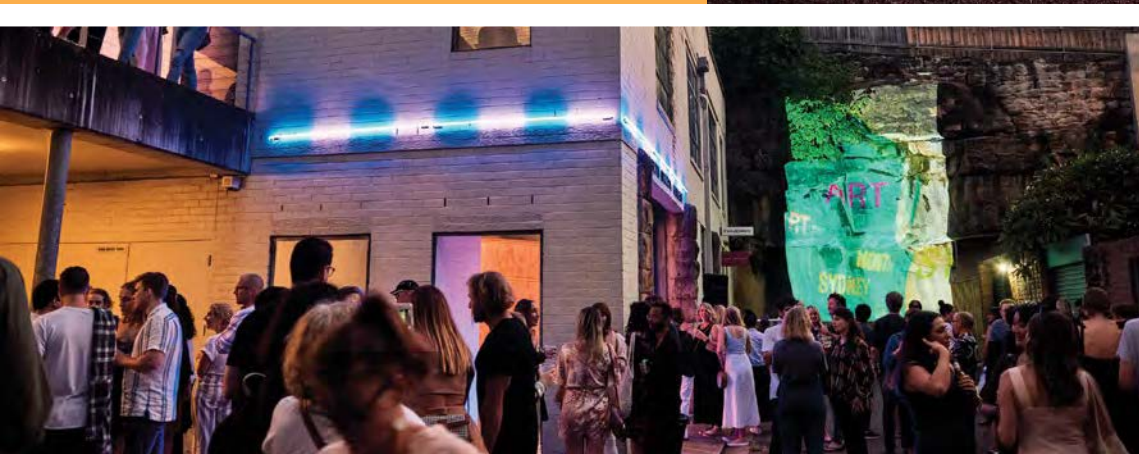
Part of the BE Productions secret sauce is years of experience, the other part is a self-contained, go anywhere projection cart that Marc and his team devised.

The cart is based on a trike with a large front storage 'basket' housing enough battery firepower to power a projector for a full four hours of use. The cart also acts as the staging point for the projector.

"These carts allow us to be fully autonomous. We can bring projection into spaces where a van or a ute often just can't access.



Hyde Park Barracks: 2× 25,000-lumen Epson projectors produced, according to Marc McEvoy, a “really nice, clear and bright” image. (Photo: James Horan).



Projection cart: The heavy duty trike includes deep cycle batteries and an Epson high brightness projector as payload to provide some four hours of projection without recourse to mains power.



And being independent of mains power is a huge advantage in so many applications.”

BE Productions’ guerrilla projection demands almost always require portrait-oriented projection. Often the Epson laser projectors are tilted upwards, above the horizontal to fulfil the brief.

“Tilting the projectors upwards isn’t something most lamp-based high-brightness projects can do. That’s been a huge selling point for us. Epson’s understanding of laser technology and the 3LCD prism is just incredible. They’ve really nailed it when it comes to that laser technology.”



Simple, affordable and reliable commercial and residential mounting solutions — now nearly 100% recyclable for a greener future.

A NEW WESTAN ANZ INITIATIVE

[Verdante \(westan.com.au/brands-verdante\)](http://westan.com.au/brands-verdante)

MOUNTING SOLUTIONS FOR THE FUTURE

With an eye to the future and a nod to the past, the Verdanté brand reinvigorates the Aidoru mount and trolley solution that we all know and love with new, green-friendly goals: 100% recyclability and direct support for environmental causes in the ANZ region.



▲ VWM400ARTXL





HELP US LEAD THE WAY TO A BETTER FUTURE

We want Verdanté to enable real action on environmental recuperation efforts. With this in mind, Westan pledges to donate 1% of every Verdanté sale to support local environmental efforts across Australia and New Zealand.

Moreover, we want you to join us in our efforts. By purchasing Verdanté products, you have the opportunity to vote on which cause you would most like to support with the proceeds. We're putting the choice – and the good – back in your hands.

NO PLASTICS OR POLYSTYRENE

Non-biodegradable plastics and polystyrenes, which can pose long-term harm to the environment, have been completely eliminated from all packaging.

RECYCLABLE MATERIALS

Nearly all Verdanté packaging is made from paper and cardboard, meaning that it can go into recycling bins rather than landfill.

RECYCLED PACKAGING

Every box is made at least in part from recycled materials to reduce its environmental footprint.

NO HAZARDOUS MATERIALS

All toxic substances and hazardous materials often found in packaging production have been completely removed from the Verdanté packaging process.

25-YEAR MANUFACTURER'S WARRANTY

Enjoy peace of mind for a generation with a 25-year warranty as standard across all non-motorised products.



▲ VTRSTXLADJ



Speakers built with a single ambition: to give you the best sound quality at the best price, both for your home and for your business.

AN EXCITING CONSUMER AND COMMERCIAL AUDIO PARTNER

audio pro (www.westan.com.au/brands-audio-pro)

For over 40 years, Audio Pro has been providing the world with excellent speakers and subwoofers. Whether for your home or business, Audio Pro offers a high-quality, wireless multi-room audio system solution.

While sound is always first, both engineered and aesthetic design are vital. From the water-resistant P5 portable speaker to the T3+ limited edition ranges and through to the A series TV speakers, the Audio Pro design combines the modern with simplicity and sophistication.

In the commercial space, the Audio Pro system is scalable to fit the size of any business, from small, single-room shopfronts to multi-room department stores and restaurants. It provides a complete music solution for your business needs.



FOR YOUR HOME

- Elegant, Scandinavian design meets ease-of-use
- Award-winning multiroom performance made simple
- Connect how you want: Apple AirPlay 2, Chromecast with Google home, the Audio Pro app, Bluetooth or a wired connection
- Stream your music on your favourite platform via the Audio Pro app: Spotify, Apple Music, Tidal, Napster, Deezer and more
- Innovative mounting and attachment options for fixing to walls or sliding onto existing residential lighting rails
- Connect old devices — vinyl, cassette, CDs — and restream it to one speaker or an entire home system via multiroom



FOR YOUR STORE, OFFICE, RESTAURANT OR HOTEL

- An innovative, completely scalable system
- Takes no more than a few hours to install — cut down your installation labour by days
- Overcrowded wifi networks are no longer a problem — the system runs on a 1.9 Ghz frequency
- Where there is light, there can be sound — easily add speakers to existing commercial light tracks



Small

Discrete, easy-to-install and easy-to-use for a single room store, cafe or boutique. Plug in and enjoy the music within an hour.

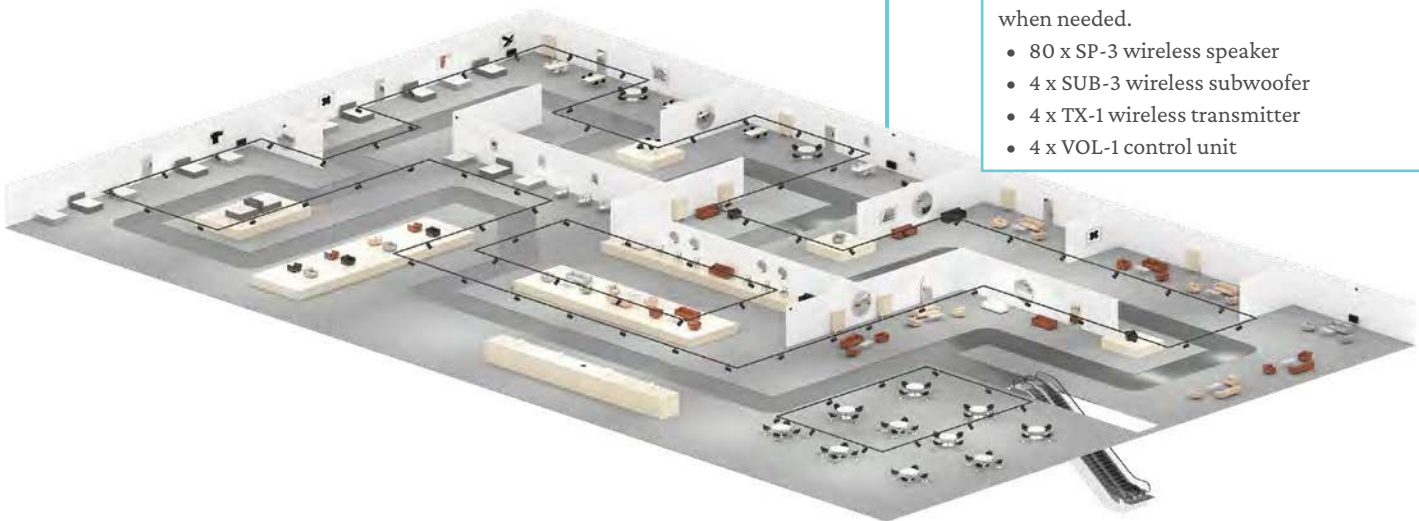
- 4 x SP-3 wireless speaker
- 1 x SUB-3 wireless subwoofer
- 1 x TX-1 wireless transmitter
- 1 x VOL-1 control unit



Medium

The perfect match for a medium-sized venue, with adjustable volume zones for each area, installable within three hours.

- 8 x SP-3 wireless speaker
- 2 x SUB-3 wireless subwoofer
- 1 x TX-1 wireless transmitter
- 1 x VOL-1 control unit



Large

The complete setup for multi-room spaces, allowing for full customisation, different volume zones and unlimited possibilities to move the speakers around when needed.

- 80 x SP-3 wireless speaker
- 4 x SUB-3 wireless subwoofer
- 4 x TX-1 wireless transmitter
- 4 x VOL-1 control unit

SONOS

Easy experience.
Amazing sound.
Premium design.

A KEY WESTAN ANZ PARTNER

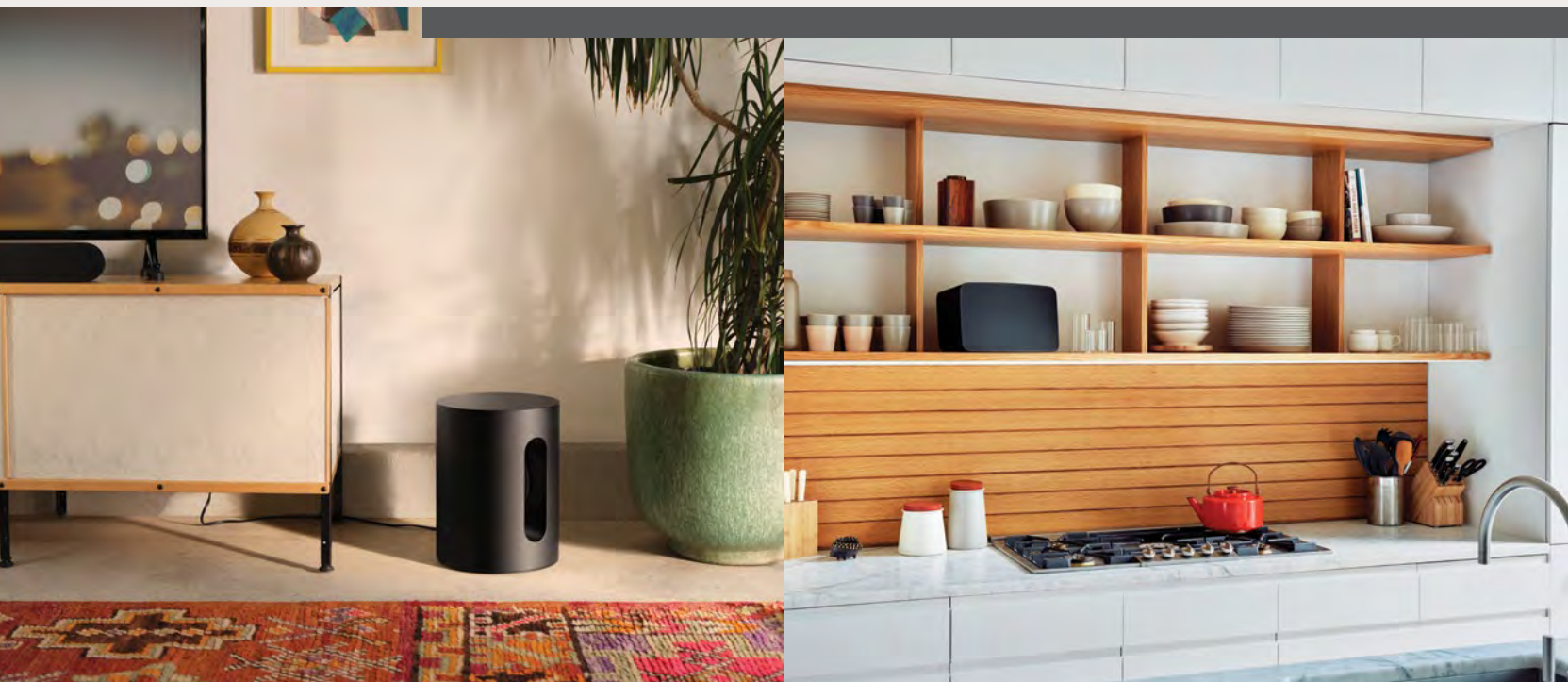
[Sonos \(\[westan.com.au/brands-sonos\]\(https://www.westan.com.au/brands-sonos\)\)](https://www.westan.com.au/brands-sonos)



WHY CHOOSE SONOS?

Hear how sound should sound

Each speaker is thoughtfully designed from the inside out with best-in-class acoustics and state-of-the-art software, and Oscar- and Grammy-winning producers, mixers and artists have fine-tuned the sound experience. Combined with the Sonos Trueplay™ tuning technology that adapts sound to each unique surrounding, Sonos provides a beautifully balanced and luxurious listening experience.





Bring every room together

Just plug, tap, play. The free Sonos app walks users through getting started step by step, and combines user content and settings into one effortless experience. With hundreds of compatible services, users can play music, podcasts, radio, audiobooks and much more.

Create your perfect sound system

Mix and match speakers to suit the environment. Everything works seamlessly together over WiFi. Users can start with one room and simply add more when ready. Pair two speakers for stunningly detailed stereo sound. Build a surround sound system for immersive entertainment. Easily move the music all around the house and beyond. The choices are endless.



Ambience is Everything



Seagrass Boutique Hospitality Group (The Meat & Wine Co, 6 HEAD, Ribs & Burgers et al) rely on Sonos music systems to help create the perfect ambience.

The Seagrass Boutique Hospitality Group is emerging phoenix-like from the ruinous covid lockdowns. According to chief marketing officer, David Ovens, customer interest in dining is high but so are the head winds — short term shortage of produce and ongoing shortages in labour across the industry, chief among them. “The Meat & Wine Co, and 6 HEAD restaurants are open only five of seven nights at the moment because of the lack of staff availability,” reports David when we spoke with him mid July 2022.

Seagrass is looking forward to the searing northern summer to come to an end and welcoming migrating flocks of hospitality workers on temporary visas. This will hopefully alleviate some of the bottleneck.

The diverse portfolio of Seagrass brands allowed the hospitality group to maintain a heartbeat during the interminable lockdowns. “Our Ribs & Burgers and Italian Street Kitchen restaurants didn’t close. Admittedly, it was limited to takeaway and delivery for many months, but we were able to stay open,” remarks David Ovens. “And when snap lockdowns forced many restaurants to jettison protein and produce, we were often able to move that product to other venues in states still open and to Ribs & Burgers, as well as that, we sold products to our staff at cost.”

HIGH STEAKS

The enforced hibernation allowed Seagrass and its venue managers — brands such as the aforementioned, The Meat & Wine Co, Ribs & Burgers, Alma’s, The Italian Street Kitchen, Five Guys, Hunter & Barrel and the super premium 6 HEAD on Circular Quay — to refocus and refine their offering.

According to CMO David Ovens, one recent conference of all the

venue managers focussed on the importance of restaurant ambience.

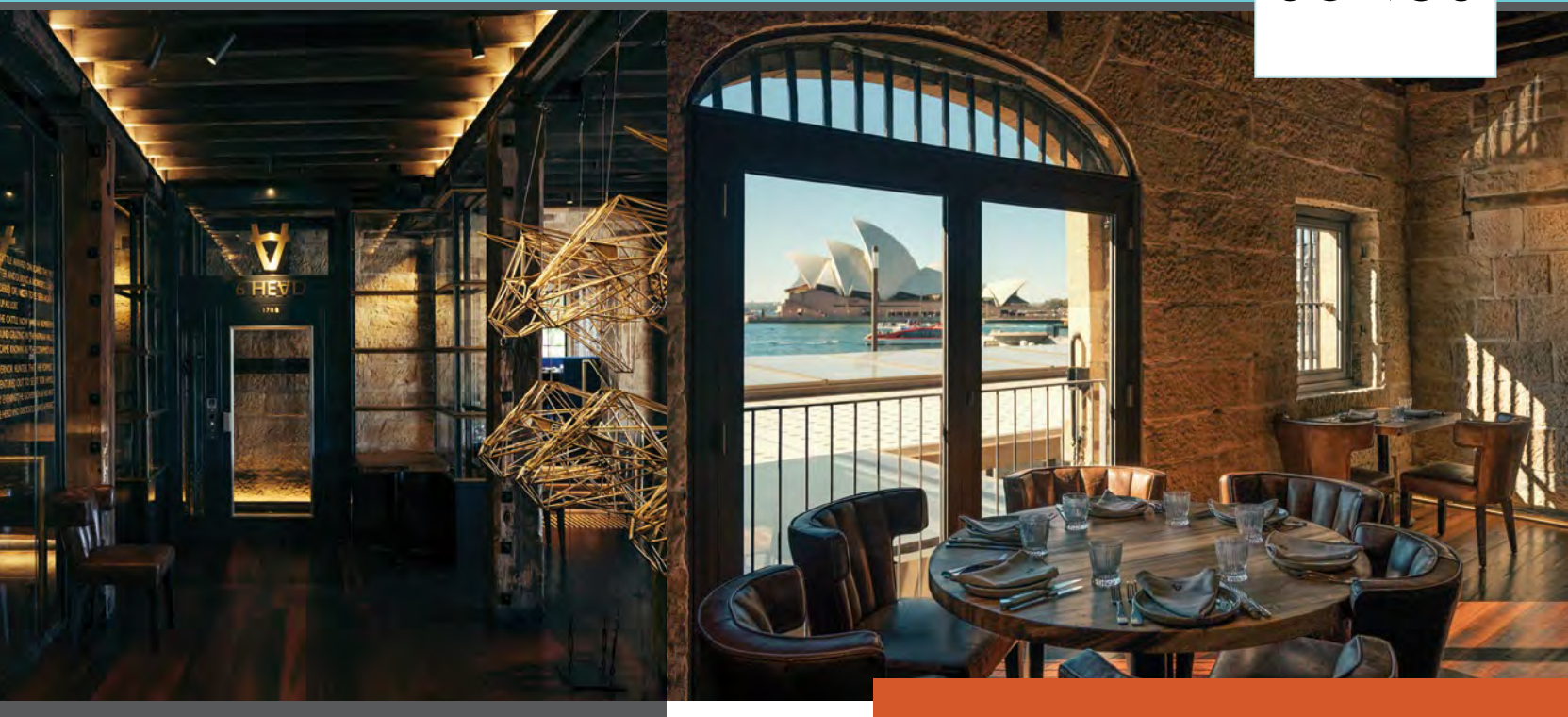
“Ambience is critical,” reflects David Ovens. “Apart from outstanding food and personable service, it’s the most critical aspect of a patron’s experience. During our conference one of the restaurant support team members who curates our music playlists mentioned how the manager at 6 HEAD was noticing patrons didn’t seem as relaxed as usual. It clicked that they didn’t have their normal music playlist on, so our guy logged into the system and quickly determined that the doof doof wasn’t 6 HEAD music. He corrected the situation, and instantly the atmosphere changed for the better — patrons were more relaxed, laughing and ordering more drinks. That’s how music and ambience directly impacts the bottom line.”

BRAND BY BRAND

Seagrass takes its music playlists very seriously. Each brand has its own curated playlists that change depending on the time of day. The restaurants are zoned such that music levels can be independently controlled for outdoor versus indoor dining, for example.

For some years now, Seagrass has standardised on Sonos music systems for most new audiovisual fitouts. CEO, Bradley Michael, is well known in the company as a music aficionado and championed the move to Sonos. David Ovens cites audio quality and ease of installation as the key drivers for the decision, and versatility: “Sonos has a range of products that means they work for small venues, large venues, high or low ceilings etc. The system can be configured easily to achieve the best outcome.” Some 35 Seagrass restaurants now rely on Sonos music systems.

Adam Waldron, Seagrass Head of IT, concurs. He loves the fact that



“Sonos has a range of products that means they work for small venues, large venues, high or low ceilings

he can run standard network cable to each speaker and have granular control over levels.

“For any new venue or refit, we can rough-in the network cable to predicted loudspeaker positions and all the cable terminates to a standard network switch. It’s a cost-effective way of preparing for audio in any fitout and can be done by the electricians with the rest of the cabling. The network cable is cheap and we can run spare cable in the event of requiring additional speakers. It makes installation very easy.”

AUDIO EVERYWHERE

Sonos is famously easy to run. The Sonos app will operate on your iOS device and allows you to select the playlist or music track and control the volume to each zone. Adam prefers to hardwire his Sonos loudspeakers via an ethernet connection to ensure the reliability of the connection. In a domestic situation, most customers would be

happy to stream music via wi-fi (Sonos speakers even create their own wi-fi mesh for easy wireless connection). Otherwise, the Sonos loudspeaker simply requires a power connection — all the amplifier channels to power the loudspeaker are on board.

“We mostly rely on the Sonos Five product,” continues Adam Waldron. “They sound amazing. In the past, we’ve installed big-name loudspeakers in some of our venues, and perhaps spent up to \$90,000. But compared to other venues where we might have up to 30 Sonos Fives and, in my opinion, the Sonos installation sounds much better.”

Along with the Sonos Five loudspeakers most restaurants will have an accompaniment of Sonos subs, while Sonos by Sonance weather-resistant models are well-suited to outdoor use.

FINAL TOUCHES

Adam likes the fact that he can remotely monitor the Sonos system, given they’re on the network. And being able to install them like another IT endpoint is also appealing but he doesn’t entirely dispense with traditional audiovisual know-how. “We do have AV experts who will do the final tuning of the system and help with acoustic treatment and other specialised audio services. When you have 30 or more Sonos speakers in a restaurant that’s the kind of expertise you need.”

KEEP ROLLING OUT

New Seagrass venues are opening all the time, not just in Australia but also in the UK, South Africa and the UAE. “Having Sonos as a defacto standard makes it easier to train staff,” remarks Adam Waldron. “And we’ve found that the reliability is totally there. We’ve installed hundreds of Sonos speakers and they just work.”

SONOS FIVE

High-fidelity speaker for superior sound

- Works with all your streaming services and Apple AirPlay 2
- Supports high-resolution audio
- Line-in port for connecting a turntable or other device
- Versatile design with smart orientation sensing
- Wall mount available





Every Naim product is conceived, designed, and engineered entirely in service of the sound, revealing a pure experience of music that is as close as possible to its original source.

A NEW WESTAN ANZ PARTNER

[naim \(westan.com.au/brands-naim\)](http://naim(westan.com.au/brands-naim))

The Naim Audio Integrated Solutions are designed for the highest performing audio installations, where sound is not simply sitting in the background. Perfectly complemented by Focal custom integrated hi-fi speaker solutions, these amplifiers combine power, versatility, compactness and ease of use.

Combining the CI-NAP 108 with the CI-Uniti 102 streamer and the CI-NAP 101 mono and 70V/100V line amplifier, this complete system represents the pinnacle of Naim electronics. It is designed for integrated audio systems, whether it be for home, retail outlets or boats. Additionally, it complements audio-video processors by combining superior sound quality and power.





CI-UNITI 102

The CI-Uniti 102 is a versatile streamer-amplifier that seamlessly blends into your living space. It delivers exceptional audio experience through Focal integrated speakers and can transform audio from all media sources, including TV, streaming music platforms, and video game consoles. It's also easily interconnected with the CI-NAP 108 and CI-NAP 101 for sensational audio installations.



CI-NAP 101

The CI-NAP 101 is a high-performance mono-power amplifier that is compatible with 70V/100V line array loudspeakers. It is designed to be ultra-quiet and compact, making it easy to install discreetly in almost any setting. The amplifier is perfect for powering subwoofers or integrated hi-fi speakers that require a lot of power, while delivering exceptional audio quality. Additionally, it can be used in combination with an audio-video processor for custom installations that deliver the ultimate in performance. It can operate with an output load of 2 ohms, making it the perfect choice for amplifying the 1000 IWLCR Utopia loudspeakers and two 1000 IWSUB Utopia subwoofers from Focal. This discreet solution is the epitome of excellence.



CI-NAP 108

The CI-NAP 108 power amplifier is designed for high-quality audio installations and is the perfect complement to Focal in-wall hi-fi speakers. It can control multiple speakers in different rooms or amplify up to eight separate audio streams when paired with the CI-Uniti 102. With local inputs for each amplified channel, the CI-NAP 108 delivers uncompromising power and sound quality to your audio system. The CI-NAP 108 is a rack-mountable audio device that offers 8 channels, allowing you to cover large listening areas without affecting Naim's world-class sound quality. The device features local inputs that enable 8 different streams to be separated, providing greater flexibility.



Blending performance and design, Focal collections awaken emotions everywhere: at home with acoustic speakers, integrated speakers, outdoor speakers, and Home Cinema systems.

A NEW WESTAN ANZ AUDIO PARTNER

[Focal \(westan.com.au/brands-focal\)](https://www.westan.com.au/brands-focal)

Focal has been manufacturing benchmark acoustic equipment since 1979. Based in Saint-Étienne, France, the brand is one of the world leaders in its field, thanks to its know-how and innovations. At the heart of the business: high-fidelity loudspeakers. The basis of Focal's historical DNA lies in the combination of technology, craftsmanship and noble materials.

Focal's quest is to enhance listening experiences and restore the authenticity of artists' work. Every day, they push the boundaries of musical reproduction, going beyond the traditional approach and approaching it differently. With Focal, purity of sound and emotion are one and the same.



Whether you're an individual or a professional, Focal's Integration collection will meet all your needs. Experience pure Focal hi-fi sound through discreet, high-performance equipment, including an impressive catalogue of in-wall and in-ceiling loudspeakers and integrated systems.

LITTORA LOUDSPEAKER SERIES

A recent addition, the Littora range is distinguished by its robustness. IP-certified (an international standard guaranteeing perfect resistance to water and dust intrusion), the loudspeakers' membranes deliver pure, uncompromised sound outdoors, whatever the conditions — from yachts and spas to gardens, terraces and indoor applications.



100-T SERIES

For commercial applications, Focal has designed the 100-T Series, incorporating a transformer that adapts their power for 70 V/100 V installations. The low directionality of the loudspeakers ensures homogeneous musicality, while Focal know-how guarantees a perfect acoustic signature.



OUTDOOR SOLUTIONS

Focal's outdoor loudspeakers meet all your professional needs with power, clarity and performance. On the deck of a yacht, on the terrace of a café, in a garden, near a swimming pool... give your outdoors top-of-the-range sound with equipment that's as discreet as it is elegant.



IN-CEILING AND IN-WALL SOLUTIONS

Focal's in-ceiling and in-wall loudspeakers adapt to the largest spaces with performance, precision and discretion. Shops, offices, restaurants... our products meet all the acoustic needs of professionals wishing to provide sound in large rooms. Equip yourself with the best of Focal and enhance the customer experience in your space!





Designed to seamlessly blend into your environment and built to last, the Klipsch architectural range is the ideal choice for your next project.

WESTAN DISTRIBUTION PARTNER: CUSTOM INSTALLATION

[Klipsch \(westan.com.au/brands-klipsch\)](http://Klipsch(westan.com.au/brands-klipsch))

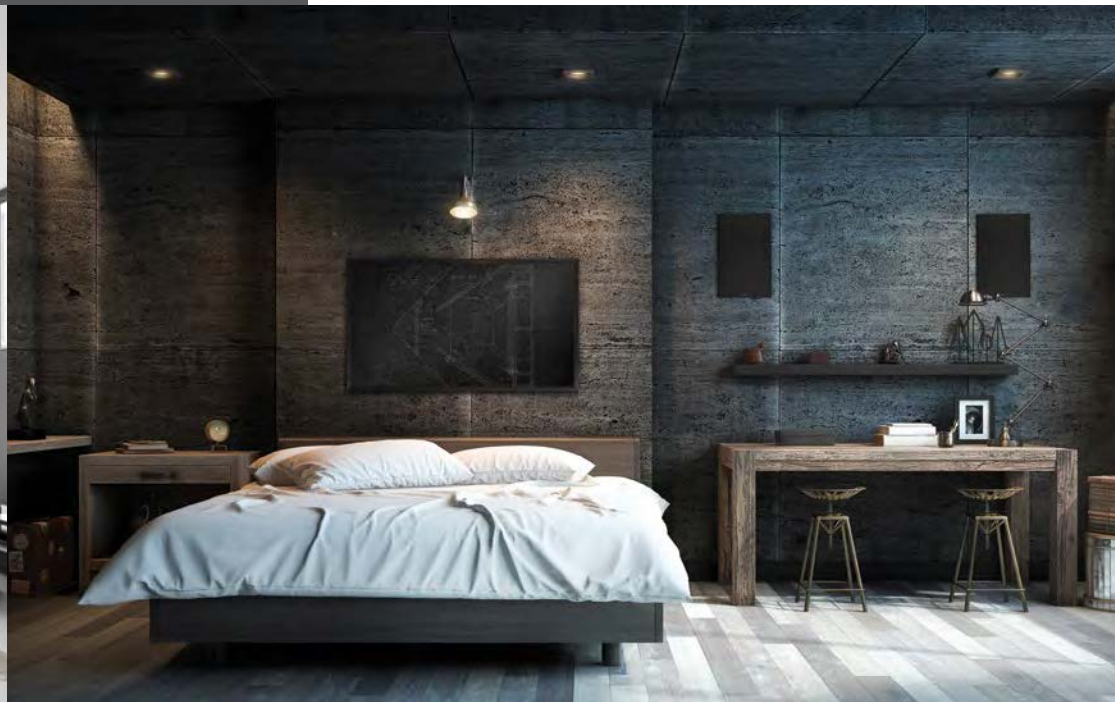
The Professional Series Reference and Professional Series Reference Premiere perfectly combine the aesthetics of an architectural speaker with the pure performance and dynamic voicing of the Klipsch high-end consumer box speaker line. With updated horns and drivers, the Reference Professional and Reference Premiere Professional series architectural speakers deliver power, detail and emotion. A more robust bezel, the SecureFit™ two-part system, provides for a simple installation while reducing overall baffle vibration by 45%. Grille options and magnetic paint shield are included with the integrator in mind.





The Designer Series uses the Tractrix® horn technology and design principles of the Klipsch premium architectural line to deliver stunning sound perfectly suited for distributed audio systems or small home theatres. Magnetic, bezel-free grilles give a perfect, designer finish. Both the Designer Series and the Custom Series use the SkyHook™ tool-free installation system that reduces install time by up to 75%.

The Klipsch All-Weather Loudspeaker Series delivers clear, dynamic performances while providing more sound per watt than comparably-sized speakers, allowing for better sound coverage in a smaller package. Whether by the pool or on the entertainer's patio, the Klipsch all-weather speaker line has it covered.



ONKYO®

An enduring legacy of acoustic perfection: nearly 80 years of great sound and groundbreaking home theatre solutions.

A WESTAN DISTRIBUTION PARTNER: CONSUMER AV

[Onkyo \(westan.com.au/brands-onkyo\)](http://Onkyo(westan.com.au/brands-onkyo))

Onkyo, a well-respected name in the audio and home theatre industry, has been producing high-quality audio equipment since 1946. Renowned for their AV receivers, Onkyo combines cutting-edge technology with robust performance to deliver an immersive audiovisual experience.

THE RZ SERIES

The Onkyo RZ Series represents the brand's commitment to delivering top-tier audio and video performance for home theatre enthusiasts. Designed with audiophiles and cinephiles in mind, the RZ Series combines cutting-edge technology, robust build quality and versatile connectivity options to create an immersive entertainment experience.



THX
CERTIFIED

THX Certified: In 1993, Onkyo became the first home theatre electronics brand to be THX certified, passing over a thousand tests in order to earn the globally-recognised marker of high impact cinema sound and best-in-class audio fidelity. The RZ series provides four distinct THX listening modes to match the format of entertainment:

Cinema Mode, Game Mode, Music Mode and Surround EX.

Klipsch®

Klipsch Optimize Mode: Klipsch Optimize Mode allows you to easily integrate your Klipsch Reference and Reference Premiere speakers seamlessly with your Onkyo AV receiver, implementing precise crossover values to sync the products perfectly. Now, you can simply select the model of speakers you'll be using for each individual channel and the optimised crossover setting will be applied automatically.



TX-RZ50
92 € hannel AV receiver



Dirac Live Room Correction: Take the room out of the equation and unlock your loudspeaker's full potential with State-of-the-art Dirac Live Room Correction technology. Dirac Live automatically calibrates sound in your room using either your smartphone and the included wired mic or the Dirac Live PC or MacOS application and a USB mic. Now, you'll get a more accurate measurement of your surround sound system's positioning, resulting in a delay time upper limit of a miniscule 20 to 50 milliseconds.

HDMI 2.1 with 8K: HDMI® 2.1 supports eARC, a range of higher video resolutions and refresh rates, including 8K60, 4K120 and Dynamic HDR formats. 8K delivers a super-immersive viewing experience with two times the horizontal and vertical resolution of 4K, and four times as many pixels. Combined with 60Hz refresh rate, this enables smooth and sharp viewing of content with high-speed action. HDMI 2.1 with 8K and eARC ensures your system is ready for the clearest and cleanest picture available both now and down the road.

HDMI™ 2.1

Works With
SONOS

Works with Sonos Certified: The RZ Series can join your existing Sonos Home Sound System, or be the start of a new one, just by adding a Sonos Port. This "Works With Sonos"-certified AVR offers a best-in-class tie-in to the Sonos ecosystem, waking, changing inputs and playing at the volume you want using the Sonos Volume Pass-Through feature from the Sonos app. The RZ Series supports up to three Sonos Ports — one for each of three independent zones — each playing a completely different streaming service.



TX-RZ70
112 € hannel AV receiver



Sound. Vision. Soul. Pioneer has spent decades perfecting the ideal acoustic environment, determined to take home entertainment systems into the stratosphere.

WESTAN DISTRIBUTION PARTNER: CUSTOM INSTALLATION

[Pioneer \(westan.com.au/brands-pioneer\)](http://Pioneer(westan.com.au/brands-pioneer))

Now introducing the Pioneer LX series, bringing multi-dimensional excitement to your home entertainment system.

- VSX-LX305 9.2-channel network AV receiver
- VSX-LX505 9.2-channel network AV receiver
- VSX-LX805 11.4-channel network AV receiver



Airplay



Chromecast



Sonos



Apple



Android



Windows



Roon Ready



HDMI



USB



Take the room out of the equation with Dirac® Live Room Correction. Accounting for strange room shapes, Dirac Live capabilities apply patented algorithms to minimise the affect of the room's shape and maximise speaker performance. On the VSX-LX805, an optional Dirac Live Bass Control upgrade to your subwoofers optimises them to play perfectly with your speaker setup. And you can go beyond a one-room experience – bring cinema-quality sound and images to multiple rooms so you can have the premium experience in multiple rooms at once.

Dolby Atmos technology presents sound the way it was meant to sound, just as the creators planned it spatially. Dolby Atmos Height Virtualizer creates a virtual surround and height effect from traditional speaker layouts without employing additional surrounds or height speakers. Meanwhile, Dolby Vision allows richer colour depth, higher contrast and fuller colour range, for a next-level, eye-popping visual experience.

HDMI® 2.1 supports a range of video resolutions, including dynamic HDR formats. Experience powerful 4K HDR images and sound with Pioneer's IMAX® Enhanced Mode. Combine that with

up to 60Hz refresh rates for smooth and sharp playback, even for high-speed action. TVs won't see lag, gaming won't suffer. It's a whole new world of resolution.

Connectivity is even better with bi-directional Bluetooth. Stream from device to the AVR or transmit audio playing from the AVR to compatible wireless headphones. Improved data transfer capabilities ensure clear and reliable sound reproduction so you hear your favourite songs, films, games and podcasts as the creators intended.

Multi-room system technology means that you can wirelessly stream audio from any compatible mobile device to your AV Receiver and compatible audio systems. You can even stream different sources to different speakers at the same time with the DTS Play-Fi app. The pure brunt of the VSX-LX805 powers up to three distinct zones simultaneously. Sit back and relax to your favourite show while the teens are gaming and the kids watch a movie in the other room. And with access to several streaming services like Works with Sonos, Chromecast built-in™, AirPlay 2, DTS Play-Fi®, Spotify®, AmazonMusic, TIDAL, Deezer and TuenIn, you won't run out of music.



The objective: create a speaker as close to flawless as possible, able to convey the emotion of the music.

WESTAN EXCLUSIVE: THE EMOTION SERIES

[Whatmough \(westan.com.au/brands-whatmough\)](https://www.westan.com.au/brands-whatmough)

THE LOUDSPEAKER DESIGN THAT CARRIES ON THE PRIDE OF A LEGACY

The Australian-owned Whatmough brand was established almost 50 years ago, garnering countless industry awards and accolades. Today, Westan is proud to bring a new generation of Whatmough speakers to the market: the Emotion range.

The Emotion speaker series reproduces sounds so natural that it tunes you into your rawest feelings. With the power to spark joy or anger, romance or heartbreak, exhilaration or relaxation, the Whatmough Emotion range will have you reliving your past and envisioning your future. Listening is feeling and thanks to Whatmough Emotion, the journey is yours to be experienced.





Kee Whatmough
Managing Director of
Whatmough Audio

SINGULAR VISION

Whatmough is a homegrown success story based on passion and attention to detail.

When you have a genuine, life-long passion for the best in audio and music reproduction, and you can combine that with a true talent for innovation and loudspeaker design over a period of more than 30 years, the result will inevitably be some of the best-sounding and accurate hi-fi cabinets available on the market today.

This was the vision of Colin Whatmough, a revered figure in the world of loudspeaker development, and it all started back in 1976 when, along with his wife, Kee, he founded the Whatmough Monitors company and began a pursuit of audio excellence.

It's worth remembering that the 1970s was a decade when recording studios and musicians were achieving levels of creativity and sonic excellence far above anything experienced before. There was an explosion of musical invention. The list of iconic

albums is too long to be complete here, but let's chuck in *Dark Side of the Moon*, *Houses of the Holy*, and *Billion Dollar Babies* to give you an idea (all of which came out in a single month in 1973).

What's often overlooked in the shadows of these hugely successful, popular releases is that *all* kinds of music benefited from the technological developments. jazz, blues and classical artists were also being recorded with cutting-edge precision. The equipment in these studios — the custom-made mixing consoles, the bespoke outboard processing, those classic large-diaphragm microphones still used today — it was producing a *quality* of recording and subsequent record releases that listeners hadn't ever heard. And now, they wanted to hear everything.

DRIVEN BY PASSION

Colin and Kee understood there were music lovers just like themselves who shared their passion and wanted to enjoy hi-fi reproduction as best as it possibly could be, bringing to full life the recordings emerging from the studios, and not accepting any compromises when it came to loudspeaker performance.

For Colin, that meant nothing less than perfection. Sound that was so natural, accurate and transparent that any music delivered through his speakers, regardless of genre or style, would have a clarity that took the listener's breath away. He immersed himself in design and innovation while Kee took control of the production side, and it wasn't long before the two of them were being hailed as pioneers of the industry in Australia. Amongst many achievements, Whatmough Monitors is renowned for its early transmission line speaker models — a technique that's difficult to master but results in an extended frequency response.

MANUFACTURING PRIDE

For several years, Colin and Kee insisted that all of their loudspeaker products must be hand-built in Australia, allowing them completely quality control — a matter of utmost importance and pride for the both of them. However, the increasing worldwide popularity of their product eventually forced a rethink in manufacturing methods. Still, in keeping with Colin and Kee's always striving to produce the absolute best, Whatmough's top models — the Signature and Performance series — continue to be hand-manufactured in Victoria. And the flagship model, the

Whatmough Paragon, which was a three-year research and development project of Colin's, is aimed to create one of the world's best audiophile speakers. His explanation captures that passion for perfection.

"My objective was to create a speaker that was as close to flawless as possible."

CARRYING THE LEGACY

Colin Whatmough passed away suddenly in 2010, a tragic loss that made Kee and the Whatmough team all the more determined to carry on Colin's work. Fortunately, while Colin was an undoubted genius, he certainly *wasn't* some kind of mad, secretive, loudspeaker scientist who wouldn't share his legacy. He left behind a treasure trove of technical sketches, diagrams, ideas and prototype designs that will see Kee and the Whatmough crew very busy and productive well into the future.

It's now been 45 years since Whatmough Monitors started its audiophile journey, and along the way the company has garnered an impressive collection of awards and industry recognition. The product range has always evolved and is still growing, and today the wide variety of models and designs ensures that at any price point, there will be a Whatmough speaker offering outstanding performance and exceptional value for money.

KEE TO SUCCESS

The ongoing expansion also means that Kee Whatmough could see advantages in partnering with a dependable distributor that fully understood Whatmough's products and the market the speakers should reach. After applying her trademark belief in no-compromise and only accepting the best available, Kee chose Westan to help Whatmough move forward.

She explains, "The Whatmough team has a clear vision for the future and know its strength is in designing, refining and manufacturing high quality speakers. The task of distribution and promotion is best handled by a specialist and that is why Westan have been given the important task of helping elevate the Whatmough brand to new heights."

With the people at Westan and Whatmough working together, the future looks bright. More to the point, the future of Whatmough loudspeakers will always sound excellent.

polk

New Zealand only



Decades of advanced research and development in producing high-fidelity sound coupled with a look and feel that reflects a history rooted in mid-century American design. Polk brings the great American sound straight to your home.

A WESTAN NZ EXCLUSIVE PARTNER

[polk \(westan.net.nz/brands-polk-audio\)](http://polk(westan.net.nz/brands-polk-audio))

POLK. EXPECT GREAT SOUND.®

50 YEARS OF AMERICAN INGENUITY

Founded in 1972, the Polk team began creating professional speakers before turning their attention to the home. With the release of the first successful model in 1974, the Monitor 7, Polk Audio started to become a recognised name in audiophile circles for amazing sound and incredible performance. Searching out new solutions in high-fidelity sound, Polk speaker models have multiple technologies like SDA for Stereo Dimensional Array and VoiceAdjust technology to deliver quality audio experiences whilst also engineering reliable speakers that span the generations.

Pound for pound, Polk speakers pack a huge punch.





WHY POLK AUDIO

Polk is true quality and real value. At every price point, Polk delivers great loudspeakers that are best in their class, engineering the best value from every component, and maximising the acoustic and aesthetic benefit of every material choice.

The proof is in the pudding, and Polk products more than satisfy your acoustic urges. Polk speakers test well against the competition, sometimes even against speakers at double or triple the price. When Polk is competing in that kind of company, you can trust that they'll deliver.



THE EASIEST WAY TO DOLBY ATMOS

Sound bars are the easiest way to experience Dolby Atmos in your home. Simply plug a Polk sound bar in and you'll experience a level of cinematic surround sound that you'd never expect from an ordinary sound bar.



Great sound for all



Dolby Atmos Models



Dolby Atmos Models



Bluetooth



Polk Voiceadjust



Use One Remote

DENON®

New Zealand only



Denon never lets you down in their delivery of immersive experiences, spectacular sound and performance that never wavers.

A WESTAN NZ EXCLUSIVE DISTRIBUTION PARTNER

Denon (westan.net.nz/brands-denon)

For more than a century, Denon have crafted cutting edge audio products that deliver the ultimate in sonic detail. Their Japanese heritage inspires every product and every range is hand-tuned by the Denon Sound Master — so you can hear sound differently.

Underlying their first-to-market technologies are three pillars that continue to drive the brand forward:

- A true passion for audio, that drives Denon to constantly exceed expectations
- A respect for artistry, for music and for sound
- A belief that technology is the way to a better future, and that better sound leads to a happier life.



YOUR TEENAGE DREAM

The collaboration of Katy Perry and Denon PerL Pro

- Redefining personalised sound, the PerL Pro's use Adaptive Acoustic Technology (AAT) to measure your ears and create an individualized listening profile
- Active noise cancellation and a transparent 'social' mode lets you tune the world out... or invite it in
- Qualcomm aptX lossless technology and spatial audio from Dirac Virtuio offers an unrivalled experience
- 8 hours of battery with 32 hours in case – you can listen when and how you want





DENON HOME AMP: DISCRETE AND POWERFUL

100 watts of power in a compact form factor

- 100 watts at 8 ohms in 217mm wide chassis, the Home Amp will drive your speakers to their full potential
- The backbone of the Home Amp is the HEOS eco-system, allowing for intuitive music discovery and multi-room sound
- Airplay 2, Deezer HiFi, Spotify Connect, Soundcloud, Amazon Music, iHeart Radio and now Tidal Connect
- HDMI eARC connectivity and control makes playing and distributing TV sound simple
- Whether part of a compact Hi-Fi system or place in an AV rack as part of a multi-room system — the Denon Home Amp fits perfectly into your next installation



HEOS® BUILT-IN

What you want, where you want it

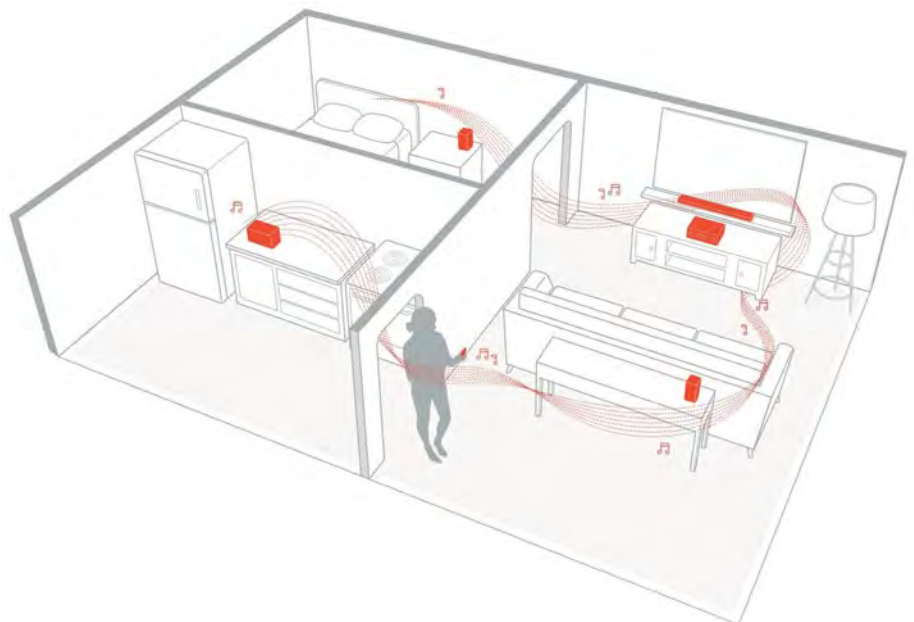
Stream your favorite content wirelessly to every room of your home with HEOS. No lag, no delay, just premium sound clarity.

Interconnect your world

Instantly share any content with your AV receiver, certain Hi-Fi components, Denon Home wireless speakers, sound bars or subwoofer.

Easy, simple, wireless

Quick selects, voice control and app integration. Set up your epic multi-room audio system wirelessly within minutes.



marantz®

New Zealand only



Surrounded by the music and rhythm of New York city, Saul Marantz set out to create audio systems to take on the world. Today they're spearheading the new generation of wireless streaming amplifiers for Hi-Fi, Custom Integration and Home Cinema.

A WESTAN NZ EXCLUSIVE DISTRIBUTION PARTNER

[Marantz \(westan.net.nz/brands-marantz\)](http://Marantz(westan.net.nz/brands-marantz))

INTRODUCING: MARANTZ MODEL M1, 100 WATTS IN A COMPACT CHASSIS, CRAFTED IN SHIRAKAWA, JAPAN

- 100 watts of power in a 2U, 239mm wide chassis will power the most challenging loud speakers
- The HEOS eco-system is capable of 64 audio zones and brings intuitive music discovery and multi-room sound to the fore
- Airplay 2, Deezer HiFi, Spotify Connect, Soundcloud, Amazon Music, iHeart Radio and now Tidal Connect
- HDMI eARC connectivity makes playing and distributing TV sound a breeze
- Pride of place as a Hi-Fi piece, or discretely placed in a AV rack, the Marantz Model M1 fits into your next installation



PERFECT FOR CUSTOM INSTALLATIONS

The new Marantz Model M4 delivers 4 zones of 100 watt power in a rackmountable 2U chassis

- Crafted in Shirakawa, Japan, the Model M4 allows Custom Integrators to distribute 4 individual audio streams, all controlled through HEOS or RTI / Creston / RTI / NICE and more
- Zones are bridgeable to deliver 200 watts per channel – allowing you to power the most demanding of speakers
- Pre-outs allow connectivity to power amplifiers, or if required, switch them to sub pre-outs for integration of powered subwoofers
- 4× USB and 2× matrixed optical inputs further improve the Model M4's flexibility



REDEFINING PREMIUM HOME CINEMA

The Marantz Cinema 30 is the single most refined AV Receiver Marantz has created.

- Reference 11.4 channel AV network amplifier with 140 watts of power
- 7x 8K capable HDMI inputs for future proof connectivity
- Massive toroidal power supply for a clean, consistent sonic performance of both music and Dolby Atmos movies
- Made in Shirakawa, Japan, the chassis exudes a luxurious pride of ownership.





New Zealand only



Definitive Technology know that "good enough" isn't good enough. Even greatness is not enough. Sound must be flawless. Perfect. Uncompromising.

A WESTAN NZ CONSUMER AUDIO PARTNER

Definitive Technology (westan.net.nz/brands-definitive-technology)

For thirty years, Definitive Technology has been pushing the envelope in developing and patenting novel technologies in the pursuit of audio excellence, releasing a full array of products for no-compromise sonic performance. Definitive Technology speakers reveal details that you've never heard before — even on your thousandth listen.

The brand earned its award-winning reputation by crafting speakers of the highest performance and quality standards. Definitive Technology's signature sound delivers an immersive sound field, ultra-wide dynamic range, crystal clear highs and thunderous bass, delivering thrilling experience to movie and music lovers alike.

MYTHOS SERIES

The custom install Mythos Series blends high-performance Definitive Technology sound and designer aesthetics to elevate your home theatre experience.

- Less than two inches deep, with adjustable extensions to match the dimensions of your television display, and sleek, modern styling.
- An aircraft-grade aluminium enclosure houses the speaker array, with each channel in its own acoustic chamber on three-channel models, to ensure the truest sound, uncoloured by cabinet resonances
- All models are IP66-rated for protection against dust and high-pressure water streams, so you can listen in covered outdoor areas
- With three-channel passive sound bars and LCR models, IP66-rating and timbre-matching to other Definitive Technology speakers

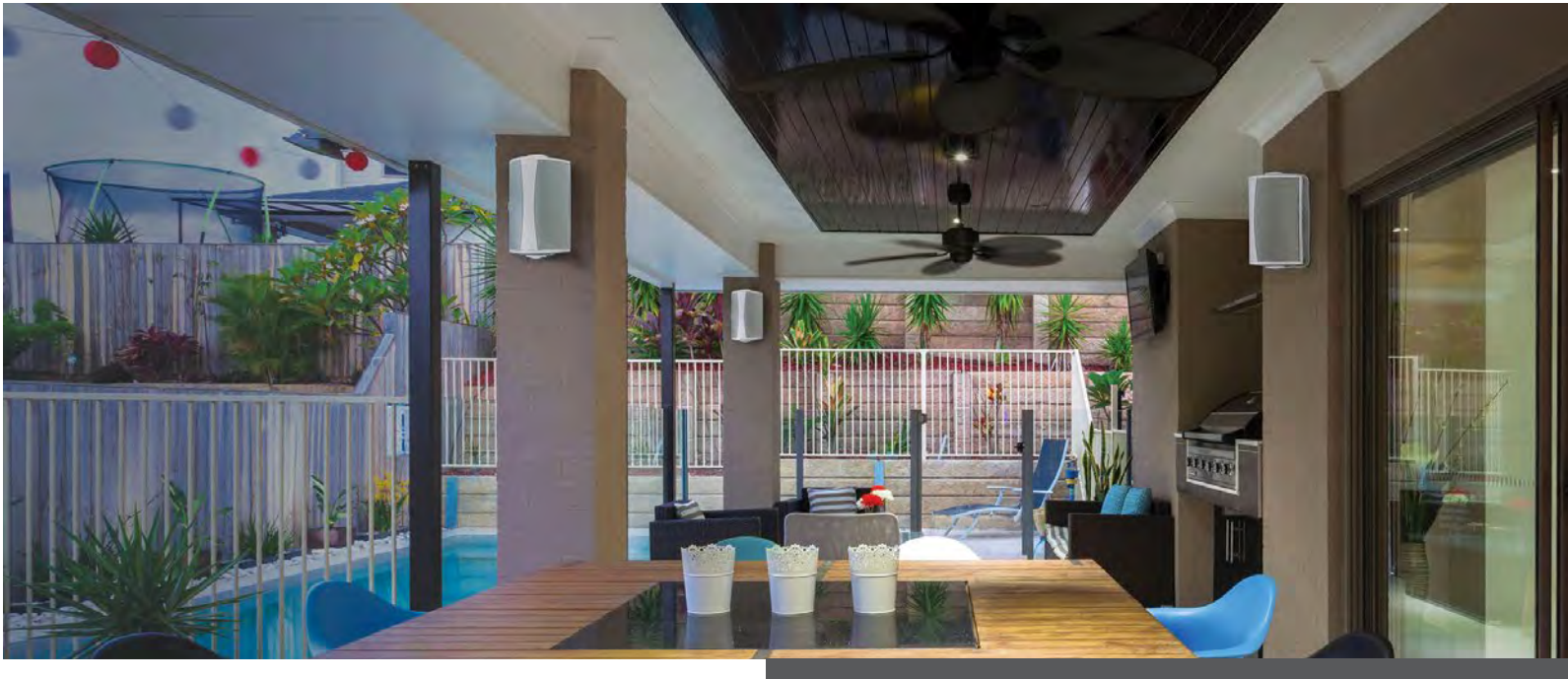




DYMENSION SERIES

The Dymension Series leverages Definitive Technology's most advanced acoustic technologies to deliver exceptionally lifelike, immersive home cinema sound. Build your dream immersive system from a range of Atmos-certified, timbre-matched towers, centre channels and height modules — everything you need to experience the thrills of 360-degree sound above and all around you.

Select models feature flagship technologies like bipolar arrays, 3XR Architecture and BDSS woofers, bringing movies and music to life with room-filling sound and offering shimmering highs, balanced mids and deep, defined bass.



ALL-WEATHER SERIES

The All-Weather Series is designed to fill your outdoor areas with full range Definitive Technology sound. Utilising the same punch-packing passive bass radiator and BDSS driver technologies found in the brand's indoor speakers and subs, All-Weather Series speakers play loud and clear with impactful lows and clean, crisp highs for musicality that extends throughout your yard.



PHILIPS

fusion
signage fs



videri



EPSON



audio pro

SONOS



FOCAL

Klipsch

ONKYO

Pioneer



polk

DENON

marantz

**D. DEFINITIVE
TECHNOLOGY**

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