



SURGING WAVE OF INNOVATION CREATES NEW GROWTH OPPORTUNITIES FOR PRO AV DEALERS, PREDICTS STAMPEDE

North America's oldest and largest ProAV distributor issues bullish market forecast to attendees of INFOCOMM 2013

ORLANDO, FLORIDA, June 12, 2013 — A wave of innovation and new product introductions by a host of leading manufacturers is creating unprecedented new revenue opportunities for ProAV dealers on a scale not seen since before the start of the Great Recession in 2008, according to Stampede President & COO Kevin Kelly, who issued a bullish sales forecast for the ProAV industry on the opening day of INFOCOMM 2013. Stampede is exhibiting a number of innovative new products and system solutions in Booth #3559 of the Orange County Convention Center in Orlando, Florida.

"I see more opportunity in this industry than ever before, as manufacturers are bringing out interesting products that need explanation, which in turn provides a great opportunity for integration," Kelly stated today. "We've added a number of interesting new product lines to our portfolio during the first half of this year, and every one of them is providing our dealers with an opportunity to not only bring innovative products to existing clients, but to also attract new clients who are looking for cutting-edge ProAV solutions."

According to Kelly, dealers and integrators can expect to see continued opportunities develop in the near future due to resurgence in the commercial market, as corporations, banking, financial and education institutions accelerate their investment in new technologies and products. What's more, Kelly predicts that in 2013, as the consumer market sees stable growth, the commercial side will also see increased corporate investments and new growth and spending in the K-12 and higher education market. In particular, Kelly sees video conferencing systems of all levels becoming a huge long-term growth area as consumers grow increasingly comfortable with personal videoconferencing software, such as Skype and Apple's FaceTime, and they will expect easy-to-use videoconferencing technologies to be present in professional work environments.

"To fully realize their future success, dealers need to make a decision about expertise and where they're going to invest within the marketplace," Kelly continued. "They need to decide what types of technologies they ultimately want to work with, and which kinds of jobs they actually want to do. We have a movement with regard to the way in which the content is being delivered, and technology such as Samsung's SMART Platform has very powerful potential, but it's going to take an educated, focused

integrator to leverage that technology, and an aware end user to recognize some of the benefits or the importance of having them explained. This wave of new and exciting technology is creating endless revenue opportunities for dealers both now and in the future."

One example of the innovative new solutions that Kelly speaks of, and that will be showcased by Stampede at INFOCOMM, is the Circle Technology portable, wireless, paperless presentation system that allows presenters to put content into everyone's hands without the Internet, anywhere at any time.

"Products like these represent category breaking innovation that reinvigorates the entire market," Kelly emphasized. "In and of themselves, they offer new revenue while also pulling through sales of more traditional components that complement these new products."

About Stampede

Known for its value-added distribution, Amherst, New York-based Stampede is the leading distributor of presentation equipment including LCD/DLP projectors and flat panel displays. Stampede provides a complete range of brand name presentation equipment to a variety of audio/video, computer, and home theater resellers and integrators in the United States, Canada and Latin America. These resellers rely on Stampede for value-added services in distribution, marketing and solution-based sales. Stampede annually produces the "Big Book of AV," an 816-page catalog and companion website (www.BigBookofAV.com) providing hundreds of sales, installation and spec tips for Stampede's dealers in addition to product details on more than 5,000 SKUs. For more information on Stampede, log onto www.stampedeglobal.com.

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