



Venue Report for  
Portland, OR #1 of what can possibly 82 reports.

Starting off with over 35 in attendance (two different head counts gave us 45 to 47) is a fine way to begin. I took the lower of the two head counts and used that on the website. We had 35 sign in and had 36 business cards for the door prize drawing. Many of the Tektronix folks who attended neither signed in or put business cards in the jar.

We were greeted by John Pierce of Tektronix on Monday when we did our all day set up and shake down. This is the first year we've ever done a day before shake down and it was a very wise decision do to all the new and different technology we had with us this year.

We had representatives present from Avocent (Scott Busey & Gary Stratton), Compix Media (Lan Merral), Leader (Shawn Sennett), Nverzion (Scott Murphy), Omnion (Scott Nix), Telecast Fiber (Jim Hurwitz), and Tiernan (Rene Savalle). If I left anyone out, it's because I either didn't remember, or they didn't put a card in the jar. 📁 Most showed up for the shake down and it is much appreciated. All the above helped in one way or another. Shawn and I really appreciate the

help both before and in getting things torn down and stowed so we could head on to Eugene.

There were a number of interactive questions from those in attendance. The various reps fielded the ones for their companies. I fielded the remainder. There was good interest in all the audio products we had with us from Henry Engineering and JK Audio. The RF monitoring gear from Audemat generated a lot of interest with both the Radio and TV folks. Many were interested in the ESE digital time code inserter, not to mention AJA's IO-HD and the FS1.

The ADTEK possibilities sparked some interest as well and the compactness of the new router hub from Blackmagic raised some eyebrows as well. It was interesting to note the interest expressed in the possibilities offered with off premises storage from Digi-Data. The JVC HD camera was a good point of interest. Many had to check it out after the presentation. The functions, features and benefits of a new approach to EAS from Trilitic caught the attention of many, but because we didn't have any CD's, I wasn't able to give them much of a follow up except direct them to the website.

We tried to demonstrate the cleanness of the Linear transmitter, but the shielding of both the unit itself and its associated dummy load was so great, we weren't able to pick up anything on the Audemat gear. Time didn't permit us to do much of an off the air pick up like we did with Audemat's HD Radio device.

All-in-all, everyone of the reps and those in attendance felt the Portland presentation was a record-breaking hit. I'm very pleased with how things turned out and I hope you are too. The only thing I must do is to cut down the length of some parts of the presentation and perhaps give a break somewhere in the middle. I might even wait on any

refreshments and offer them at a mid-point. Being the first of the venues, this was also a test to see what we need to improve on.

I will not post the “at-a-boy” unedited e-mails until after this weekend as I’m up against the wall for time and have to get out of Medford on my way to Napa. I’ll try to get the other two spread sheets done tonight or tomorrow night.

If any of you have reps that are going to attend, please have them report in about 3 hours before the presentation so I can go over the technology with them to ensure I'm doing it right.

Thanks for your understanding.

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