

**More Great Products... more excellent prices.**

**New 2001 ChannelPlus and OpenHouse Price lists**

The new price list has several new additional products and several code changes to help keep you informed and up to date.

**New products:**  
OpenHouse

**H270** wire manager/space maker for H218 and H236

**H271** coupler tube, 2" cable conduit fits between two OpenHouse enclosures

**H272** grommet fits 2" knock-outs in OpenHouse enclosures H218 and H236

**H282** universal brackets, heavy duty, double grid-width, isolated from ground

**H283** universal brackets, single/double width, isolated from ground

**H291UK** ac two-outlet accessory mounts in the H218 or H236

**H629** data hub, category 5 compliant, 8 cables to dual 110s/RJ45, grid mount

**H803** passive video hub (1in x 3 TV outputs), grid mount

**H804** passive video hub (1in x 4 TV outputs), grid mount

**Coming Soon:**

**H460** cat 5 stereo distribution system hub, includes media center wallplate

**H650** 6-zone, telephone & voice mail server

**H693** patch cord kit for H650 server, seven 24-inch RJ45/RJ14 cables

ChannelPlus

The **DA-500A** is now available

- 18 dB of gain with one in, one out
- New updated look that runs cooler and has more EMI rejection
- New power supply that is more robust and reliable

**DA-506BID** available Q2

- First of two replacements for the 1548
- One in and six out powered splitter
- Four coax runs up to 75' with 2 dB gain
- Two coax runs up to 150' with 6 dB of gain
- Expandable up to 26 coax drops

**New code changes: i.e. EOL/June**

Some of the products have been listed with EOL (End Of Life). This means that the product has usable inventory levels until the projected date but will no longer be manufactured by Multiplex. Some EOL products will have replacement products issued and some no longer have viability as products and will not be replaced.

**Current EOL listings include:**

OpenHouse: None

ChannelPlus:

2600, 2602A, 2602AD, 2611, 2613, 3188, Domestic, PAL and EXP versions of 5114, 5116, 5214, 5216, 5314, 5316, Domestic, Pal and EXP versions of 9510 series, 9511 series, 9520 series

**Product Updates:**

Discontinued Product	Replacement Product	Date Available
DA500	DA500A	Feb
DA510	TBA	TBA
DA520	DA520A	Jan
DA-512	TBA	TBA
DA-1000	DA-1000A	TBA
3116	TBA	TBA
1538	DA506BID	April
5114	5415	Current
5116	5415	Current
5214	5415	Current
5216	5415	Current
5314	5415	Current
5316	5415	Current
2600 series	TBA	TBA
9500 Cat Cam	None	None

**International / Export News**

ChannelPlus – OpenHouse

- **DA-500AEXP(NPS)** is now available and replaces the DA-500EXP or DA-500NPS.
- **DA-506BIDEXP(NPS)** are also available for export.
- **H612** Krone telephone interface is coming soon.
- **H290UK** AC Accessory coming soon

**Coming Soon in May:**

**5671** and **5672** NICAM modulators one and two channel versions

**Product Updates:**

Discontinued Product	Replacement Product	Date Available
5114PAL	5415PAL	Current
5116PAL	5415PAL	Current
5214PAL	5415PAL	Current
5216PAL	5415PAL	Current
5314PAL	5415PAL	Current
5316PAL	5415PAL	Current
DA-1002	DA-1002A	TBA
DA-502	DA-500ANPS	Feb
3116EXP	TBA	TBA
1548 series	DA-506BIDNPS	Q2

## Innovations Award

OPENHOUSE® HOME NETWORKING SYSTEM HONORED WITH INNOVATIONS AWARD AT 2001 INTERNATIONAL CES

*Revolutionary Structured Wire System Recognized as Honoree in Home Data Networking Category*

LAS VEGAS, January 6, 2001, CES 2001, Hilton Booth #8623 – Multiplex Technology, Inc., a leading manufacturer and designer of high-performance, multi-room video, data and telecommunications distribution systems, proudly announces that its OpenHouse® brand of structured wire products has been honored with the prestigious Innovations 2001 award consumer Electronic Show.

OpenHouse was showcased in the Innovations Awards Booth #24143 in the Silver Pavilion at the Las Vegas Convention Center in Las Vegas, Nevada, January 6, 2001.

Recognized as the most widely renowned consumer technology awards program, Innovations 2001, sponsored by the Consumer Electronics Association (CEA) and endorsed by the Industrial Designers Society of America (IDSA), recognizes the best designed and engineered products in over 15 categories. As a revolutionary home networking solution that integrates entertainment, communications, safety and home automation products, OpenHouse has been recognized as an honoree in the home data networking category of the awards program.

-more-

OpenHouse provides homeowners with a state-of-the art, technologically advanced living environment. More and more buyers are asking for homes that can support the latest technology

including cable modems, DSL, home networks and advanced home theater capabilities.

OpenHouse simply provides a complete range of structured wire products, which enable homeowners to enjoy the newest technology in an integrated home network.

"We are honored to be recognized with the most highly regarded award in our industry," said Phil Strauss, president, Multiplex Technology, Inc. "This acknowledgement reflects the hard work and dedication of our team to bring innovative solutions to homeowners throughout the country."

## **New Additions to the MTI Team**

AL SEIDEL JOINS MULTIPLEX TECHNOLOGY AS CENTRAL REGIONAL SALES MANAGER FOR CHANNELPLUS™ AND OPENHOUSE™

### Over 25 Years of Sales Experience Complements Company's Competitive Advantage

"Al brings over 25 years of sales experience in the consumer electronics industry to the extensive family of seasoned professionals at Multiplex," said Tom Paterniti, vice president, Multiplex Technology, Inc. "In addition, Al's knowledge of the market in the Midwest can only complement our competitive advantage."

Reporting directly to Jay Reitz, national sales manager for Multiplex, Seidel's primary goal is to assist Multiplex, optimize profits and meet sales growth objectives. To do so, he will be responsible for coordinating with manufacturer representatives to plan and organize sales calls, training

sessions, regional trade shows, and other meetings, collecting and reporting on industry trends and product developments, and reporting on competitor activities, such as pricing and features and benefits.

Prior to joining Multiplex, Seidel co-founded Ideal Marketing, an independent rep firm addressing the needs of companies in the consumer electronics industry. In fact, Seidel previously worked with Multiplex as an independent sales representative while at Ideal Marketing.

ZAILYN PRADA JOINS MULTIPLEX TECHNOLOGY AS ASSISTANT PRODUCT PLANNER AND CORPORATE TRAINER

### Wearing Multiple Hats, Prada Supports Key Sales & Marketing Activities

BREA, California, January 31, 2001 – Multiplex Technology, Inc., a leading manufacturer and designer of high-performance, multi-room video, data and telecommunications distribution equipment for home automation and entertainment, has announced the appointment of Zailyn Prada as assistant product planner and corporate trainer. As a seasoned professional in sales and marketing, Prada will support various aspects of the company's business, from product development and launches to conducting training seminars and creating corresponding product training materials.

"Zailyn wears multiple hats in her position, and therefore contributes to many aspects of our business," said Tom Paterniti, vice president, Multiplex Technology, Inc. "Her sales and marketing experience as well as her technical knowledge and effective training abilities will greatly contribute to our ongoing success."



# THE MULTIPLEX NEWS CHANNEL



As assistant product planner and corporate trainer, Prada supports each step of the product planning process, from concept to launch. She is responsible for the development and dissemination of product training and market support materials as well as white papers considered for publication. In addition, Prada is in charge of conducting training seminars for Multiplex customers, distributors, dealers, and installers as well as at key industry events. Her responsibilities also include the collection and analysis of competitive data as well as supporting the development of various marketing collateral materials.

Fluent in Spanish and Portuguese, Prada earned her bachelor's degree in business administration from West Coast College in California as well as an associate's degree in electro-mechanical design from Southern California University.

## **All in One Promotion**

February/March 2001 Special Promotion

ChannelPlus is off and running in 2001 with a special promotion on ChannelPlus 3015 and 3025 All-in-one modulators. You can out-perform (IR, distribution, modulation-in-one) and out-price our competition with the following special promotion:

### **The February/March 2001 Promotion Parameters:**

Minimum buy-in is 10 units to obtain the units at the special promotion price during February/March 2001.

All stock rotations are subject to last purchase price. For instance, if a customer buys 10 units under the special promotion and tries to return previously purchased units at the pre-

promotion price, they will be credited at the special promotion price only. Please note that you should work with sales management to avoid any issues; this special promotion is to grow sales volume, not inventory.

Please contact your local ChannelPlus Representative for pricing and/or other information.

The special promotion will run from February 1 through March 30, 2001 (the last ship day of the Multiplex Technology, Inc. month).