

# CEPro

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PLUS:  
**Integrators Dole  
Out 3% More in  
Wages & Salaries**  
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**17 Mega Dislays to  
Wow AV Aficionados**  
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AV | NETWORKING | CONTROL | SECURITY | RESIMERCIAL | WELLNESS | BUSINESS

## Outdoor Tech Hits a Home Run

More jobs,  
more choices fuel  
6-figure business,  
33% growth.

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## A Resort-Style Outdoor Space with the Biggest Hidden TV Possible

When one thinks of lavish outdoor living, places like Southern California or Florida might be among the first locales that spring to mind. But right in the heartland of America, in the Midwest state of Indiana, there's backyard entertainment that would be the envy of homeowners on either coast, thanks to the implementation of one of Stealth Acoustics' massive Stealth Patio Theater system. The homeowners in this case wanted to create a resort-style outdoor space, particularly to engage their four children so they could enjoy more quality time outside. They turned to TRIPhase Technologies, a popular Indianapolis-area integrator located in Zionsville, to make this request come to life. According to the perennial CE Pro 100 company — TRIPhase landed at No. 18 on CE Pro's 2023 rankings — the homeowners had a few criteria they wanted to see incorporated on this project pertaining to the technology and the aesthetics. TRIPhase President and Founder Robert Haecker says the project had three key requirements, including installing as large a TV as possible that could be hidden when not in use, a robust, directional audio system, and ease of use for computability with an existing Elan (Nice) automation system. As a Stealth Acoustics dealer, TRIPhase

Technologies knew just what the project called for in this case to address the customers' three main wishes. So, they worked with the Mount Vernon, Wash., based company on the design and installation of a Stealth Patio Theater Extreme retractable outdoor LED entertainment system.





## Planning with Partners Proves Key to Success

The TRIPhase Technologies clients dreamed of creating the ultimate outdoor entertainment area for their four children. “They wanted a Disney-like experience with incredible sound and a cinema-sized screen viewable from the pool and surrounding areas to maximize time, activities, and fun,” Haecker says. “This was one of the most beautiful and fun projects we’ve had the pleasure of being involved with.” The biggest challenge was the lack of access to the installation location. After installing the new pool, there wasn’t enough room for heavy equipment to transport the 1,800-pound Patio Theater to the specified location, Haecker explains. “Ultimately, a crane company lifted the unit over the pool and put it into its proper place!” He reports the customers love their new, epic outdoor entertainment space designed and implemented by TRIPhase Technologies based around the Stealth Patio Theater Extreme all-in-one outdoor retractable TV system. When not in use, the enormous TV and integrated LCR soundbar hide away at the touch of a button. This solution is composed of many 12-inch LED screens that snap together and give the client what they envisioned. With the LED solution, it is effective in sunlight as well, Haecker notes. With the new SPT system beautifully set into the landscaping and operated with simple controls from their Nice system alongside the other existing systems inside and outside the home, the customers have everything they envisioned.



## WE’RE LOOKING FOR OVER-THE-TOP PROJECTS.

Cool, unique, tidy or meticulous, share your best work with our readers. email your submissions, with high-resolution images, to editor-in-chief Arlen Schweiger at [arlen.schweiger@emeraldtx.com](mailto:arlen.schweiger@emeraldtx.com).

## An Integrated, Property-Wide Sound System

In addition to the stunning new outdoor space and Stealth Patio Theater Extreme 156-inch outdoor retractable TV system with integrated soundbar, this property-wide project also includes a Sonance Landscape series distributed audio system; Lutron QSX for property-wide lighting control; Nice automation controls; robust lighting throughout the property from Lucifer, DMF Lighting and Core Lighting; outdoor heaters from Infratech; and a DSC security system. “Our close planning and work with project partners has advanced over the years, and this is a wonderful example of that. It took all of the partners to deliver on this client’s vision, including our team on the technology design and implementation, the landscape architect, designer and builder,” Haecker says. “This kind of project is our sweet spot, and it really came to life here in every way.” In addition to this impressive outdoor theater and entertainment, TRIPhase connected everything on the entire 20,000-square-foot-property including lighting, shades, security and more. As it turns out, the customers were thrilled, and TRIPhase was lauded for the work, which earned this project the 2023 Patio Theater Installation of the Year Award from Stealth. Who needs to go to Florida for an awe-inspiring exterior space? ▲



PHOTOS COURTESY OF TRIPHASE TECHNOLOGIES

Competing with other trades rose from No. 7 to No. 3.

So, how is your outdoor tech business shaping up — lots of sunshine or is it cloudy with a chance of rain? Keep an eye out next year for our annual Outdoor Tech Deep Dive survey and let us know.

## Stealth Acoustics: High Performance Outdoor Speakers — No Rusty Grilles!

STEALTH ACOUSTICS



Creating great-sounding outdoor speakers that can take on nature's toughest elements is no easy task, but

with the StingRay line of environmentally durable speakers and subwoofers, Stealth Acoustics has done just that!

StingRay high-performance outdoor speakers feature a unique FidelityGlass construction that achieves an industry-leading IP68 waterproof rating. With a fully sealed design that prevents water, dust particles, and pests from getting inside and an operating temperature range of 0° – 150° F, StingRay speakers are at home in any climate.

Blend-in or stand-out by painting the speakers to match the surroundings or applying artwork to make a unique audio solution.

StingRay Soffit Speakers offer an invisible under-eaves solution for high-quality outdoor audio without visual disruption to the architecture. Once mounted flush with the soffit, primed, and painted, the speaker becomes nearly invisible against the surrounding soffit.

StingRay outdoor speakers deliver smooth mid and high-frequency response with a solid, rich bass extension and are ideal for luxury residential, commercial, and marine applications.

**Designers and architects** love StingRay speakers because they seamlessly integrate into any outdoor living space. **A/V integrators** love StingRay speakers because they can count on the same sound quality and performance benchmarks Stealth's indoor speakers are known for. **Home and business owners** love StingRay speakers because they bring outdoor spaces to life with clear, maintenance free sound — no more rusty speaker grilles!

**StingRay Soffit Speakers achieve aesthetic perfection without compromising audio quality.**

Learn More at [stealthacoustics.com/stingray](http://stealthacoustics.com/stingray)

## Most Common Outdoor Audio Components Percentage of Outdoor Projects that Include:

Buried cable	79%
70V speakers	39%
Buried in-ground or above-ground speakers	37%
Staked satellite speakers	32%
Under-eave speakers	32%
Buried in-ground or above-ground subwoofers	30%
Outdoor soundbars	29%
Rock speakers	18%
Outdoor amplifiers	14%
Planter speakers	14%
Wireless speakers	8%
In-pool/underwater speakers	2%

Likely reflecting the uptick in commercial jobs, the percentage of projects employing 70-volt speakers rose 10%. Those using soundbars surged 17%.

## Most Common Outdoor Video Components Percentage of Outdoor Projects that Include:

Mounts	28%
Outdoor TVs	19%
Large-format displays	10%
TV enclosures	10%
Projection screens	9%
Projectors	9%
OTT antennas	8%

Projection systems and large-format displays were deployed in about 1 in 5 projects.

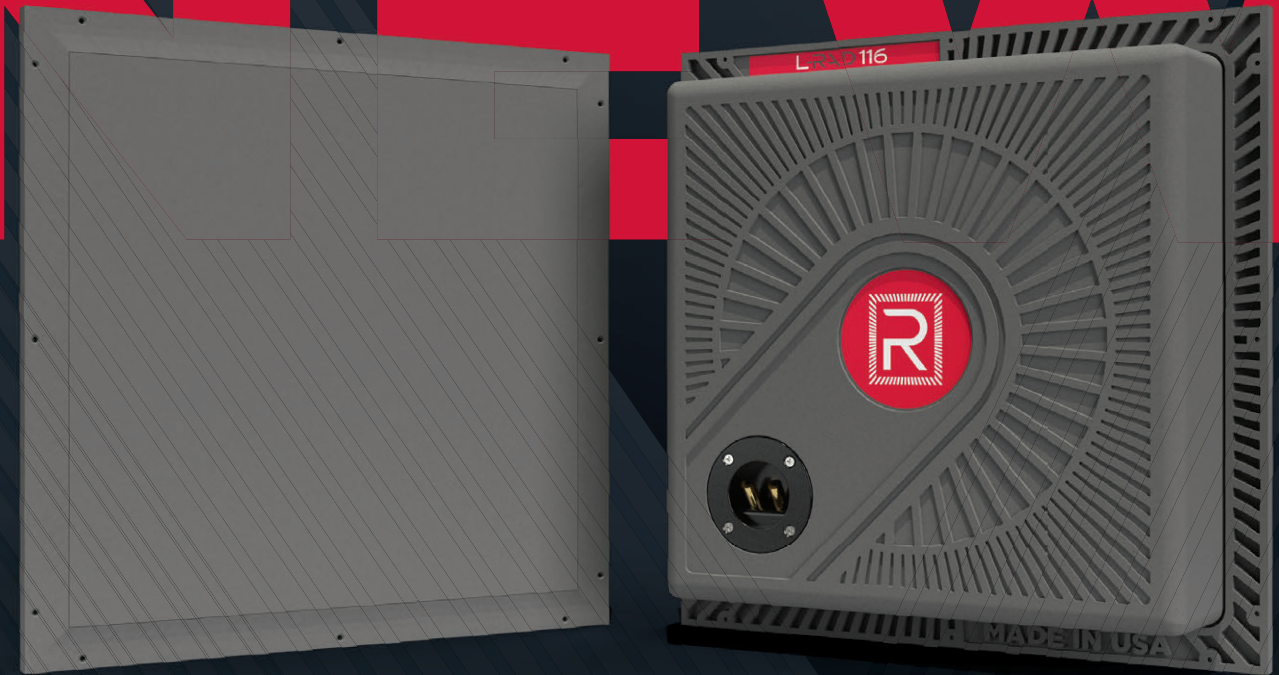
## Most Common Outdoor Lighting Components Percentage of Outdoor Projects that Include:

Pathway lighting	24%
Landscape/plant/fountain lighting	20%
Exterior wall-wash lighting	16%
Security lighting	12%
Exterior motorized awnings/screens/shutters	10%
Staircase/railing lighting	10%

The outdoor lighting category isn't dominated by one type but spread around to address many applications.

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**STEALTH**

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