



Press Release

See Calibre at ISE 2017, Stand 12.N45, 7-10 February 2017, Amsterdam RAI, NL

Think global, act local: Calibre signs Stampede

Bradford, Yorkshire, UK, November 2016 – International image processing specialists, Calibre has signed a global distribution and sales agreement with Stampede (www.stampede-global.com), the world's leading value added distributor of ProAV products and systems solutions. The appointment ensures that the entire range of Calibre HQUltra 4K presentation scalers and switchers will be available globally.

Providing the world's fastest switching technology, Calibre's in-house HQUltraFast switching technique allows the HQUltra range to typically switch between input channels in 0.25 seconds, with Audio and Video Streaming features now available Calibre continues to provide best-in-class performance for its customers

Stampede has been a leader in ProAV distribution for nearly 20 years, with dedicated sales and account management teams based in Europe, Latin America, North America and Canada. The agreement was signed on 7th September 2016, so Stampede will now promote and sell Calibre's ProAV products globally, with emphasis on their range of HQUltra scalers. This partnership is a significant step in expanding Calibre's presence globally.

Tim Brooksbank, CEO Calibre, says "A partnership with Stampede brings Calibre global coverage of their products by a very professional group of people coupled with Stampedes' fresh and dynamic marketing approach we are confident that this will be a very successful relationship for both our companies"

Mark Wilkins, CEO Stampede, said: "For years, Stampede has built a reputation as a high value added distributor in the United States, Canadian and Latin American markets. We operate by thinking globally, while acting locally, which is why we have account managers based in each market. Calibre UK offers a wealth of experience in the electronics industry and consistently provides high performance ProAV scaling solutions. We are confident that we have the marketing infrastructure in place to make this a very successful distribution partnership."

The move is facilitated with the setting up of a UK and European facility by managing director Andy Read following the highly successful Stampede business model implemented in the United States and Canada.

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About Stampede

Headquartered in Amherst, New York, Stampede (www.stampede-global.com) is the world's leading value-added distributor of integrated AV/IT technology solutions that help resellers meet the expanding technology needs of end-user customers in dozens of commercial vertical markets in Asia, Australia, Canada, Europe, India, Latin America, the Middle East, Scandinavia, South Africa, and the United States.

Stampede provides a global network of nearly 20,000 resellers with the broadest range of traditional ProAV solutions from more than 150 manufacturing partners and leads the way in the creation of the new product categories and related training and support programs that are unleashing the business opportunities of the future — Unmanned Aerial Vehicles, Drone Video Systems, Virtual Reality, IoT, Unified Communications, and low cost Video Conferencing. Through its wholly owned subsidiary Just Lamps, Stampede also offers the world's largest selection of replacement projector lamps. Stampede annually produces the "Big Book of AV," a 1,100+ 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 8,000 SKUs. For more information on Stampede, visit www.stampede-global.com.

About Calibre

Multi-award winning British company, Calibre has over the past 28 years achieved world recognition providing image scaling and processing technologies for use in broadcast/television, digital cinema, medical, large venue projection, LED videowalls. Calibre manufactures products under its own brand-names as well as providing products and technology to several market leaders in the Pro-AV market worldwide. Calibre is a market leader in innovation, utilizing its own, UK & Germany-based in-house hardware and software design teams for all its product developments and its own UK manufacturing.

Some useful links:

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