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The Light LSstuff

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Above L-R Guy Rockhill, Kim Albright, Andy Maples, Vicky Usry, Johnny Chambers, Marshall Prater

Out There - Repair/Install Department

I wanted a good way to describe our Repair/Install Department, or rather a way to describe it to those who don't know what that department really does. The phrase that kept popping into my mind was "out there". As in, they are rarely in the shop, they are seemingly always "out there" with you, our customers. Granted, if you've ever met any of these guys you might have a different connotation for "out there", but I digress.

Last issue, when we wrote about all the TLS, Inc. employees, each member of this

department was introduced to give you a feel for their strong points. But really, what does a "turn-on specialist" do and what is a "field engineer"?

Let's look at the Install side first. When you buy an intelligent lighting control system for your church, theatre or other facility, it's not a matter of just running some conduit and wire and then flipping a switch once it's all tied in. There's a bit more to it. These systems are often complicated and use computer technology as well as advanced automated lighting technology.

This is where our Repair/Install Department comes in, and why they are "out there". These technicians are factory certified in commissioning and training, which means they, in conjunction with the customer's certified electricians, can install the equipment in a facility and teach others how to use it. They are also certified to do the energization of dimming architectural and theatrical control systems. This means they are qualified to make sure all the equipment is connected properly so

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Our 25th Anniversary: A TLS,Inc. Fairy Tale

Once upon a time in a tiny town in North Alabama, there was a company named Luna Tech. They did lots of loud, flashy, and bright stuff for some famous people. David Milly and his friend Tom Dewille decided to split the company. Tom kept the loud and flashy; David got the bright.

Then, on a dark and stormy night, David kidnapped his girlfriend, Janet, and took her to Vegas and married her. They came back to Alabama and in November 1981,



TLS,Inc.'s David & Janet Milly cut cake at TLS,Inc.'s Birthday Celebration.

wrote the first invoice for their new company, Theatrical Lighting Systems, Inc.

People laughed when they learned that David was

trying to run an entertainment lighting company out

of Huntsville, Ala. David didn't mind. He loved his hometown, so he never thought of moving the business anywhere else.

In the beginning, David played many roles. He often went out to set up shows and he was the first salesman. He even did a few repo jobs; which have become a part of TLS,Inc. legend and lore. Over the next years, David and Janet watched as the company grew from three employees to 40. They had to move the business twice because it just kept growing, and you know, you gotta have a place to put 40 employees. The company expanded and now has offices in Mississippi and Tennessee. Not too shabby.

Let's fast forward to November 2005 . . . *(insert cartoonish twinkly fast forward music here)*

TLS,Inc. kicked off the 25th Anniversary celebration with a Birthday Party on Nov 8th. We welcomed

friends, family, and customers to celebrate with us. We fed our guests with a catered menu from local caterer, Bubba's Catering, and had enough birthday cake to feed all and then some. David Milly spoke briefly and thanked those who had contributed to 25 years in business. This event marked the beginning of a year of celebrations to recognize a quarter century in the entertainment lighting industry.

Although David still sometimes likes to refer to us as "that little lighting company in Alabama", we know we have friends and colleagues around the world. Thanks to all of you for helping us to the quarter century mark!

And They All Lived Happily Ever After. The End.

Swisson X-MT 100

The newest product from Swisson is the X-MT 100, a DMX measurement tool. While at this year's LDI in Orlando, our Repair/Install Manager, Andrew Maples, bought one on the spot. He came back raving about it and telling us we needed one for all of our Install Techs and to keep a couple in stock to sell to customers.

I asked Andy what the hoopla was and why we needed this particular gadget. "It's durable, and less expensive than the competitors", Andy answered. He went on to tell me about the features of the X-MT 100, which he says has multiple benefits.

The basics features are measuring, editing, and testing DMX.

Once a DMX cable is connected to the X-MT 100, the address/channel is displayed immediately. With the press of a button, the channels can be chosen quickly. There is also an auto-search function. Defects and their cause can be found easily.

Editing is just a matter of sending the signal through the X-MT 100. All 512 DMX channels can be edited, as well as a recorded scene. Simple functions, allow one person to control and set up a complete lighting system.

The X-MT 100 At A Glance

- Easy & fast test of DMX addresses by measurement and display of DMX signal
- Intelligent search function to find channels
- Easy edit & send of DMX signal
- DMX cable tester with error analysis
- One man operation for setting up of lighting
- Record and replay of complete lighting scene
- Clear display with backlight



Swisson X-MT 100
See back page for sale price on this must have tool

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that it will operate correctly once it is energized. This is the definition of a "turn-on specialist" as answered by our Repair/Install Manager, Andrew Maples. More simply put: these guys know what they're doing. They are the ones who can connect the dots, so to speak, of your system.

One benefit our Install Department offers is our Maintenance Agreement. In an effort to help you receive full capabilities from your system for the lifetime of the equipment, the Maintenance Agreement calls for periodic inspection and cleaning of your system. This helps prevent any problems that may occur over time with extended use, or conversely, with minimum usage. However, should you encounter a problem, we also offer on-site repair.

Which brings us to Repairs, the other half of the Repair/Install Department. As one of the strong areas

of the company, Repairs supports our customers and our Rental Department. As stated earlier, we offer on-site repairs for those items that are either permanently installed or are just too cumbersome to bring to the shop. We are a warranty repair shop for many of our manufacturers, therefore saving you time and money. We keep a large stock of parts in-house so that turn-around on many repairs is often just one to two days. Our technicians are certified through several manufacturers and are frequently retrained to keep them up to date in the latest advances.

When you choose TLS, Inc. to be your lighting company, you're essentially buying the service as well as quality and experience. Contact our Repair/Install Department by phone or email: amaples@tlsinc.com. More info can be found at: www.tlsinc.com/repair.html We'll see you out there!

Repair/Install Department At a Glance

Repair Division

- On-site repairs of dimming and control
- Automated fixture repair (most manufacturers)
- 90 day warranty on repairs
- Manufacturer authorized warranty repair
- Large stock of parts for quick turn-around
- Central location for fast shipping

Install Division

- Design/Build
- Dimming System Energization
- Hang/Focus
- End User Training
- Low Voltage wiring
- Termination
- Maintenance Agreement



Repair Tech, Johnny Chambers

TLS, Inc Receives Parnelli Award

TLS, Inc. is pleased to have received the Parnelli Award for *Regional Lighting Company of the Year* at the 5th annual Parnelli Awards in Orlando, Fla.



Named for Rick "Parnelli" O'Brien, the awards honor both individuals and companies in the entertainment industry who keep it moving forward with the "four H's": Humanity, Humility, Honesty, and Humor. These qualities were the defining traits of O'Brien, a renowned production manager and respected colleague.

The awards banquet was held in conjunction with

ETS-LDI, the industry's yearly product and services convention. Chip Monck presented this year's lighting awards. TLS, Inc.'s David Milly said that receiving the award was a real honor, but having Chip Monck present the award was just as notable. Monck is a previous Parnelli Lifetime Achievement Award recipient.

The award is voted on by subscribers to *Projection*,

Lights & Staging News and *FRONT of HOUSE* magazines. It is therefore an award of distinction among peers. TLS, Inc. wishes to thank those who voted, and hopes to continue carrying out the qualifying traits that allowed us to be nominated and chosen. We also offer our congratulations to recipients of this notable recognition in all other categories.

