

◆ TLS, INC. ◆

Volume 36

"We Light the Stars"

Feb-Apr 2003

Upcoming Seminars

Catch up on the latest in technology by attending one of the many industry conventions or TLS, Inc seminars.

High End Whole Hog III Training School

Feb. 4-5, 2003
Huntsville, AL
www.tlsinc.com or
256-533-7025 - Crystal

SETC (Southeastern Theatrical Conference)

March 5-9, 2003
Arlington, VA
www.setc.org

TLS Lighting Seminar

March 14, 2003
Huntsville, AL
www.tlsinc.com or
256-533-7025 - Crystal

USITT (United States Institute for Theatre Technology, Inc)

March 19-22, 2003
Minneapolis, MN
www.usitt.org

Lex Power Distribution Seminar

April 2, 2003
Huntsville, AL
www.tlsinc.com or
256-533-7025 - Crystal

Bringing You Up to Date

The hiatus is over and the TLS, Inc. Newsletter is back! We postponed new publications while we prepared for our move, so this edition of the newsletter will be bringing you up to date in a number of ways. It is the first newsletter of 2003 and the first one from our new location. In this issue you'll find a list of seminars

and conventions to help keep you informed of the latest technology. We'll introduce you to the half-dozen or so new employees that have become part of the TLS, Inc staff since our last newsletter. We'll also have the long awaited update on our move.

Contributing writer, Gene Mason, is back in this issue to talk to you about ways to plan your church's holiday presentations - Easter is just around the corner! Also in this issue, Debi Moen of High End has supplied us with information on the Whole Hog III MiniWings.

The past year has been a busy one. It was after we published the April - July 2002 newsletter that

we decided to halt publications and focus on our move. We have moved to our new building on Jordan Lane, which is so much bigger than the Meridian Street location, and for the most part we are settled in - we haven't had to

send out a search party for a lost employee in weeks!

Last April, when we told you about our move, we had a June date in mind. However, the physical move of all our "stuff" actually began early in the last week of July. On that Friday, all the employees loaded up desk belongings, packed them in vehicles, and formed a small caravan across town to our new building. The first week or so was spent learning the paths from desk to desk, and which route was the shortest to the drink machines. We did have a few minor glitches, but for the most part it was smooth sailing and the bulk of the move occurred over the weekend; we did not close shop.

(Continued on Page 2)



WholeHog® MiniWings™

article info provided by Debi Moen - High End Systems

Flying Pig Systems' MiniWings™ for the Wholehog® III console and Wholehog II PC debuted at PLASA last year.

Two versions are available: *Programming* and *Playback*. Each features the same high quality controls found on the Wholehog III, and with an anodized blue aluminum finish, the wings are stylish, rugged, and reliable.

The units draw power directly from the USB port on a console or laptop - handy, when there's no power socket available. However, a power supply is included and adds support for an external Wholehog III desklight and two external USB devices. Thanks to a built-in USB hub, connections to external devices such as keyboards, mice, and DMX Widgets to laptops or PCs are possible without the use of an external hub.

The Playback Wing features 10 masters, with faders and flash buttons to provide full control of attached cuelists. Four encoders, trackball, and buttons allow fast and concise programming of shows. The

(Continued on Page 3)

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Up to date (from page 1)

Once everything came together and the finishing touches were made, David decided to invite our friends and neighbors over. On November 22nd we held our Official Grand Opening - ribbon cutting and all! We had visitors from all over the United States coming in to wish us well and take a tour of the new facility. Huntsville Mayor Loretta Spencer, Councilman Richard Showers and several other local celebrities stopped by. If you missed it, you missed some great socializing and food. We are making great use of our new

facility. Already, we have taken advantage of our classroom and demo room and have two more schools planned for February and March.

The larger warehouse is allowing for better storage and organization. We can stage multiple rentals, and prep tour rigs with out running over each other and vying for space.

Once here, we have all wondered how we were doing business out of the old building. Customers and vendors who have visited both locations have commented likewise. We have so much more space. The

results have been better product flow to our customers and better overall organization for both the Rental/Service area and the sales stock area.

We hope this new facility will help us to better serve you, our customer.

We hope you feel "up-to-speed"

now! We're excited about our new location. We're glad to be getting our publications revved up again. Basically, we're fired up and ready to start 2003!

Once here, we all wondered how we'd been doing business out of the old building!

Our Newest Employees

It certainly has been a year for expansion. Not only did we move in 2002, we also expanded our staff. The following is a brief introduction to the newest TLS, Inc. employees.

Susan Roney, *Inside Sales*, came to us in April from an executive position of a national supplier to K-Mart stores. Prior to that she was a manufacturer's distribution manager for an electronics distributor. Susan was also a L'Oreal Professional Division rep and a business owner for 17 years. Susan jumped in with both feet and has become a well-respected member of our sales team.

Steve Campbell, *Services Allocation Manager*, brought 5 years of management experience from an executive position with Auto Zone. Steve's speciality was troubleshooting problem stores. After leaving Auto Zone, Steve went out on his own, working on cars and Harleys. He later worked with General Dynamics assembling and testing missile projectiles. Steve has taken command of the warehouse here at TLS, Inc., and has become an integral part of management.

Cheryl Knighten, *Sales Project*

Manager, had 14 years of sales experience, 11 of which were with the Yellow Pages, when she started here in September. Cheryl is an active member of the Business Builders Chapter of BNI (Business Networking International) and serves as an Ambassador for both the Huntsville and Madison Chambers of Commerce. Cheryl's sales experience is proving its worth.

Phillip Lovell, *Sales Manager*, has been hired to help with future expansion plans. Phillip was previously Vice President of Operations for Childers Distributing Company, Inc., a multimillion dollar wholesale alcoholic/non-alcoholic beverage company. Phillip currently serves on the board of directors for the State of Alabama Alcoholic Control Board that oversees 586 employees and 265 million in annual sales. Phillip has 16 years of sales management experience with a degree in Business Administration and continued studies in management issues. Phillip is an energetic leader with great prospects for our future growth.

Russell T. Ware, *Install/Service Tech*, is a recent graduate of the University of North Alabama. Russell

worked as a stagehand for the Tupelo Coliseum/BanCorp South Center, locally at the Von Braun Center, and Professional Crew Services. Russell is often out-of-house doing installs and is a welcome addition to the Install Department.

Johnny Chambers, **Jeremy Cowan**, and **Ben Lawles** have all come on board as Service Techs. Johnny works mostly in the Repair Department. Jeremy and Ben both work in the warehouse prepping tours or rentals as needed.

TLS, Inc. is pleased to have these new employees and we look forward to continued growth.



Pictured here are the newest TLS, Inc employees. L-R: Ben Lawles, Johnny Chambers, Cheryl Knighten, Russell Ware, Susan Roney, Jeremy Cowan, Phillip Lovell, Steve Campbell

Lighting for Special Church Services

article contributed by Gene Mason, Hunter Street. Baptist Church, Birmingham, AL.

Lighting can significantly enhance a special event or worship experience. As you think about lighting for your next Easter production, special worship time, or other event, here are some simple tips to inspire your illumination:

Develop a Lighting Plan

Begin by asking, "What do I want the lighting to do?" The elements involved in your program will dictate the fixtures you use. Do you need broad area lighting for a large choir? Do you need to be able to isolate areas of the stage with soloist lights or specials for drama? Do you need the ability to add color and movement to highlight upbeat songs?

The most common lighting mistake in special church events is inappropriate fixture selection—supplementing your in-house lighting with the wrong fixtures for the job. Defining what you expect the lighting to accomplish will make it much easier for the lighting team and rental supplier to put together a package to meet your needs.

Plan a "Lighting Script"

Once you know the fixtures you'll have to work with, take the program script and develop a separate lighting script. Determine in advance

where soloists will be standing, when the choir must be lit, how the drama is blocked. Take each song or section of the program and jot down your preference as to colors, movement and overall "look." When you begin programming, you'll have a reference that serves as a basis for lighting cues.

Schedule a Technical Rehearsal

In addition to your dress rehearsal, schedule a technical rehearsal. This should occur before your dress rehearsal and include your sound, lighting and video teams. Go through your program, playing each lighting cue in order. Pay attention to transitions, blackouts and overall levels, adjusting as needed. If there is to be movement or set changes during your blackouts, make sure your stage crew has rehearsed working without light. Buy glow tape to mark spots on stage and stage edges for reference in the dark.

You should already be fairly confident of your cues and use the opportunity of a dress rehearsal to make final tweaks and perfect your timing. Major changes should not occur during the dress rehearsal. I find a technical run-through prior to the dress rehearsal also gives the program leaders and participants an extra

degree of confidence in technical aspects of the program.

Rent, Buy or Both?

During your planning process, consider what lighting you will rent for your production, and whether or not to buy certain items. For instance, you may want to rent your automated lighting, but leave enough in your budget to buy one or two ellipsoidals. This is really the best of both worlds, as you have supplemental lighting for your production, and now have additional lights you can use year-round. Spending a small percentage of your program lighting budget on purchases each time you do a production can add tremendously to your in-house capabilities over the years. *(for more on this topic, go to www.tlsinc.com)*

Remember: Lighting Is a Tool

Lastly, keep in mind that lighting is one of many tools you can use to enhance the worship experience. It must work in concert with all the other elements of the program. Avoid the temptation to use "every trick in the book," especially when it comes to the capabilities of automated lights. Instead, let it "make the show" by adding to the emotion, excitement and central theme of your production.

MiniWings (from page 1)

dual mode trackball can be used as a cursor to move the pointer around, or in pan & tilt mode for convenient positioning of mirrors and moving heads.

The Programming Wing, pictured center, has the following features:

- All types of moving lights can be programmed with the same programming interface
- Numerous windows give feedback on programming syntax
- Timing spreadsheet for easy entry of parameter times

- Track and Cue Only Modes
- 3D positional programming with XYZ coordinates
- Effects Engine instantly generates complex effects including rainbows and ballyhoos
- Blind programming mode
- Unlimited multi-part cues



- Automated preset focus updating with 3D system
- Complete programming manipulation: move, copy, merge, mask, etc.
- Standard or custom profiles for cues or individual parameters
- Cue, cuelist, effect and palette transfer between shows
- Sophisticated macro recording and playback capabilities

For more info on the MiniWings call us or log on to www.highend.com



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FEBRUARY 2003

SALE ENDS April 31, 2003

Consumables:

- Lux & Lee Gels (excludes HT, min. order 10) \$4.99 (list \$7.25)
- Gaff Tape (Black, Grey, White) \$9.99 (list \$12.50)

Lamps:

- HPL575/120V(Osram/Sylvania)(min order-12) \$15.99 (list \$20.00)
- EHG(Ushio) \$14.99 (list \$18.25)
- FEL(Osram/Sylvania) \$13.99 (list \$16.25)
- ENX(Ushio) For Comet \$6.99 (list \$9.75)

Comet Followspot

(lamp not included)
\$999.00 (List \$1280.00)

Two-Tree Choir Lighting Package

Standard Package

- 2-VEI LTS-06 Light Stands 9'
- 8- 500Par56 Lamps (WFL,MFL, or NSP)
- 8- Optima Par56 Cans w/ Color Frame & Plug
- 2- Lightronics AS-40L Dimmers (2400W, 600W per channel)
- 1- Lightronics TL-3012 Controller
- 1- 100' 3-pin XLR Cable
- 1- 50' 3-pin XLR Cable



Objects in photo not to scale

Standard Package

\$1299.00 (list \$1899.00)

Upgrade to DMX Package for \$199.00! (DMX package total \$1498.00)

DMX Package

- 2-VEI LTS-06 Light Stands 9'
- 8- 500Par56 Lamps (WFL,MFL, or NSP)
- 8- Optima Par56 Cans w/ Color Frame & Plug
- 2- Lightronics AS-40D Dimmers (2400W, 600W per channel)
- 1- Lightronics TL-3012D Controller
- 1- 100' 5-pin DMX Cable
- 1- 50' 5-pin DMX Cable

To Order Please Call 256-533-7025, Fax 800-229-7320, or email info@tlsinc.com