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## Your Total Lighting Solution

Approaching our 25th year in business, we here at TLS, Inc. began to really look at and think about what it is that makes us tick. What makes us who we are in this industry?

We thought about what it is that we do as an entertainment lighting company, and the fact that we do ONLY lighting. No sound. No AV. No pyro. Just lights. In summary we came up with the statement that we offer "total lighting solutions". We strive to help our customers with their lighting needs whether it be through sales, rentals, repairs, or production. It's not just about getting the lowest price - it's about getting the correct answers and the right solution.

Over the next few newsletters we'll focus on the following areas that make TLS, Inc. the place to get those answers and to find the solutions.

**1. Our People** - Based on qualification, nearly 300 years combined experience and training, our people are the right choice when it comes to meeting your lighting needs. When you have a lighting question, you want to ask someone



who has the experience and knowledge to answer it.

**2. Resale Stock** - We keep an extensive inventory of resale stock in-house for quick shipment and quick turnaround on repairs.

**3. Production/Services** - This combines our people and equipment. We have real live techs out on the road with our gear. Their knowledge and abilities keep the show running on tours. Plus, it gives you, our customer, access to expert advice on your lighting issues from the guys who use the gear.

**4. Install/Repair Department** - We offer on-site repairs and have technicians who are certified under several manufacturers for installations and turn-ons. Because of our stock of parts, turn-around time on repairs is often same day.

**5. Central Location** -

David likes to remind us that we're located within 500 miles of three-quarters of the US population. We are also located near an international airport and distribution facilities for major shippers which allows for quick shipping of sales and rental gear.

**6. Rental Department** - We have over \$7 million of conventional and automated lighting equipment and control in our rental inventory. Aside from the standard rental, we can offer you a "try before you buy" on most equipment. You can also rent equipment while yours is being repaired so that your event can continue without a hitch.

As our departments work together to service all aspects of your lighting needs, you can relax knowing we'll give you the solution to "Light the Stars".