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## **Our People - Your Solution**

Last issue we touched on the areas that make TLS, Inc. your "complete lighting solution". The first one listed, and the one we're going to delve into this issue, is our people.

If you'll remember, we stated that we have a combined 300 years of experience. Granted, Methuselah doesn't work here (he quit last year when he realized Kim Brock had been here longer than he had) but many of our employees have been in this business in one form or another for years. It averages out to about 14 years per person.

In this industry, that's longer than some companies stay in business!

So you say "Big deal - what does longevity have to do with anything?" Experience, and the knowledge gained from that experience, is the key that sets us apart. If you have a lighting question, whether it be about conventional, automated, dimming, or control there will be someone in this building willing to help and able to answer your question.

### **Who are our people?**

President **David Milly**

started TLS, Inc. nearly 25 years ago when he bought out the lighting division from Luna Tech, Inc. where he was part owner. David has a BSBA in Management Sciences from the University of Alabama in Huntsville and (little known fact) has a pyrotechnic license!

Our Sales Department is probably our most seasoned group. Currently comprised of individuals with diverse backgrounds, our sales group has found common ground in the world of lighting.

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## Our People - The New Folks

**Tim Dillion** is the newest addition to the Rental Division as Project Manager. Tim served three years in the United States Army and came to TLS, Inc. already well familiar with the Rental Division, having been a customer for the past several years.



While pursuing his education at Glenville State College, Tim became light and sound technician for countless musical and theatrical productions. After graduation he joined the Army and became a technician and performer in the 98th Army Band in Ft. Rucker, Ala. In addition to his work with the Army Band, Tim toured with the United States Army Soldiers Show, and has received training in several seminars (HighEnd, Martin). Contact Tim at [tdillion@tlsinc.com](mailto:tdillion@tlsinc.com) or 866.254.7803 x 113.

**Rick Leonard** joins us as a Project Manager in Production Services. Rick's back-



ground in sales, promotions, and management will play a large part in his new position here at TLS, Inc. Rick is no stranger to the industry, having worked professionally as a percussionist and vocalist since 1979. He is also the past owner of Solo Enterprises, a booking/management agency. Rick's most recent

ventures have been centered around sales, marketing, and promotions for locally operated and nationally known motorsports facilities. Contact Rick at [rleonard@tlsinc.com](mailto:rleonard@tlsinc.com) or 866.254.7803 x 114

**Marshall Prater** is one of three recently hired members in our Repair/Install Department. Marshall is the newest Repair Tech. While working with a local production company, Marshall of ten rented from us and is already a familiar face around the shop.



Marshall has an AS in electronic engineering from RETS Electronic Institute, and is qualified to do "anything with nothing". Contact Marshall at [mprater@tlsinc.com](mailto:mprater@tlsinc.com) or 866.254.7803

**Kim C. Albright** is another addition to the Repair/Install Department as a Install/Repair Tech. Kim is expanding his horizons, having already worked 33 years in radio and television media doing everything from commercial sales to on air reporting.



Kim holds an AS in Radio/Television Broadcasting from Gadsden State. He specializes in electronic and mechanical troubleshooting. Contact Kim at

[kalbright@tlsinc.com](mailto:kalbright@tlsinc.com) or 866.254.7803 x 129.

**Guy Rockhill** is the third Install/Repair Tech hired into the department. As a professional drummer



for more than 20 years, Guy says he's anxious to be on the "other" side.

Guy worked seven years with Quantum technologies as a field engineer installing audio, teleconferencing, videoconferencing, digital recording, and evidence presentation systems in federal courthouses. Contact Guy at [grockhill@tlsinc.com](mailto:grockhill@tlsinc.com) or 866.254.7803 x 133.

TLS, Inc. is pleased to have these five new employees and look forward to adding their knowledge and experience to our collective.

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### Hurricane Victims

TLS, Inc. sends out its most heartfelt sympathy and prayers to our friends and colleagues on the Gulf Coast whose lives and businesses have been affected by hurricane Katrina.

We, at TLS, Inc., urge all our customers to contribute to the relief efforts in what ever means you see fit, whether it be time volunteered, food and water donations or monetary donations. Contact your local relief agencies to find out how you can help.

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**Greg Brock** (Sales Manager) started work at TLS, Inc. as a technician, going out on several tours. He left for a year or two then came back as repair manager, and has since worked his way around and up to Sales Manager for a total of thirteen years with TLS, Inc. Greg's past includes work as an EMT, and a stint in the US Navy.

**Dennis Aplin** (Project Manager) started here 20 years ago, but had been working in theatre several years. He holds an MFA in Technical Theatre from Florida State. Dennis views his specialties as designing and specifying lighting systems.

**Doug Bennett** (Project Manager) came to TLS, Inc. in 1992. Prior experience includes technician at New Orleans Morial Convention Center and four years on the road with *Kansas*. Doug's strong points are system design and integration.

**Sandra Glover** (Project Manager) has been with TLS, Inc. for seven years, having previously worked in the audio/visual side of the industry. She has become known around the shop as our Used Gear Guru.

In our Jackson office, **Rusty Scafidel** (Project Manager) has been with us for nearly two years. Rusty specializes in assisting churches with their lighting needs and has volunteered at the First Baptist Church in Jackson, Miss. for several years while he worked as the IT director for the Jackson Public School system. TLS, Inc./Nashville is manned by **Kelsey Beard**

(Project Manager) who started work with us two years ago. Kelsey comes with a background in lighting design for industrial use such as hotels and restaurants.

**Courtney Sherman** (Counter Sales) is the most recent addition in Sales. She's been here about a year and is currently referred to as the "ebay Queen".

The TLS,Inc. Rental & Production Services Department has just undergone several changes. You can meet the latest members, Tim Dillon and Rick Leonard on page 2 where we're introducing all our new employees. In the meantime, meet **John "Checkers" Messina** (Project Manager). Having been in the industry for 30 years (12 of those at TLS,Inc.), there aren't many out there who haven't heard of him. John hails from Colorado, via Montgomery, Ala. and has a majority of his work experience in production management.

**Marcus White** (Rental Tech) started out a year ago in the Inventory department and got sucked into Rentals by all the glamour and glitz! His former life was spent in warehousing for a large electronics company.

We don't know much about the Repair/Install Department folks because they always seem to be out on a job or they have their heads stuck in something they're repairing. However, we've recently gained three new people in this department (see page 2) run by **Andrew**

**Maples** (Manager). Andrew is in his seventh year here, having worked in the industry for 18 years. Andrew holds a BS from University of North Alabama in Theatre/ Radio, TV, and Film. He was the Technical Director at the Ritz Theatre for four years. He is an ETC turn-on specialist and a Leviton field engineer.

**Johnny Chambers** (Repair Tech) has two years under his belt and came to us from SCI, Inc. where he was a technician in electronics.

**Vicky Usry** (Repair Tech) has over six years in the industry as a stage hand. She's been here just over a year and is our prime cable builder.

The Administrative staff is headed up by **Robbie Hayes** (Accounting/Finance Administrator) who has been with TLS,Inc. for seven years. Robbie has a BSBA in Accounting.

**Melissa Bennett** (Accounts Receivable/Credit) hails from Baton Rouge, where she worked in accounting for a national firm. Melissa has been here seven years.

**Diana Harper** (Reception) is the friendly voice you hear when you call during the day. Diana came to TLS,Inc. earlier this year.

The largest division is our Production Department. These are the guys who do the tours, the shows, the prep, and just about anything else needed around the shop.

**Steve Campbell** (Services Allocation Manager) comes from a background in management, which has served

him well in his three years at TLS,Inc.

Of the 10 years experience **Brian Palmer** (Crew Chief) has in the industry, five of them are with TLS,Inc. Brian has toured with Third Day, Women of Faith and others.

**Chris Hummel** (Crew Chief) worked as a local stage-hand, toured with the Rolling Stones and U2 before coming to TLS,Inc. eight years ago. Hummel is currently with Women of Faith.

When **Chris Lighthall** (Crew Chief) came to work here seven years ago, he was still in high school. Since then, he's become one of our best LDs. He has toured with Steven Curtis Chapman, and helped light the 2004 St. Paul, Minn. Winter Festival Ice Palace.

**Curt Anthony** (Crew Chief) worked pyro for several years at Luna Tech, Inc. before coming to TLS,Inc. in 2001. Curt is currently out with Women of Faith.

**Glenn Zimmermann** (Service Tech) started work here about a year ago. He came from the Orlando area and has over eleven years in the industry.

**Tom "Hammer" Foster** (Service Tech) is another Luna Tech, Inc. alumni. He has 25 years worth of what he calls the "School of the Road". He's been at TLS,Inc. for nearly a year.

**Jeremy Cowan** (Service Tech) also came here fresh out of high school nearly three years ago and has become adept in programming and video integration.

**Robert Osborn** (Service Tech) started five years ago and quickly proved his

abilities in one-offs and prepping shows.

**Seth Alley** (Service Tech) has been here almost two years. He has toured with Third Day, Michael W. Smith, and Steven Curtis Chapman.

The Inventory/Shipping Department is run by **Ed Nicholas** (Manager). Ed has been with TLS,Inc for 16 years. Many of you may know him from his years as the head of the Rental Department.

**Kim Brock** (Purchasing Agent) started as a secretary in 1986, thus making her the second longest employed staff member!

**Greg Marvin** (Shipping Manager) started five years ago. He received his shipping experience while serving in the US Army.

**Jessica Laney** (Inventory Control) is about to begin her eighth year as the company's "Girl Friday". She holds an MFA in Technical Theatre from Florida State.

Although we've never taken the time to "introduce" every employee like this, we feel it is important that they all be known because it is our people who ultimately make the difference and set us apart. As you can see, we come from varied backgrounds, but melded together we can learn from each other and work together to give you - our customers - the complete lighting solution you need.

