

Volume 49  
September - November 2006



# The Light Stuff

The Light Stuff is a  
publication of TLS, Inc.  
Huntsville, AL

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## That's Just Smart

Remember that song by Johnny Cash where he worked in the Cadillac factory and smuggled out a Cadillac part by part? Now imagine that over the years you've been trying to build a lighting system part by part. You've picked up your dimmers from one place and you got your board for a really good deal somewhere else and your fixtures came from about four different websites. Is it driving like a '57, '58, '59 DeVille?

Electronic Theatre Controls (ETC) has a solution for you, and you can get all the parts from the same place. It's known as the "complete control" concept. You get everything from control console to fixtures all from the same vendor.

The products we're looking at here are from ETC's Smart Solutions™ line of dimming and control. These include the SmartBar™, SmartFade™, SmartModule™, SmartLink™, SmartPack®, and several others. TLS, Inc. Repair & Install Manager, Andy Maples



ETC's Smart Solutions™ Control Products  
SmartFade™ & SmartLink™

says the Smart line is ideal for permanent installs in clubs, churches, youth rooms, and smaller theatres.

### Control

The SmartFade™ is ETC's answer to a compact and powerful control console, and comes in three versions. The SmartFade™ 1248 is ideal for smaller applications where ease of use is the priority. The SmartFade™ 2496 handles more dimmers and is most often used where simple two-scene, or single-scene operation is

needed. Combining the size of the 1248 with the capabilities of the 2496 is the SmartFade™ 1296. This compact board is recommended for areas where channel count is necessary but space for the console might be limited.

*(Ed. note: Be sure to see back page for special sale and demo offer on SmartFade™)*

SmartLink™ architectural controls fit in a single-gang box on the wall and come with either 4 or 10 preset functions out-of-the-box, but can

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be easily programmed for more capabilities.

Depending on your space, you can use both, or either of these control devices.

### **Dimming**

SmartPack® Portable Packs are high quality, inexpensive dimmer packs. Available with either six 2400W dimmers or twelve 1200W dimmer, the packs are wall mountable and DMX capable. They come with 32 built-in presets or can be used with one of the SmartFade™ consoles. Combine the SmartPack® with the SmartBar™ or SmartModule™ (described below) for maximum dimming options.

The SmartBar™ offers another dimming option, especially to those with limited space or those who need to distribute dimming throughout a larger space. SmartBars™ can be hung for easy and out-of-the-way accessibility. They are perfect in smaller venues where space is a commodity and dimming a must. Depending on which size you get, the SmartBar™ can be plugged into a standard 20A wall outlet for dimming anywhere you want it. Like the SmartPacks®, SmartBars™ can stand alone or be paired with SmartFade™.



*ETC's Smart Solutions™ Dimming Products  
SmartPack®, SmartBar™, & SmartModule™*

If something even smaller than the SmartBar™ is needed, the SmartModule™ might be your solution. You have a choice of edison, stagepin, or twistlock output connectors. You also have the option of six 1200W or four 600W dimmers. Like the other Smart dimming, the SmartModule™ can operate alone or with the SmartFade™.

These are just a few of the Smart Solution™ products available from ETC. By combining any of the Smart Solutions™ Family of dimming and control with the numerous ETC lighting fixtures, you'll have the whole Cadillac.

Call one of the Sales Project Managers at 866.254.7803 for more information.

### **TLS,Inc to Hold Lighting Seminars**

Yes, ladies and gents, the TLS,Inc. Lighting Seminar is back! And even better it's spreading! Look to the right for dates in Huntsville *and* Nashville. At the Huntsville seminar, in order to give more hands-on time, we're breaking the two-day periods into 3 sessions. We'll have 2 identical sessions on Friday, geared toward the theatre and entertainment crowd. Saturday's session will be aimed at churches. The seminar will feature ETC, High End, Vari\*Lite, PixelLine, and Strong products.

In Nashville, on Tuesday evening there will be a cocktail party and demo of High End gear. Wednesday will be split into a morning session for churches and an afternoon session for theatre/entertainment.

For times and registration info please visit [www.tlsinc.com/training](http://www.tlsinc.com/training)

### **Calendar of Events**

Below is a list of conferences, seminars, and training events for September til the beginning of December.

**High End Demo  
Sound Check  
Nashville, TN  
September 13-14**

**TLS, Inc. Lighting  
Seminar  
Huntsville, AL Office  
September 29-30**

**TLS, Inc. Lighting  
Seminar  
Nashville, TN  
October 3-4**

**LDI  
Las Vegas, NV  
October 19-22**

**WFX  
Dallas, TX  
November 8-10**

*Alabama State High  
School Theatre  
Competition  
Univ. of North Alabama  
Florence AL  
December 1-2*

*North Mississippi  
Regional One-Act Festival  
Jackson, MS  
December 1-2*

Find out more about the events in bold at [www.tlsinc.com/training](http://www.tlsinc.com/training)

## Too Much Stuff

Those of you who visit our website know that we have a page of used gear where we have items for sale from our rental inventory. We've now added another link on that page for overstock sales items.

Unlike the used gear, overstock items are new. Why do we have them? Some were custom ordered items that the customer decided they didn't need. Some, the "quantity deal" was just too good to pass up.

Now, we want to get rid of these items to make space for more! You get the savings.

These overstock items include softgoods, trussing, followspots, fixtures, and dimming and control. For exact items and more info go to this page on our website: [www.tlsinc.com/usedgear](http://www.tlsinc.com/usedgear)

## TV/Film & Photographers Read This!

Not listed in our overstock page yet (see above)- but definitely available - are many Lowel pieces of hardware.

We've got reflectors, screens, scrims, poles, clips, studs, knobs and links. Quantities are limited. We really need the shelf space so prices are drastically reduced.

Call our sales department for pricing - 866.254.7803

## Update on Sandra Glover

Many of you who call in for sales have spoken with Sandra Glover. You know you have Sandra when you hear her "singing" things like "hellllloo how aaaare youuuuuuuuu?"

Sandra's chipper personality, long blonde hair, and petite stature have earned her the nickname of Skipper or Skippy (as in Barbie's little sister).

In February of this year, Sandra was diagnosed with breast cancer. She has undergone surgery twice. She is currently doing chemotherapy and will begin radiation soon after. She has not been back to the office since the first surgery, but we're hoping she'll be back in time for Christmas because we miss her smiling face!

Several of you have sent cards, flowers and well wishes. Please continue. She has a long battle before her and will need all your thoughts and prayers.

To show our support and love for Sandra, we at TLS, Inc. are taking action.

The first thing we are doing is this: Two dollars (\$2) of every ETC Source Four fixture we sell during the months of Sep-



tember to November 2006 will be donated to the Birmingham chapter of the Susan G. Komen Breast Cancer Foundation in honor of Sandra.

The second thing will require a lot of action - walking and running! Several of us here at TLS, Inc., along with some of Sandra's friends and family members are participating in a *Race for the Cure*. This event is part of similar events held nationwide throughout the year in several cities to raise funds and awareness for breast cancer research.

Our group, who comprise *Team Skippy*, will travel to Birmingham on Saturday, October 14th to walk in the *2006 Komen Birmingham Race for the Cure 15th*

*Anniversary*. This is a 5k (3 miles) run/walk. The proceeds from this event go to breast cancer programs and services in north central Alabama.

Any of you in the Birmingham area (or anywhere else for that matter!) who would like to actually join the team and walk with us are more than welcome. Those of you who would like to support our efforts and contribute donations to *Team Skippy* would also be greatly appreciated. To get further information contact Jessica 256.533.7025.

