



## Feedback from Prolight and Sound 2008

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To experience first hand the unveiling of the grandMA2 as well as the launch of new Robe fixtures, Nick Britz from DWR Distribution attended a very busy Prolight & Sound 2008 in Frankfurt. Extending the leg of his journey, he further received training at MA Lighting and Robe.



Nick's first time abroad, the three week excursion was an eye-opener. Seeing snow, travelling at a speed of 260km per hour in an Audi on the Autobaan and visiting a castle were just some of the highlights. On a professional level, it was opportunity to meet the faces behind the e-mails, see new products and also mingle with some of the South African visitors such as Kevin Glover from Sound Stylists, Gert Smit and Reinard Raats (Ray) from XGX and Donald Clark from C & S.

"The grandMA2 was launched and MA Lighting must have been very pleased with the outcome," said Nick. "Their stand was busy the entire duration of the show and you couldn't move in the booth. MA Lighting hosted a Distributor's Seminar prior to the exhibition where we were given a tour of the MA factory and a sneak preview of the new GrandMA2 before it was official exposed at PL & S." (Visit: [www.malighting.com](http://www.malighting.com))



Robe hosted one of the largest stands. New products included the DigitalSpot 3000 DT, DigitalSpot 7000

DT, DreamBox (a multi-functional Tool Box) and also Robe's new RED (Robe Emittted Diodes) Series of fixtures. An exclusive demo room provided clients with private demonstrations (Visit: [www.robe.cz](http://www.robe.cz))

"There were a lot of Chinese products on display.... Those guys will copy anything from Robe to Martin to Avolites!" commented Nick. "The products really looked identical. It was horrible!"

During this time Nick came into contact with the suppliers of ArKaos, and clients can now look forward to purchasing this product directly in South Africa from DWR Distribution. The software solution is for mapping video directly to any configuration of LED panels. (Visit: [www.arkaos.net](http://www.arkaos.net))

MA training followed in Paderborn. This included Networking Specialist training. The Advanced Programming course will assist Nick train operators (who have background using other consoles) on the GrandMA desk. Further training on Video and 3D was also held.



(Above): Nick Britz

Arriving in the Czech Republic, Nick was introduced to the Robe R & D Department. "We got to see the mechanical side of different fixtures but it did make me realize that DWR Distribution is not lagging behind when it comes to hands-on-knowledge of the product." Two days were set aside for the Easter break, followed by a tour of the Robe factory. "It's very cool to see that most things are hand-made and not



automated, carefully put together by humans." A day was also set aside to focus on the servicing and repairs of Digital fixtures.

Sincere gratitude extends to both the team at MA Lighting and to Robe for their warm hospitality.