

PLSN

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PRO LIGHTS & STAGING NEWS



Milos QuickTruss™ at NAB Show 2001

Milos Structural Systems announced that GES Exposition Services – Las Vegas debuted their new QuickTruss™ M290V inventory at the National Association of Broadcasters Show in Las Vegas. At NAB, QuickTruss was used to construct

several structures including the pictured Banner structure that had 45' tall towers and was 188' in length. Another structure was used to carry a 3,400 lb. Barco LED wall.

QuickTruss M290V is an 11 7/16" aluminum truss using 2" x

1/8" main tubing and 5/8" braces. It was selected by GES because of its quick connection system of solid spigots, pins and clips along with its versatility for indoor and outdoor use as well as being decorative or structural.

Ian Gordon Moves To Christie Lites

The Christie Lites group of companies have announced the addition of Ian Gordon, formerly of Westsun International Inc., to the Christie Lites team.

Comments Huntly Christie, President of Christie Lites, "Ian is a great guy and takes terrific care of his customers. His talents in

client development and relationship building are something we have admired for years."

Ken Alexander of Christie Lites, Vancouver states, "I have known Ian for a number of years and feel lucky to have him move over to Christie Lites. He will help forge more links in the chain

of strategic partnerships which contributes to our long term success."

Gordon brings to Christie Lites 15 years experience servicing the concert industry in North America and Europe. Gordon and his family reside in Vancouver BC and will work from Christie Lites Vancouver office.

Tony Nominees Announced

The 55th annual Tony Awards nominees have been announced; the presentations will be held Sunday, June 3rd. Not surprisingly, *The Producers* received 15 nominations. Scenic Design nominees are Bob Crowley, *The Invention of Love*; Heidi Ettinger, *The Adventures of Tom Sawyer*; Douglas W. Schmidt, *42nd Street*; Robin Wagner, *The Producers*. Nominees for Best Lighting Design are Jules Fisher and Peggy Eisenhower, *Jane Eyre*; Paul Gallo, *42nd Street*; Peter Kaczorowski, *The Producers*; Kenneth Posner, *The Adventures of Tom Sawyer*.



Storm Hits Las Vegas

April saw the opening of the long awaited show "Storm" at the Mandalay Bay Casino. TOMCAT and Martin Professional's gear played a prominent role in the production. Get the full story next month in PLSN.



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Production 2002

San Diego Convention Center
Jan. 11th-13th

MAC 2000

Attention to Detail

Pan/Tilt Lock

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www.martin.dk

A Risk Management Primer

By Andrew T. Martin
and Ritchie R. Julian

Liability is a critical part of the entertainment business. It is essential that, where practical, all possible high-risk situations be addressed in order to be protected from damages arising from risk exposure. This involves knowing exactly which standards and proper industry practices apply to a given project, as well as what risks are being taken and where. If these issues are addressed in advance, there is less probability of problems in the future. The best solution to this impending dilemma is operating and maintaining a risk management system.

Any organization or individual with a duty to provide a safe product and/or service should maintain a risk management system. A risk management system provides protection for your organization, yourself, the industry, customers and vendors from risk of loss associated with liability exposure. Losses can be reduced through a functional risk management program that is appropriately tailored to suit the needs of the corporation, individual or partnership. For example:

A properly designed, implemented and maintained risk management system will reduce

and/or individual can be held liable for damages caused by circumstance rather than fault. A risk management system will make it easier to prove compliance and harder for a claimant to prove incompetence and/or discrepancy.

Putting a risk management system in place is best achieved through a systematic approach. Below you will find a brief outline of a good risk management development system.

- **Step 1:** Define The Risk. • **Step 2:** Design A Plan And Allocate Resources.
- **Step 3:** Establish The Context Of The Program. • **Step 4:** Develop the Risk

- Evaluation Criteria And Structure For The Program. • **Step 5:** Develop The Documentation Standards For The Program.
- **Step 6:** Identify Risk. • **Step 7:** Analyze The Risks Previously Identified. • **Step 8:** Treat The Identified Risks. • **Step 9:** Document The Risks Identified And Their Treatment. • **Step 10:** Implement The Program. • **Step 11:** Communicate The Program. • **Step 12:** Manage Risks Identified By The Program. • **Step 13:** Monitor The Risks And The Program.

Putting together a risk management program is obviously a serious endeavor. These

programs are not only functional systems that will provide tremendous liability protection; they are also a sure indicator of a professional operation. If you are operating as a corporation, individual or partnership within the entertainment industry in any high-risk capacity, you need a functional risk management system. Hopefully this primer will get you started. ●

For more information, visit www.marshriskmanagement.com and www.atmflyware.com.

ATM Fly-Ware Risk Management Policy

The risk management policy of ATM Fly-Ware, the leader in designing, manufacturing, and distributing the most extensive selection of professional loudspeaker suspension systems available in the world, is to eliminate all possible risk from vendors, suppliers, internal sources, wholesalers, distributors, sales outlets, and end users.

The executive management of ATM Fly-Ware is committed to a risk management program and has determined the following objectives for the program; reduce risk from outside competitors by 75% and reduce the risk from outside sources by 95%. Objectives also include reducing risk from internal liabilities by 90%, and to encourage the continued self-regulation of entertainment rigging systems without governmental intervention.

The strategy of ATM Fly-Ware is to continue to be the single largest producer of professional loudspeaker suspension systems on the planet. The objective of ATM Fly-Ware is to increase the size of the entire industry while also increasing ATM Fly-Ware market share.

Executive management of ATM Fly-Ware is providing resources to ensure that the risk management policy is understood, implemented, and maintained at all levels of the organization.

loss exposure and the likelihood of litigation. Additionally, liability insurance premiums can be reduced significantly and the savings can more than pay for the cost of developing and operating the risk management system.

Risk management is much more than a statement or a policy: it is a way of doing business. It is vital that the risk management system be designed to encompass the particulars of the business model. Without a functional risk management system, an organization

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