

SELECTED SALES & INSTALLATION EXPERIENCE

First Congregational Church, Columbus, OH

Designed, sold and installed a new sound system for their reverberant sanctuary

- completed a site survey, researched solutions, designed and proposed a solution for their specific needs
- worked with the Church committee to bring the project in on budget and on schedule
- hired and worked with a licensed electrician, installed the new system according to schedule
- tuned the system and made adjustments during a service
- provided client education, system documentation and ongoing support

Park Slope Food Co-Op, Brooklyn, NY

Designed, provided and installed a new paging system for the largest member grocery cooperative in the country

- worked with a committee to identify the needs of the system
- proposed a system and made budget adjustments, as well as an incremental purchase and install plan
- installed the new system, without any downtime; configured the system during various shopping hours
- continue to provide system administration, client support and sales

Irish Repertory Theater, New York, NY

Designed and installed a new sound system for their main stage and studio theaters

- designed and specified a complete system for bidding through the city's Department of Cultural Affairs
- system included electrical, PA system, intercom, program, paging and infrared upgrades
- studio system designed to be easy to use and low cost, while being suitable to their needs
- worked with the city-chosen vendor to secure the system
- installed the system including a shop prep and on site installation with no down time in the theaters
- provided client education and continue to provide system support and follow-up sales

Two River Theater Company, Red Bank, NJ

Designed, provided and installed a complete sound system upgrade for their main theater

- proposed different potential system solutions at varying price points
- provided system equipment; worked with staff to install the new system and tune the room
- provided system documentation and ongoing support sales

Governor's School for the Arts, Norfolk, VA

Designed, provided and installed a complete sound system upgrade for their renovated black box theater

- proposed system designs at varying price points and explained the potential outcomes
- coordinated with staff on the educational value of different systems and appropriateness
- provided equipment and installed the new system according to schedule
- coordinated with other installers regarding power, lighting and data systems
- conducted educational seminars on the new system to staff, students and local designers

The Flynn Center for the Performing Arts, Burlington, VT

Designed and specified upgrades to their current sound system in their road house

- surveyed their current equipment and evaluated their needs
- proposed new equipment that would expand their in-house capabilities

Other sales clients include:

Denver Center Theater

Dallas Theater Center

The 5th Avenue Theater

Saint Patrick Middle School

American Records

The New District Church

Saint Michael's Playhouse

Kentucky Shakespeare Festival

The Ordway Performing Arts Center

The University of Vermont