



PROLYTE PRODUCTS
ASIA PACIFIC

STAGNG – RIGGING - TRUSSING

Asian Edition Vol. 6 May 2008

PROLYTE DOUGHTY *News*



Mind over metal

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3rd Basic Rigging Training and Workshop

Time flies real quick and we have successfully hold 2 Basic Rigging Training and Workshop in last September 2007 and January 2008 for our dealers/distributors/clients.

PAP schedule to hold its 3rd Basic Rigging Training and Workshop on

23rd June 2008 till 27th June 2008

For more information or registration forms,

please go to: www.prolyte-asia.com or

email us at infopap@prolyte.com

Deadline for Registration : 6th June 2008



Entech Exhibition, Sydney

The Austral/Asian exhibition season kicked off this February with the bi-annual held Entech exhibition in Sydney, Australia. For Prolyte it was the first time to exhibit it's products on this show, which is considered "the one to be" for the entertainment industry on this continent.

Sydney based Design Quintessence whom recently joined the Prolyte dealer family was showing their full range of products with an eye catching booth design, which triggered lot's of visitors of this show to drop by to get further information.

As Ian Wood, managing director of Design Quintessence commented; "We are glad to have added on Prolyte to our portfolio. The high quality of their products combined with the reputation of this brand, completed by the broad range of products is making our product package and service to our customers throughout Australia much more complete.

In particular the heavy duty "S" series truss range, Catwalk truss, StageDEX's staging line and the Prolyft chain hoist and controller range with the unique life time warranty, are very suitable products for this market."



PROLYTE AT PROLIGHT & SOUND EXHIBITION

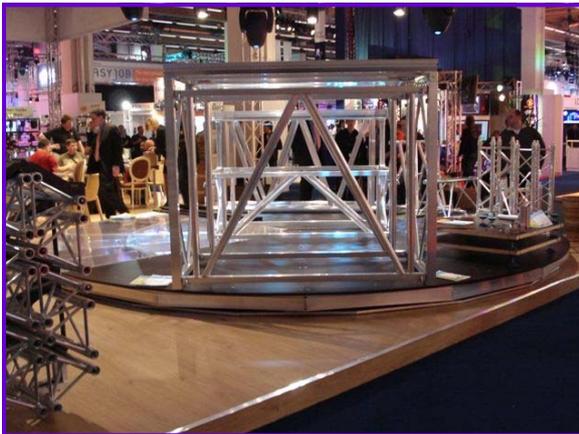
Prolyte Products Group can look on a successful performance at the Prolight & Sound Exhibition. No less than 5 new products were shown, among them the Rotating Stage and the Mammoth Truss. “The show was very well visited, not only our existing distributors showed up, we also saw a lot interest from new contacts. The movement of the rotating stage proved to be a real show stopper” comments Marina Prak, Communication and Marketing Manager from Prolyte.

“Presenting new products is always a challenge, let alone five, but it is very rewarding to see and hear the response”

The launch of new products has had an immediate effect on sales. Not only the follow up of the leads from the exhibition but also requests after the show have made this exhibition worthwhile.



Prolyte booth in full display.



The Prolyte C-Frame Truss display on the Rotating Stage attracted a lot of attention.

The Rotating Stage has already been sold to several customers. Among these customers are Kimix from Belarus and Prolyte distributor in Russia, JSA, who have both ordered a complete 6m. Rotating stage.



Doughty Booth with their new products on display.

Also on display are the Doughty Marquee Clamp and Scissor Clamp.



For more information, please log on to Prolyte website www.prolyte.com/news you can find a photo review from the exhibition and www.doughty-engineering.co.uk.

Service Point and Product Manager Training

Product Manager Training

Once again, Prolyte Asia Pacific organized for all their Austral/Asian dealers and distributors the two day Product Manager training.

Over 16 attendees showed up for the training course, which provided technical knowledge on the complete truss range, Stage DEX systems and the Prolyft chain hoists and controller range. Marc Hendriks, Project Manager of Prolyte, Holland was present to explain the technical ins and outs of the Prolyte Products, whereby Menze van der Sluis, of Prolyte Asia Pacific, gave extensive product information.

This 2nd training was well attended with a total of 16 existing and newly appointed product managers from Australia, Philippines, New Zealand, India, Korea, Thailand and Malaysia. The product information's on theory and practical issue's was overall received as extensive, but very useful by the attendees.

Following one and a half day of theoretical information about existing and new and updated products, every attendees was asked to "prepare" two quotation for a potential customer in order to use the obtained information for a "real" offer. "This method has proven it's purpose, and we do use it with all these trainings" commented Marc Hendriks. "Through the outcome of this quote test, we get insight information about certain area's which might need further explanation, and enable us to provide tailor made information with high practical value".

Overall this training proved once again that these kind of activities are very important in order to provide quick and adequate service on a local level through our sales network. As the entertainment industry is growing fast, the need for reliable information without delay, becomes more and more a necessity.



Service Point and Product Manager Training

Service Point Training

As a result of the Service Point organization, all the Asian Prolyft Service Points were invited to attend the second Update training. This one day training was held in conjunction with the Product Manager training at the office of Prolyte Asia Pacific in Malaysia's capital, Kuala Lumpur.

The existing Service Points were represented by 8 of their Prolyft specialists to obtain from Marc Hendriks the latest information regarding the motors, controllers and Prolyft D-base.

In particular the annual testing re-certification was brought to the table and the new line of Promotion controllers and load cell system. Besides the theoretical part of the training, the practical part contained installation of double brake's, limit switches and other practical upgrades on the various models. In addition, Kenny Teoh performed a real time re-certification test at PAP's workshop and went in detail through the check list applicable for the annual check.



VSL taken delivery of ST Ground Support

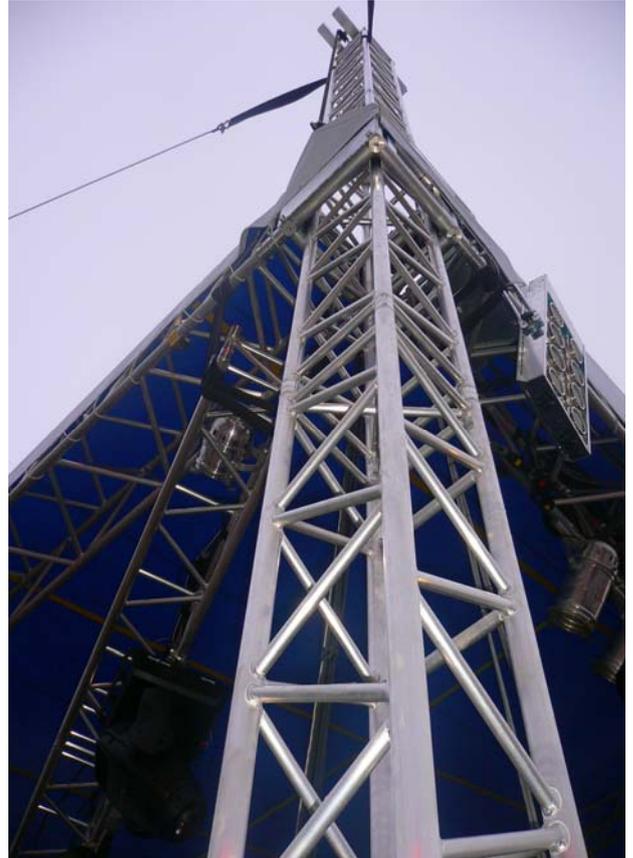
VSL Equipment Sdn Bhd, a new jointly owned company based in Penang, Malaysia, had just taken delivery of the Prolyte ST ground support in April 2008. Starting with 6 ST towers with over 72m of S52SV heavy duty square truss, and 16 units of Prolyft 1000kg hoists, VSL Equipment is keen to add on more Prolyte products and ultimately owns a ST 20mX14m roof system plus soundwings.

VSL Equipment Sdn Bhd is indeed formulated by three of the most experienced veterans in the show businesses: Mr. HS Lim of Lim Photo, Mr. Khoo of PSG Equipment and Mr. Seah Ch'ng of Show Gear Production. The "dream-team" formation, together with their respective field of expertise, is pretty much able to cover comprehensively all the requirement of an event.

"We wanted to provide quality one-stop solution to our customers, from rigging gears, stage and props building, banner and poster printing, sound and lighting equipment, all the way to post production products like video and photo editing" said Mr. Lim.



The dream team: Mr. Seah Ch'ng, Mr. HS Lim and Mr. Khoo (from left to right)



Mr. Seah Ch'ng, the Technical Director who is responsible to rigging, sound and light equipment further commented "Our team had experiences building roof system of various brands but we were not particularly pleased with the quality and the safety standard. Given the opportunity to acquire a completely new set of roof system with high safety standard, we did not hesitate to regard Prolyte as our first choice."

VSL used the Prolyte ground support and its existing inventory to build up a 12mX10m roof system for a singing contest at Auto City, Butterworth, Malaysia for its maiden showcase. We were amazed with the speed of building up and the stiffness of the grid, "We consider this show as an opportunity to try out the newly acquired Prolyte products. My partners are convinced that we had made the right choice and we already started the discussion of getting more truss and accessories in the near future." Seah Ch'ng concluded with satisfaction and excitement

UPCOMING EXHIBITIONS 2008

PALM EXPO 2008, CHINA

For the 1st time, both Prolyte and Doughty will exhibit in the Palm Expo in Beijing, China from 29th May till 1st June, 2008. Both manufacturers will exhibit their full range of products and representatives from both companies will be present.

Visit Prolyte & Doughty Booth—Hall 5 , Booth 5304 at China International Exhibition Centre, Beijing, China.

For more information, please log on to www.iirx.com.sg

KOBA 2008

On Korea's only exhibition for the Entertainment industry "KOBA". Tongsuh Technology & Trading Co. Ltd, Prolyte distributor and Prolyft Service Point for Korea will exhibit the complete range of products on their impressive booth.

Visit Tongsuh Technology at their booth number 20, Atlantic Hall 3(FL) at Convention & Exhibition Center, Seoul, Korea

For more information, please log on to www.kobashow.com

DEX'S UNLIMITED SIZE FLEXIBILITY

Custom sizes—standard prices

Prolyte is able to manufacture decks in the size you want for the price of standard decks. Together with the standard Stage DEX products - which Prolyte offers at very affordable prices - other dimensions using the same material and accessories can be added easily.

By creating a clear and structured pricing policy for all Stage DEX, Prolyte enables her customers to create any stage design they want, without the hassle of complex and time consuming quotations.

Unlimited size flexibility

Prolyte is able to deliver any size deck, in a range from 50 x 50 cm to 122 x 244 cm. Further, Prolyte is the only supplier of staging products who is able to make curved and circular decks. All Prolyte Stage DEX are available in Top Line or Basic Line topping. Customized toppings can be supplied on demand.

For more information or quotations, please contact our Customer Service department at infopap@prolyte.com

Prolyte New Products

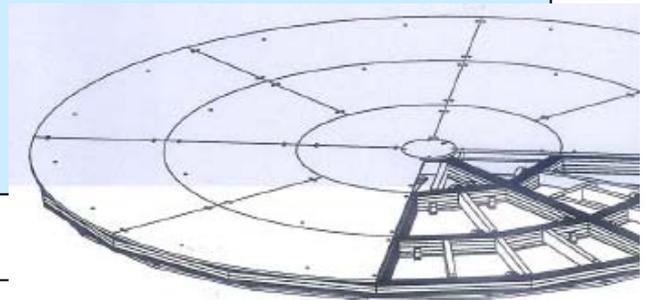
PROLYTE ROTATING STAGE

Prolyte has developed a rotating stage as a complementary product for her Stage DEX line. To be fully competitive with existing systems, the design specifications were set high; the rotating stage should have a flexible diameter and should require a building time under two hours, using as less loose parts and tooling as possible.

The compact design and high load bearing capacity makes the Prolyte Rotating Stage ideal for car shows, fashion events or display purposes. Due to the use of aluminium the stage is compact and relatively lightweight.

Technical Specifications:

Measurements	Available in 2, 4 and 6 m. diameter
Height	200mm, adjustable to 220mm
Max. Allowed load (UDL)	4000kg for 2 and 4m. diameter 6000kg for 6m. diameter
Max. Point load	750kg (min. bearing surface 200x100mm)
Max. Turning speed	0.3m/sec (allows fair public access following German guidelines)
Power	16A, 230V, 50Hz
Soft start/stop	Frequency controlled motor
Power Outlet	220V outlet available on stage
Sub frame	Aluminium base frame and central bearing ring Aluminium top frames with integrated wheels
Topping	21mm plywood unfinished
Tooling	Hexagon key 12mm, Wrench 12mm
Set up time	less than 2 hours



Prolyte Hybrid Coupler ©

Revolutionary product design

In addition to the standard Prolyte CCS coupling system, Prolyte has invented a substitute coupler system based on innovative material applications. A novel combination of high-grade glass fibre reinforced Nylon with a zinc plated die-cast steel insert are the basis for this patented hybrid coupler system.

Different by Design

Although the measurements and strength are equal to the regular conical system, the Hybrid coupler has its advantages. The hybrid connector stands out by its colour. This can be your own company colour. Further the fitting and assembly of the truss are proven to be much better, due to reduced friction of the material.

The steel insert not only secures safe use and loading, it also guarantees the precise fitting of your Prolyte trusses.

Extensive testing

The Prolyte Hybrid Coupler© was tested by several large rental companies over a longer period of time. Since the Prolyte coupling system is essential in the use and safety of your trussing system, this was one of the procedures taken to ensure continued quality.

The Prolyte Hybrid Coupler is TUV approved.

© The Prolyte Hybrid coupler is patented.

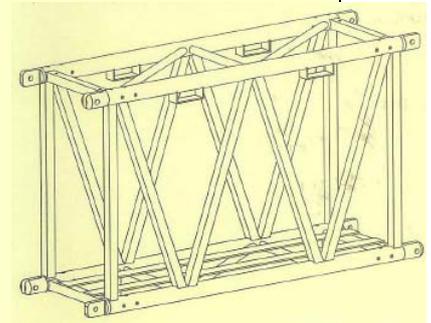


PROLYTE MAMMOTH TRUSS

The Prolyte M145RV Mammoth truss is the biggest truss ever constructed from aluminium and placed the engineering team for several challenges. The final design of this truss not only reflects the Prolyte philosophy of making user-friendly products, it also proves the unrivalled technological knowledge and experience Prolyte has gained over the years.

Technical Specifications:

M145RV Mammoth truss measurements	780mm wide, 1450mm height
Length	2400mm and 4800mm sections
Main tubes (chords)	100 x 8mm
Braces	60x60x3 (side), 50x4 (bottom)
Coupling system	pin fork connection
Weight	52kg/m
Allowable bending moment	580kNm
Max. Allowable CPL	6400kg on 30m. Span

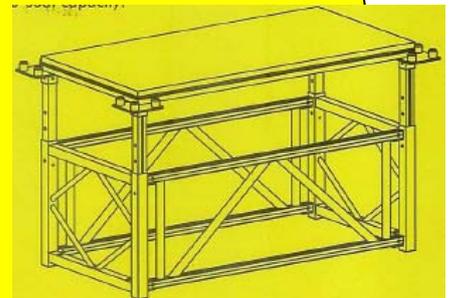


STAGE DEX EASY FRAME C

The Stage DEX EASY FRAME C can be used for flat stages as well as raised platforms or bleachers. This makes the initial investment very economic, since only one system has to be purchased for several types of use. The very quick assembly also diminishes building times. The free corridors, which can be created under the stage, allow for handy storage space for your empties or are the ideal location for dimmer city or other use.

Technical Specifications:

Max. Horizontal loading	750 kg/m ²
Max. Lateral loading	10% of horizontal load
Max. Stage height	270cm, Stage height variable in steps of 10cm
Min. Stage height	100cm, Stage height variable in steps of 10cm
Length	Standard 100cm and 200cm sections



DOLLY for PROLYTE 30D TRUSS

The PRO-WHEELS 30D dolly consist of a set of 2 small dollies, used in combination with a hard foam stacking form, that keeps the trusses safely secured and in place. Stacked up to 8 truss rows high, the dollies and truss are fixed with a set of ratchet straps. It is ideal for any rental job and can easily be store until they are needed during load out of the show.

Technical Specifications:

Dolly	Zinc plated dolly, incl. non-braked wheels
Measurement	530mm wide
Boomerang Carrier	Hard foam, anti-skidding carrier
Ratchet	Endless ratchet strap, 6m length and 50mm

System Description

Each PRO-WHEELS-30D dolly consist of:

2-x	ACC-521	Zinc plated dolly, incl. non-braked wheels
2-14 x	ACC-525	Hard foam, anti-skidding boomerange Carrier
2 x	RA-2T-600-OE	Endless ratchet strap, 6m. length



Doughty New Products

Scissor Clamp

The scissor clamp has been designed to fit Girders and Tubes.

Powder coated with two larger easy grip handles One handle secures the clamp to the girder while the other handle allows adjustment of the mounting cradle.

Available in ether Light Duty or Heavy Duty.

SWL: (L/D) 100 Kg - (H/D) 250 Kg

Girders: up to 120 x 15mm

Tubes: 48 to 60mm Diameter

Fixing: M12 Hole

Height: 170mm

Weight: (L/D) 1.4 Kg - (H/D) 1.9 Kg



Scissor Clamp

Marquee Clamp

An adjustable clamp designed specifically for use with clear span marquees using kadeer grooved beams.

SWL: 150 Kg

Beams: up to 100mm

Fixing: M10, M12 & M14 Threaded Holes

Finish: Zinc Plated

Weight: 1.30 Kg



Marquee Clamp