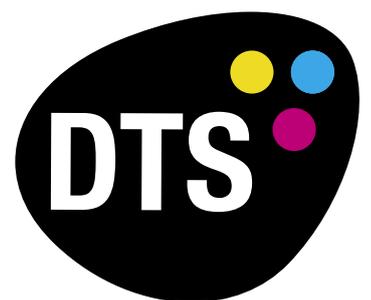


Designed To Shine

the company profile



The Lighting Company

For us, every target we reach becomes a new starting point

We founded DTS and started work in June 1980, in a 1000 square-metre facility, making lamps for domestic use and commercial spaces with optical fibres and anything else that the technology of those days offered us.

Refining our production capacities, in 1987 we became the suppliers of several giants in the lighting technology sector.

This was an experience that taught us a great deal, because this collaboration meant achieving very high standards of precision in the construction of optical units and other critical components of lighting systems.

For us, every target we reach becomes a new starting point:

In the beginning we were one sister and three brothers at the start of a journey that totally involved us, with the shared passion of helping DTS grow and of creating new products.

So in 1990 we invested everything we had, setting up our own R&D department, expanding our facility to 1800 square metres and buying our first numerical-control machines.

Production autonomy was our new target.

Since 1996 we have entered a new and more mature period of growth, based on four cardinal points: teamwork, rapid product development, automation and high output.

With 10 numerical-control machines and 5 robots, we have created 5 totally automated workstations, capable of high production volumes and extremely precise job processing.

Today we are proud to offer a production range with 18 product lines and over 400 articles suitable for all uses, from concerts to clubs and from theatres to architectural installations, with a planned turnover that allows us to constantly update our catalogue.

The next target of DTS now is to grow even more aggressively than before, achieving development through the enhancement of marketing, the commercial sector and technical support.

And through the evolution of our R&D.

Through the extension of our facilities to 11,000 square metres and significant investments in new technologies.

This acceleration will improve the integration, flexibility and quality of the entire process, from design through to production, giving tangible results – the possibility of making products that are even more efficient, robust and reliable, and offering even better quality at a winning price.

So we're ready for tomorrow, and already thinking about the day after.

Dante Latteo, Eliseo Latteo, Marinella Latteo, Silvano Latteo



Change for us is not a menace, but an opportunity

Marinella Latteo, Planning

Understanding the environment in which we compete is the basis for any correct decision, above all in a complex market that constantly changes, like the current market, and we are very much aware of this.

Economic globalization has created a demanding challenge, forcing us to give rapid responses and make specific choices.

September 11th marked a watershed, and the economic effects were so profound that now we often talk of a before and after, in terms of instability on the market and a fall in demand.

We have reacted to all this with the same realism as always, but with motivated optimism for the future, investing heavily in technology to keep our production tools constantly up to date.

The characteristics of DTS – flexible structure and high production automation – have allowed us to swiftly come to terms with the new international economic situation.

Change for us is not a menace, but an opportunity to be accepted, relying on teamwork, innovation and our capacity to offer products of value at truly accessible prices to a market that despite everything is vast and highly promising.

Consider for a moment the enormous potential of users with an equipment park to be modernized with products of greater performance and at far more convenient prices, who will not fail to appreciate all the advantages of a more limited investment that can be recovered in a shorter time.

We put our trust in the market, and the market rewarded us, with our turnover increasing by 7% in 2003 and by as much as 10% in 2004.

In 2005 we achieved a further increase of 7%.

For the forthcoming years we aim to grow even more, and are confident that this objective can be realistically achieved with the marketing of new product lines currently being developed.





There are many ways to make products, but only one to win the trust of customers

Silvano Latteo, President

There are many ways to make products, but only one to win the trust of customers, and DTS wants to be not just a producer, but also a reliable partner.

Selling a product means offering value that goes beyond the product itself, and that integrates assistance, consulting and information.

Our website, for example, is not just a simple showcase, but an extension of the products we sell, a site that allows our customers to find detailed technical information at any moment, from any part of the world.

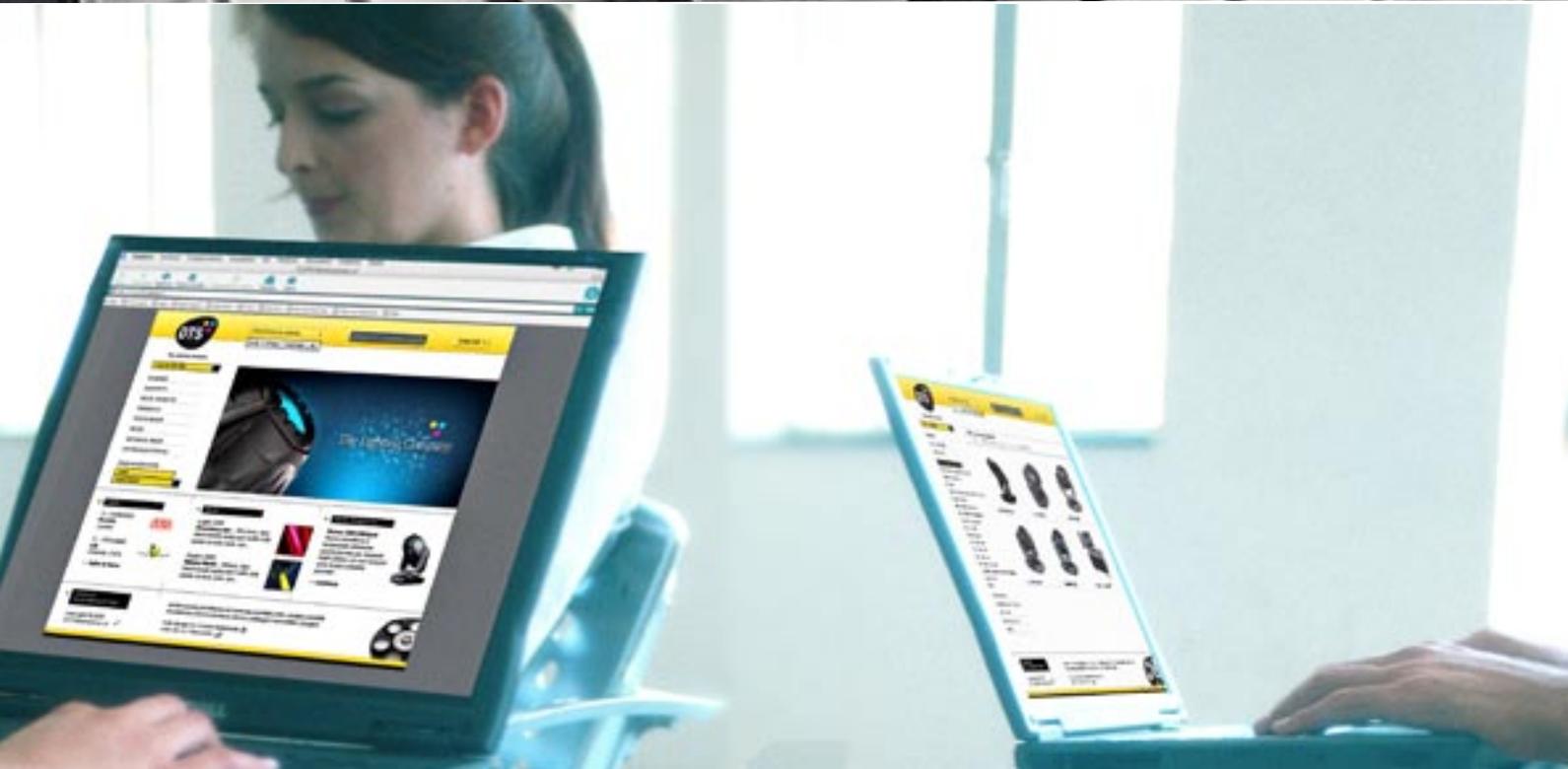
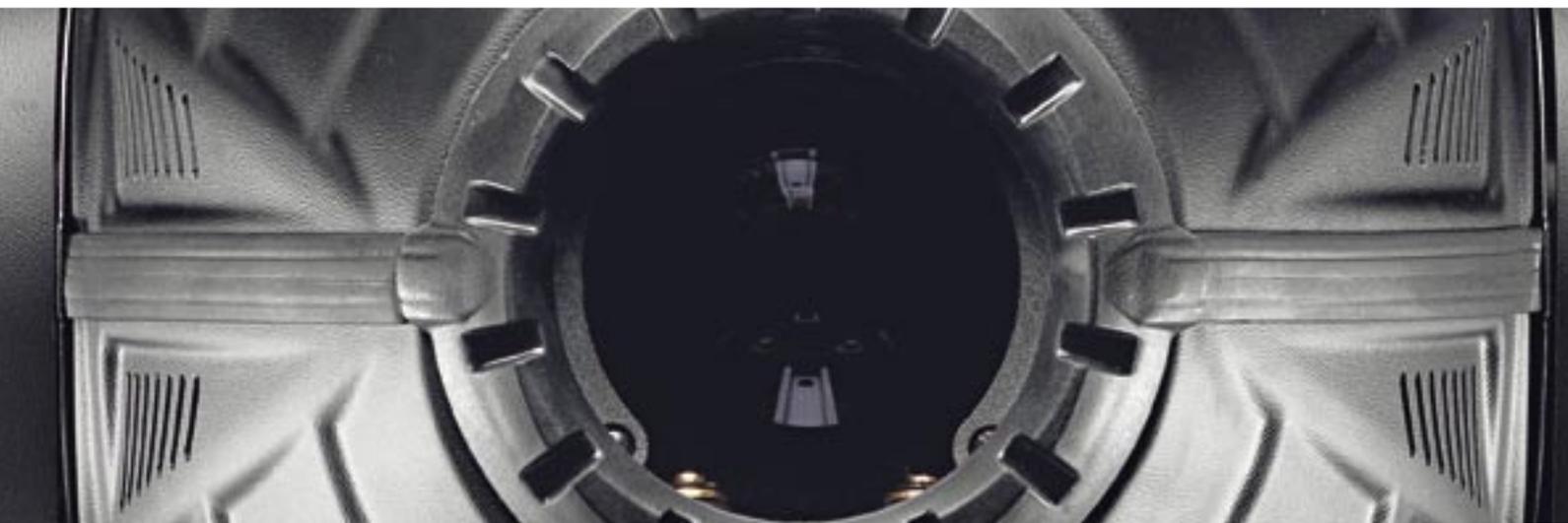
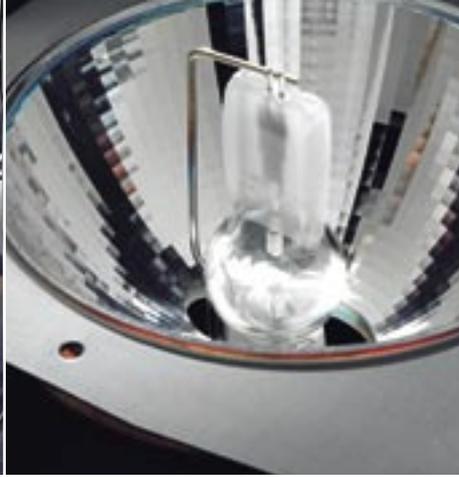
Globalization has created a universal customer with far higher expectations, and product buyers are looking not just for a good product, but also for sales assistance and technical support of the highest level, now and for always, and this is a priority for DTS.

In this panorama, a modern distribution network assumes a fundamental role in bridging the gap between the technologically sophisticated universe of users and our corporate capacity to satisfy their requests.

A network not just to promote our products, but also to provide professional consulting for the choice of the best products for different needs, comprehensive after-sales assistance and vital feedback for our company in the development of new products.

The people who represent the real potential of our company in their daily contacts with users are our most important resource, and it is these people who contribute so vitally to the success of our company in the professional market sector.

This is why the organization and support of our distribution network is a primary commitment for us.





The true research starts outside

Eliseo Latteo, Director of R&D

We are reinforcing our R&D sector with new resources and with important external collaborations, because extremely high standards of efficiency are needed to help our company in its evolution.

Our R&D office plans and designs new product generations, using the most advanced design tools available.

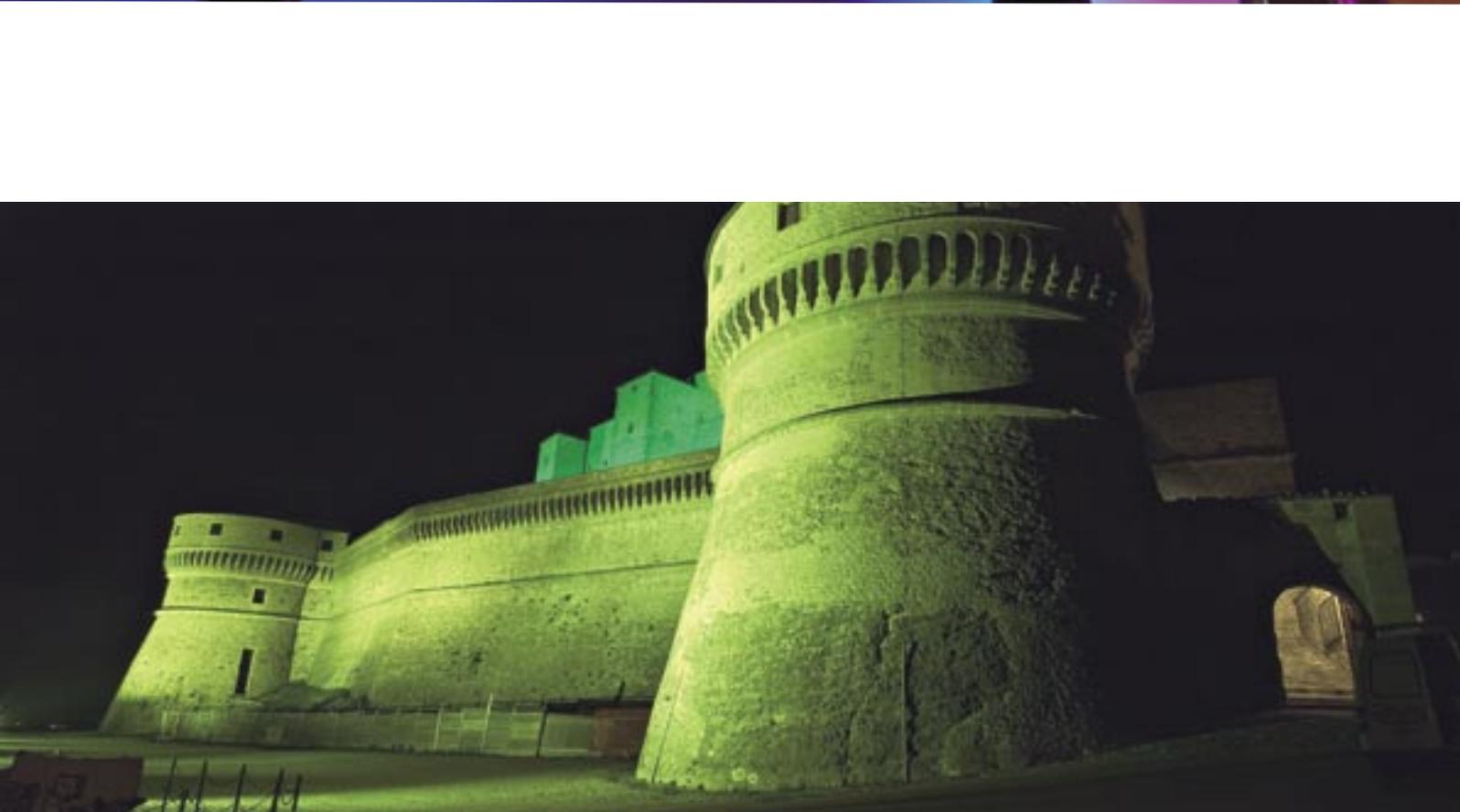
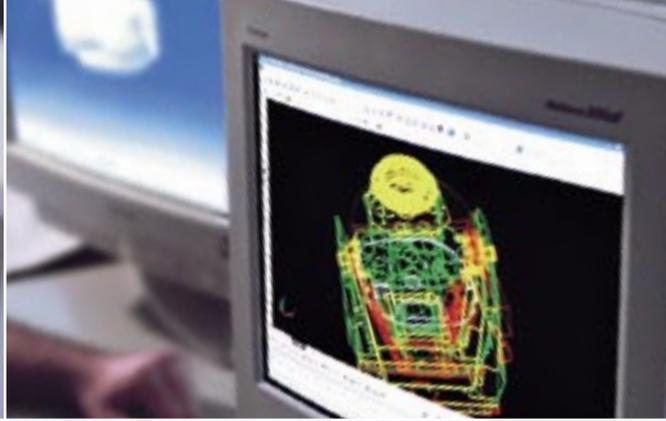
But the true research starts outside, listening to the professionals working every day in the field and collaborating closely with our distribution network, a precious interface with the world of our customers.

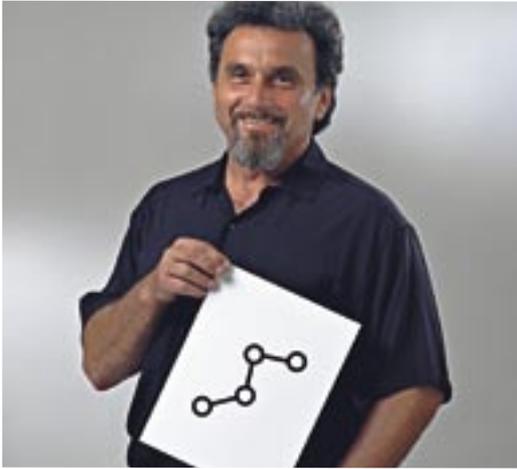
The whole point is not to abstractly create the best possible product, but instead to create a product that professionals actually ask us for, in terms of technical characteristics and price.

This has been our product philosophy from the very beginning – to create efficient, robust and reliable products, at accessible prices and for a huge public.

Very soon these products will be complemented by models of a superior technological level catering for more demanding users. In doing this we remain faithful to our constant approach. When we design a new product, whether it features LED technologies or more conventional ones, we do not limit ourselves to assessing it purely in terms of performance, but we also analyze the project from other points of view that are just as important, like that of the technician who has to install it 20 metres above ground level, or the person who has to service it.

This is why one of the common features of DTS products is their simplicity of use combined with easy maintenance, qualities that are particularly appreciated by people who every day need to deal with the real problems of work in the sector.





The constant modernization of technologies is the key to competitiveness

Dante Latteo, Managing Director

If solid R&D is a prerequisite for long-term growth, the great specialization of our co-workers represents a significant competitive advantage.

We support and cultivate constant learning as a fundamental value and a potent tool for the growth of DTS, and in-house and external training has become an integral part of our chain of value.

Because in a team that works well together, imagination and spirit of initiative give added value to every product we construct. Everyone plays a vital role at DTS, because the best solutions come from the work of a team of collaborators that do more than simply follow instructions, operating instead as professional figures with great know-how, capable of working in the production chain and of taking direct action to optimize it.

The result of this collective participation is a product whose overall quality is enhanced by the quality of individual action.

Our quality system is certified to the ISO 9001:2000 standard.

However, ISO 9001:2000 certification should not be seen as an exceptional achievement, because it merely expresses our long-held idea of how a company should work, and our firm belief that resources, production procedures and internal organization must always be oriented towards total customer satisfaction.

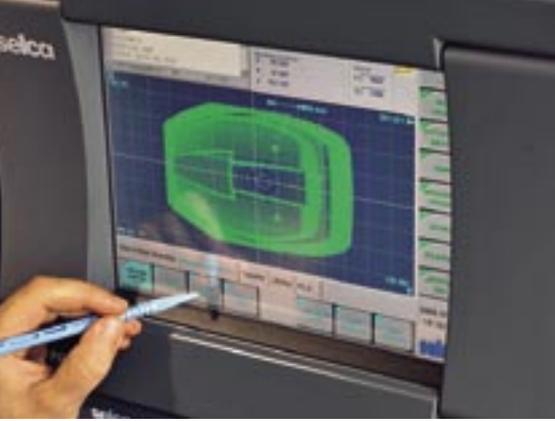
The constant modernization of technologies is the other key to competitiveness.

The enhancement of the production process with advanced automation using numerical-control machines and robots ensures superior precision in all operations and great working flexibility, allowing us to pass from a job on one component to another in just a few minutes, or to produce on a continuous cycle without interruptions.

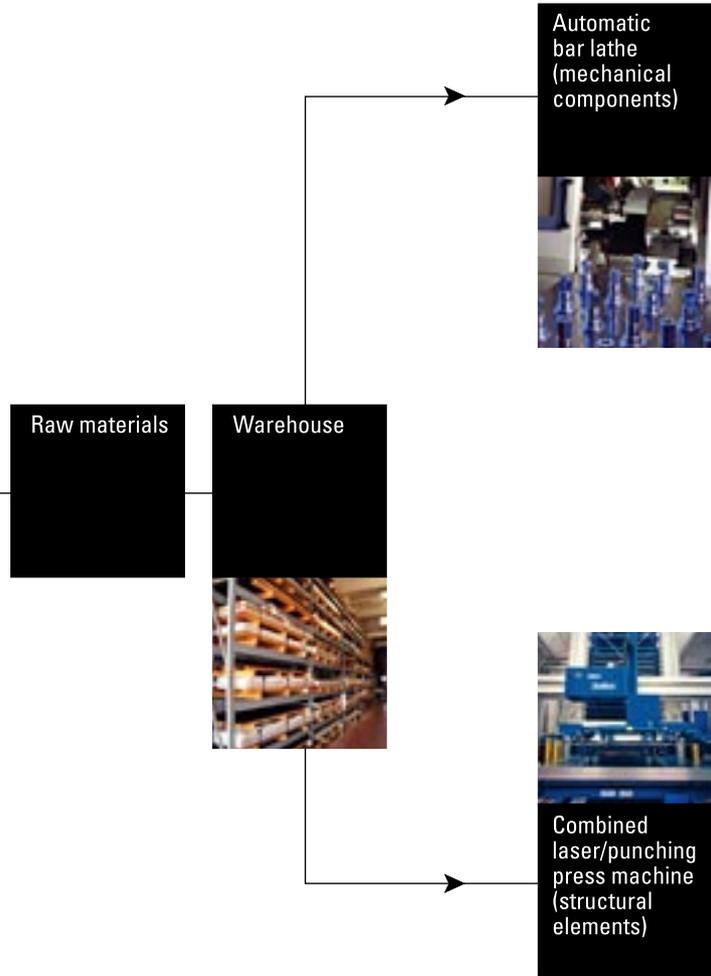
These advantages are transferred to products, which are more reliable and cost customers less.

DTS currently works with two production facilities, of 4000 and 4500 square metres respectively.

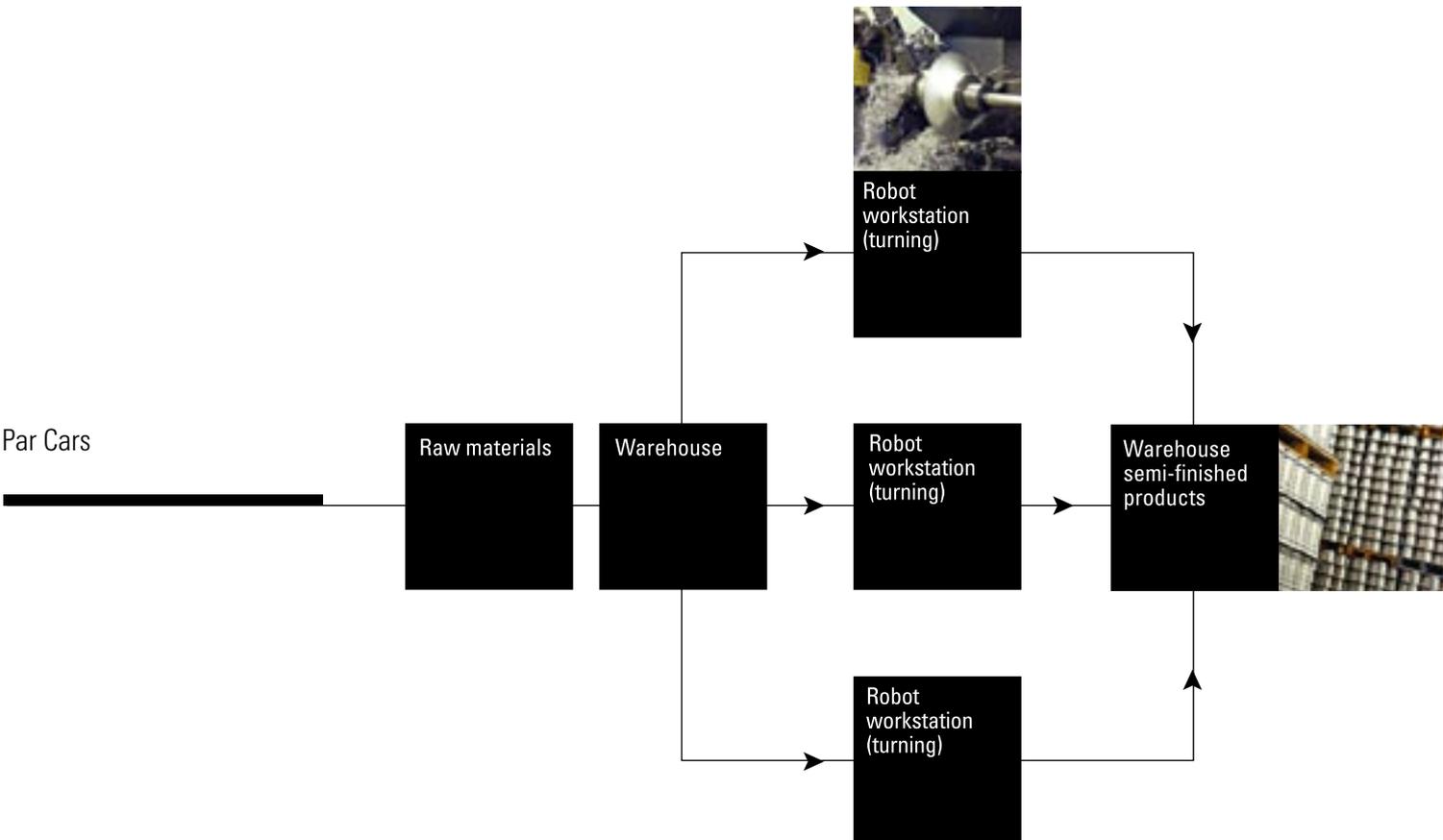
A third site of 2500 square metres, to be used for the assembly of new product lines, is due to be opened shortly.

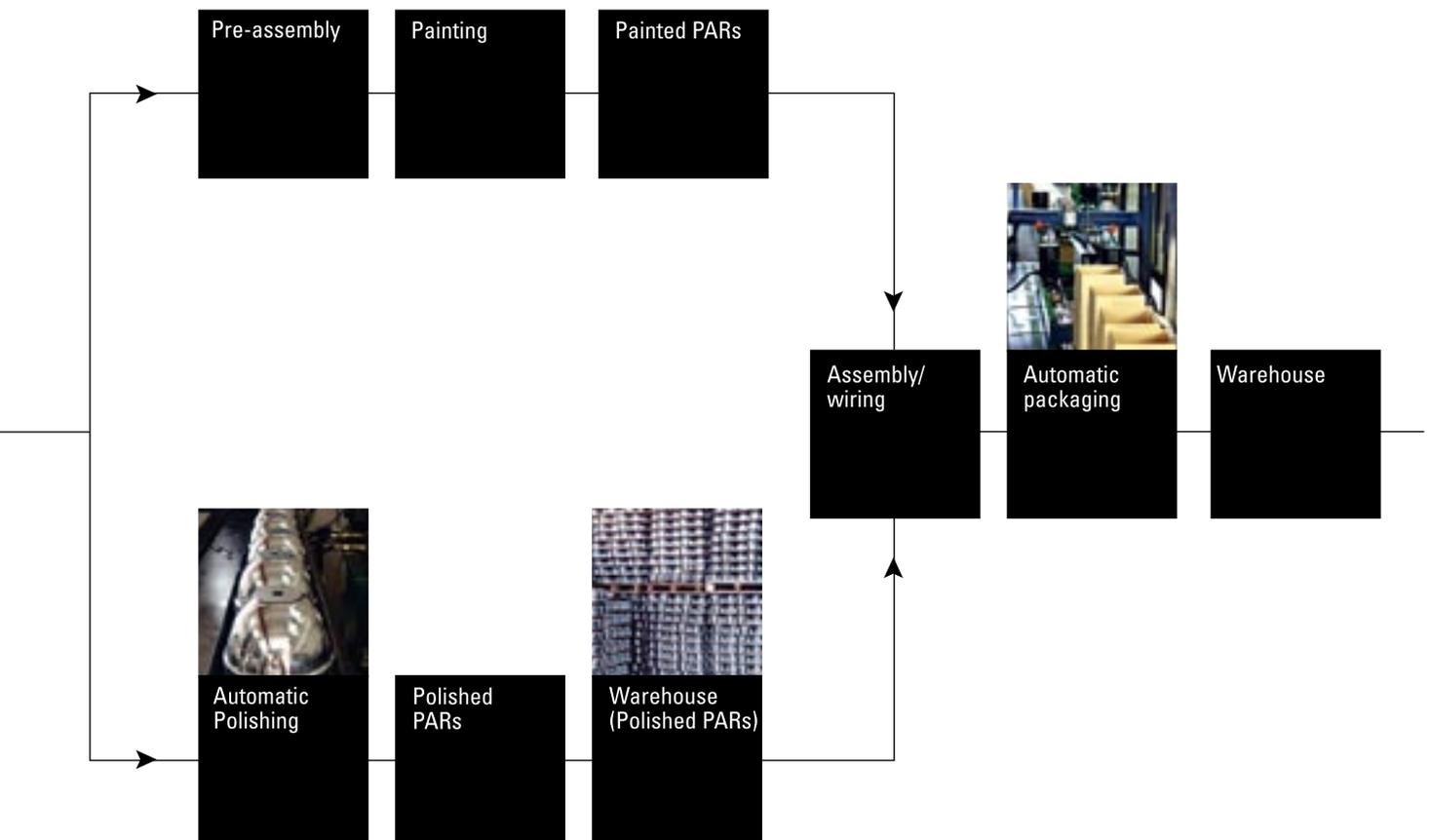
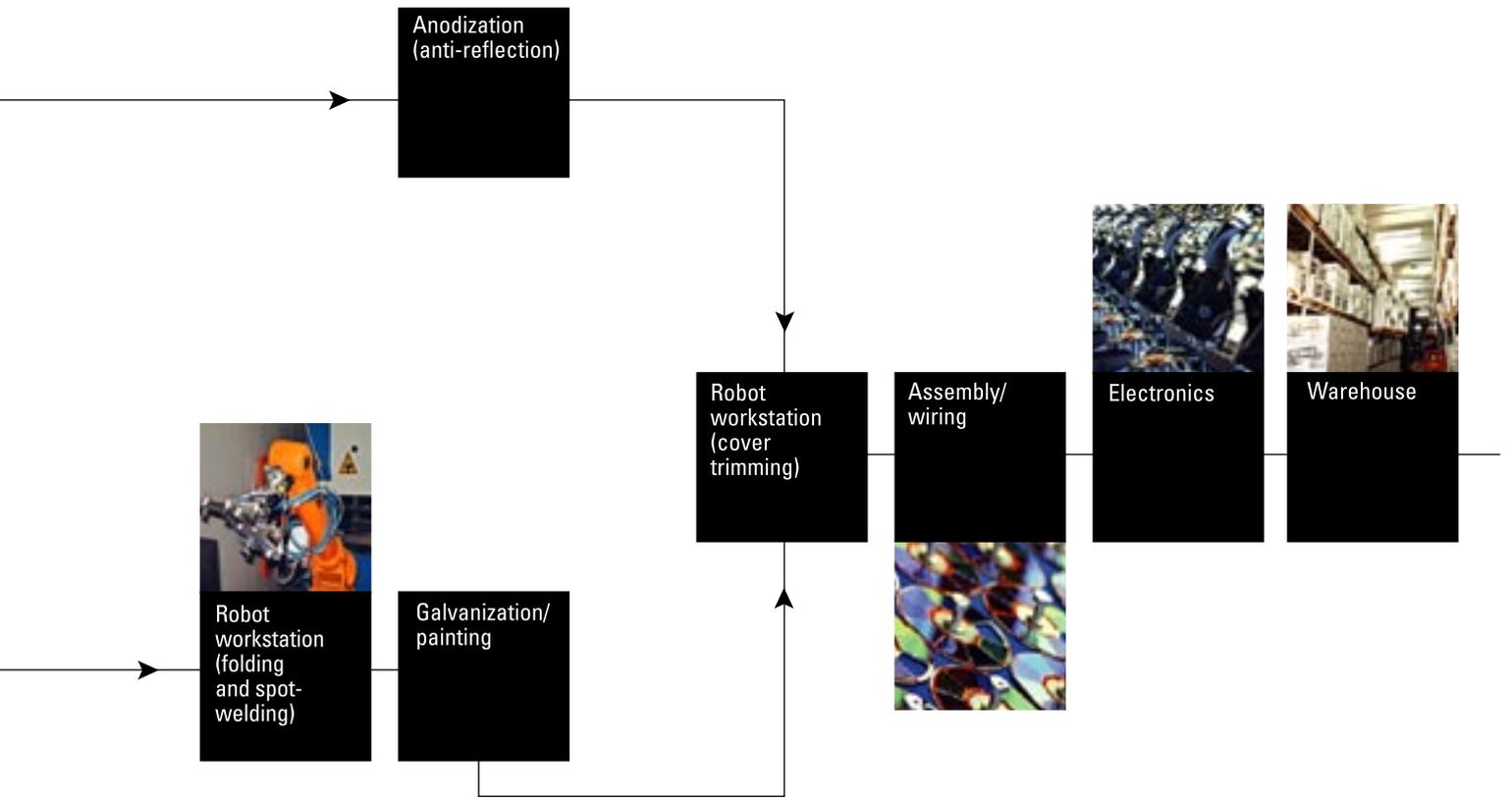


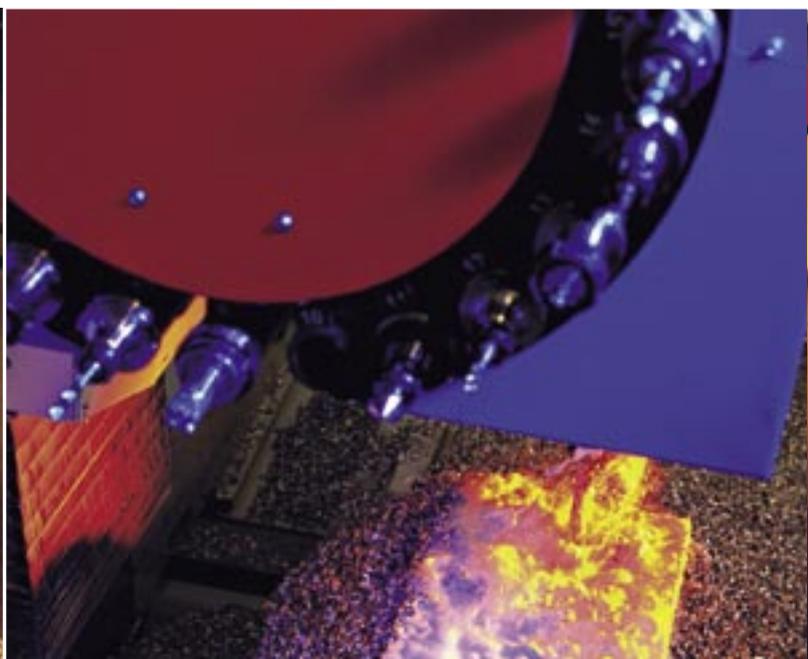
Moving head projectors
Architectural projectors
Theatre projectors
Effects

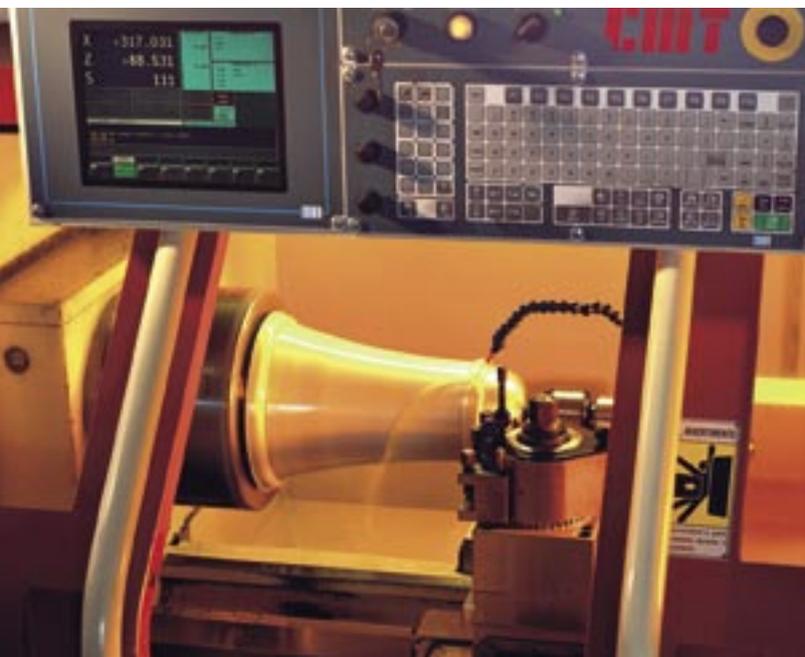
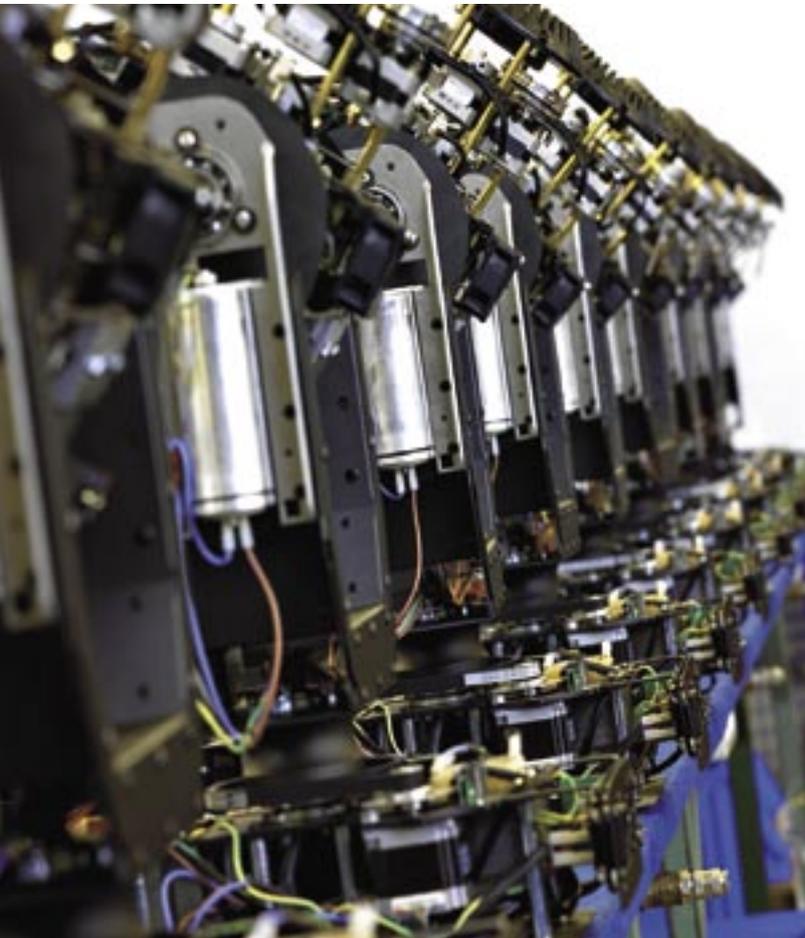


Par Cars











Founded:
1980

**Chamber
of Commerce No.:**
26524

Sister companies:
3

Shareholders:
Dante Latteo, Silvano Latteo
Eliseo Latteo, Marinella Latteo

Commercial distribution:
75 Countries all over the world

Production plants:
11.000 m²

Employees:
92

Location:
Via Fagnano Selve 10-12-14
(Loc. La Cella)
47843 Misano Adriatico (RN) ITALY

Riccione exit on A14 motorway
Bologna / Forlì / Rimini / Ancona
airports

Product lines:
Architectural projectors
Moving head projectors
LED Moving head projectors
Theatre projectors
Followspots
Image projectors
Scanners
Colour changers
Effects
Stroboscopic projectors
Blinders

Fog machines
Wood light projectors
Controllers
Dimmers
Quartz spots
Par cans

D.T.S. Illuminazione srl

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