

The Snake that didn't bite the Hand that Fed it.

John Durisko is owner of *Satin Sound Systems* based in Hermitage Pennsylvania. The growing company has high profile projects throughout the region and further afield around the country. With integration installs, a healthy corporate clientele base, a rental and sales division in addition to concert and event support, the companies growing needs for bigger and better snake systems was becoming a problem.

With events including artists such as Jerry Seinfeld, The Doobie Brothers, Lee Greenwood, Cheap Trick, Gin Blossoms and the Pittsburgh Symphony nearly back to back, John has multiple rigs headed in different directions. The need for an additional multi-pin snake system presented the usual problems of few choices and none compatible with his current systems. With a major investment on the line and the summer dates looming, John was hoping beyond hope for not just an alternative, but a better choice. After talking with peers he began talking to Pro Co about their new **Concertmaster** multi-pin snake system.

According to John, the problems he faced were not just time, price and quality, but the need for an interconnect provider that solved problems through exceptional service: "We talked to other interconnect manufacturers about a snake, and they didn't seem to care about my problems." They wouldn't even work with me on cable samples, so they had no chance of getting my cable business. "We may be a smaller company, but we're doing our fair share of work." Why shouldn't we get the same consideration as major touring companies when we spend \$20,000 on a trunk system?

Working closely with Keith Veshecco and Dennis Cray of *North Coast Marketing* and Pro Co Commercial Division President Jerry Smelker, John spec'd a full **Concertmaster** system. According to John, he wanted a three-way split scenario with the Concertmaster setup to accommodate main, monitor and a split for remote video or recording.



"Satin Sound Systems owner John Durisko and son John with part of the Pro Co ConcertMaster system"



Concertmaster was my main snake for the event and performed flawlessly.

Satin's first chance to use it also put the **Concertmaster** to the test in a different, but important way. According to John, the Doobie Brothers were traveling with the defacto industry standard multi-pin snake. Faced with pulling their own snake for their line tails and boxes, or using the **Concertmaster**, Techs questioned its compatibility. I said 'it better be,' and of course it worked great," said John. "You need a good product, but you also need to know what you're doing with that product once you've got it out there. Pro Co not only accommodated my needs, but eliminated many of my problems because they've been there."

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