



Entourage Pro: *Insights*

Trusted by the industry





Lighting Report

Report demographics

- 940 worldwide lighting professionals specialising in 1364 lighting positions.
- Fully registered/verified members providing ongoing market measurement and research.

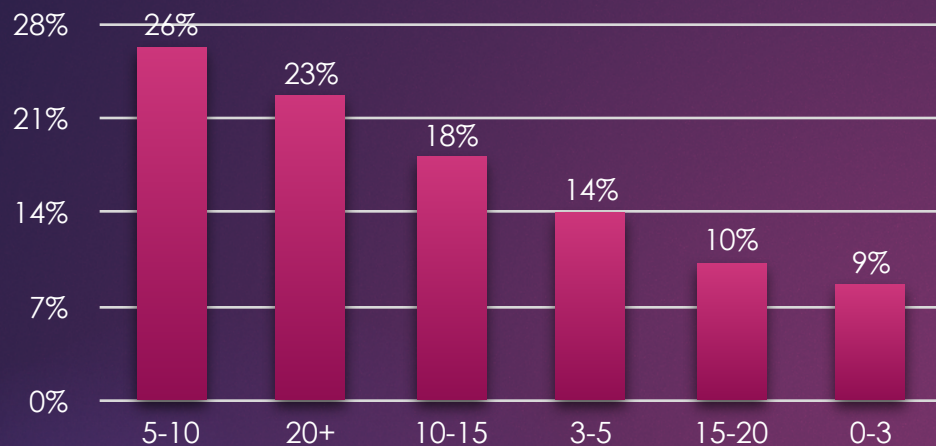
82% class lighting as their primary role
18% class lighting as a secondary role

Industry Roles

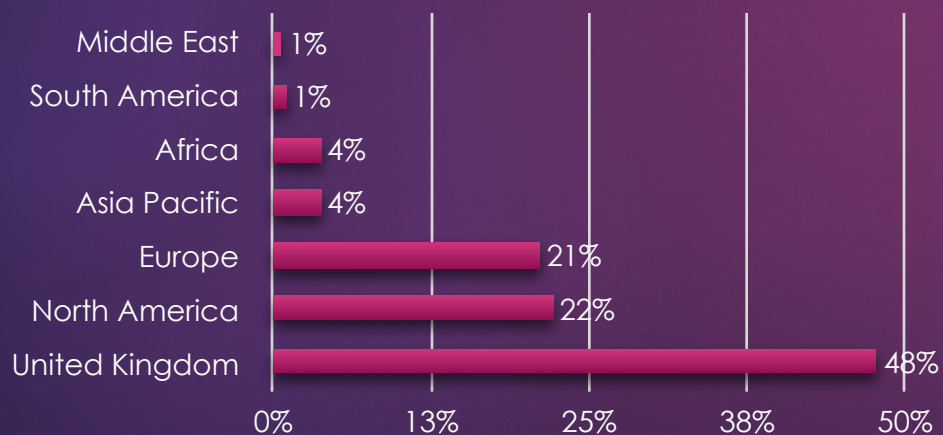
Lighting Tech	445	32.6%
Lighting Designer	353	25.9%
Lighting Programmer	301	22.1%
Lighting Crew Chief	94	6.9%
Lighting Director	89	6.5%
Head of Lighting	50	3.7%
Follow Spot / Spot Light Operator	32	2.3%
TOTAL	1364	



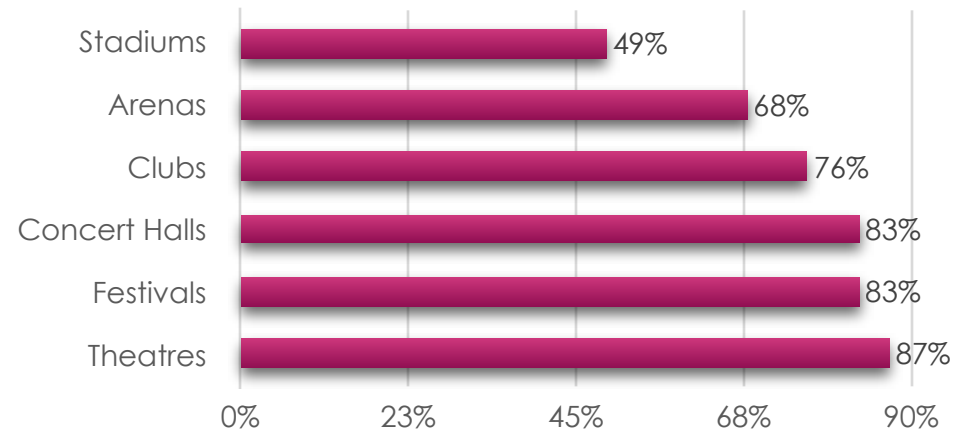
Years Experience



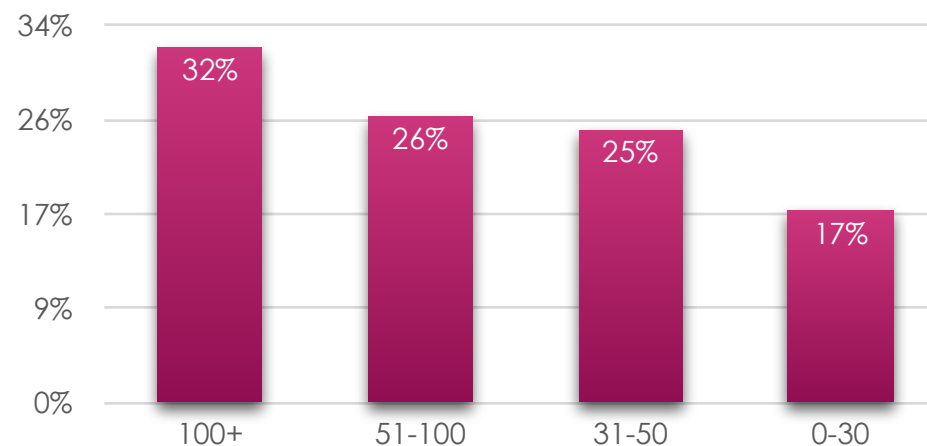
Territories



Venue Experience



Average Yearly Shows





Top 5 Lighting console brands trained with

MA Lighting	55.80%
Avolites	42.00%
Chamsys	27.00%
ETC	22.80%
High End Systems	18.20%

Lighting Consoles

Top 5 preferred lighting console brands

MA Lighting	64.10%
Avolites	42.80%
Chamsys	28.80%
ETC	24.30%
High End Systems	16.60%

Training and preferences by years' experience

Top 5 Lighting console brands trained with 15-20+ years experience

MA Lighting	63.1%
Avolites	48.2%
Chamsys	30.6%
High End Systems	27.1%
ETC	19.2%

Top 5 preferred lighting console brands 15-20+ years experience

MA Lighting	61.4%
Avolites	38.6%
High End Systems	24.7%
Chamsys	24.3%
ETC	16.2%

Top 5 Lighting console brands trained with 5-15 years experience

MA Lighting	59.2%
Avolites	42.4%
Chamsys	26.3%
ETC	23.4%
High End Systems	16.5%

Top 5 preferred lighting console brands 5-15 years experience

MA Lighting	70.3%
Avolites	44.0%
Chamsys	29.1%
ETC	25.4%
High End Systems	15.2%

Top 5 Lighting console brands trained with 0-5 years experience

MA Lighting	51.0%
Avolites	43.3%
ETC	39.4%
Chamsys	31.7%
High End Systems	9.6%

Top 5 preferred lighting console brands 0-5 years experience

MA Lighting	54.7%
Avolites	48.2%
ETC	37.2%
Chamsys	36.5%
Zero 88	8.8%



Lighting Consoles

Brand training by territory

North America

Top 5 Lighting console brands trained with

MA Lighting	68.80%
High End Systems	33.80%
ETC	29.90%
Avolites	20.40%
Chamsys	12.10%

Europe

Top 5 Lighting console brands trained with

MA Lighting	61.00%
Avolites	28.00%
Chamsys	26.80%
High End Systems	12.80%
ETC	10.40%

UK

Top 5 Lighting console brands trained with

Avolites	56.50%
MA Lighting	40.50%
Chamsys	33.00%
ETC	26.70%
High End Systems	12.30%

RoW

Top 5 Lighting console brands trained with

MA Lighting	89.20%
Avolites	55.40%
Chamsys	32.30%
High End Systems	24.60%
ETC	16.90%

Brand preferences by territory

North America

Top 5 preferred lighting console brands

MA Lighting	77.10%
ETC	36.90%
High End Systems	35.70%
Avolites	17.20%
Chamsys	10.20%

Europe

Top 5 preferred lighting console brands

MA Lighting	68.90%
Avolites	29.90%
Chamsys	26.20%
High End Systems	13.40%
ETC	9.10%

UK

Top 5 preferred lighting console brands

Avolites	60.40%
MA Lighting	50.50%
Chamsys	39.90%
ETC	27.00%
High End Systems	8.10%

RoW

Top 5 preferred lighting console brands

MA Lighting	90.80%
Avolites	47.70%
Chamsys	23.10%
High End Systems	21.50%
ETC	18.50%



Lighting Consoles

Training by territories and years' experience

UK

Top 5 lighting console brands trained with 15-20+ years experience

Avolites	67.6%
MA Lighting	47.6%
Chamsys	34.3%
ETC	24.8%
High End Systems	22.9%

Top 5 lighting console brands trained with 5-15 years experience

Avolites	59.0%
MA Lighting	43.9%
Chamsys	38.1%
ETC	22.3%
High End Systems	8.6%

Top 5 lighting console brands trained with 0-5 years experience

Avolites	56.5%
ETC	51.6%
MA Lighting	38.7%
Chamsys	33.9%
Zero 88	11.3%

North America

Top 5 lighting console brands trained with 15-20+ years experience

MA Lighting	79.7%
High End Systems	37.3%
Avolites	30.5%
ETC	25.4%
Martin Professional	10.2%

Top 5 lighting console brands trained with 5-15 years experience

MA Lighting	64.9%
ETC	36.5%
High End Systems	35.1%
Avolites	18.9%
Chamsys	17.6%

Top 5 lighting console brands trained with 0-5 years experience

MA Lighting	81.3%
ETC	31.3%
High End Systems	25.0%
Chamsys	12.5%
Elation	6.3%

Europe

Top 5 lighting console brands trained with 15-20+ years experience

MA Lighting	62.7%
Chamsys	40.7%
Avolites	27.1%
High End Systems	18.6%
Martin Professional	5.1%

Top 5 lighting console brands trained with 5-15 years experience

MA Lighting	68.8%
Avolites	29.9%
Chamsys	18.2%
ETC	15.6%
High End Systems	10.4%

Top 5 lighting console brands trained with 0-5 years experience

MA Lighting	50.0%
Avolites	35.0%
Chamsys	30.0%
ETC	15.0%
High End Systems	10.0%

RoW

Top 5 lighting console brands trained with 15-20+ years experience

MA Lighting	84.4%
Avolites	56.3%
Chamsys	43.8%
High End Systems	34.4%
ETC	18.8%

Top 5 lighting console brands trained with 5-15 years experience

MA Lighting	96.2%
Avolites	57.7%
Martin Professional	23.1%
ETC	15.4%
High End Systems	15.4%

Top 5 lighting console brands trained with 0-5 years experience

MA Lighting	100.0%
Chamsys	66.7%
Avolites	50.0%
ETC	16.7%
High End Systems	16.7%



Lighting Consoles

Brand preference by territories and years' experience

UK

Top 5 preferred lighting console brands from members with 15-20+ years experience

Avolites	52.3%
MA lighting	47.7%
Chamsys	30.8%
ETC	16.8%
High End Systems	16.8%

Top 5 preferred lighting console brands from members with 5-15 years experience

Avolites	67.1%
MA Lighting	58.6%
Chamsys	44.3%
ETC	24.3%
High End Systems	5.0%

Top 5 preferred lighting console brands from members with 0-5 years experience

Avolites	60.0%
Chamsys	44.7%
ETC	44.7%
MA Lighting	41.2%
Zero 88	14.1%

North America

Top 5 preferred lighting console brands from members with 15-20+ years experience

MA Lighting	76.7%
High End Systems	40.0%
ETC	28.3%
Avolites	23.3%
Chamsys	5.0%

Top 5 preferred lighting console brands from members with 5-15 years experience

MA Lighting	77.6%
ETC	43.4%
High End Systems	38.2%
Avolites	14.5%
Chamsys	14.5%

Top 5 preferred lighting console brands from members with 0-5 years experience

MA Lighting	76.2%
ETC	38.1%
High End Systems	19.0%
Avolites	9.5%
Chamsys	9.5%

Europe

Top 5 preferred lighting console brands from members with 15-20+ years experience

MA Lighting	38.9%
Chamsys	23.3%
Avolites	18.9%
High End Systems	15.6%
ETC	3.3%

Top 5 preferred lighting console brands from members with 5-15 years experience

MA Lighting	75.0%
Avolites	30.0%
Chamsys	18.8%
ETC	11.3%
High End Systems	8.8%

Top 5 preferred lighting console brands from members with 0-5 years experience

MA Lighting	75.0%
Avolites	33.3%
Chamsys	29.2%
ETC	12.5%
High End Systems	8.3%

RoW

Top 5 preferred lighting console brands from members with 15-20+ years experience

MA Lighting	84.4%
Avolites	40.6%
High End Systems	25.0%
Chamsys	18.8%
ETC	12.5%

Top 5 preferred lighting console brands from members with 5-15 years experience

MA Lighting	96.3%
Avolites	48.1%
Chamsys	22.2%
ETC	22.2%
High End Systems	22.2%

Top 5 preferred lighting console brands from members with 0-5 years experience

MA Lighting	100.0%
Avolites	83.3%
Chamsys	50.0%
ETC	33.3%
N/A	N/A



Lighting Fixtures

Top 5 Lighting fixture brands trained with		Top 5 preferred lighting fixture Brands		Top 5 fixtures Brands offering the broadest inventory of products	
ROBE Lighting	38.5%	ROBE Lighting	71.9%	ROBE Lighting	59.1%
Martin Professional	35.8%	Martin Professional	62.4%	Martin Professional	31.7%
ETC	24.3%	Clay Paky	50.9%	Clay Paky	30.2%
CHAUVET Professional	18.9%	GLP (German Light Products)	44.7%	CHAUVET Professional	20.7%
Clay Paky	26.3%	ETC	39.4%	Ayrton	19.7%



Lighting Fixtures

Training and preferences by years' experience

Top 5 lighting fixture brands trained with from members with 15-20+ years experience

Martin Professional	36.1%
ROBE Lighting	30.8%
Clay Paky	29.3%
ETC	22.1%
Vari Light	22.1%

Top 5 preferred lighting fixture brands from members with 15-20+ years experience

ROBE Lighting	76.3%
Martin Professional	64.0%
Clay Paky	55.5%
ETC	39.0%
GLP (German Light Products)	38.6%

Top 5 fixtures brands offering the broadest inventory of products from members with 15-20+ years experience

ROBE Lighting	54.1%
Martin Professional	35.0%
Clay Paky	28.2%
CHAUVET Professional	17.7%
GLP (German Light Products)	15.5%

Top 5 lighting fixture brands trained with from members with 5-15 years experience

ROBE Lighting	43.9%
Martin Professional	39.4%
Clay Paky	26.5%
ETC	22.3%
CHAUVET Professional	19.3%

Top 5 preferred lighting fixture brands from members with 5 -15 years experience

ROBE Lighting	78.0%
Martin Professional	65.4%
Clay Paky	57.6%
GLP (German Light Products)	49.2%
Ayrton	44.7%

Top 5 fixtures brands offering the broadest inventory of products from members with 5-15 years experience

ROBE Lighting	62.6%
Martin Professional	33.1%
Clay Paky	30.2%
Ayrton	25.6%
GLP (German Light Products)	21.4%

Top 5 lighting fixture brands trained with from members with 0-5 years experience

ROBE Lighting	40.5%
ETC	36.7%
CHAUVET Professional	31.6%
Martin Professional	22.8%
Clay Paky	17.7%

Top 5 preferred lighting fixture brands from members with 0-5 years experience

ROBE Lighting	74.1%
Martin Professional	58.5%
CHAUVET Professional	51.9%
Clay Paky	49.6%
GLP (German Light Products)	48.9%

Top 5 fixtures brands offering the broadest inventory of products from members with 0-5 years experience

ROBE Lighting	60.2%
Clay Paky	34.7%
CHAUVET Professional	28.6%
GLP (German Light Products)	21.4%
Martin Professional	20.4%



Brand training by territory

Brand preferences by territory

UK

Top 5 Lighting fixture brands trained with

ROBE Lighting	34.70%
Martin Professional	29.00%
ETC	22.40%
CHAUVET Professional	19.20%
Clay Paky	18.00%

North America

Top 5 Lighting fixture brands trained with

Martin Professional	43.50%
ROBE Lighting	36.50%
High End Systems	35.70%
ETC	34.80%
Clay Paky	30.40%

Europe

Top 5 Lighting fixture brands trained with

ROBE Lighting	44.00%
Clay Paky	32.80%
Martin Professional	32.10%
ETC	19.40%
GLP (German Light Products)	17.20%

RoW

Top 5 Lighting fixture brands trained with

Martin Professional	57.90%
ROBE Lighting	45.60%
Clay Paky	38.60%
ETC	22.80%
High End Systems	19.30%

UK

Top 5 preferred lighting fixture brands

ROBE Lighting	71.40%
Martin Professional	63.70%
Clay Paky	49.20%
GLP (German Light Products)	46.00%
ETC	38.30%

North America

Top 5 preferred lighting fixture brands

Martin Professional	65.60%
ROBE Lighting	65.60%
GLP (German Light Products)	54.30%
ETC	47.70%
Clay Paky	45.00%

Europe

Top 5 preferred lighting fixture Brands

ROBE Lighting	71.90%
Clay Paky	51.00%
Martin Professional	45.80%
GLP (German Light Products)	37.30%
ETC	26.80%

RoW

Top 5 preferred lighting fixture brands

ROBE Lighting	89.20%
Martin Professional	87.70%
Clay Paky	72.30%
ETC	55.40%
Elation Professional	44.60%



Lighting Fixtures

Training by territories and years' experience

UK

Top 5 lighting fixture brands trained with from members with 15-20+ years experience

Martin Professional	36.1%
ROBE Lighting	33.7%
Clay Paky	26.5%
ETC	20.5%
CHAUVET Professional	18.1%

Top 5 lighting fixture brands trained with from members with 5-15 years experience

ROBE Lighting	34.2%
Martin Professional	27.2%
Ayrton	16.7%
CHAUVET Professional	15.8%
ETC	15.8%

Top 5 lighting fixture brands trained with from members with 0-5 years experience

ETC	41.7%
ROBE Lighting	37.5%
CHAUVET Professional	29.2%
Martin Professional	20.8%
Clay Paky	14.6%

North America

Top 5 lighting fixture brands trained with from members with 15-20+ years experience

Martin Professional	42.0%
High End Systems	40.0%
ETC	36.0%
Clay Paky	24.0%
GLP (German Light Products)	22.0%

Top 5 lighting fixture brands trained with from members with 5-15 years experience

ROBE Lighting	54.2%
Martin Professional	47.5%
Clay Paky	37.3%
High End Systems	35.6%
CHAUVET Professional	33.9%

Top 5 lighting fixture brands trained with from members with 0-5 years experience

CHAUVET Professional	50.0%
Elation Professional	33.3%
ETC	33.3%
ROBE Lighting	16.7%
Clay Paky	16.7%

Europe

Top 5 lighting fixture brands trained with from members with 15-20+ years experience

ROBE Lighting	36.2%
Clay Paky	29.8%
Vari Light	23.4%
Martin Professional	19.1%
GLP (German Light Products)	10.6%

Top 5 lighting fixture brands trained with from members with 5-15 years experience

ROBE Lighting	50.0%
Martin Professional	47.1%
Clay Paky	38.2%
ETC	25.0%
GLP (German Light Products)	22.1%

Top 5 lighting fixture brands trained with from members with 0-5 years experience

ROBE Lighting	42.1%
CHAUVET Professional	31.6%
ETC	26.3%
Clay Paky	21.1%
Chamsys	15.8%

RoW

Top 5 lighting fixture brands trained with from members with 15-20+ years experience

Martin Professional	53.6%
Clay Paky	46.4%
Vari Light	39.3%
ROBE Lighting	35.7%
High End Systems	32.1%

Top 5 lighting fixture brands trained with from members with 5-15 years experience

Martin Professional	56.5%
ROBE Lighting	47.8%
Clay Paky	30.4%
ETC	17.4%
Ayrton	8.7%

Top 5 lighting fixture brands trained with from members with 0-5 years experience

Martin Professional	83.3%
ROBE Lighting	83.3%
CHAUVET Professional	33.3%
Clay Paky	33.3%
ETC	33.3%



Lighting Fixtures

Brand preference by territories and years' experience

UK

Top 5 preferred lighting fixture brands from members with 15-20+ years experience

ROBE Lighting	77.9%
Martin Professional	64.2%
Clay Paky	45.3%
ETC	34.7%
Ayrton	33.7%

Top 5 preferred lighting fixture brands from members with 5 -15 years experience

ROBE Lighting	78.8%
Martin Professional	68.9%
Clay Paky	58.3%
Ayrton	49.2%
CHAUVET Professional	49.2%

Top 5 preferred lighting fixture brands from members with 0-5 years experience

ROBE Lighting	71.4%
CHAUVET Professional	63.1%
Martin Professional	61.9%
GLP (German Light Products)	56.0%
ETC	51.2%

North America

Top 5 preferred lighting fixture brands from members with 15-20+ years experience

Martin Professional	66.1%
ROBE Lighting	58.9%
GLP (German Light Products)	53.6%
High End Systems	51.8%
Clay Paky	50.0%

Top 5 preferred lighting fixture brands from members with 5 -15 years experience

ROBE Lighting	73.0%
Martin Professional	70.3%
ETC	58.1%
GLP (German Light Products)	58.1%
CHAUVET Professional	52.7%

Top 5 preferred lighting fixture brands from members with 0-5 years experience

ROBE Lighting	76.2%
Ayrton	47.6%
CHAUVET Professional	47.6%
Elation Professional	47.6%
Martin Professional	47.6%

Europe

Top 5 preferred lighting fixture brands from members with 15-20+ years experience

ROBE Lighting	81.1%
Clay Paky	56.6%
Martin Professional	47.2%
Ayrton	43.4%
GLP (German Light Products)	35.8%

Top 5 preferred lighting fixture brands from members with 5 -15 years experience

ROBE Lighting	81.6%
Clay Paky	57.9%
Martin Professional	48.7%
GLP (German Light Products)	42.1%
Ayrton	40.8%

Top 5 preferred lighting fixture brands from members with 0-5 years experience

Clay Paky	75.0%
ROBE Lighting	75.0%
Martin Professional	45.8%
GLP (German Light Products)	41.7%
High End Systems	33.3%

RoW

Top 5 preferred lighting fixture brands from members with 15-20+ years experience

ROBE Lighting	93.8%
Martin Professional	87.5%
Clay Paky	78.1%
ETC	46.9%
Vari Light	46.9%

Top 5 preferred lighting fixture brands from members with 5 -15 years experience

Martin Professional	85.2%
ROBE Lighting	81.5%
ETC	70.4%
Clay Paky	66.7%
Elation Professional	63.0%

Top 5 preferred lighting fixture brands from members with 0-5 years experience

Martin Professional	100.0%
ROBE Lighting	100.0%
Clay Paky	66.7%
CHAUVET Professional	50.0%
ETC	33.3%



Broadest inventory perception by territory and years' experience

UK

Top 5 fixtures brands offering the broadest inventory of products from members with 15-20+ years experience

ROBE Lighting	53.4%
Martin Professional	29.5%
CHAUVET Professional	19.3%
Clay Paky	18.2%
Ayrton	13.6%

Top 5 fixtures brands offering the broadest inventory of products from members with 5-15 years experience

ROBE Lighting	53.5%
Clay Paky	30.2%
Martin Professional	27.9%
Ayrton	26.4%
CHAUVET Professional	22.5%

Top 5 fixtures brands offering the broadest inventory of products from members with 0-5 years experience

ROBE Lighting	62.5%
CHAUVET Professional	32.1%
Clay Paky	28.6%
GLP (German Light Products)	23.2%
Martin Professional	19.6%

North America

Top 5 fixtures brands offering the broadest inventory of products from members with 15-20+ years experience

Martin Professional	45.1%
Elation Professional	31.4%
ROBE Lighting	31.4%
CHAUVET Professional	29.4%
ETC	29.4%

Top 5 fixtures brands offering the broadest inventory of products from members with 5-15 years experience

ROBE Lighting	63.9%
Martin Professional	42.6%
CHAUVET Professional	32.8%
Elation Professional	26.2%
Ayrton	24.6%

Top 5 fixtures brands offering the broadest inventory of products from members with 0-5 years experience

Elation Professional	50.0%
ROBE Lighting	43.8%
CHAUVET Professional	31.3%
Clay Paky	31.3%
Martin Professional	31.3%

Europe

Top 5 fixtures brands offering the broadest inventory of products from members with 15-20+ years experience

ROBE Lighting	67.9%
Clay Paky	34.0%
Martin Professional	32.1%
Ayrton	18.9%
ETC	11.3%

Top 5 fixtures brands offering the broadest inventory of products from members with 5-15 years experience

ROBE Lighting	75.0%
Clay Paky	34.4%
Martin Professional	28.1%
Ayrton	26.6%
GLP (German Light Products)	20.3%

Top 5 fixtures brands offering the broadest inventory of products from members with 0-5 years experience

ROBE Lighting	65.0%
Clay Paky	45.0%
GLP (German Light Products)	20.0%
Ayrton	10.0%
ETC	10.0%

RoW

Top 5 fixtures brands offering the broadest inventory of products from members with 15-20+ years experience

ROBE Lighting	71.4%
Clay Paky	53.6%
Martin Professional	39.3%
Ayrton	14.3%
CHAUVET Professional	14.3%

Top 5 fixtures brands offering the broadest inventory of products from members with 5-15 years experience

ROBE Lighting	74.1%
Martin Professional	48.1%
Clay Paky	40.7%
GLP (German Light Products)	29.6%
Ayrton	22.2%

Top 5 fixtures brands offering the broadest inventory of products from members with 0-5 years experience

CHAUVET Professional	66.7%
Clay Paky	66.7%
ROBE Lighting	66.7%
Martin Professional	66.7%
GLP (German Light Products)	50.0%