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## **Robe's MMX Spot and LEDWash 600 for Tabia's Sound**

Based in Olivos just outside Buenos Aires is Tabia's Sound, one of Argentina's longest established and best known rental operations. The company was founded by Carlos A. Tabia almost 40 years ago, at that stage to provide audio production for his own band The Tabia's Band, who were well known in the area.

Carlos Tabia Junior became actively involved in the business almost when he was 18 which is now 18 years ago, and he runs the company which is popular and busy in all areas of the industry, known for their standards of excellence. They have three main areas of operation - Rental, Services and Repairs. Carlos Junior is in charge of the Rental and Services divisions of the company as well as the Lighting department which was started eight years ago. The scope of his areas of the company also includes sound, lighting and video installations as well as rentals. His father meanwhile looks after the specialist wireless microphone division.

Robe appeared on the Tabia's Sound radar around 18 months ago, when Robe appointed the Buenos Aires based TSD Group as its Argentinian distributor, led by Daniel Lema. TSD are being hugely proactive and are in the process of transforming the market and establishing Robe as the quality moving light brand of choice.

Carlos enjoys a great relationship with TSD and when they wanted to grow their Lighting division, they looked to getting the best technology onboard to offer all their clients the most flexible and appropriate options.

Tabia's Sound's first investment in Robe came in 2013 and comprises 12 x MMX spots and 12 x LEDWash 600s.

Their work with many different LDs and production companies, and the difference that having Robe in their rental stock has made, has been "Incredible" states Carlos with a big smile!

"People can hardly believe the potential of the fixtures, and having the Robes onboard has most definitely taken us into another level."

The company now has around 40 employees including regular freelancers across all its divisions. Their work covers numerous music concerts, corporate events of all types, parties and tours. At the time of our interview, they had just completed an event in Cordoba for the opening of the new Mercedes Benz House.

Tabia's Sound's crew are also very happy working with the new Robe products, and they all want to take them out on their jobs ... so with a busy work schedule already on the horizon for 2014, it looks like further purchases could be 'on the cards'.

The company is also talking to well known Argentinian rock band Catupecu Machu - who called Carlos up after they heard that he had purchased the Robes! Tabia also work as a lighting equipment and designer providers for a number of famous local bands including singer Vicentico who has also requested Robe products for his future shows!

