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## **Milestones**

**Henry Derix Celebrates 45 years with AVW-TELAV**

## Rave Review



Henry Derix,  
Director of Technical  
Development

After 45 years of working at AVW-TELAV, Henry Derix, Director of Technical Development, has had many memorable experiences on the job, but there's one incident that always stays with him. In 1987, the company was awarded a large contract from the Nicaraguan government. At that time, the country was still at war, and soldiers patrolling the streets with guns were commonplace.

Due to the extreme heat and humidity, Henry and his crew decided to measure cable lengths onsite, and then solder the connectors in their hotel room, where it was air conditioned. Although it seemed like a good idea at the time, before long, Henry was approached by the hotel staff who had received a report that Henry and his crew were making bombs.

"Having visions of being thrown in a dungeon, I made a very, very quick phone call to my contact," he explains. "Within the hour, we were assigned a local chaperone and had a letter on-hand from the highest authority in the government instructing the citizens to leave us alone."

Born in the Netherlands, Henry attended Technical College and specialized in electrical and electronic technology—tube amplifiers and reel-to-reel recorders were the norm in those days. Upon arrival in Canada in 1964, he took evening classes to enhance his technical knowledge in the field and has continued to take management and sales courses offered by local colleges over the years. He is also an active member of National Systems Contractors Association (NSCA) and International Communications Industry Association (ICIA—also known as InfoComm) and every year attends numerous industry-related seminars.



When he came to Canada, after working briefly for an electric motor repair shop and with his father installing aluminum doors and windows, he found work as an electrician with a company called T&M Electric, which had a subsidiary called I.S.T.S. "I became involved with this group, installing and operating portable simultaneous interpretation systems for conferences, and in 1972, T&M closed its doors, and I became a full-time employee of I.S.T.S.," he explains.

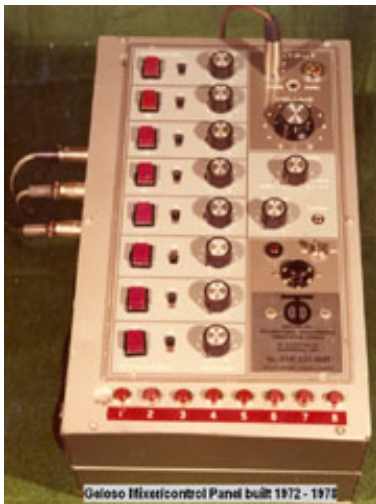
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As I.S.T.S. expanded and needed more and more equipment, Henry started to design and build the new components. "The need became more demanding when, in the early 80s, audio visual was added under the name TELAV Audio Visual Services," he remembers.



Building on the experiences, Henry became involved with the sales, installation and service of permanent installations, laying the basis of what we know today as our SDI division. Over the years, he has worn many hats, from assembly and service technician, to designer, project manager and account executive. And for a number of years, he also evaluated sound systems in many of our in-house properties.

"Today, I am part of the National Operations Team, and I'm involved with the new equipment evaluation process, writing specifications for custom built items, modifications and packaging of new rental inventory," he says. "When large international projects come along, he gets involved as an internal technical consultant. In addition, for almost 35 years, he has been-and still is—the contact person for Brahler products.



Forty-five years is a life-time for some, but for Henry, his time at AVW-TELAV has been divided into several separate adventures. "Most people in my age group have probably changed careers three to four times in their work life to find themselves doing the same or similar work each time," he explains. "For me, I look at it as having many careers within the history of AVW-TELAV. I have been part of an ever-evolving industry which allowed me to be in the forefront of new technologies—and play with gadgets."

Looking back on the last 45 years, Henry says he is satisfied with his contributions to the organization and the guidance

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he was able to provide as a mentor to many colleagues. "It has been a long train ride with its ups and downs, and at times I did contemplate getting off the train, but having a supportive family and common sense prevailed."

Married to Agnes, his spouse for 41 years, Henry has two sons and four grandchildren, ranging in age from 18 months to 10 years. He has a passion for golf and likes photography but says "nothing beats the joy of being with my grandchildren."