

stage, Wand follows you across stage. Wand flies up and balances on your finger.	- and most important, she is most delicately - balanced!
Indicate the Vinten tripod.	Now that, dear friends, was magic. This is REAL. The Vision 250 tripod from Vinten. On the top, a short barbell bar, welded to the head plate. Over here, on the table, an assortment of weights weighing a pound or two each.
Encourage someone to come from audience. We'll call him "Nick."	Can I have a volunteer please, preferably someone who needs some public recognition.
(Nick comes to the stage, a bit of patter with Nick) Show Nick a stack of weights and demonstrate how to put the weights on the tripod.	Okay, Nick. Today, I need your expertise and unpredictability. I'm not a camera operator - though I've been known to work an angle now and then - so I'm going to ask you to stack any amount of weights from this pile and load them to about half the bar's height.
(as Nick stacks) (motion with hands how the weight will rock, one way then the other)	These weights represent the UNPREDICTABLE weight of a camera, a battery, perhaps a lens and filter set and - more importantly, the changing center of gravity of any camera package you care to choose.
(Nick done)	Thanks Nick. That's about the weight of a DVCAM. Our bar is already centered, so we only have to worry how the weight of the camera SHIFTS - over the pivot point of the tripod whenever we TILT the camera.
(wait for a few answers) (point to bottom of head) (imitate a drop forward) (imitate a stiff handle)	And what is it that any camera person does to compensate for this shift? Right! We adjust the Counterbalance. Some tripods have a notched wheel here and some have a series of snaps here. It's trial and error right? Pull one snap, try a tilt. Oops. Camera drops! Pull another snap. Oops. Too stiff - I can't get my shot.

(Point it out)	But Vinten has this really cool, VERNIER DIAL with a digital LED readout! See? You simply set the camera at any angle, dial in the precise amount of counterbalance, and the camera stays where you put it.
	This is impossible with other tripods because their counterbalance mechanisms cannot remain in balance throughout the entire tilt range. As a result, you have to use your own muscles to keep the camera steady.
(gesture for Nick to try it)	Give it a try.
(as he tilts) (adjust it to a steep angle if you need to)	Pause anywhere you like, Nick and let the tripod go. See, even at a steep angle, forward or back, it stays PERFECTLY BALANCED. How many of your tripods will do this?
	It's like magic. But it's real.
	Now, just to show how versatile the Perfect Balance System is, we'll center the tripod up again, and ask Nick to add some more weights. You decide when to stop, Nick.
(Nick stops)	Good, almost full.
	OK, lot's of weight here. A slight tip forward, a twist of the Perfect Balance control - see how we get a new LED number? - and the tripod is once again holding steady. We can even go a full 90 degrees. Try it again, Nick.
(point to demo area)	And you can try it for yourself, over there after the show. Not only will you see the Perfect Balance system work, you'll see how much smoother and consistent the Perfect Balance system FEELS. You won't feel so TIRED after a long day's shoot.
	How about a hand for our volunteer.

