



stage accompany

To: All Stage Shops / Dealers
 Att: Sales Department
 Pages: 5

NEWS letter

Newsletter of Stage Accompany Factory

Week 19 / 1992

Company News

Newsletter

In Week 51 ('91) - 18 ('92) no newsletters were send

Hollidays

Please note the following:

The Stage Accompany office will be completely closed on May 28th; May 29th and June 8th.

Stage News 5

Please remember the deadline of May 5th (copy in Holland); start sending in your articles. Stage News 4 was mailed with the Pro Sound News magazine throughout the world (4200 copies).

Fire

The Electronics department is fully in production again. Almost all products are in stock now. The department is upgraded significantly; both for the employees as for the machinery. But, we hope it will not happen again in the coming 50 years!

Large photo's

Those who visited Frankfurt or Vienna saw several large color photo's of 50 x 70 cm in which the SA logo has been incorporated (small in the lower right corner). You can order them with the attained fax form. The price will depend on the number we get ordered and will vary from Dfl 65,- downwards each negative and Dfl 95,- each photo (but don't expect it to be much less). See attached Fax form for the types available.

As we have to order the negatives and photo's together for a better price, the deadline for your order will be May 4th (next monday). Orders coming afterwards will be processed though against the (highest) price mentioned. Please give us your reaction soon so we can act soon.

Flight Cases

Since the beginning of this year SA has a new official division. This division called "Stage Accompany Flight Cases" is designing and producing all kinds of flight cases for the industry. As we reported before, over the recent years, Stage Accompany has been asked many times to produce flight cases for companies outside its own "audio world". This has lead to a great expertise in this field, and in order to answer to the many requests for different types of flight cases, a special division has been set up.

Flight cases are produced for a great variety of clients; Philips electronics, Unisys computers, offshore companies, standbuilders, rental companies, classical orchestra's, promotion teams, etc. etc.

The flight case division is managed by John Bakker, who can be reached at our Stage Accompany office in Hoorn. John speaks excellent English, German, French, Italian and of course Dutch. Feel free to contact him for (special, not the regular) flight case orders.

As this is about special custom made cases, it is best when we do have direct contact with the client to prevent mistakes as many aspects have to be discussed (dimensions, color, inner construction etc.). You will receive a few percent of the order, depending on order size.

Price list '92

We didn't explain the changes in the pricelist to you (though we hope it was quite clear). There we go:

All **order numbers** have changed. To order a product just specify the "type" entry in the list and the **quantity** you want. In general all options should be specified **separately** with only one exception: The flight cased version of the cabinets is now listed as a separate "type" with a "S" behind its number.

Example: suppose you want to order two C 14S cabinets with castors; stand adaptor and front cover together with four C 24 cabinets (also with stand adaptor) packed into two flight cases. Two of the top cabinets will be used with a stand tube and two with a separate stand. For amplification you want two SA 1600 amplifiers and a X60A crossover (at 100 Hz; 24 dB Bessel slope). The amplifiers will be housed in a 7 HE rack together with a connector panel. SA does not have a standard panel for this system though a special version of the CP 2 will fit. The cabling must be 15 meters.

What do we order?

Bass cabinets:

Quantity:	Type:	Description
2	x C14S	(page 8; Champion sub-Bass; cased version)
2	x OC-SA	(page 12; stand adaptor option)
2	x OC-CS	(page 12; Castor set option)
2	x OC-FRB	(page 12; front cover)

Top cabinets:

4	x C24	(page 8; Champion full range system)
4	x OC-SA	(page 12; stand adaptor option)
2	x OC-FCD	(page 12; flight case for two top cabinets; price on request)
2	x OC-TAB	(page 12; stand tube for one small top cabinet)
2	x OC-S60	(page 12; stand)

Rack with equipment and cabling

1	x R 7S	(page 22; 19" rack with room for 7 High units)
1	x CP 2	(page 22; connectorpanel; slight modification is necessary; therefore p.o.r.)
2	x SA 1600	(page 14; stereo amplifier)
1	x X 60 A	(page 15; stereo X-over; as 100 Hz is a ISO frequency there is no extra charge)
6	x LW4-15	(page 26; 15 m speaker wire with 4-pole speakons)

Of course you do not list the description when ordering. Feel free to contact us if anything is still unclear. We will consider your request to print the small price list in Holland for you (next year?). For your information: we printed 10.000 for Dfl 9,000.00 (Dfl 0.90 each). We mailed them in Holland together with the Stage News magazine no. 4 to 7000 addresses. If you would consider such a mailing start informing us soon. The fastest way would be an Englisch pricelist with only the prices translated to your local currency. Please think about this item and let us know.

Page by page pricelist changes:

Page 1:	We hope you like it.
Page 2:	As above.
Page 3	No comment.
Page 4	Type numbers in general have changed; the first letter equals the series capital and the two numbers equal the former two last numbers: SA 4816 changed into P 16. The "S" indicates cased version.
Page 5	We added the SA 816 plus tools.
Page 6	No changes.
Page 8	No changes.
Page 9	We added some set examples for studio's.
Page 10	We changed the name of the Economy series into Grey series on request of many of you.
Page 12 & 13	This is the option table. Here you can see whether an specific option is available for a product.
Page 14	We changed the name of the Model 400 into SA 400. We added the graphic equalisers.
Page 15	No changes
Page 16	We added the LCD video projector
Page 17	No changes
Page 18	We added the color laptop control computer.
Page 19	No changes.
Page 20	All drivers are listed; note that you can see the (needed) drivers also by every cabinet listing. Further, the drivers are only listed for your reference. Normally they are not sold separately. This is why they are not listed in the small printed "suggested retail price list" that is send to you for your reference.
Page 21	All types are indicated with a "R" (recone/replacement)
Page 22	No comments
Page 23	Some standard cases are added.

Page 24 & 25 : Some small changes; mostly in description ;
Page 26 No comments
Page 27 No comments
Page 28 No comments
Page 29 No comments
Page 30 No comments
Page 31 No comments
Page 32 The Eureka Event; one of the pontoons.

Mistakes

There are a few little mistakes in the pricelist for '92:

Page 16 The LCD projector is listed wrong in the small "suggested retail price list": 11.995 should be 11,995.00 (nett export price is printed correctly).
Page 26 The 100-up prices are listed in the "suggested retail price list" but these should be omitted there. They are listed correctly in your nett list.
Page 28 The S0 and S1 are listed correctly in your nett list. They are printed wrong in the "suggested retail price list" (nett export price is printed).

Product News

Grills

Since we introduced the new Champion and Leader models, all SA cabinets are fitted with expanded metal grills. None of the cabinets does have a foam front anymore.

DENON

Stage Accompany International is able to supply the new DN 2000F double CD player/ mix unit from DENON for an interesting price. This high quality product consists of two units:

- * one unit with the two CD mechanisms
- * one control unit

We can offer you this product for Hfl 1,910.00, ex. works , Hoorn the Netherlands (advised retail 2,780.00). If you are able to buy this product for a better price, please let us know.

Market News

Some of the reported sales:

Hibino / Japan

Hibino sold several Performer systems to rental companies (S.B.S. Company and The Harmony Company). In general the Performer system is doing very well. Both in the Disco as the Live market.

Kühnl & Wurzer / Austria

Kühnl & Wurzer reports a major sale to a discotheque.

Tonkraft / Sweden

Sold to a dance band: 2 x C 27; 2 x P 16; 2 x SA 1600; 1 x SA X60A; 6 x GM15; 2 x SA 1600
Sold to a rental company active in the theatre business: 10 x Blue Box II.

SA USA

2 x SA Blue Box II to a bass-player "Anthony Jackson": he uses the boxes as monitor system.

Utin Trade Company / Turkey

Sold to the TRT, Turkish Radio & Television: 8 x PPE 2410; 4 x SA X60A

Magnetopulse / Singapore

Performer 2-29 system for the Europe Lounge

Bando Sales and Hire / Korea

Performer 2-26 for his own rental department

Kennell / Italy

1 x Performer 2-26 system for Luna park; 1 x Performer 2-26 for demo's and rental

Government of Israel / Israel

Complete sound system consisting of: 4 x SA BB 25; 2 x PPE 2410; 2 x L 27; 1 x PPA 1200; Tascam machines; multicore, cables, racks, etc

Esoteric Acoustics Corporation / India

12 x BB 25; SA 102 mixing console; PPE 2410; 2 x SA X60A; 3 x SA 1600; 2 x Hifi cabinet

Ichos / Greece

2 x Performer 2-26 for own rental department

Sonoss / France

Theater in Maubeuge bought a Performer 2-24 + 2 x C 24; Kilotou, a large rental company bought: 2 x C 29; 2 x C 24; 2 x SA 1310 eq.

SA Deutschland / Germany

Performer 2-24 sold to new dealer for demo's; Performer 2-26 for own rental company and demo's

Breakdance / Belgium

Some fairs do have the so called "Breakdance" attraction. This particular one bought: 6 x P 27; 2 x P 17; PW-3 rack; PPE 2410; SA 102.

Our local dealer also sold a Performer to a discotheque.

The Netherlands

Disco Fourty Five bought a Performer 2-27 with two additional P 17 bass cabinets.

The Odeon disco in Amsterdam recently had a fire. Together with the rebuilding they updated their sound system in favour of Stage Accompany. Four Blue Boxes and additional equipment were sold.

Of course the Stage News outlines also several projects with Stage Accompany equipment.

FAX

Att. Jos Peters
Fax: +31 2290 11192

Sender: _____

- Yes!, we order the large photo(s); see below
- No, we are not interested (please return this fax also in this case!)

We order (tick those you want):

- Eureka Event at night
This foto is not sharp but quite impressive; it displays the stage, the buildings behind it flooded with colored light and very small in the front the pontoon with the SA logo's and sound system (not really recognisable). Landscape orientation. See also SN 3 page 20 upper right corner
- Eureka Event; rear view of the stacks
Totally +/- 100 cabinets visible; nice picture showing hundreds of castors! Portrait orientation. Visible as an insert (upper left corner) on the rear side of the small price list.
- Eureka Event; view on fifteen Pw-2 racks
This foto is medium sharp but quite impressive (30 PPA 1200 amplifiers) Landscape orientation. Also used as front picture for the small price list and on the rear side of SN 3.
- Eureka Event; side / front view stack
This foto is good quality, nice color showing about 100 cabinets. portrait orientation. See also rear side SN 3.
- Eureka Event; over view on one pontoon with two people walking
It displays the pontoon. Landscape orientation. Also used on the rear side of the small price list.
- Master series in Raasveld studio
Beautiful picture! Showing Master 47's (former 4547's) in the well decorated and equipped "Raasveld studio" in Holland. Landscape orientation.
- New Neodymium driver
Beautiful exploded view as on the cover of Stage News 4 though much brighter (the front cover of SN 4 actually was to dark). Portrait orientation.
- SA 8526 Compact Driver
Beautiful photo of Compact Driver with diaphragm as in SN 3 page 13. Landscape orientation.
- Performer stack as used for Hessel
Just for completion; comparable with the photo in SN 2 page 7 in the middle though positioning the second row of P 26 cabinets. More "air" around the cluster. Portrait orientation.
- Performer stack as used for Hessel
After completion but before lift of. Comparable to photo in SN 2 page 7 at the bottom. More "air" around the cluster. Portrait orientation.
- Blue Note New York
Showing the famous Dizzie Gillespie jazz musician. Visible above his head are two Blue Boxes; with the SA logo visible. Nice "jazzy" picture. Landscape orientation.

End of

NEWS
letter