



To: All Stage Shops / Dealers
Att: Sales Department
Pages: 3

NEWS *letter*

stage accompany

Newsletter of Stage Accompany International

Week 26/1991

Company News

Newsletter

In week 24 & 25 no newsletter was send (to busy). Please send the prepared fax forms back! This week: the originals of weeks 19, 20, 21, 22, 23 and 26 are sended to you.

Eureka

The Event was a great succes. Over 250 business relations of Stage Accompany were present and watched the event. The Event will get a full coverage in Stage News no 3.

Currently we are making a video of the Event, including video material we have from other happenings and gathering all picture material. The video will be available soon.

We are sending now the special made identification plates for all the equipment that was used at the Event. You will find a number on them that is meant to facilitate communication when your equipment is needed for some other event. With the plates an instruction is included for mounting.

Personal

Mr. Paul Spitzen is present since last monday. You can phone him again.

Could you please specify a contact person for marketing matters to ease communication. At our side this is Jos Peters.

Fore cast

Please send in your sales fore cast for the last quarter of 1991.

Product ideas

If you have suggestions regarding our products and/or missing items send them to us. We file them for our long term policy and development programme.

Leaflets

We didn't manage to get the product handbook printed completeley. Though part of the Performer documentation is ready and is sended to you today.

Market News

Austria

KUHNL u. WURZER reported further serious business with Siemens following upon the presentation that was held for Siemens and the press. The presentation took place in an open air theatre where K&W installed a considerable amount of SA equipment

Netherlands

Stage Shop Etten Leur installed a Performer 2-27, a PPE 2410 and a SA 102 mixing console in two so called "Grand Cafes"; one in Zeelandia, Roosendaal, the other in Cartouche, Wernhout.

RAI

The RAI Congres Centre allready uses 8 Blue Boxes and a Performer 2-26. Recently they contacted us for the delivery of another 2-26 set.

VERONICA & TROS tours

This summer, two of the Dutch broadcasters namely VERONICA and the TROS are touring in Holland for several months with Performer 2-26 systems.

Stage Rent

Stage Rent is experiencing a large increase in demand. Most equipment is already booked until October.

Nit star

Philips recently introduced their new Nitstar LCD Vidiwall (made with LCD technology). To promote this brand new Video equipment they installed a 50 m*m unit on the "Dam" in Amsterdam (open air) for a classical concert (June 22). Stage Accompany was asked to supply the sound system. Therefore we installed four Performer 2-26 sets. The combination of these two high quality products was amazing. We knew that the Performer system is suitable for classical music but together with this high quality Video equipment it seems multiplied. Everybody talked about the stunning impact that this event generated. It was a wonderful experience!

AES

Stage Accompany will attend the AES Exhibition in New York together with our Agent Stage Accompany USA. Ben Kok will be representing SA.

Singapore

Mr Wijnker will visit the Pro Audio Asia '91 where Magnetopulse Agencies PTE will exhibit the Stage Accompany Products.

Mr. Wijnker will be there 9, 10 and 11 July. The exhibition is held on 10, 11 and 12 July.

FAX

Att. Jos Peters
Fax: +31 2290 11192

Sender: _____

Our contactperson for Marketing matters is: _____

We have the following product (improvement) ideas:

We like to receive _____ copies of the new full Performer documentation.

End of

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To: All Stage Shops / Dealers
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Newsletter of Stage Accompany International

Week 29/1991

Company News

Newsletter

In week 27 & 28 no newsletter was send (to busy). Please send the prepared fax forms back! Otherwise we cannot react fast.

Pro Sound News

In the July issue we advertise with the Performer series in Full Color. Also an article about the Eureka Event will appear. The English magazine 'Applause' already previewed the Event. Several other magazines will cover the Event too.

Stage News mailing

We are working on a mutual mailing with Pro Sound News for the August issue which will incorporate Stage News no. 2. This mailing will be send to:

Belgium (400); Denmark (300); France (700); Italy (250); Luxembourg (12); Germany (700); Austria (73); Cyprus (10); Finland (100); Yugoslavia (102); Greece (40); Iceland (18); Norway (200); Portugal (70); Sweden (250); Spain (120); Switzerland (150); Bulgaria (27); Czechoslovakia (62); Hungary (66); Poland (32); Romania (53); USSR (15) and rest of world (207).

Total: over 4000 Stage News no. 2. We hope you will have benefit of this mailing and inform us whether it affects yours business positive. If so we will consider to do this again in the October or November issue with Stage News no. 3. Be prepared!

Specially for the AES convention and our new Agent in New York we will do the same in New York area with Pro Sound News USA (2.500 copies).

Holliday

Mr. Jos Peters will not be present from August 3th till September 2nd. Mr. Paul Spitzen will have hollidays from September 2nd till September 23rd.

Stage Rent

From August 5th Mr. Jacco Bouwmeester will join our company. He will be appointed full time to rental business, national and international.

Market News

Netherlands

From the Eureka project we still have two Performer 2-26 sets in stock for immediate delivery.

Theatre project

Alles Audio, a Dutch Stage Rent dealer and owner of an Eureka Performer 2-26, ordered a Performer 2-24 for one of his theatre projects. The project called "Charlie de Boer" is a co-production between Tom Oosterhuis Production Company and the VARA, a Dutch broadcaster. For this project a special VCA mixer is developed to ease the final production. Two Fostex G-16, 16 track recorders are used to pre-record the whole program. For this 'one-man' project the following equipment is used:

(see next page)

7 Blue Boxes on stage; fed with 7 of the Fostex channels
8 Champion 4524 cabinets fed with 8 Fostex channels; these cabinets form a surround sound in the theatre
2 Leader 4624s; 2 Leader 4627s
3 Performer 4824 cabinets to form a central cluster
1 custom build 42 channel VCA mixing device
2 Fostex G-16 recorders
2 Fostex 8330 synchronisers
1 Fostex 4020 event controller
Diverse equipment like mixing console; microphones, effects etc.

Especially for the mixing period, the Stage Control computer is used with the Moving Music software and 4 PPE 2410 equalisers to record diverse effects on to 8 channels of the Fostex machine.

The Stage Control computer will also be used during the final production. The Blue Boxes on stage will be fed with a signal depending on the position of Tom Oosterhuis (the performer) on stage. To simplify this operation. Moving Music will be used to keep track of Tom's position on stage by moving the mouse in the 'play-ground' of the software between the soundpoints that represent the Blue Boxes.

Of course we are very interested how this will function in practice. We will let you know!

RAI

The RAI Congres Centre has this week a Large event: The Gymnastrada. Young people from all over the world are visiting Amsterdam for gymnastic competition. The RAI uses 40 Blue Boxes and 4 Performer 2-26 sets at several locations for sound reinforcement.

Master 4549s in Belgium

We are running out of Masters! Private Live Records in Brussel, Belgium ordered a 4549 set including 3 PPA 1200s. The set was delivered last friday. They ordered with a fax as follows: 'We want the same monitors as Impuls Studio'. That was all (of course we didn't mind). The total number of 4549 sets in Belgium now raised to six!

Nitstar

The last 40 flightcases for the Nitstar were delivered to Philips last week. At this moment they arrive in Norway and will be transported back including the Nitstar vidiwall to complete the 40 flightcases (and Nitstar modules) already in Holland.

Palladium

Some of you might remember we informed you in newsletter no. 5, May 1990 about the Palladium. At that time the Owner ordered active Master 4549 and 4547 sets. To complete his equipment, at this moment our installation team is installing a 4544 set including PPE 2410 and PPA 1200. This means this exclusive bar has now the complete Master range installed; including 4 PPE 2410s and 6 PPA 1200s!

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