



stage accompany

## Company News

### Documentation

Enclosed you will find an updated list of available Technical Documentation leaflets, full color leaflets and manuals. We would like to point out to you that there is a possibility to translate manuals and Technical Documentation leaflets into your own language. However, for the moment this is only possible for our main products:

Blue Box, PPA 1200, SA 1600 & 800, PPE 2410, SA 102, Stage Control 1.0, SA AC MU 1, Performer series cabinets and the Master series studio monitors.

See Newsletter no. 5 for the procedure.

### Product Handbook

Together with this mailing you receive one free sample of our Product Handbook with the leaflets. For each of your dealers, you can also receive a free sample. Please send us a fax (att. P. Spitzen) with the names and addresses of your dealers so we can put a personal note in the Handbooks.

Complete Handbooks for clients can be ordered from SA. We suggest that you supply them to your best clients.

The price for the Handbooks is set at Dfl 35,-, including postage (nett price).

We recommend to put the newsletters into your own handbook (not for clients!). Also, for your clients, you could put interesting articles and product press reviews from the press into the Handbook.

### Pricelist

As we had several questions regarding the discount in %, we are working on a nett price list with advised retail prices to replace the present one.

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This list will be available at the end of november and will display the new prices for 1991. New items in this newsletter will be presented with nett prices.

1 Januari 1991, all prices will be raised with 5-9 %. Order date is "purchasing" date. So, goods ordered before januari 1st will be delivered to the old prices.

### Personal

We regret to say that G. Rosenboom, member of the development department has left the company per 15/8/90. He is currently working at the Wave frame corporation in America. His work has been taken over by R. Kuipers (hardware) and M. Bos (software).

### AES reward

Stage Accompany has been rewarded by the AES Netherlands Section with a "Certificate of Appreciation" for her "valued energies expended on behalf of the Audio Engineering Society and the profession it represents". Find enclosed in this mailing a photograph of this reward.

We suggest you use it for promotional activities.

### SA Fashion

Several promotional clothes and relating items have been designed:

Winter caps	Dfl: 10,65	9310.0050
Poloshirt	Dfl: 33,60	9310.0010
Polo Sweater	Dfl: 41,10	9310.0020
Sweater	Dfl: 35,75	9310.0030
Performer T-Shirt	Dfl: 16,50	9310.0040
Special designed T-Shirt	Dfl: 42,80	9310.0060

(these are your nett prices!)

With this mailing, you receive an example of a special designed T-shirt, in this case for the band "Angela & The Rude". Similar designs can be ordered from SA on your request. Think for example of a major sales contract with a large discotheque. In such case, you could order shirts from SA with the name of the disco on it for the personnel. We think it is a promotion tool worth to consider.

## Product News

### The CD mix unit

As there was not much interest for our CD mix unit project, it has been cancelled. The unit is, of course, still available as before.

### The Beatcount Computer

The beatcounter has been introduced to you in newsletter no. 5. Now we can present the price to you:

Your nett price will be: Dfl 605,--. Advised retail price: Dfl 1.075,--

A single complete CD mix system now consists of:

- 1 MU-1 mix units (including CD players)
- 1 BU-1 beat units

Total nett export price will be: Dfl 1985,--. Advised retail price: Dfl 3.540,--. This gives you an extra discount of 6% over the separate items.

### Outdated products

We regret to say that the "good old horns" are no longer for sale. Series numbers have become too small to permit economic production.

The following types are out of production:

4512; 4515, 4518, 4520 and the 4530.

There are still some items in stock; those will be the last ones:

6 \* 4530Z, 2 \* 4530SZ, 6 \* 4530SB, 4 \* 4512SZ  
14 \* 4512SB and 2 \* 4515Z.

Also the old general purpose passive filters are out of production. This concerns the "3200" series.

### The Economy line

Almost everybody recognizes Stage Accompany products because of the blue color. However not everybody can afford them. Therefore we developed the Economy line. The line has an attractive grey finish and is priced well below the "blue" SA products. This means that people with a smaller budget are now able to buy SA products with their high level of workmanship.

The name for these products expresses their good price/quality relationship and attracts people who normally think that, as they are SA products, they are too expensive.

For that reason, the series name is printed below the SA logo on the cabinets.

The Economy line consists of:

- three types of floor monitors;
- three types of "normal" cabinets;
- one type of power amplifier.

All cabinets are only available with built in crossover (passive).

### The floor monitors

Each of the monitors utilizes co-axial loudspeakers with titanium HF units. See the Technical Documentation leaflets for details (in the Handbook). After extensive evaluation of several brands, we have chosen DAS loudspeakers for these cabinets.

### The traditional cabinets

These cabinets do use separate LF and HF drivers. The HF compression drivers are also DAS titanium types. The LF drivers are special SA types. See the leaflets for details (in the Handbook).

For installation projects, all six cabinets can be ordered without the protecting corners and handles.

Prices for the Economy series are printed on a separate price list in the Handbook.

Please note that these prices are your nett prices.

### New logos

Several series will now have their own logo:

Master series; Leader series; Champion series; Performer series and the Blue Box.

The new logos are printed below. The Leader and Champion logos will appear somewhat later.



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*Blue Box*

*Master series*



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*Champion series*

*Leader series*

## Performer versus Blue Box

A lot of distributors ask us about the applications of the Blue Box now the Performer systems are available. The difference in application between the Blue Box and the Performers can best be explained by their respective design goals.

The Blue Box is designed as a compact, true full-range system, optimized for optimum sound quality. One of the design goals was that the system had to be capable of reproducing the full frequency range without the need for additional subwoofers. You all know the result: a compact loudspeaker system, very versatile in its applications and an unmatched sound quality.

The Performer systems were designed from a different point of view. The design goal was to create a system with high output capabilities, comparable to the large full range systems of the competition, but at the same time with minimum dimensions, minimum weight and a sound quality closer to the Blue Box than to the competitive systems.

This was only possible due to the development of the SA 8526 high power Compact Driver. This Compact Driver, with the patented forced cooling applied, is capable of an output comparable to a 2" compression driver, but without sacrificing sound quality. It will be clear that the 2-way concept of the Blue Box would result in a large, hard to handle, cabinet. For that reason a 3-way system was chosen. Two high efficiency SA 1202 12" loudspeakers just match the output capability of the SA8526 Compact Drivers. These 12" loudspeakers in a very small cabinet can be used down to 100Hz where the subwoofer takes over. As size was considered a problem, the subwoofer cabinet had to be something special. Reconsidering all existing design principles, a new type of cabinet tuning was developed. In optimizing cabinet volume and tuning frequency a semi-bandpass system was developed which exhibits extreme output capabilities for its size.

The resulting system is a high output system with a sound quality comparable to the Blue Box with size and weight significantly reduced, compared to the competitive systems with the same output capabilities. As a derivative from the SA 4826 dual 12" cabinet the SA 4824 single 12" system is developed.

Also for applications where, due to remote placement of the subwoofer cabinets, a lower cross-over frequency is desired (70 Hz) the SA 4829, dual 15", and SA 4827, single 15", are available. The 15" cabinets are accompanied by the SA 4817 subwoofer cabinet which has, due to a different size, a somewhat lower tuning than the SA 4816.

### Applications

The Performer system is intended for high output applications where size, weight and handling are considered

as primary selection criteria. This includes live sound reinforcement, large discoteques, and large theatres.

The Blue Box should be used whenever optimum sound quality is required and/or the output capability of the Performers is not needed. This includes theatres, smaller discoteques, reinforcement of classical music etc.

### Note:

The Performer systems are developed as tri-amped systems and use a forced cooling on the SA 8526 Compact Driver (patent applied for). The dimensioning of the drivers is based on their output capability and not on their sensitivity. This, combined with the high power requirements, make the use of an passive cross-over filter undesirable and such filters will not be made available through Stage Accompany.

Also it must be clear that the full range cabinets require a special fan power supply. In the current system configurations this power supply is integrated in the connector panel in the Power-2 and Power-3 racks. In the near future a separate unit for fixed installations will be available.

The 4817 cabinet is not listed on the current pricelist:

SA 4817	Dfl: 1.876,--	0210.481
Advised retail	Dfl: 3.350,--	

Also not listed is the flyer system for the Performer subwoofers:

Flyer system 4816	Dfl: 289,--	03 10.4816
Advised retail	Dfl: 515,--	
Flyer system 4817	Dfl: 289,--	03 10.4817
Advised retail	Dfl: 515,--	

### Shackles

Regarding the flyer systems for the Performer cabinets, please note that the shackles are not included. You will have to order them separately. They are listed on page 4 of the price list under the Blue Box system.

However, those shackles can be used only at the front side of the flyer system. At the rear side of the Performer cabinets, a special "snap" element is mounted that requires a different shackle. Order for this purpose the following shackle:

Rear side shackle	Dfl: 5,90	5050.3401
Advised retail	Dfl: 10,50	

### Cable Binders

The new cable binders from SA operate on the velcro, press and stick tape system. They are available in 5 various lengths ranging from 130-500 mm and 4 various widths ranging from 16-50 mm. This cable binder can be permanently secured to the power cord or micro/loudspeaker cable thus insuring against fastener loss. See also the sample enclosed in this mailing.

The following types are available:

16 x 130 mm	Dfl: 1,80	0340.0010
16 x 200 mm	Dfl: 1,80	0340.0020
20 x 250 mm	Dfl: 1,95	0340.0030
25 x 300 mm	Dfl: 2,10	0340.0040
50 x 500 mm	Dfl: 5,30	0340.0050

(nett prices!)

### SA 102 Mixer

We are sorry but the prices for this mixer on the price list are wrong.

Correct nett prices:

10/2 mixer	Dfl: 805,--	0105.0102
Stereo module	Dfl: 185,--	0105.0020
no module	Dfl: 165,--	0105.0010
Blank panel	Dfl: 34,--	0105.0001
Stereo jack/cinch	Dfl: 16,25	0390.1025
Mono jack/XLR	Dfl: 16,25	0390.2025

### PPA 1200 software versions

At this moment the following crossover and software versions are available.

Please understand that switching from one version to the other is always possible. Depending on the installed crossover; reinstalling a new crossover might be necessary.

#### PPA 1200 standard version

This version is meant for our Champion, Leader and Master 4544 and 4547 cabinets.

Channel 1:	18 Hz (24 dB/oct) - 1 kHz (24 dB/oct)
Channel 2:	1 kHz (24 dB/oct) - 100 kHz
Software:	Version 2.9

#### PPA 1200 4549 low/low version

This version is meant for LF amplification for the SA 4549 Master monitor.

Channel 1:	18 Hz (24 dB/oct) - 100 Hz (6 dB/oct)
Channel 2:	18 Hz (24 dB/oct) - 100 Hz (6 dB/oct)
Software:	Version 10.9

#### PPA 1200 4549 mid/high version

This version is meant for MF/HF amplification for the SA 4549 Master monitor.

Channel 1:	18 Hz (24 dB/oct) - 1 kHz (24 dB/oct)
Channel 2:	1 kHz (24 dB/oct) - 100 kHz
Software:	With horn correction Version 11.9

#### PPA 1200 4528 low version

This version is meant for the 4528 subwoofer (when used together with Blue Boxes).

Channel 1:	18 Hz (24 dB/oct) - 100 Hz (12 dB/oct)
Channel 2:	18 Hz (24 dB/oct) - 100 Hz (12 dB/oct)
Software:	Version 12.9

Remark: In this combination, the polarity of the Blue Box(es) should be reversed.

#### PPA 1200 PERFORMER 24 and 26 Low version

This version is meant for the 4816 and 4817 subwoofers in Performer systems.

Channel 1:	35 Hz (24 dB/oct)* - 100 Hz (24 dB/oct)
Channel 2:	35 Hz (24 dB/oct) - 100 Hz (24 dB/oct)
Software:	Version 16.0

#### PPA 1200 PERFORMER 27 and 29 low version

This version is meant for the 4816 and 4817 subwoofers in Performer systems. Note the difference with the previous version (70 instead of 100 Hz).

Channel 1:	35 Hz (24 dB/oct) - 70 Hz (24 dB/oct)
Channel 2:	35 Hz (24 dB/oct) - 70 Hz (24 dB/oct)
Software:	Version 17.0

#### PPA 1200 PERFORMER 24 en 26 mid/high version

This version can be used with the 4824 and 4826 cabinets of the Performer serie.

Channel 1:	100 Hz (24 dB/oct) - 1kHz (24 dB/oct)
Channel 2:	1 kHz (24 dB/oct) - 100 kHz
Software:	With horn correction Version 18.0

#### PPA 1200 PERFORMER 27 en 29 mid/high version

This version can be used with the 4827 and 4829 cabinets of the Performer serie.

Channel 1:	70 Hz (24 dB/oct) - 1kHz (24 dB/oct)
Channel 2:	1 kHz (24 dB/oct) - 100 kHz
Software:	With horn correction Version 19.0

### DSDU

As announced in newsletter no. 5, the Device Software Download Utility (DSDU) is now available. The package is supplied with every Stage Control software program. The manual is added to the Stage Control manual. The name of the package is: Progdev 2.0. (DSDU will be the subtitle) It starts at 2.0 because of previous releases.

Refer to newsletter no. 5 for the purpose of Progdev 2.0.

Some care must be taken with using Progdev. For example, "higher" software versions do not mean "better" software versions. Therefore the software is not automatically installed on the hard disk when a Stage Control package is installed.

So, you can decide yourself whether a client should have Progdev or not (preferable not).

## Photographs

With this mailing you receive photographs of all Performer cabinets and power racks. Use these for promotional activities with magazines. You can order copies at Dfl 10,- each.

## New SA 8525 & 8526 diaphragms

We are very proud to introduce now a strongly improved diaphragm.

The lifetime of this diaphragm is minimal 5 times longer than the normal SA 8525 under normal operation conditions.

This has been achieved through:

- a better Aluminium grade
- a patented polyimide coating at the backside

The older version, the SA 8525, will stay available. Especially for the Master series studio monitors we advise to replace both channels simultaneously with the new diaphragm, in case of a failure, or replace only one if you prefer to replace with the normal SA 8525 diaphragm.

Ordering information has slightly changed; please change this in your price list (note also that **nett** prices are stated here):

Normal replacement set for SA 8525 and SA 8526:		
Normal	Dfl: 185,-	0430.8525
Advised retail:	Dfl: 325,-	

Coated replacement set for SA 8525 and SA 8526:		
Coated	Dfl: 250,-	0430.8525C
Advised retail:	Dfl: 405,-	

## Market News

More and more people are aware of the extremely good sound quality of the SA products. Interesting projects during last months were:

### Impuls studio in Belgium

Impuls studio aquired their second set of Master 4549 monitors for their new control room which in itself was designed by Ben Kok.

### The "Golden Angel"

In this cultural center in Holland, a Performer 1-24 has been installed. The owners are very satisfied with the system. It is used for Disco and Live music.

### Swindon

In Landgraaf Holland on 7th September 1990 Stage Rent supplied AGM Digital Arts Limited of England with a rental system of 33 Blue Boxes for the launch of

Graphite Microsystems new manufacturing facilities. This event marked also the first commercial usage of the newly developed Enhanced Ambisonics Processor (CSI"A") from AGM.

A programme of digital special effects and projected slides was presented in the presence of over 80 journalists and potential purchasers of the systems, who were brought to the venue by chartered aeroplane and coach from the UK, Germany, France and Holland.

The sound system implemented a 17 way Enhanced Ambisonic B-Format surround sound matrix digitally edited on IBM compatible machines supplied by Graphite Microsystems. The final digital recording was synchronised with time-code to a computer controlled 12 projector slide presentation system.

The new Enhanced Ambisonic sound system allows sounds to be recorded with "directionality information" which, when decoded through the processor places them on a 360 degree soundfield. Any number of sound effects can be recorded and moved around or through the soundfield which in this system consisted of 16 speaker station matrix.

As a result of this promotional activity AGM Digital Arts, in association with Stage Accompany, has installed the world's first ambisonic disco at the First Leisure complex in Swindon, England.

It comprises an eight-way Stage Accompany Performer system (using 4827 cabinets and 4816 subwoofers). Stage Accompany England is confident that this system will gain enormous popularity because of the evenly distributed soundfield without "hot spots" and the numerous sound effects that can be made (with computer control!).

See also "Pro Sound News Europe", october 1990 page 16 and Stage News no 1 coming up soon.

## New distributor in the far East

We are proud to present to you Magnetopulse Agencies (Singapore) Pte Ltd as our new distributor for the following countries:

Singapore; Malaysia; Thailand; Brunei and Indonesia.

Magnetopulse Agencies (S) Pte Ltd is a Singapore registered company and as a sole distributor for General Electric Projection Display Products Operation and Laserpoint Videowall in Singapore, Malaysia, Thailand and Brunei. It is part of a Group of Companies which are involved in diversified business ventures such as logging, timber industries, banking, finance, mining, computer, trading and distribution and construction.

We wish them all the best and are confident they will increase the worldwide use of SA products with the right kind of service.

## Japan

Hibino Corporation has ordered a complete computer controlled audio system for installation in a Ice Rink. For

this project special changes were made to the Stage Control program to automate operation completely. Martin Bos of the development department made a special version of the Stage Control program that makes the wanted automation possible with MIDI calls coming in via a PPE 2410.

### Mobile 3

The famous recent "The Wall" concert of Roger Waters in Berlin (Germany) was recorded with the Mobile 3, mobile recording facilities of Eurosound. Equipped with Master series monitors (Master 4544), the Mobile 3 is frequently seen on international tours. Besides for Roger Waters and others, recordings were done for:

David Bowie with Tin Machine	Paris, Amsterdam
Elton John	Berlin, Verona
Madonna	Paris, Barcelona, Nice

### Euro Disney

Stage Accompany will supply the sound system for the Videopolis project in Euro Disney Land. Videopolis will be a large theatre, restaurant, disco and live stage facility.

The contractor for the technical facilities (sound, light, effects, video) in this project is Philips Project Centre and they contracted Stage Accompany for the design and supply of the sound system. For Philips it was very important that Stage Accompany can supply the design and consulting services for such a specialized project. The Stage Accompany Performer system was selected by Disney because it offered the smallest size, lowest weight, best sound quality and highest output at the best price. Also the offered SAnet computer control was an important point in the final decision.

All loudspeaker systems will be Stage Accompany Performer cabinets, ie 26 x SA 4826 full range cabinets, 24 x SA 4824 full range cabinets and 24 x SA 4816 subwoofer cabinets. Offcourse the amplification is by PPA 1200 power amplifiers, 50 in total. The system will be capable of delivering 115dB continuous and 123dB peak on the main listening area and thus be suited for live rock concerts.

## Int. Distributors

### England

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ATHENS

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fax.: 3018216606

### Hong Kong

STUDER REVOX

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fax.: 8528967603

### Iceland

RAFIS HF  
REYKJAVIK

tel.: 3541686620  
fax.: 3541680420

### Israel

KILIM & SONS LTD.  
HAIFA

tel.: 9724640222  
fax.: 9724672911

### Italia

KENNEL S.N.C.  
TORINO

tel.: 3911612148  
fax.: 3911612148

### Japan

HIBINO CORPORATION  
TOKYO

tel.: 8137404361  
fax.: 8137404360

### Korea

BANDO-PROLINE SOUND SYSTEMS SALES & HIRE  
SEOUL

tel.: 8227426364  
fax.: 8225516341

### La France

CAW S.A. SONOSS  
LOMME

tel.: 3320925091  
fax.: 3320923377

### Österreich

KÜHNL & WURZER  
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tel.: 43732668125  
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