
Why Is All This Gear So Freakin' Expensive?!

— Spending wisely to enhance your —
marching PA system.

About Me

- Sales Engineer - Sweetwater
- Sound Engineer
 - Cavaliers
 - Legacy Indoor
 - Other Schools
- Educator
 - Goshen High School
 - Carroll High School
 - Homestead High School
- Pet fanatic
 - 2 dogs
 - 1 cat
 - 2 Birds



A rectangular border made of red brushstrokes, surrounding the text. The brushstrokes are thick and textured, giving it a hand-drawn appearance. The border is centered on the page.

DISCLAIMER

Getting A Great Value

Value is where price meets _____

- Quality
- Usefulness in application

Just because something is useful in another application does not mean it will be useful in **YOUR** application. Do what make the most sense to achieve your sound!

Questions to ask when Spending

- What do you currently have now?
- How big is the band/percussion session?
- Is there an indoor percussion program?
- Is this School or Booster Funded?
- How soon do we need the gear?
- What is the budget?
- Where is there room to save?

Parts to a PA System

- Speakers/Subwoofers
- Mixer
- Microphones
- Cables & Power
- Transportation
- Wireless systems

Mixers

Analog

- Lower cost
- Easy to understand
- Easy to adjust parameters
- Not expandable
- Durable and reliable

MG20



Digital

- Higher cost
- More features
- More time required to learn
- Expandable
- Durable and reliable

TF5



Speakers

Passive

- Needs external amplifiers
- Easy to connect
- More signal noise with distance
- Easier to repair
- Durable and reliable

C115V



CW218V



Powered

- Has internal amplifiers
- Needs both power and signal
- Virtually no signal noise over distance
- Harder to repair
- Durable and reliable

DXS118



DSR115



Wireless

- ✗ • Shure PGX-D
- ✗ • Sennheiser XSW
- ⚠ • Shure BLX
- ✗ • Sennheiser EW D1
- ⚠ • Shure SLX
- ⚠ • Sennheiser EW 100
- ✗ • Shure GLX-D
- ⚠ • Sennheiser EW 300
- ✓ • Shure QLX-D
- ✓ • Sennheiser EW 500
- ✓ • Shure ULX-D
- ✓ • Sennheiser EM 6000
- ✓ • Shure Axient

Shure QLX-D



Microphones

✘ Shure SM58

⚠ Shure SM57

⚠ Audio-technica AT2020

✔ Audio-technica AT2035

✔ Rode NTG-2

✔ Shure Beta 98H/C

SM57



AT-2035



SM58



Cables and Power

✗ Amazon

✗ Onstage

⚠ Hosa

✓ Planet Waves

✓ ProCo

✓ Livewire

✗ Jumperz

✗ Mogami

✗ Perfect Pair

⚠ Ziptie DIY

✓ Siamese Twin

Power Cables

⚠ 16 Gauge

✓ 14 Gauge

✓ 12 Gauge

Siamese Twin



Furman PLC-Plus C w/ Voltmeter



Transportation



SKB Gig Rig



Pageantry Innovations MC-20



Pageantry Innovations SC-10



Bonus Items!

Radial Direct Box



Tarps



Gator Quick Release



Electrical Tape



Whirlwind Cable Tester



Wireless Router



Extra Cables



Tylenol



Ways To Maximize Your Dollars

- Pay with a non Credit Card Method
- Customer Pickup vs Shipping
- Tax exempt status
- Work with other parts of your school system
- Spend over time - have a plan
- Sell your current gear?
- Fundraise if possible

How Much Is This Going To Cost!?

- 50-100 members
- 100-150 members
- 150-200 members
- 200+ members
- \$5,000-\$7,500
- \$7,500-\$10,000
- \$10,000-12,500
- \$12,500+



Perspective



Questions?

Thank you!

— You were all awesome! —
