Altec Lansing
EPS-205 Compact Paging Mixer
Analysis of Competitive Products

Description of the Altec EPS-205, Compact Paging Mixer:

The Altec EPS-205 Compact paging mixer is a 4 input, powered single-bus mixer with 5-zone output, remote control and priority paging capabilities and add-on accessories including compact paging stations, alarm/chime card, voice messaging card and auto-gate switching card.

Features:
- 3 XLR M/L inputs
- 3 switchable BGM (RCA) inputs
- 3 levels of priority paging
- 6 different operational modes via internal jumpers
- 200W/70V single bus amplification
- 5 switchable output zones
- compact paging stations (optional)
- Alarm/chime card
- Prerecorded Voice messaging card (1min. nonvolatile)
- Autogate/Duck card for input 3
- Remote control of major switching functions (D-sub)

Options:
- Paging stations
- Voice Messaging
- Remote Volume Control
- Alarm/Chimes
- Autogate/Duck for Input 3
- Input Transformers (Inputs 1-3)

Applications:
Small Meeting Rooms: Mix mode (4 input powered mixer)
Commercial/Industrial Warehouse Paging systems
Retail/Grocery Paging system
Entertainment paging/BGM – Bowling Alleys, Restaurants, ...
Athletic Clubs/Gyms
Performing Arts FOH announce systems
Performing Arts BOH listen-through/paging system
HOW listen-through/paging system (Sanctuary/School)
Local civic clubs: VFW, Elks, Shriners, etc...

Frequently asked Questions:

1.   With 5 output zones, can I route input 2 to zone 1 and input 3 to zone 3,4,5?

Answer: No. The EPS205 is a single bus system, no routing can happen.

2.   So, what happens when a page is made from a paging station into a zone?

Answer: When a page is made from a paging station, all other program is muted to all other zones, regardless of them getting receiving the page.

3.   So, what do the zone select buttons do on the front of the EPS?

Answer: The zone selection buttons allow the output zones to get audio from the audio bus, however this excludes the paging stations as a source. The paging stations put audio on the bus and send that audio to the output zone selected on the paging station. Audio to all other zones is muted during pages from the paging stations.

4.   Does the level adjustment on the output zones control the paging level?

Answer: No. When a page is made, the output zone gets full level audio, regardless of front panel level at the different zones. If a page is too loud, gain should be adjusted at the input adjustment on the front and/or back of the EPS-205.

5. With 3 BGM inputs, can I route one BGM to zone 1 and another to zone 2?

Answer: No. The EPS-205 is a single bus system, no routing of multiple inputs to multiple outputs can happen.

6. Can the zoned outputs be used to create stereo foreground music?

Answer: No. The BGM source is internally summed to mono and each output zone gets that mono source. Separate left and right cannot be maintained.

7. Can Input 1 be used as a regular mic source when the paging stations are used?

Answer: No. Input 1 becomes a push-to-talk priority input when the paging stations are used. Either the J301 or J302 internal jumper must be inserted for the paging stations to operate. These settings force Input 1 to be a #1 priority input for use with PTT only. PTT can be accomplished through the 7-pin DIN or via the D-sub.

8. Are the paging stations required to make priority pages?

Answer: No. Inputs 1-3 can be used with the D-sub connection. Input 1 becomes all call to all zones. Inputs 2 and 3 pages onto the audio bus to the areas selected at the front panel zone select. Pages to specific output zones can only be accomplished via the paging stations.

Competitive Products:

Rane Commercial Processors: CP31, CP52 and CP64:

    CP31: BGM and paging input, one stereo or two discreet mono outputs.

    CP52: 4 selectable BGM, 1 paging input, Duck/Ramp, one stereo output, remote level control, 7-band EQ, remote BGM selection.

    CP64: 4 selectable BGM, 2 paging inputs, Duck/Ramp, 2 discreet outputs (1 mono, 1 stereo), remote level control, page input mixing, remote BGM selection, 7-band EQ, remote page zone assign.

    Each of these systems must have external amplifiers and custom configured/built paging stations or microphones.

Benefits of EPS:
    EPS is powered.
    EPS has paging stations.
    EPS has 3 priority levels with 3 XLR inputs.
    EPS has 3 selectable BGM inputs, not remote control able.
    EPS has remote master volume control.
    EPS has remote zone paging assignment through the stations.
    EPS can do duck/ramp through input 3, and the auto-gate card.
    No additional other products are required for the EPS to make a system.

TOA 900 Series:

    M-900MKII: 8 modular inputs, including mic, line, muting and chimes; single bus system, 1 output, remote master volume control, 2 mute busses for priority muting, bass/treble controls.

    M243: 4 stereo BGM inputs, 2 XLR mic inputs with auto-priority, 2 outputs (1 stereo, 1 mono), separate level control of each output, adjustable mix bus.

    **A-903MKII, A-906MKII, A-9120MKII: Same as M900MKII, with 30, 60 or 120 W of 70V amplification to a single bus.

    Biamp Commercial Mixer/Amplifiers:

    **CMA –30, -60, -120: 6 mic/line inputs, single-bus 4/8 Ohm or 70V amplification in 30W, 60W or 120W, phantom, one level of priority, adjustable mute level, remote master volume control, chime, compressor, inserts, tape record out, fault indication, telephone connections.

Additional Benefits of EPS(**):
EPS has MORE power – 200W.
EPS has paging stations.
EPS has 3 priority levels with 3 XLR inputs.
EPS has 3 selectable BGM inputs, not remote controllable.
EPS has remote master volume control.
EPS has remote zone paging assignment through the stations.
EPS can do duck/ramp through input 3, and the auto-gate card.
EPS has three different chime tone features which can be remotely actuated.
EPS has a voice messaging option.
EPS can be used to trigger/power outside relays.

Bottom line: EPS does more – all in one box. Connect speakers to it and it works, without any additional equipment from other manufacturers.

Features to stress in the sale:
- Paging stations.
- Voice messaging.
- Chimes
- Reconfiguration functions.
- Three levels of priority.
- More power!
- Remote control functions/switching.

Pricing:

Pricing of the competition ranges from $450 to $1300 dealer cost. But, not all functions and not all equipment are available to make a complete system. The EPS-205 Main Unit is $995 dealer. The paging stations are $349 dealer. The extension cards range from $30-100. Each. Total package system for LESS than the competition and no custom panels are required!!!