

®ÄØÒÅ^î®  
**HP-203**  
digital piano

# **\$ales**

## **TurboStart**

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### **Target Market...**

- Adults returning to piano
- Families with children
- Schools and churches
- Piano labs

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### **Display & Preparation...**

- Install Roland CD-01A USB CD Drive
- Piano Gram Weight & PHAII Action Model
- Roland RH-25 or RH-50 Headphones
- Hal Leonard Play-Along Books and Catalog
- VIMA Tunes Flyer and Song Lists

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### **Demo Superb Piano Tone...**

- Piano sampled from 9' concert grand...play "live" or use Demo function by pressing Key Touch and File simultaneously and then pressing the Piano tone button
- Each note individually sampled at 128 velocity/volume levels for fullest expression, i.e. timbre change w/velocity
- Stereo sample with Panning for truest piano sound...low notes sound from left side...high notes from right side
- **WOW FACTOR:** Put the headphones on the customer and play Demo

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### **Demo Superb Touch...**

- Counter-weighted Progressive Hammer Action just as in grand piano...no springs
- Action gets progressively lighter toward the higher range of the piano...just like a grand piano
- Simulated Escapement gives player same feel as a grand piano
- Reference ability to adjust the touch response...useful for very young or very old players
- Reference RIKA (Roland Integrated Keyboard Assembly)...means consistently high quality and precise feel

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### **Demo Additional Sampled Tones...**

- PianoStrings layer
- Nylon String Guitar (in Others)
- Jazz Scat (in Voice)
- Piano/Bass Split

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### **Demo Recording...**

- Press INT SONG/EXT SONG button until screen displays USr
- Press RECORD button and play short piece
- Press RESET button and press PLAY/STOP button to hear recording
- (optional) Demo multiple part recording (*Exploring* p. 4)

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### **Demo Song Playback (SMF)...**

- Press INT SONG/EXT SONG button until screen displays P.01
- Use the -/+ buttons to select P.05...Press PLAY/STOP button
- Explain Track buttons and demo ability to hear any or all of the tracks
- Demo the ability to change the playback tempo...press the TEMPO/BEAT button so that the “Tempo” button’s indicator is lit...use the -/+ buttons to change the tempo
- Demo the ability to change the playback key...while holding down the TRANSPOSE button, use the -/+ buttons to change the key...to return to the original key, press the (-) and (+) buttons simultaneously
- **These are powerful applications for students, educators, and accompanists**
- **IMPORTANT NOTE:** to change the playback volume of a Midi File or Audio File, press and hold the STOP/PLAY button and use the -/+ buttons to lower or raise the volume

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### **Demo Audio File Playback via CD...**

- Load and demo Hal Leonard Piano Play-Along CD
- Load and demo Hal Leonard Pro Vocal CD
- Load Amazing Grace CD and demo Center Cancel (Right track button)
- Demo transposition of Audio File...while pressing the TRANSPOSE button, use -/+ buttons to change the key

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### **Demo SMF and Audio File Playback via USB Memory Key**

- Unplug CD drive and insert USB stick
- Demo a couple of VIMA Tunes along with appropriate Hal Leonard book
- Demo a couple more Hal Leonard Play-Along and Pro Vocal titles
- **BONUS:** Demo ease of ripping audio files from CD to USB stick via Audiograbber or iTunes

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### **Demo/Discuss “Bonus Features”...**

- Always in tune and never a sticking key = no maintenance...saves thousands of dollars over years of ownership
- Twin Piano mode...two siblings or students can play/practice with each having a middle “C” and damper pedal
- USB interface...allows easy PC connection for unlimited software and play-along applications
- Hundreds of onboard sounds for arranging, recording, and just having fun
- Metronome...for precise tempo reference and practice
- **FINAL “WOW FACTOR”**...demo playback from portable audio devices via dedicated “Roland Audio Ports”