

# HIGHLAND REEDS

January 2021

To My Valued Customer,

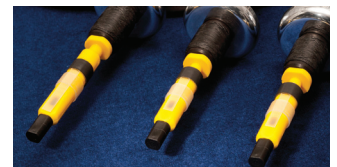
Highland Reeds is continuing its passionate pursuit of creating the best customer experience we can while giving the customer choices in their purchases. We are constantly developing and perfecting our products. After much soul-searching and trial and error, we have improved the reeds considerably. We discovered that the smallest of changes to the reeds makes a great change to the sound. Our adjustments/alterations have resulted in a dramatic improvement in harmonics and overall sound.

We have been listening to the great feedback we've received on our product range and have designed and produced two new products which have passed quality tests from top players and are now available for distribution.

## IMPROVEMENTS IN 2018 AND 2019

- **Balance Tone HR3 (High Resonance) Drone Reeds**

This is now our most popular reed. It produces more harmonics, which gives it more depth and a more refined sound that, in turn, results in higher resonance on the chanter notes. HR3 reeds have distinguishing black plugs and has all the functionality of the standard reed.



- **NEW Balance Tone HR3 (High Resonance) B Flat Drone Reeds**

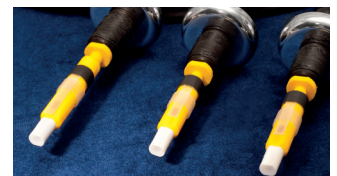
Due to many requests, I am making these HR3 reeds in B Flat by changing the tongues. Otherwise, apart from the lower pitch this reed is the same as the HR3 (High Resonance) drone reed.

- **Balance Tone BT3 Drone Reeds**

These have new improvements that include improved functionality, a longer plug and markings for recommended bridle settings. They continue to give a broad, smooth, deep sound, while still maintaining all the other great characteristics of steadiness, air efficiency and tonal quality. The reeds lock in when tuning and stay locked in.

- **Balance Tone BT3 B Flat Drone Reeds**

We continue to make these popular BT3 B Flat reeds by changing the tongues. Otherwise, apart from the lower pitch this reed is the same as the standard BT3 drone reed.



- **NEW Balance Tone HR3 USA**

Due to demand from the USA for our HR3 reeds, we are now producing our popular HR3 (High Resonance) reeds in Red, White and Blue. Apart from the color, these reeds are identical to the HR3 reeds.



### The Moisture Tube (MT2)

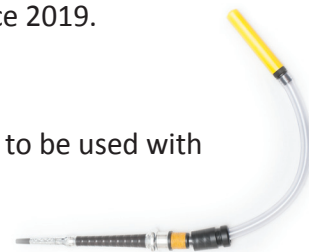
We continue to receive great feedback on this new product. It is lightweight and very effective with purpose-built components. When the hot air we blow into our bags meets any restriction or



obstacle it causes the hotter air to condense. The MT2 built-in air reductions and cloth in the cartridge results in restriction of air flow making more condensation and cooling down of the air. This new product allows for adjustments to how much restriction you want or need. Now even more compact since 2019.

### **Split Stock Moisture Tube (SSMT2)**

This product offers the same wonderful features of the Moisture Tube but is designed to be used with hide and sheepskin bags by using a split stock.



### **Moisture Control System (MCS4)**

The Moisture Control System has nontoxic silica gel granules, resulting in longer playing time, flexi-joints with heavy walls to ensure tighter fitting, and an easy to adjust screw valve. This system also helps control the drone harmonics.



### **Drone Valves (DV5)**

Adjustable screw valve regulates the airflow to the drones. The screw can be adjusted down the stock making it very easy to set the required pressure. The valve comes as part of the MCS4 but can be purchased as a separate product. Cartridges can be added later.



### **Chanter Moisture Control System (CMCS4)**

Includes a flexi-joint for installation and non-toxic silica gel granules, resulting in longer playing time. This system can also help control tonal qualities of the chanter. It is also used extensively in mouth-blown small pipes as a moisture system for the blowpipe.

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I am extremely proud of my products and our customers certainly recognize the tremendous value to be gained from the longevity of a properly crafted product. I have managed to hold my prices unchanged since June 2016. I will continue to offer to all vendors: buy 10 and get one free.

We continue to offer video product support on our website for your customers to gain the best experience from Highland Reeds products. As we do not sell directly to the public on our site you can expect increased demand for our product range as we redirect potential customers to your website. We have your logo and contact information on our Purchases tab and if you have our products on your site we have a link to it. We have professionally produced photos of all the products available for you. Please use any of my informative videos or information from the website.

It is important to me to continue to offer you a proven in-demand product line and to make the wider piping community aware of the qualities of Highland Reeds products. The new prices can be found on the following Price Sheet.

Please do not hesitate to contact me with any enquiries. Thank you for your time and I look forward to working with you.

**Bruce Hitchings MBE BEM**

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