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The Monthly Disc Jockey Newspaper

Free

Disc Jockey News

NORTHERN DJ CONFERENCE

OCTOBER 28-30, 2007

HOLIDAY INN SELECT, BLOOMINGTON, MINNESOTA

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General Sessions by:

Mark Ferrell • Adrian Cavlan

Carr Hagerman • Eric Taylor • Todd McDonald

Mike Walter • Jim Cerone • Jeff Richards • Shawn Kelly

Small Group Training Sessions by:

Carr Hagerman: *How To Be A Top Performer*

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Getting What You're Worth RELOADED

With

Mark Ferrell

7:00 pm - 9:00 pm

Monday, October 29, 2007

Holiday Inn Select, Bloomington

Mark Ferrell, the man whose invitation to speak at a mobile entertainment convention seminar seven years ago turned into a standing room only event and started a grass-roots movement in the industry is back!

On October 29, 2007 Mark Ferrell will present Getting What You're Worth/Reloaded, an on-going message with a new edge. If you have not heard this presentation in the past, we suggest you arrive early as Mark's seminars have a tendency to fill up quickly. If you have heard the message before, of course you'll want a good swift kick in the pants with GWYW/Reloaded.

In recent years, Disc Jockeys nationwide have responded enthusiastically to Mark's message because he has been the most consistent voice for them improving their status. More Mobile DJs are making more money as a direct result of Mark Ferrell's Worth Symposiums than any other single event in the history of the industry.

The feedback from DJs who have raised their rates is that their customers are also happier. Mark believes that these customers are happier because of a direct link between higher rates and DJs raising their performance standards.

Mark has taken "Getting What You're Worth" to a new level. One which is supported by the observations of his former clientele.

Mark's presentation is sure to raise a few eyebrows and stir up some dust!

This free seminar with industry advocate Mark Ferrell is sponsored by the Midwest Association of Professional Disc Jockeys and the Disc Jockey News.

No audio or visual recording, please.

Encountering The Room Nazi

By Dude Walker

If your among the group of fortunate MDJs that has never encountered that Room Nazi persona, consider yourself lucky. For those MDJs that have earned their stripes in the trenches dealing with the persona, you have my sincerest sympathies.

What causes the Room Nazi persona? That person that approaches abruptly and barks the loaded question..."have you ever played here before?" Followed immediately by, "here's the venue rules."

Are Room Nazis generally grumpy people who hate their jobs? Are Room Nazis in a bad relationship...and somehow slipped into a position where they project their issues upon others? Are Room Nazis power hungry people that feel some sense of gratification in controlling others?

- OR -

Are Room Nazis simply sick and tired of dealing with the lowest common denominators within any industry that choose to do as they please, where-ever they please at the inconvenience of others around them.

There really is no absolute...however, one seems to beget the other. Rest assured, there will always be "reaction to action".

The Room Nazi persona is not venue specific either. Hotels, Moose Lodges, Vet's clubs, Legions, Community Centers,

Bars, High Schools...generally, any room where people can gather to party can garner those Room Nazis that are large and in charge.

Looking past the initial contempt that Room Nazis appear to have for MDJs may offer some insights into the why". Pure and simple...venues are in business to make money...just like any other business. Anything that impedes their potential profit will most likely be addressed.

There seems to be a tendency for some venues to lump all MDJs into one group type and impose aggressive measures to dictate a desired compliance. The message for non-compliance is a tenuous future at best with the venue staff.

In some instances, venues go a step further and ban certain entertainers or impose access fees for the right to perform within that venue. Amazingly, these tortious interferences of contracts are embraced by some MDJs as a desired competitive edge.

So what could prompt the rule:

"The music will end promptly at 'x' or your power will be pulled."

Could it be that a few disrespectful MDJs have failed to stop playing when required which delays venue staff in post event cleanup?

"The entertainment must use the kitchen entrances." Perhaps the debris, damage and disruption caused by a few careless MDJs prompted an alternate entry requirement.

"The entertainment always sets up here...facing this way." Venues may have ancillary needs to facilitate the effective serving of guests. Dealing with your client about setup location prior to the date can alleviate most issues with being placed nowhere near the dance floor.

"The entertainment needs to follow the venue schedule of events." Possibly MDJs that refuse to pre-plan their performance has created disorganization great enough to disrupt the event flow.

"The entertainment is only allowed to setup within this window." There are MDJs that feel that they can come and go as they please without regard to venue or guests. Late arrivals or partial setups can leave an unsuspecting client on edge which they may unwittingly take out on the venue staff.

"The entertainment cannot use the elevator." There are payload restrictions on every elevator. Stuffing an elevator to the gills and pressing the up button and running up the stair to meet the gear is rude

when others may need the elevator.

"The entertainment is not allowed to provide dinner/background music." It is possible that the venue provides an alternate music source. -OR- The music selections have been so poorly programmed by a select few in the past that the preferred ambience has been destroyed...which in turn reflects poorly upon the venue.

"The entertainment must wear this clothing style." Maybe among the most bizarre requirements...yet not completely out of line. There are MDJs that simply cannot comprehend how poorly their outward appearance comes off. Favorite concert t-shirts are not usually appropriate for a formal affair. Sadly, I've been witness to competitors that haven't washed their concert t-shirt or bathed in quite some time. One word - offensive!

"The entertainment must setup by 3:00 pm and is not allowed to return until 30 mins prior to the start time."

Venues have processes in place that requires speed and consistency. The above rule is actually veiled respect for both entertainment and client. It assures that if the entertainment has failed to complete their task there exists a time window for other

Encountering continued on page 13

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The Truth About Truth, No Truth, No Nothing

By Jeffery Gitomer

For years, hotel bathrooms have been asking me to "Save the Planet." And there's hanging signs asking me to use my towels several times so that "millions of gallons of water" can be saved and the earth's eco-system can be realigned.

Now I ask you: Does that hotel want to save the planet, or save a few bucks? Who thinks "planet?" Who thinks, "a few bucks?" Why can't they just be honest, and tell me that I can reduce their operating costs a bit if I reduce my towel usage, and it's also good for the environment?



Why can't they just be honest with me?

I photographed a business sign I saw in a shopping center parking lot in Coos Bay, Oregon. It read, "We can't change the world, but we can change your oil." Their business was boom-

ing, and their customers were smiling.

Mission statements mean nothing. Companies tell you how great they want to become and how great they want to treat their customers – and then they treat their people with disrespect. Most CEO's can't recite their company mission statement.

Giant corporations and their accounting firms have gone bankrupt because they lied, omitted, shredded, or manipulated the truth. Their CEO's are in jails for lying and cheating.

Airlines? I don't need to go into an explanation, that's how pathetic their "truth" has become.

Politicians? Ditto. Actually they're WORSE than airlines, and maybe the worst of the worst, and the lowest of the low. When I ask my audiences, "How many of you think that all politicians lie?" EVERY HAND GOES UP. Is that sad or what?

Former president Bill Clinton lied about sex. You probably have too. All the other liars in congress got together and wanted to throw him out of office for lying. Hello!

Other politicians – at all levels – when called to tell the truth, suddenly lose their memory of what happened. Or worse, invoke the Fifth Amendment, and chose not to incriminate themselves. It's another form of lying – withholding truth.

Interesting that these same politicians who lie pass laws compelling others to tell the truth, or face consequences. The "Truth-in-Lending" law has helped consumers immensely. Sad that such a law has to be written. You would think that the people responsible for lending would just be honest.

Honesty is a scary sales word.

Truth is a scary word.

People fear having to face these words.

I know I have.

And just so we understand each other, I'm no perfect example of piety – far from it. Many of the lessons and examples set here are from the music I had to face from my own forms of untruth.

And just so we're on the same page about truth and lies:

"Omission" is a lie.

"For their own good" is a lie.

"Didn't want to hurt them" is a lie.

"Small lie" is a lie.

"Hiding facts" is a lie.

Any questions?

It's one of the Ten Commandments, yet men of the cloth lie.

Telling the whole truth takes character, conviction, and courage.

Telling the whole truth takes ethics, morality, honesty, and full disclosure.

That doesn't seem hard on the surface, but apparently no one these days is willing to walk a mile to return a penny. That's how President Lincoln got the nickname, "Honest Abe." You'll never hear anyone say, "Honest Bill," or "Honest George." They have other nicknames attached to their virtues.

There's an old saying that goes, "How can you tell when a salesman is lying? Answer: His lips are moving." That does not speak well for the reputation of salespeople.

Every salesperson, every company, seeks to build relationships with their customers. At the apex is truth. It's how to keep relationships together, and why they fall apart.

No truth, no trust.

The lack of truth makes trust fall apart. Once you lie, and someone catches you, or even thinks it, you will spend an eternity trying to regain trust. Either at home, or at work. Maybe especially at home.

When someone says, "I've lost my trust in you, or I've lost my faith in you, it's because they doubt your ability to tell the truth. They will say, "I can't believe a word you say," because they have caught you lying before, and believe you'll do it again.

Loss of faith comes from lack of truth. Loss of trust comes from lack of truth. Loss of faith and trust are symptoms. Lack of truth is the problem. Faith and trust stem from truth.

I am not your mother extolling the virtues of telling the truth. I am Jiminy Cricket, making you aware of the consequences. In sales, and in life.

The good news is that you control your destiny. That's why you got in sales in the first place.

If you want a few truth quotes, go to www.gitomer.com, register if you're a first time user, and enter TRUTH in the GitBit box.

Jeffrey Gitomer is the author of *The Little Red Book of Selling* and *The Little Gold Book of YES! Attitude*. President of Charlotte-based *Buy Gitomer*, he gives seminars, runs annual sales meetings, and conducts Internet training programs on sales and customer service at www.trainone.com. He can be reached at 704/333-1112 or e-mail to salesman@gitomer.com.

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The MarBecca Method Workshop Coming Minnesota

Disc Jockeys from the upper Midwest will have an opportunity to be some of the first to attend the latest workshop in The MarBecca Method series.

Mark Ferrell will be presenting MarBecca Method Workshop #2: Master Of Ceremonies on November 1st and 2nd in Minneapolis, just after the Northern Disc Jockey Conference.

The Master of Ceremonies and is the next step after the hugely popular 'Love Story' workshop offered the last time the Ferrells were in town.

<http://www.discjockeyamerica.com/services/> and click on "MarBecca Method Workshops"

Master of Ceremonies skills is arguably the single most important aspect of performing as a Mobile DJ and does more to determine what price you can command as a professional than any other feature you may offer.

From the client's perspective, most Mobile DJs use the same music, the same equipment, the same games, the same dances, and the same event formalities. So, if what most

Mobile DJs do is basically identical, what makes us different? The only comparable difference between DJs that the client can discern is how a Mobile DJ executes these features – which depends primarily on MC skills.

The one thing that distinguishes a professional is his or her uniqueness. Once you reach a professional plateau (where you have the basics mastered), people are willing to pay more for that which makes you different. Before you become truly professional – you are a commodity and subject to pricing struggles.

Before you can flourish as a professional; before you can qualify as a Wedding Entertainment Director; you must master MC skills.

An 'MC' is not an 'Announcer'. Likewise, an Announcer is not a Master of Ceremonies. An MC displays a distinct skill set. A truly professional DJ will have a mastery of all three related skill sets, including Announcing, Storytelling, and Master of Ceremonies skills.

The Master of Ceremonies Workshop is workshop number 2 in the series of MarBecca Method workshops, which are available to a limited number of DJs who are serious about their craft.

For more information go to: <http://www.discjockeyamerica.com/services/> and click on "MarBecca Method Workshops" or call (951) 699-1992

The MarBecca Method: "It's not WHAT you do; It's HOW you do it."

About Mark Ferrell

Under the leadership of Mark Ferrell, DiscJockeyAmerica remains the innovation leader in the Mobile DJ industry with a history of establishing industry firsts.

35 Years in the entertainment industry, Mark has worked on stage at Disneyland and Knott's Berry Farm as a performer and announcer, and enjoyed a successful radio, voice over, and night club career before starting his mobile DJ business in 1989. Mark attended acting and voice workshops while earning his living in

those fields.

In 1989, Mark started his mobile business while working 'on air' in Southern California Radio, but was determined to make his mobile DJ business a full-time profession; a career. In 1991, he left his radio job in favor of providing extraordinary entertainment for his clients as a full-time Mobile DJ.

In February of 1998, Mark was invited to speak on DJ pricing at the winter Mobile Beat DJ Show in Las Vegas. His 30-minute dissertation was received with a standing ovation that sent a shockwave throughout the Mobile DJ industry, which continues to be the hottest topic of discussion today and was the rocket that launched the Worth Movement.

The year 2000 brought Mark back to the Mobile Beat Shows in Las Vegas and Cleveland as the Keynote Speaker with three (now legendary) unprecedented 2-hour seminars titled "Getting What You're Worth". The rooms were overflowing with standing-room only crowds and each seminar instigated standing

ovations once again. Other seminars that had been scheduled concurrently simply emptied out in favor of Mark's seminars. No one has had the same impact before or since.

In a recent interview, show producer, Mike Buonaccorso commented, "I feel a greater accountability to produce quality shows."

"I actually remember the watershed moment when I knew that. In 2000, at the very first seminar by Mark Ferrell, I was watching the reaction of the crowd before, during and after that presentation. I realized in that one brief session we had 'graduated' to the next level. And as show producer I knew it would now be my responsibility to maintain that higher level at our events. The hilarious side note here?, that raising of the bar wasn't obvious to everyone: a small group of attendees thought we had hired a professional actor to play the role of a DJ!"

In 2001, Mark was invited back to the Mobile Beat Shows in Las Vegas and Chicago to render a supplemental seminar titled "Selling What You're Worth", which was given three days in a row. That January, he bought DiscJockeyAmerica-dot-com in response to the demand Mobile DJs had placed on him for further ongoing information and consultation.

When Mark was invited to speak to Mobile DJs in St. Louis, Missouri in March of 2001, he realized that this was the most effective way to make an immediate increase in the income, status, and respect of Professional Mobile DJs. His seminar had to be given to competing DJs in the same market in the same room at the same time. The Worth Tour was born and it has worked in every market he's subsequently visited - over 40 in all.

In December of 2003, Mark performed his last event as a full-time Mobile DJ to focus his full-time effort on the advancement of the Mobile DJ industry. Before leaving his DJ business in favor of DJ advocacy and activism, Mark had been consistently commanding a base fee of \$3000+ for DJ services - 5 hours, 2-4 speaker cabinets, no lights, no extras – with an emphasis on high performance standards and client service.

2004 brought the inception of The MarBecca Method workshops, which

were the first advanced training workshops designed for Mobile DJs. These one and two-day, intensive workshops center around the advanced skills, techniques, and concepts that Mark and Rebecca Ferrell employed in their Mobile DJ business for over 13 years.

DJA Radio was Mark's next innovation, which launched June 26, 2006 amid raves and accolades. It was the first-ever "Podcast Radio Station" and a completely new concept and level of professional media for Mobile DJs.

Today, Mark Ferrell takes great pride in his role as advocate for the DJ industry. He is widely recognized as the single most important cause of posi-

tive change for DJs and has mobilized and inspired more leaders within the DJ Industry than any other individual. His Worth Tour continues to change the status of the Mobile DJ industry, and DiscJockeyAmerica-dot-com is the best vehicle to support Mobile DJs' efforts in raising the bar – personally and industry-wide.

Awards, Distinctions, and Firsts in the Mobile DJ Industry:

ADJA President's Award
ADJA Outstanding Achievement Award
DJ All Stars Award/Mobile Beat Magazine

Keynote speaker/Seminar presenter at Mobile Beat conventions 1998, 2000, 2001, and 2003.

Seminar presenter NAMM January (Anaheim) & July (Nashville) 2002 - first Mobile DJ to be invited to speak at NAMM

Owner DiscJockeyAmerica a web site for professional DJ Advancement – first subscription based forum for DJs

Creator of the "Getting What You're Worth" seminar series - first keynote speech by a Mobile DJ; first speaker to present 3 seminars at one national convention

Developed the Worth Tour; traveling to over 40 cities in the U.S. & Canada - first DJ speaking tour

MarBecca Method workshops – Advanced Training for DJs

Launched DJA Radio – the first "Podcast Radio Station" for DJs

Producer of the Annual DJA Roast celebrating industry leaders



Mark Ferrell

*"It's not WHAT you do.
It's HOW you do it."*



Starting From Scratch

By Jeff Richards

Starting from scratch is a monthly column that will help those new to the Disc Jockey industry. Each article will cover what it takes to be a successful mobile DJ. Today's topic: The Next Generation of DJs.

I have been a DJ for well over 25 years and have seen many changes in the industry. When I started it was vinyl records, eight track and cassette tapes. A DJ was lucky to make a few hundred dollars for an all day wedding. Today everything is computerized, MP3 and L.E.D. and can charge that much per hour for any kind of event.

This brings me to wonder about the next generation of DJs and what they will be like. What will become of our industry in the next ten years? While surfing the net I came across a web site of a young man who started his own DJ service just a few years ago and it has grown into a profitable business for him in a very short time. His name is Brian Barra and he owns Mega Mixx Entertainment in Orange County California. I looked over his web site (Which he built himself), I then sent him an e-mail and have spoken on the phone a few times to learn more about Brian. This young man has really impressed this old time DJ with his ingenuity, intelligence and his fresh new look at the DJ industry.

The biggest thing about Brian that impressed me was his age. Brian recently turned fourteen years old and he has a busi-

ness that can really stand up to many of the DJs that have been doing this for years. Brian started when he was only eight years old after his father purchased a few minor pieces of equipment for him to begin with. With only one speaker he did his first event and collected fifty dollars. I know when I was eight I couldn't even make five bucks to mow the yard. From there his father continued to purchase pieces of equipment to complete the set up until Brian turned eleven. For the last three years Brian has been profitable enough to pay for all his own business expenses like advertising and equipment, including a new \$1200 DMX light show.

He learned the skills of DJing from watching older DJs at school dances, going onto online DJ forums to talk with more experienced DJs and by becoming a member and taking part in meetings of the A.D.J.A. This has given him the opportunity of meeting and talking with top professionals like Peter Merry and Mark Ferrell. The first picture I saw of Brian was from a DJ magazine where he posed in front of some new equipment at the 2007 NAMM convention.

As I asked Brian questions I found that he really has a good business sense for a young man of his age. He understands many of the concepts (Getting What You're Worth & To Be or Not To Be Professional) and business plans (1% Solution - Be The Shark) and has applied them to his own business even

though he hasn't participated in these seminars. Disc Jockey industry leaders have been promoting these concepts at conventions for many years but countless DJs (older with multi years in business) just don't want to take note of or apply them to their business.

The toughest hurdle for Brian of course is his age but he developed a business structure to get around it and sell his services to clients. He understands his clientele and how to market to them. He knows his niche are events for gatherings in his age group. Who better to relate to young people at a school, community or teen dance then a DJ of the same age? He listens daily to the music the clients want to dance to and has all clean versions of those songs. He understands his boundaries with time, talent, skills and age but still pushes them to the limits without fear of failure.

When it comes to rates he has a really smart business sense about him. He understands the "Supply and Demand" as well as the "Getting What You're Worth" concepts. He knows to continue to raise his rates to keep up with the rising costs of the business as well as the elevation of his talent and skill levels. He uses the "Price Point" selling technique that all huge sales industries use everyday in their advertising to get customers into the store then "Up Sell" the client to a better package. He doesn't let his young age control his rates but understands it will

restrain him from possibly charging the same amount as older well established DJs.

Brian has a real passion for being a DJ, much as I did when I was his age. Unfortunately for me I didn't have the backing of a supportive family or the maturity level as he does and waited many years before taking my passion and turning it into my life.

In my monthly article I am usually trying to help educate & motivate young DJs like Brian, but this month I think Brian has educated & motivated me and I wanted to pass this onto you the readers. I think we all can learn a little something about our business and ourselves from Brian.

If Brian Barra is a sign of the future of the DJ industry, then I think it will be a smart, respected and very professional industry to be a part of.

Read Jeff's blog at www.discjockeynews.com click on the Blog/News button then click on "Starting from Scratch"

To respond to Jeff's column send an e-mail to jeffrichards@discjockeynews.com. Jeff Richards has over 25 years of experience as a DJ/Entertainer and is the Executive Vice President of the Midwest Association of Professional Disc Jockeys. He speaks at National DJ Conventions and for local DJ Associations. Jeff also offers private consultations to DJ services.

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UPDATED**NDJC07 Schedule:****Sunday, October 28**

7:00 pm - 8:30 pm: Eric Taylor

Have Your Best Year Ever!

Eric is part Bryan Dodge, and part Jeffery Gitomer. You will get a strong motivational speaker who will help you get make 2008 your best year ever! Eric was part owner in one of the most successful multi-system dj companies in New Jersey before taking his knowledge of sales/marketing/motivational speaking on the road to change lives.

9:00 pm - 11:00 pm: Sunday Night Welcome Party

Holiday Inn Select Ballroom TBA

**Monday, October 29**

9:00 am - 11:30 pm: Carr Hagerman

Top Performer: A Bold Approach to Sales & Service

Top Performer is about what is perhaps the most powerful force in the entertainment and sales world, Natural Energy - the force that gave birth to every new entrepreneurial venture and successful performance. Natural Energy is that unstoppable power that is unleashed in every authentic human interaction; which is what a disc jockey does, each and every night. It is created in those deep connections that free people to leap forward into new possibilities. You will learn how to tap that power to improve your show and improve your performance.

Monday Afternoon Options

1:00 - 3:30 pm: Session block 1

Carr Hagerman Training Block 1: "Top Performer" • Eric Taylor Training Block 1: "Creating Personal Referrals"

Jeff Richards: "Your Image Is Everything" • Event Organizing Seminar

4:00 - 5:30 pm: Session block 2

Carr Hagerman Training Block 2: "Improv" • Eric Taylor Training Block 2: "Got Goals?" • Mike Walter: Multi System Success • DMX Seminar

7:00 pm - 9:00 pm: Mark Ferrell: Getting What You're Worth - RELOADED (See Page 2)

9:30 pm - 11:00 pm: Schtick Night: Holiday Inn Select Ballroom

**Tuesday, October 30**

9:00 am - 11:30 pm: Todd McDonald

High Trust Selling

The High Trust Selling program includes 14 Laws of Selling to help people supercharge their selling techniques and take control of their lives. High Trust Selling is packed with the insights, illustrations and practical advice that has boosted seminar attendees to sales productivity level increases as high as 300%. This session is presented by nationally know corporate trainer Todd McDonald of INJOY and MAXIMUM Impact.

Tuesday Afternoon Options

1:00 pm - 5:00 pm (Block Times TBD)

Todd McDonald Training: "Making More Sales" • Jim Cerone: "Being The Perfect Host II" • Shawn Kelly: "It's All Numbers"

Adrian Cavlan: "The Business Of The Multi System" • DMX Lighting Seminar

Registration:

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American Audio's 4-Channel MX-1400, MX-1400 DSP Mixers

American Audio has unleashed two incredibly versatile new 14-inch club mixers: the MX-1400, and the MX-1400 DSP with built-in digital effects. Loaded with a multitude of professional features, these amazing 4-channel boards are perfect for mobile DJs, club DJs and remixers to use with all styles of music, from Rave, to Hip-Hop, to classic tunes. The highly affordable mixers are also a killer value, as users can rely on them to perform a diverse range of functions.

For starters, the MX-1400 and MX-1400 DSP offer extreme ease of connectivity. Each includes 2 Phono, 4 Line and 4 Aux inputs on the recessed back panel, enough to accommodate any DJ's complete setup of playback units — including turntables, CD players and even tape decks. In addition, 3 Mic inputs give you the ability to mix karaoke performances, rapping, emceeing and announcements. A front-panel RCA auxiliary input jack is designed to accept portable MP3 players and satellite radio receivers, so you can mix using virtually any audio source.

For even greater versatility and ease of connectivity, the MX-1400 and MX-1400 DSP are equipped with a matrix input selector. This rare and very useful feature allows you to play any

input through any channel, making it easier than ever to "mix it all up."

The MX-1400 DSP offers the added power of onboard digital signal processing. It includes 8 onboard effects -- Echo, Reverb, Flanger, Auto Filter, Manual Filter, Transform, Pitch Shifter and Auto Pan. Users can access and manipulate these professional-quality effects and assign them to any channel or Mic input. Time and Depth parameter adjustments give you the power to dial up the exact amount and duration of each effect used in the mix. Effects can also be overlaid on top of the music to produce a variety of creative sounds on the fly.

Another special feature of the MX-1400 DSP is Beat Synced Effects, which automatically syncs up the beats of your tracks with each other and with the built-in effects. This is another rare feature, not readily found on mixers in this price range.

"This mixer is truly the flagship of the American Audio line," said Tom Freret, national sales manager for American Audio. "We have listened as professional club DJs, mobile DJs and remixers have told us what is missing from their mixers. We have put everything they need into the MX-1400 and MX-1400 DSP. Among the many useful features we have included are XLR booth outputs, Auto BPM Counter, Beat Synced Effects, Matrix Input and super long life faders. I sincerely feel that this mixer offers an amazing value for the dollar."

Other great features contribute to the tremendous versatility of both the MX-1400 and MX-1400 DSP. Fader Q-Start allows for complete compatibility with most American Audio CD players. Stream Flow LED indicators let users check levels

and other audio information at a glance, even in dark nightclubs. Superior microphone circuitry and long-lasting faders contribute to the overall high quality of these two mixers.

A Trim Output control on the rear of each unit lets club owners and installers set a limit on how high the master volume can go, protecting everybody's ears as well as the rest of the gear in the audio chain. Both mixers also feature digital output (S/PDIF) and balanced RCA outputs for added user convenience.

The MX-1400 has a suggested retail price of \$419.95. It measures 14"L x 12.5"W x 3.25"H and weighs 14 lbs.

The MX-1400 DSP has a suggested retail price of \$599.95. It measures 14"L x 12.5"W x 3.25"H and weighs 15 lbs.

For more information, contact American Audio, 4295 Charter St., Los Angeles, CA 90058; (800) 322-6337; fax: (323) 582-2610; Web: www.americanaudio.us

Studio Flyer by SKB

Pull your recording studio behind you instead of your little red wagon.

SKB Corporation introduces the SKB19-RSF2U, ATA Studio Flyer at the 2007 Summer NAMM Show in Austin, Texas.

With a standard 2 space rack mount for recording devices or a disk drive and a laptop compartment with convoluted foam interior in the lift-off lid for laptop protection. Making the new SKB19-RSF2U ATA Studio Flyer is a single solution for carrying audio interfaces and a laptop as a portable setup. Cable pass through allows the laptop and interface to remain cabled

up at all times. With a convenient continuous hinged fold down rack door that doubles as a work space or mouse pad and a rear access panel for easy access. The SKB19-RSF2U Studio Flyer is the perfect solution for storage and transporting your laptop and studio gear all in one



convenient package and it will fit in the airline overhead as a carry-on.

The new Studio Flyer case is a roto-

molded of durable Low Linear Polyethylene with in-line wheels, a two stage injection molded pull-out handle for easy transport, patented, glass fiber reinforced nylon, trigger release latching system with a TSA recognized and accepted locking latch, enables you to safely lock your case and still have it inspected by airline security personnel with a cushion grip rubber over-molded handle for carrying comfort. With SKB's Million Mile Warranty the SKB19-RSF2U ATA Studio Flyer will be rolling for a lifetime.

The SKB19-RSF2U Studio Flyer case will be available in August 2007 with a MSRP of \$299.99 and expected Street Price of \$179.99. For additional information on the SKB19-RSF2U ATA Studio Flyer case contact SKB Music Sales. 800-410-2024. www.skbcases.com.



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The Secrets Of Servant Leadership

By Dr. John C. Maxwell

After Princess Diana was killed in a tragic car accident, 2 ½ billion people tuned in to watch her televised funeral. Not only Great Britain, but the entire world, mourned her death. What accounted for the public's emotional attachment to Princess Di?

Certainly, royalty and beauty attributed to Princess Diana's popularity, but something else connected her to the hearts of people across the globe. Looks and lineage may have landed her on magazine covers, but Princess Di had an endearing quality that gave her even greater appeal.

Princess Diana was beloved because she was a servant leader.

For centuries, royal families epitomized self-serving leadership. Comfortably removed from the day to day troubles of

those in their kingdom, they enjoyed opulent wealth and absolute power. Princess Diana broke the stereotype. She leveraged her popularity to lend support for AIDS research, to care for those with leprosy, and to ban land mines.

In fact, the force of Diana's compassion was so influential that Time Magazine named her one of the 100 Most Important People of the 20th Century.

Five Practices That Help Leaders Serve Others

In their valuable book, *The Secret*, Ken Blanchard and Mark Miller shed light on the practices that enable leaders, like Princess Diana, to serve others. In this edition of LW, I'd like to pass on their ideas to you.

1. See the Future

Leaders have a compelling vision for the future stirring inside of them. The vision makes plain a leader's identity, direction, and pattern of behavior.

To affect the future, a leader spreads values throughout an organization. These values are core beliefs that become the cornerstones of organizational culture. A wise leader publishes the values so that they can be repeated, recognized, and rewarded.

A leader cannot delegate the responsibility to see the future. They may share the responsibility, but ultimately, it's the leader's job to make time today to ensure the direction of tomorrow.

2. Engage and Develop Others

To create the future a leader envisions, he or she must have the right people, in the right roles, fully engaged to their work. Everything that you will accomplish as a leader ultimately

hinges on the people you have around you. As the Law of the Inner Circle says, "A leader's potential is determined by those closest to him or her."

Sadly, many people's talents languish on the job because they are disengaged. Likely, the greatest waste in business is human potential. Leaders pull out the potential inside of their people by inspiring and motivating. They are quick to offer opportunities for growth, be mentors, or equip their employees with resources.

3. Reinvent Continuously

Great leaders reinvent continuously on a personal level. They are always interested in ways to enhance their own knowledge and skills. The very best leaders are learners. They realize that if they stop learning, they will stop leading. A leader sets the tone of the organization. If they cease growing personally, then the majority of those they lead will become stagnant as well.

Reinvention is critical to survival. The solutions to problems of the past are inadequate to address the demands of today. Leaders must have fresh, innovative thinking and new ideas to respond to the challenges the organization faces.

4. Value results and relationships

When it comes to results and relationships, the best leaders take a both/and approach. A focus solely on results demoralizes the team,

while an overemphasis on relationships undercuts the bottom line due to conflict avoidance and an absence of accountability. The greatest leaders make friends and profits.

Leaders earn relational capital, and put it to work to gain results. As the Law of Connection states, "leaders touch a heart before they ask for a hand."

5. Embody Values

All genuine leadership is built on trust. Leaders build trust when they establish, articulate, model, and enforce values. In short, they walk the talk.

If I say customers are important, my actions had better support that statement. If I choose to live as if customers are not important, people will have reason to question my trustworthiness. And in the final analysis, if I am deemed untrustworthy by my people, I will not be trusted – or followed as a leader.

REVIEW: Five Practices That Help Leaders Serve Others

1. See the Future
2. Engage and Develop Others
3. Reinvent Continuously
4. Value Results and Relationships
5. Embody Values

Dr. John C. Maxwell has authored over 30 books, including such New York Times best-sellers as "Failing Forward" and "The 21 Irrefutable Laws of Leadership."



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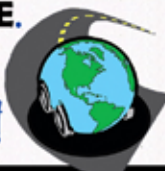
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Tony Dungy's 'Quiet Strength' Speaks Volumes

By Harvey Mackay

I've known Tony Dungy since I helped recruit him to play football at my alma mater, the University of Minnesota. We've been friends ever since. I've followed his career, and I've been a fan of his playing and coaching abilities ever since. Now I'm a fan of his new book, "Quiet Strength." What a title—and what a man. He is a class act by any definition.

Dungy is coach of the Super Bowl champion Indianapolis Colts, but he will tell you that is not his most important job.



You don't have to be a football fan to love this book, and I guarantee you will take away life lessons that have absolutely nothing to do with the sport.

Ofcourse, he writes extensively about the game. The behind-the-scenes info is fascinating. He talks strategy, about building teams and coaching staffs, and he talks a lot about winning

and losing. But he makes his point very clearly: This is not a book about the Super Bowl or even about football. In his words, "Football is great. It's provided a living and a passion for me for decades. It was the first job I ever had that actually got me excited about heading to work. But football is just a game. It isn't family. It doesn't provide any sort of intrinsic meaning. It's just football."

Tony and his wife Lauren have six children, three of whom they welcomed through adoption. He maintains a family-friendly schedule so that his players and coaches can balance their demanding profession and the rest of their lives. His kids join him at the office and on the sidelines. He sets an excellent example for those around him.

What really comes through in his memoir is the importance of values and character in his life. Tony could be in any profession and hold those standards. That's why his example translates across the board.

Leadership is his most noticeable skill. Tony's parents were a strong influence in his life, so much so that even now, when he's in a difficult situation and is reacting to it, he hears his father's voice asking him, "Will it make the situation better?" He falls back on his father's advice, to rely

on quiet strength.

He also points to others who taught him leadership lessons. He gives credit to the owners and coaches he worked under for showing him how to handle so many situations. He acknowledges how they all contributed to his success in some way. There's a lesson here; learn from the masters and don't forget where you came from.

He learned his lessons well and draws on them to get the best out of his players. Tony likes to win as much as anyone: "I learned that it doesn't matter how you win. You play to the team's strength, whether it's offense, defense or special teams. I believe the best way to achieve success in each of these three areas is by attention to detail and a commitment to the fundamentals—doing the ordinary things better than anyone else."

But he also says winning the Super Bowl is not the ultimate victory. That seems ironic, coming from one of only three men who have won it as both player and coach. So what's a bigger deal to him?

Tony is a man of incredible faith and remarkable devotion to his family. That may seem inconsistent with the lifestyle we associate with sports stars, but he will tell you he is successful because of it,

not in spite of it. His faith sustained him through the deaths of his parents and his son. There's another big lesson: keep your priorities very straight.

He talks with pride about his siblings. One sister is a nurse who has devoted her life to inmate care at a correctional facility. His brother is a dentist whose dream is to give dental care to people who otherwise might not be able to afford it. Another sister is a perinatologist who deals with high-risk pregnancies. He acknowledges that while his job may make him famous, they are doing things that are "much more important in the long run."

But that's Tony. He is humble and fierce at the same time. He knows what really matters, that you do what you do as well as you can and for the right reasons. I'm grateful that he has shared his story so that we can all see what being a winner really means.

Mackay's Moral: Nice guys can and do finish first.

Reprinted with permission from nationally syndicated columnist Harvey Mackay, author of the New York Times #1 bestseller "Swim With The Sharks Without Being Eaten Alive," and the new book "We Got Fired!...And It's the Best Thing That Ever Happened to Us."

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Money, Success and You

By Dan Nichols

In developed countries like the United States, the word success can't be discussed without the idea of financial abundance trouncing into our thoughts. More than any other impediment in the western world to achieving success, financial abundance stands in the way. Discussing money as it relates to our psychology of success is paramount because if you don't understand what I am about

to explain, money or not – you may never succeed. Money is one item that never appears on the recipe for greatness. Yet because it's inextricably intertwined with our worldly definition of success it leaves most of us continually frustrated.

Unlike climbing a mountain face with a very clear and specific goal in mind (getting to the top), money, which is endless in supply, has no end

measurement in which one can feel complete. Because of our "more more more" culture and continual media bombardment defining money as success, even if we do have a goal set for a certain dollar figure which we would represent as success, we find that this mountain of money goes higher and higher and the climb never ends. The constant desire to succeed in any form turns into frustration when complete is NOT definable. Or, put another way, most of us fail to recognize when complete is present because we never defined it to begin with. Many of us have trouble separating money and success. We may hop on our soap box and say we don't but we find it very tough to believe most of the time. This is one reason we lead lives of quiet desperation.

There are many things that are greater than money and leave a legacy far greater than the trust funds of billionaires. When you think of greatness, what people from history come to mind? Of them, how many were rich? Get the point?

If you help 1000 orphans, climb Mt. Everest, get a black belt, earn a doctorate, raise beautiful kind considerate children, stay married and in love to the same person for 60 years, offer only kind words and en-

couragement to people, treat co-workers with compassion and understanding, or help the needy, if you do these things, they can never be taken away from you yet these things are of greatness.

Though life is certainly easier with money, being aware of the difficulties surrounding it is important for your psychology. Though you may or may not have ever discovered how to earn a ton of money, you'll be happy to know that a fountain of wealth much greater than you could ever imagine lies in discovering your passion. Be careful how you personally define the words in your

life. Be careful to recognize how words can be misused and re-defined. Get in touch with your internal dialogue and you'll see your success, your greatness is within you.

Care to respond – get over to my blog on businesslaunchexpert.com. Hey, while I have your attention does anyone know a "buyer" at Costco?

If you'd like more information on getting your business off to a fast start or you need help in determining which step to take next to grow your business, then be sure to visit Dan Nichols online at <http://www.businesslaunchexpert.com>



Encountering continued from page 3

arrangements to be made. MDJs with a serious attitude towards their business charge accordingly for downtime and usually garner referrals for being accommodating.

"Strobes are not allowed..." There may be venue staff that are prone to epilepsy.

"Fog is not allowed..." There may be un-zoneable hair trigger smoke detectors.

"Bubbles are not allowed..." They may cause slippery conditions or staining of linens.

"Confetti is not allowed..." They may cause excess cleanup.

"The Limbo is not allowed..." Possibly an insurance issue due to underwriting.

"Sub cabinets are not allowed..." They can be disruptive and power demanding.

The list can go on and on. Rules are created in most cases to address past problems. There are legions of MDJs all doing their own thing...some flying by the seat of their pants without any regard to the world around them expecting that venues drop what they're doing to help them. Maybe some venues have become tired of baby-sitting disorganized, disruptive, un-pro-

fessional MDJs and simply issued their "my way or the highway" rules. In some instances, bizarre rules have existed for so long that no employee of the venue actually knows why a rule was implemented... they just know "that how they've always done things around here."

Venues have a tough job, just like everyone else. Taking the time to pre-plan with clients and the venue can help avoid issues on the event date. That not to say that they shouldn't assume the role of a good host or hostess and serve with style and diplomacy.

Maybe...just maybe... some pre-planning and good communication between the MDJ, client and venue could prevent dimming the lights at the wrong time, cranking the house music to distortion levels or a catering manager demanding that you announce the caking cutting "right now!" When the bride and groom are clearly not even in the room.

Dude Walker can be reached at dude-walker@discjockeynews.com.

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GCI Technologies to Present Latest Cutting-Edge Products at 2007 International DJ Expo

GCI Technologies is proud to announce its appearance at this year's International DJ Expo to be held August 13th-16th at the Atlantic City Convention Center in Atlantic City, N.J. Reflecting the pulse of the DJ and mobile entertainment industry since its inception in 1990, the Expo offers exciting exhibits, informative seminars, skill-sharpening workshops and a platform for DJ's of all genres to converge and interact with manufacturers and each other.

"International DJ Expo is always an important show for us to connect with and educate the mobile DJ and entertainment industry on GCI's latest products and newest innovations," explains President Alan Cabasso.

Stationed this year at Booth #221, GCI Technologies will be showcasing its newest and latest innovative and revolutionary products from their 3 brands, Gemini, Cortex and iKEY-Audio.

Gemini will be presenting its newly released MPX-40 Professional Touch-Sensitive MP3/CD Player, along with the CDM-500 Professional DJ Station, the latest edition of our popular GX line of Two-way ABS loudspeakers and new wireless products.

Our groundbreaking Cortex brand will be exhibiting its revolutionary rack-mountable HDC line of digital music controllers, including the HDC-1000 and HDC-3000 units along with the DJ industry's first USB-compatible professional Digital Music Turntable, the HDTT-5000. Also featured will be the first true all-in-one digital mixing solution for the iPod®, the dMIX-300. Make sure to visit as demonstrations of these units will be ongoing throughout the show!

GCI's digital recording and digital recording accessories brand, iKEY-Audio, will be introducing its exciting new M-Series line of professional, self-powered active studio monitors, along with the new standard in portable digital audio recording, the iKEY-Plus Portable USB Recorder.

GCI Technologies is the corporate umbrella for Gemini, iKEY Audio, and Cortex. Previously known as Gemini Sound Products, the company has serviced the Professional Audio and DJ communities for over 34 years and continues to bring innovative and valuable tools to the market. For further in-

formation, contact GCI Technologies at (732) 346.0061

American DJ Introduces 3 Affordable Green Lasers

The green movement is in full swing at American DJ with the introduction of three

new 4.9mW DMX-512 green lasers -- the Emerald Sky, Emerald Scan II and Mini Emerald Beam.

The vivid emerald beams created by these exciting laser effects will make rival DJs and clubs green with envy -- but it won't cost you much green to get your hands on them.

"Green lasers are what everyone wants right now -- their shorter wavelength makes them appear much brighter than red laser beams and they travel farther," said Scott Davies,

general manager of the American DJ Group of Companies. "But unfortunately green lasers are also harder to make than red lasers and require a special diode, which has often put them out of reach price-wise for DJs and smaller clubs."

"American DJ has been constantly working to bring down the cost of green lasers," added Davies. "These new additions to our 'Emerald series' make it more affordable than ever to put on a dazzling green laser show."

Great for small clubs and entertainers on the go, American DJ's new green laser models offer something for every need and budget:

Emerald Sky -- A twin green laser effect with dual 4.9mW lasers, the Emerald Sky features 16 spinning mirrors that create a variety of amazing "Liquid Sky" effects. Depending on the mood, the vibrant shaft of light beaming above the crowd can create stunning tunnel or wave effects on the ceiling, or conjure up a luminous, ethereal atmosphere. Equipped with 2 DMX channels, as well as built-in stand-alone programs, the Emerald Sky can be operated in 4 modes: DMX, auto, sound active and master-slave. It features an audio sensitivity adjustment knob for sound-active operation.

The Emerald Sky measures 7"L x 12.5"W

x 8"H and weighs 8 lbs. It has an MSRP of \$539.95.

Emerald Scan II -- This is the next-generation model of American DJ's popular Emerald Scan, a ground breaking effect that combines a 4.9mW green laser with an X-Y mirror moving scanner. Smaller and lighter than its predecessor, the Emerald Scan II features the dazzling geometric patterns and built-in selectable light shows that made the original model so impressive. It is equipped with five DMX channels that allow users to control pan, tilt, pattern, laser on/off, and manual pattern effects. It can also be operated without a controller in sound active or master slave modes. Additionally, it features a 1/4" input for an optional remote control (sold separately). Sporting an updated sleek aluminum case, the Emerald Scan II not only looks cool, but makes it one tough cookie when it comes to life on the road.

The Emerald Scan II measures 11.5"L x 6.5"W x 6.5"H and weighs 6 lbs. It has an MSRP of \$449.95.

Mini Emerald Beam -- A scaled-down version of ADJ's best-selling Emerald Beam, the compact, highly affordable Mini Emerald Beam offers the exciting effects of its dazzling big brother -- at less than half the weight and price! The Mini Emerald Beam's 4.9mW laser uses eight spinning mirrors to create a myriad of breathtaking patterns, including the popular Liquid Sky effect. Easy to use, the Mini Emerald Beam can be operated in sound active mode or programmed via its two DMX channels. Weighing in at only 4 lbs, it's perfect for mobile entertainers wishing to travel light.

The Mini Emerald Beam includes a UL and CE approved 100-240V, 50/60Hz power supply. It measures 5"L x 7"W x 12"H and has an MSRP of \$419.95.

For more information, contact American DJ at 1-800-322-6337. Fax: 1-323-582-2610. Address: 4295 Charter Street, Los Angeles, CA 90058. Web: www.americandj.com. Email: info@americandj.com.

Multiple Section Rolling Rackmount System with SKB's New SKB19-R1400 Gig Safe

SKB Corporation's design engineers have solved the dilemma of transporting a rolling rackmount system that will fit in the back of your car with introduction of their new SKB19-R1400 Gig Safe and the SKB19-R3224 Roto Molded Skid and Wheel Set.

The SKB19-R1400 Gig Safe is a multiple part system that will accommodate the same rackmount convenience as the SKB19-R1406 Mighty Gig Rig when assembled with the SKB-REX6 Expander Rack case.

The new SKB19-R1400 Gig Safe features a 14U+ top rackmount that will allow for the deeper analog and digital mixers (Yamaha 01V96, Allen & Heath Mix Wizard, Mackie Onyx, etc.), as well as a greater vertical mixer depth. The cover is designed to fit over installed XLR cable connectors (top to rear mounted). The SKB19-R1400 Gig Safe features an oversized cushion grip handle for easier handling and it will accommodate the new SKB-AV14 Audio Video Shelf.

The SKB19-R1400 Gig Safe Rack can be attached to the top of the SKB-REX6 Expander Rack case from the new '07 family of GigRigs. The SKB-REX6 Expander Rack is deep enough to accommodate rack gear to be mounted on the front rack rails and additional rack gear mounted on optional rear rack rails for a total of 12 front and rear rack units on the bottom. For added convenience, the new SKB19-R3224 Roto Molded Skid and Wheel

Set secures to the SKB-REX6 Expander case for the same configuration of as the SKB19-R1400 Mighty Gig Rig

Rack System only in multiple units for convenient transport and backed by the SKB Million Mile Guaranty.

SKB19-R1400 Gig Safe will be available in August 2007 with a MSRP of \$359.99 and an expected Street Price of \$219.99.

SKB-REX6 Expander Case is shipping now with a MSRP of \$369.99 and a Street Price of \$219.99.

SKB19-R3224 Skid and Wheel Set will be available in August 2007 with a MSRP of \$169.99 with an expected Street Price of \$99.99.

For additional information on the new SKB19-R1400 Gig Safe, SKB-REX6 Expander Rack and the SKB19-R3224 Skid and Wheel Set, contact SKB Music Sales at 800-410-2024. www.skbcases.com.



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Monthly Music Charts

By JonesTM.com

Pop

- | | | |
|----|-------------------|-----------------------|
| 1 | Fergie | Big Girls Don't Cry |
| 2 | Sean Kingston | Beautiful Girls |
| 3 | Justin Timberlake | Summer Love |
| 4 | Rihanna F/ Jay-Z | Umbrella |
| 5 | T-Pain | Buy U A Drank |
| 6 | Plain White T's | Hey There Delilah |
| 7 | Maroon 5 | Makes Me Wonder |
| 8 | Elliot Yamin | Wait For You |
| 9 | Daughtry | Home |
| 10 | Shop Boyz | Party Like A Rockstar |

Rock

- | | | |
|----|-------------------|---------------------------|
| 1 | Ozzy Osbourne | I Don't Wanna Stop |
| 2 | Linkin Park | What I've Done |
| 3 | Papa Roach | Forever |
| 4 | Daughtry | What I Want |
| 5 | Finger Eleven | Paralyzer |
| 6 | Velvet Revolver | She Builds Quick Machines |
| 7 | Puddle Of Mudd | Famous |
| 8 | Three Days Grace | Pain |
| 9 | Rush | Far Cry |
| 10 | Breaking Benjamin | Breath |

Urban

- | | | |
|----|---------------------|--------------------|
| 1 | Fabulous | Make Me Better |
| 2 | Fantasia | When I See U |
| 3 | Rihanna F/ Jay-Z | Umbrella |
| 4 | R. Kelly With Usher | Same Girl |
| 5 | Lil Boosie | Wipe Me Down |
| 6 | T.I. | Big Things Poppin' |
| 7 | Hurricane Chris | A Bay Bay |
| 8 | T-Pain | Buy U A Drank |
| 9 | Plies | Shawty |
| 10 | Musiq | Teachme |

Country

- | | | |
|----|-------------------|---------------------------|
| 1 | Big & Rich | Lost In The Moment |
| 2 | Kenny Chesney | Never Wanted Nothing More |
| 3 | Keith Urban | I Told You So |
| 4 | George Strait | Wrapped |
| 5 | Taylor Swift | Teardrops On My Guitar |
| 6 | Jake Owen | Startin' With Me |
| 7 | Jason Aldean | Johnny Cash |
| 8 | Montgomery Gentry | Lucky Man |
| 9 | Rodney Atkins | These Are My People |
| 10 | Bucky Covington | A Different World |

The DJ Swap Shop

For Sale: Purchase the BPM List 2006 Edition today at bpm1list.com. Also pick up the Most Requested Songs Checklist, a great tool for client requests, at djmusiclist.com

Business For Sale: "All That Music", an Iowa based special event DJ business is for sale. 2 rigs with 2 PA systems, laptop computer with PCDJ music program, professional lighting trusses with multi lighting system, speakers, cables, wireless microphones, wireless headset, too much to list. Plus a 6'x10' cargo trailer. For inquiries call Jeff at 712-755-7784 after 6 pm Monday thru Friday or anytime on Saturday and Sunday or e-mail allthatmusic@harlanet.com. Asking \$5000 firm.

For Sale: 1 Technic 1200 Turntable, Used, Good condition. (954) 659-3472

For Sale: Used professional lighting truss

only (no lights). Heavy duty 200 pound capacity. Included is 2- 5 foot beams (total of 10 feet), 2 tripod stands, 2 cross bars, most nuts and bolts (some gone from use, but truss is very stable). This is not a crank up style truss. Cosmetic condition is listed as "Good" (some scratches). Asking \$25 + Shipping. Call Larry toll free at 1-888-487-8869 or email lj@thompsonentertainment.com

Help Wanted: We need someone to promote our services during the week, and perform events of all types on the weekends throughout Pennsylvania for an established company. Use your own equipment and music. E-mail resume and any work samples to lj@thompsonentertainment.com

Business For Sale: "DJs To Go Inc.", a Los Angeles based special event DJ business is for sale. Several options available. Call or e-mail for details and pricing. timb@877djstogo.com

com / 310 798 8711. Tim Benter

For Sale: Multi-system liquidation. Too much to list, to see what is currently available search craigs list in Minneapolis for key word "Blane". Anything from cheap foggers to high end DMX lighting systems, amps, speakers, mixers, mini disc, mp3, crank-ups, etc or call Blane @320-275-9777

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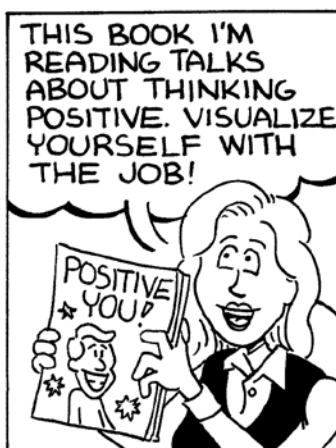


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