

## March 2015 MDJN Newsletter

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Sorry we're late this month!

It's been crazy behind the scenes here, with assorted Retailer open nights to attend as well as planning our first major Mobile DJ Show in the South of England!!

Mobile DJ Show South is being held at Lingfield Park Racecourse in Surrey on April 26th, it promises to be a show not to miss, with Workshops, Displays and Bargains. Full details are below, hope to see you there!!

A quick welcome to our newer members, thanks for choosing us and I hope we offer everything you were looking for. Don't forget there's more to us than just PLI, there are many other really useful benefits to being part of Mobile DJ Network, you'll find a list [HERE](#)

A quick reminder to our existing members, if your policy is due for renewal, it's still just £39.99 for a full year, and there's no need to apply again, just login and click RENEW!!

Just in case you've not found us on facebook yet, why not come and join over 7500 DJs on perhaps the largest DJ focussed facebook group.

It's a great place to spend some down time and see what's happening in our industry, find out about new equipment, music and what your colleagues/ competition are up to.

For those who appreciate the benefits of networking with colleagues, this is also an ideal place to get started! If you're not already a member, join up and take advantage of it:



MDJN also has a [google community](#) and a [twitter account](#) for you to follow and an [official facebook page!](#)

Our plans to be out and about near you continue this year, so do keep an eye out for our monthly Newsletter and of course events we post on the facebook group. More great articles, features and bargains again for you this month thanks to Robert and our industry partners, hope you enjoy it.

Pete Williams

## Upcoming Events

### Mobile DJ Show South

Mobile DJ Network is proud to announce that we are hosting a Mobile DJ Show at Lingfield Park Racecourse on 26th April 2015 and we'd like to invite YOU to be part of it!

Big Brands and Manufacturers

Top Local Retailers

Free Workshops on DMX & Lighting, getting the best from your sound system and DJ Pascoe on DJ Story telling

Free Workshop on getting the best from your sound system

DJ Pascoe on DJ Story telling, the main principle behind his new book

Big Prize Raffle

Show Only Deals

Product Demonstrations

Free entry for MDJN Members (non members just £3)



This will be the first show of its kind in the South of England and we firmly believe it's well overdue

and will be a popular event for Mobile DJs. We have secured 600 square metres of exhibition space at the prestigious Lingfield Racecourse, benefiting DJs with its central location just 15 minutes from the M25 and easy access with plenty of free parking, plus a bar and refreshments

During the afternoon there will be a series of workshops on subjects such as DMX, for both beginners and more advanced users wanting to try different control systems. Also a sound workshop where you can learn how to get the best sound quality from both your mixer and speaker system

Workshops will start at 14:00 and you'll need to book your place ahead of the show, although these are free to join!

The main show starts at 17:00. This initially offers you two hours to browse Exhibitor stands, followed at 18:30 by the first set of show wide demonstrations. Each Exhibitor will have an allocated spot during which they will talk about and demonstrate their products.

There's a facebook event which you may like to 'join' - <https://www.facebook.com/events/1389531278029992/>

Tickets will be available online soon. Remember MDJN Members get in free, but still need to register online for their free ticket, allowing entry to the main show as well as the workshops

## !!STOP PRESS NEW EVENT !!

Oasis Lighting and Sound are hosting a open evening on Wednesday the 18th of March from 6pm to 9pm at their Bristol store . ADJ, FBT and MDJN will be in attendance and we look forward to seeing members there.

Oasis Sound & Lighting

Unit 19

Windmill Farm Business Centre

Bartley Street,

Bedminster

Bristol,

BS3 4DB

Tel : 0117 966 3663 / 0117 963 7355

## MDJN Out & About

Last month admin Robert Griffiths was out and about the country and has been welcomed by DJs, retailers and manufacturers alike.

Coalville, what can I say? This event I have heard about for years a show where folks bring their speakers to a room and have a sound off ..MDJN were there to support this event and I personally was really pleased to finally put some faces to some names of fellow DJs I had been chatting to for years but had never actually met. so many great speakers and so many great folks. Debating what was good to each others ears meant for fun intense debate and also for many laughs, I myself picked up a bargain on the bring and buy table.

Later on the social aspect of the show came into force. As self employed Mobile DJs we can often feel isolated and that our struggles in business are for us alone, networking on this level is priceless and having fun with colleagues that understand your struggles too was unexpected benefit of an amazing event, well done to the organisers advanced event designs and thank you to FBT for all their help and support too and thank you Coalville attendees who made me feel so welcome.



## Discotechnology Show

By Robert Griffiths

I had never done an open night or show in Yorkshire before and boy did this make up for that!

Firstly I went to the Discotechnology store and what an Aladdin's cave of DJ goodies it is. A small but perfectly formed store with a plethora of interesting items, The lighting room housing some tempting candidates for my own set up and plenty of tried and tested products, products stocked because Discotechnology know they are the best in their fields from personal experience.

It would be negligent of me not to tell you how welcoming warm and friendly the folks at Discotechnology are. Being the Northerner I am the instant cup of tea after my drive was very welcome and I could see the kettle comes out for customers too always a good sign that a store wants to build a relationship with you and not just flog you something.

These folks care, they care they sell you the right thing and if there are any problems they will help. Richard the store manager explained his background and passion for music, for customer service and Simon was friendly quick witted and made me laugh several times. I liked Simon a hard working store owner not afraid to put the work in, he rolled his sleeves up and got stuck in loading vans up ready for the show. He had enlisted the help of the lovely Amy too and we all headed over to the venue for the show.

At the venue the ADJ team were already hard at work setting up an amazing display with the Vizi roller in particular standing out. Attendees started turning up as we were setting up and I don't know how FBT, ADJ and Simon and his dedicated crew did it but they had a full show set up and ready to go.

I was surprised at how well attended the show was and I met many good friends and found several new ones. The term strangers are only friends you have not met yet really applied at this show. The passion of folks to see new products to discover what was the latest items and of course Simon's legendary deals all made this one of my highlights of February.

I really do want to be invited back in the future as I genuinely had a great time and was welcomed by Simon his team and all the attendees. I can see now why folks love Yorkshire.



# Mobile DJ Network Guest Mixed

By Jon Whaite



March's mix features remixes & re-edits of the original soundtrack to the best disco related film ever "Saturday Night Fever".

If you are young and have never seen the film its a "Must See" movie. I hope you enjoy the disco journey, if you do leave a comment.

SATURDAY NIGHT FEVER REVISITED (A Northern Rascal Mix Production 2015)

Bee Gees – How Deep Is Your Love

Bee Gees – Stayin Alive

Walter Murphy – 5th Of Beethoven

Bee Gees – Jive Talkin'

Tavares – More Than A Woman

Yvonne Elliman – If I Can't Have You

Bee Gees – Night Fever

David Shire – Salsation

K C & The Sunshine Band – Boogie Shoes

Kool & The Gang – Open Sesame

M F S B – K Gee

Bee Gees – You Should Be Dancing

Trammps – Disco Inferno

Bee Gees – How Deep Is Your Love

**Listen to the mix** [HERE](#)

**Featured Retailer Discotechnology**



(if you would like to be featured, drop us an email)

1. Who are the main contacts at discotechnology?

**Simon Asquith and Richard Foster**

2. When was the company founded and where ?

**1999 in Liversedge, West Yorkshire**

3. How long have you been in business?

**15 years as Discotechnology Limited**

4 How has the business evolved over the years?

**We started as a purely DJ store and now we also supply live artistes and bands and we also install equipment in bars and clubs as well as supplying fitness centres, schools and colleges with sound and lighting equipment.**

5 How do you see your business evolving in 5 years time?

**Increasing our web presence and overhauling our website, generally building on the large customer base we have serviced so far.**

6 What do you feel you offer that your competitors don't?

**We regularly put on promotional events in conjunction with manufacturers and DJ organisations, showcasing new products in a typical sized function venue. We also offer "above and beyond" in-store customer service, regularly lending out replacement equipment to customers to keep them on the road whilst we are servicing or repairing an item. We are very aware that the mobile DJ needs to be just that, so we are committed to providing great back up for our customers 6 days a week ( sometimes 7 by appointment ! ).**

7 What do you feel would most improve the DJ industry?

**More positive communication and networking between DJs themselves. More acceptance from some venues and understanding that the experienced professional DJ is a vital part of everyone's success there.**

8 How have your suppliers changed over the years?

**A lot of suppliers now have a lot more strings to their bows, whether it is the amount of brands they own or distribute, or the different market sectors they now supply. There is a lot of choice out there now, but by the same token there are a lot of suppliers that sell items that are sourced in the same or similar Chinese factories, and badge engineered accordingly. We feel it is our responsibility to guide the customer through what we have discovered to be the best options available.**

9 Has Facebook and social media in general affected the way you do business?

**Yes, without a doubt. We need to be constantly keeping an eye on DJs wants and needs via social media and we feel it is an essential tool to promote our business and keep it in the public eye.**

10. What products or future products excite you the most ?

**We love lighting, sound and technology in equal proportions and you never know what will be invented next in this industry,**

so we just look forward to seeing the next great gadget or ground breaking idea aimed at DJs or live performers.

11. What is the most common customer error?

**Leaving it until the last minute, or until the night of the gig to try out their new purchase if it is a technology based item.**

12. What is the best thank you you have had from a customer?

**The best thank you that we can get from a customer is their personal recommendation. We still do 85% of our business through the doors of Discotechnology and many times this is through existing customer recommendations.**

13. If you could invent a product to sell what would it be?

**A affordable, tasty, low calorie snack that makes people want to buy products from Discotechnology.**

14. Which manufacturers do you feel support you as a retailer the most?

**As the one of the UK's Appointed Main Dealers of most major leading brands, we find that we have a very good day to day working relationship with all the companies we deal with, which is necessary to keep being successful in this industry.**

15. What tips do you have for DJs starting out and buying a new set up?

**Visit an independent retailer through either reputation or recommendation, tell them your budget and let them advise you accordingly.**

**(if you would like to be featured, drop us an email - [admin@mobiledjnetwork.co.uk](mailto:admin@mobiledjnetwork.co.uk))**

## Retailer Offers

Each month, we invite Retailers to provide offers to our members, here are the special deals for January.

**Here is something a little bit different for MDJN members....**



**Simon Banister** on our Facebook group is offering metal name plates for your flight case(s), available in mirror gold, mirror silver and white, these can be printed in any colour with your DJ name, contact details, and logo/graphics.

Size of these plates are 190 mm wide x 48mm high They are made of 0.5mm metal and printed using the latest technology meaning the print will not fade or scratch off. They can be attached either by a strong glue, heavy duty double sided tape or by a couple of small screws (holes are not provided but very easy to drill)

**£10.00 for 6 plates including delivery.**

**SPECIAL OFFER FOR MDJN MEMBERS BUY 1 GET 1 HALF PRICE**

Interested? email Simon Banister on [simon@thenprint.com](mailto:simon@thenprint.com) with your requirements and he will send a proof. For buyer protection he only accepts Paypal.

## Deckbooks

deckbooks



What an amazing offer from DeckBooks we have for you MDJN members. The discount works out at **35% off** yearly subscriptions!! This brings the price to only £104 for yearly subscriptions or only £8.70 for monthly subscriptions.

DeckBooks is a web-based event management and planning application running in "the cloud", meaning it runs in your web browser and there is nothing to download, update or install.

- Need to check event information on the way to an event, just load up DeckBooks on your iPad and you're good to go.
- Save time and money by sending digital contracts to your client. Simply add as many documents as you want to your e-mail template and send straight to your client. We store the name and IP address against each digital signature for verification. Never pay postage fees or loose contracts in the post ever again.

To claim this discount all you have to do is register for a free 14 day trial of DeckBooks, then send an e-mail with your MDJN number to [accounts@deckbooks.co.uk](mailto:accounts@deckbooks.co.uk), the helpful team at DeckBooks will contact you to validate and then they will activate the discount for you.

[www.deckbooks.co.uk](http://www.deckbooks.co.uk)

## Mastermix



**Mastermix are offering all Mobile DJ Network members a range of exclusive offers:**

- 10% off all products at [www.mastermixdj.com](http://www.mastermixdj.com) (physical & digital)
- Advanced tracklistings
- Exclusive news & information
- Additional special offers throughout the year

To get these benefits from Mastermix you need to send an email to [info@mastermixdj.com](mailto:info@mastermixdj.com) and include the following information:

- Name
- Address
- Email
- Home number
- Mobile number
- MDJN membership number

Once your details have been processed you will receive a confirmation email and then you can start enjoying all the benefits from Europe's leading DJ only music service.

Here are the offers for March.

**MASTERMIX**

FACEBOOK

TWITTER



## DJ BEATS VOLUME 28

Each month the collection grows to offer DJs the ultimate tool to help create new and innovative sets for their audiences. This album features 15 massive floorfillers including tracks from Tiffany, Madonna, Stevie Wonder, Duffy, Rod Stewart, Wham! & De La Soul.

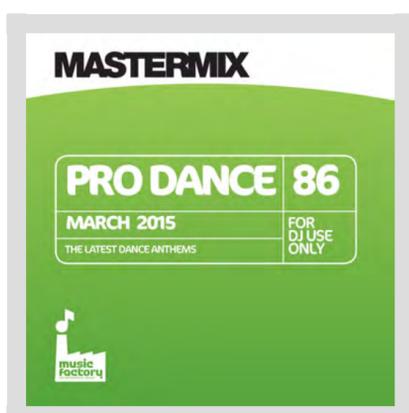
GET YOUR COPY



## ISSUE 345

10 exclusive mixes engineered for DJs to use as part of their set! This month including Funhouse Megamix pt.6, Massive Dance 2015, Ultimate Drum & Bass, Forgotten 60s, St. Patrick's Day Stomper plus Bruno Mars vs. Rihanna.

GET YOUR COPY



## PRO DANCE 86

This month we've the latest remixes from Giorgio Moroder feat. Kylie Minogue, Years & Years, Charlie XCX feat. Rita Ora & Disciples. Perfect for the DJ who wants the remixed versions of the latest pop/dance chart hits.



## PRO DISC 177

23 new releases including latest offerings from Jess Glynne, Cheryl, Years & Years, Take That, Pitbull, Calvin Harris, The Script, Same Smith & George Ezra. Perfect for the DJ who wants to play the latest hits in radio edit form.

GET YOUR COPY

GET YOUR COPY

TO SEE THE FULL TRACKLISTS VISIT  
[WWW.MASTERMIXDJ.COM](http://WWW.MASTERMIXDJ.COM)

## Discotechnology



Top ten Deals for MDJN members

- 1 – Yamaha Ultimate Support TS100B Air Powered Lift Assist Aluminium Speaker stands (rrp £124 each ) – only £150 pair
- 2- ADJ Inno Pocket Wash £189 each
- 3 – Wharfedale Titan 12D – 12" 300w lightweight active speakers – £420 pair
- 4 – ADJ Inno Roll HP – £289 each
- 5 – LD Systems GT Series GT15 SUB – 1000w 15" Subwoofers – £700 pair
- 6 – ADJ Event Façade ( White or Black ) with carry bag – £125
- 7 – LD Systems GT Series GT12A – 1000w 12" active speakers – £500 pair
- 8 – ADJ V-BAR PAK ( 2x RGBW 50cm bars with remote + carry bag ) – £120
- 9 – PROEL V SERIES V-15A 600w 15" active speakers – £575 pair
- 10 – ADJ DOTZ T-PAR System £250

**ALL OFFERS ARE SUBJECT TO AVAILABILITY WITH LIMITED STOCKS.**

### Discotechnology

479 Wakefield Road,  
Liversedge,  
West Yorkshire,  
WF15 6BL  
01924 400700



## DJ dealer continue to support MDJN with a whole hidden page of web deals for Members!!

Just click the picture below to see the hidden page on the DJ Dealer site!

### CLICK FOR MDJN SECRET OFFERS!!

2x ADJ INNO SCAN LED (One Ex-display)	4x ADJ QA5 Bar & 1x Free RGBW8C	4x ADJ QA5 PAR & 1x FREE RGBW8C
£575.00	£1,050.00	£999.00
ADJ InnoRoll HP (Pair)	ADJ InnoScan HP (Pair)	1 Pair of ADJ JellyDome
£725.00	£725.00	£220.00
ADJ Mega TriPar Profile (x4) + Carry Bag	ADJ WiFly RGBA Mega Bar (LAST 6)	ADJ X MOVE LED 25R (Pair)

Please e-mail Jack Wilson directly at [jack@djdealer.co.uk](mailto:jack@djdealer.co.uk) or give DJ dealer a call and ask for Jack for these deals as they won't be available online and they are purely for MDJN members !

Dj Dealer

DD : +44 (0) 1634 661504

T : +44 (0) 1634 685500

[www.djdealer.co.uk](http://www.djdealer.co.uk)

DJ Dealer

Unit 10 Laker Road,

Rochester,

Kent,

ME13QX

<http://www.djdealer.co.uk/>

Tel: 01634 661504

## Pro IEC

We often get asked who is that guy who does the quality IEC Connectors and mains leads on the MDJN facebook group, the answer is Paul Comber of Pro IEC, just give him a call please mention MDJN when placing an order.



ProIEC & Kent PAT Testing

T/A Paul Comber

9 Taylor Road,

Snodland,

Kent,

ME6 5HH

[www.kentpattesting.com](http://www.kentpattesting.com)

Tel:01634 564130

Email: [info@kentpattesting.com](mailto:info@kentpattesting.com)

Twitter @kentpattesting

Facebook [www.facebook.com/kentpattesting](http://www.facebook.com/kentpattesting)

## needadisco



needadisco have been great supporters of MDJN and its members for some time now

If you're looking to increase your client enquiries, then check out their website, and once you've decided to go ahead (we think you probably will!) then you'll be pleased to know you get an extended membership period as a MDJN member

needadisco.com delivers thousands of quote requests to its members every single week. It had £1,420,798 of confirmed bookings in 2014 via the site.

You also get great discounts off their assorted add-on services! There are also some additional offers for our DJ colleagues in Ireland too!!

[www.needadisco.com](http://www.needadisco.com)

Do have a look at what our supporting retailers are offering, they have some great deals for you, and we hope they will continue to bring you more every month!

## It's Showtime!

We are really excited about Mobile DJ Show South, with many of the top Brands we as DJs buy, and some things we only dream about, it's shaping up to be a show not to miss. The DMX workshops we think will be really popular, for many DJs DMX is still something that looks expensive and complicated. We hope to dispel those myths and help you on the road to easily creating amazing light shows for your events and clients!

Have a great March, and keep an eye out for more Show news soon...

Pete & the Team



Copyright 2019, Mobile DJ Network | To find a great DJ head to [www.findamobiledisco.co.uk](http://www.findamobiledisco.co.uk)