

## May 2016 MDJN Newsletter

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What a crazy April! Frankfurt Show, Mobile DJ Show South, launching our new Photo Booth PLI offer, working on our new website, plus of course the start of Wedding season all helping to make our Team's lives very hectic.

All this means that our Newsletter is a little later than the planned 1st of the month again, however hopefully a good read which gives you a chance to relax for a few minutes and catch up with what's happening in our industry

Just in case you've not found us on facebook yet, why not come and join over EIGHT THOUSAND SEVEN HUNDRED DJs on the UKs largest DJ focussed facebook group.

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 still 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 MDJN's industry partners, hope you enjoy it.

## MDJN MEMBER NEWS!

### Photo Booth PLI

Last month we launched the fact that Mobile DJ Network now offer PHOTO BOOTH PLI as well!

This is either as a bolt on to your existing policy for just £20, or as a stand alone Membership policy at just £39.99

Members can now login and edit their details to add Photo Booth to their existing Membership (and pay the £20 via paypal as usual). This will give you specific cover for your Photo Booth when you are not DJing at the same event.

This is such a bargain and means that no longer do you need to present your DJ policy and pretend it covers the booth when it's on its own. Now you can have the combined policy to cover both aspects of your business independantly

You'll notice that your policy now has a different format, detailing what you are covered for, so download your new copy now!

## Mobile DJ Network News



If you have an iPhone or iPad, then you may already have been using the 'News' app to keep up to date with what's happening in the world.

If not, then launch it (it's already on your device) select any news source to get started, then search for Mobile DJ and you'll find our news feed for Mobile DJ Network!

Here is where we will constantly update developments within MDJN as well as news and offers from Retailers and Manufacturers as well as industry news of interest to Mobile DJs.

If you would like to write an article then we'd love to publish it for you! Send it over by email in pretty much any format and we will re-format for the App. You can include pictures and even video, so get your thinking cap on, and send us something you think will be of interest to other Mobile DJs and be part of it!

# Mobile DJ Network Approved Vendor Scheme

As Mobile DJ Network has expanded we have tried to keep advertising spam off the Facebook group, which led to us creating rules to avoid spammers, However these rules seemed tough on the decent businesses, both manufacturers and retailers alike who supported MDJN, and those decent businesses that have a contact on the group who actively engaged with our members and admins on the Mobile DJ Facebook group. It also stopped many genuine offers from good retailers and manufacturers.

It seemed our efforts to keep out the eBay drop boxers and fly by night so called manufacturers was actually a barrier to the folks we wanted to encourage.

With this in mind we are happy to announce our BRAND NEW "APPROVED VENDOR" scheme.



"Approved Vendors" have to meet certain criteria to qualify for Approved vendor status and to be allowed to use the new approved vendor logo above.

## Retailers.

- Have to have a physical store a customer can visit and where you can listen and see products that the retailer can demonstrate.
- Have to have held a MDJN open night or supported a show night, this means a member of the MDJN team has actually inspected the premises.
- The retailer has to have a contact on the MDJN Facebook group who will answer questions within 24 hours.
- The retailer has to have a good reputation of customer service.

## Manufacturers

- Must have an employee willing to engage with members on the Facebook group.
- Must have supported a MDJN show night or open evening with a retailer.
- Must sell products through quality retailers or have an impeccable customer service record if you deal direct (Ebay only will NOT be acceptable).
- Offering competitions and prizes to our members is not compulsory but will always be appreciated.

All these criteria are for a mutually beneficial relationship to help promote the quality retailers and manufacturers in our industry and so MDJN members get to deal with companies they can trust.

MDJN reserve the right to remove the approved vendor status if we feel there have been breaches in our required standards.

We hope that this new scheme will benefit both our Members, Vendors and the Industry as a whole, so when you're shopping for new gear or services, just look for the Approved Vendor logo!

# Mobile DJ Show South

by Robert Griffiths

Sunday the 24th of April 2016, saw the second Mobile DJ Network Show South, after the great success of the show we were once again back at Lingfield Park Racecourse. Once again Mobile DJ network was offering educational sessions and an exhibition room featuring demonstrations and a massive prize giveaway, the show was again a feature-packed day for all the DJs who attended.



The day began with seminars in the separate suites at Lingfield, while the exhibition room for the main show opened an hour later. The first two sessions were presented by Mobile DJ Network's founder Pete Williams; He set about trying to explain in layman's terms the very basics of DMX for beginners.

He was so enthusiastic his DMX courses over ran a little, but such is the passion for education and drive to offer help and assistance that time soon flies by when you are truly engaged in a subject many positive comments from attendees of the workshop prove this was a workshop well worth doing.

Jono Heale from ACS then spoke about the importance of sound safety in preserving your hearing. He also later on in the main show gave a brief recap about this workshop in the main room.

Former SEDA Chairman, Brian Mole was next on the star studded list of speakers. Brian tackled the often tricky topic of pricing in his workshop entitled 'You Can't Get That 'Round Here'.



But that was not all, the enigmatic Avtar Thethy from venue dressing and exhibition company LED Factory, was next explain how his products and services can be used and hired in to enhance events and be used as a great profit stream and upsell for mobile DJs.

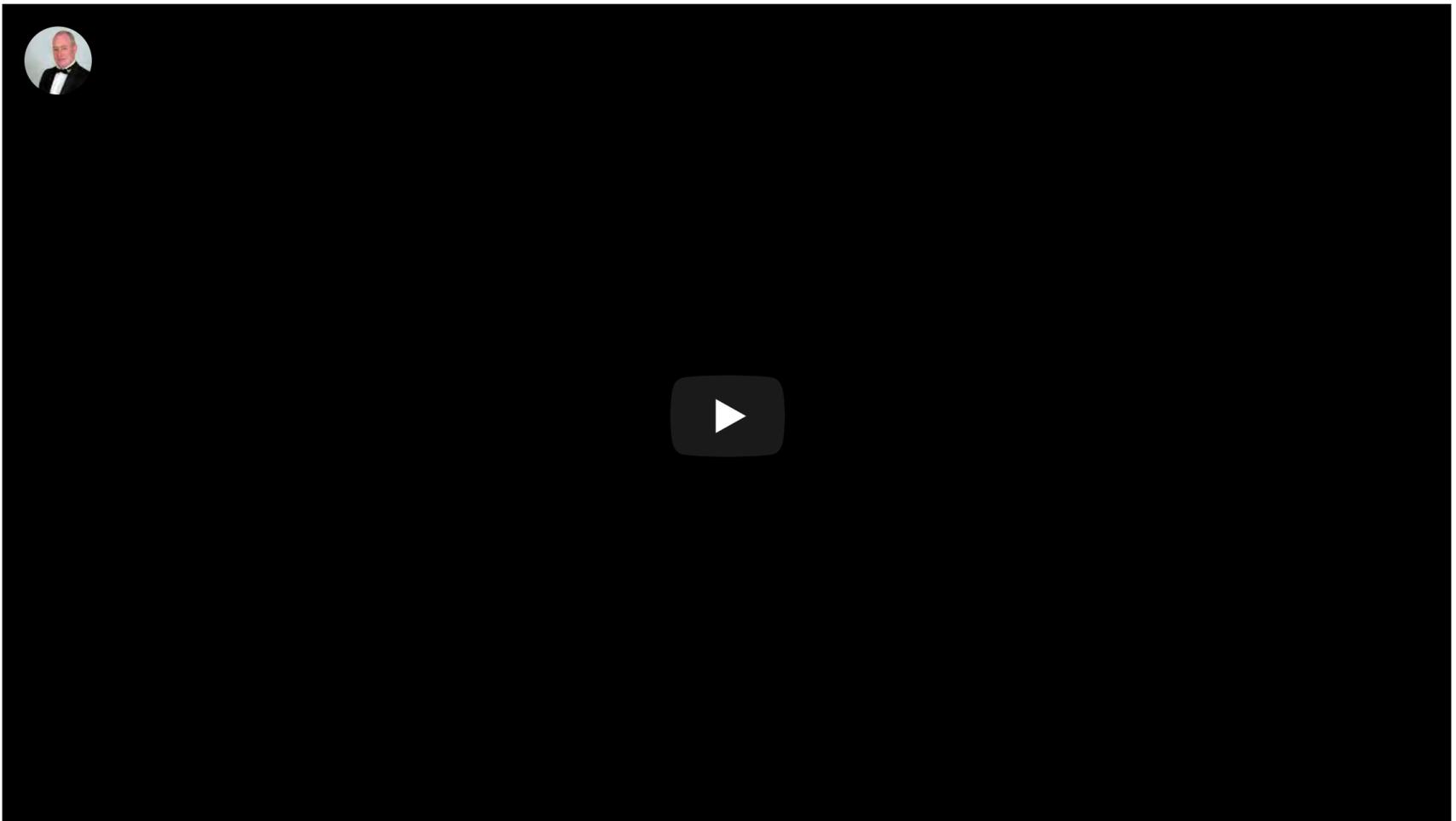
The final seminar of the afternoon, Sound – Cutting The Bull, presented by industry expert Kevin McNally this talk was moved into the main exhibition room, as the other workshops had ran over time (Cheers Pete). This meant that the visitors could listen while they browsed the exhibition stands, and also meant that Kevin could incorporate a demonstration of one of FBT's sound systems into his presentation.

A true professional can work on the fly and we tested Kevin's abilities to the max, Thank you so much Kevin.

After the final seminar, a microphone was then passed round by MDJN's trained Northerner Robert Griffiths to every representative from each company exhibiting. This allowed each company to introduce themselves and explain a little about what they have to offer, and for the crowd to be confused by Robert's strange Mancunian accent (Pete still has no idea where Mancunia is).

First up from the exhibitors was our good friend Ian Forest the Chairman from SEDA, followed by a representative from KAM, who introduced the brand's new range of radio mics along with some exciting lighting fixtures. Next was Stuart MacLennan from Subsafes who exclusively announced that a generic version of the Subsafes will soon be available without custom branding and at a much lower price.

## Here's the video



The microphone was then passed to Andy Dykes from Paladin Innovations who talked about the latest developments in his range of aluminium lightweight portable DJ booths and his excellent mirror ball stands.

Alex Taylor of DJ Event Planner was up next who explained the trail and discount MDJN members can get with DJ Event Planner.



Eddie Short was next and he introduced Pro Mobile magazine and explained the competition where one lucky entrant would win a pair of IMG STAGELINE Spot Washes.

Many were waiting for Ian Webster representing ADJ as they had some amazing fixtures on show. Ian demonstrated a number of the brand's latest lighting products including the new Ninja 5RX which was shown for the first time in the UK and this generated lots of interest from many DJs.



Finally, for the first session, it was the turn of Guy Naphine and Mark Parkhouse of FBT. This involved Mark playing a selection of tracks on four different speaker set ups from different price points across the FBT's range, while Guy spoke on the mic to explain the key features of each system.



A short break followed, which gave visitors the chance to head out to the car park and try their hand at riding a mechanical bull! Thankyou Andy Stapleton!

After the little break it was back in the exhibition room, Next upon the mic was NADJ chairman Alan Marshall for the second half showcase from exhibitors.

Alan Leach the owner of Speedquizzing explained the revolutionary new quiz system that's taking venues by storm the unique wireless general knowledge quiz system offered by Speed Quizzing.

We had two retailers at the show to give excellent offers to all who attended first up from the retailer was DJ Dealer, followed by manufacturer representative Denis Phoenix from Laserworld UK. Denis demonstrated a selection of laser products and also explained that the company will now also be distributing the Athletic range of stands and trussing along with Road Ready portable staging.

Bert Harding from Prolight Concepts proudly showed off some of the new products in the Equinox range which were high feature fixtures yet incredibly affordable.

Avtar Thethy from LED Factory was the exhibitor in the final straight to take the mic, then it was our second retailer DJ Superstore with Josh explaining all about their offers.

Many people (including our Show Team) had a go on the Rodeo Bull that Andy Stapleton kindly brought along, great fun for everyone and of course it's available for you to hire as an add-on service!

Although a long day it seemed to whiz by and before we knew it, it was then time for the prize draw raffle, which featured over £1000 worth of prizes donated by all the exhibitors.

Finally, the event ended with a spectacular DMX controlled lightshow programmed by Pete Williams.



We would like to thank each and every person who attended the show as an Exhibitor, Workshop Presenter or Visitor and especially all the background folks who did so much yet never get thanked normally, without all involved it wouldn't be such a great event.

Here's to Next year!

## Mobile DJ Network Guest Mixes

### By Jon Whaite



Here is my homage to Prince, 14 of my favourite hits and LP cuts blended for the dancefloor. Its been a shocker of a year 2016 for artistes passing but the music will outlive us all. I have memories relating to the purchase or playing "out" of all these tunes i hope they bring back good memories for you too. Enjoy the next 48 minutes.

Prince Musicologymix features :

Sign Of The Times

Ballad Of Dorothy Parker

Musicology

Gett Off

Money Don't Matter

Kiss

Purple Rain

Raspberry Beret

1999

Little Red Corvette

The Future

I Wanna Be Your Lover

Erotic City

When Doves Cry

[CLICK HERE TO LISTEN TO JONS MIX](#)

## Manufacturer/Supplier News

### ACS Custom Hearing Protection



## Discount Offer – 15% off ACS Custom Hearing Protection

Your ears are a sensitive organ that can be damaged if exposed to excessive noise levels. Excessive exposure can make you experience temporary deafness or a ringing sensation in your ears that may take a variable amount of time to recover. Too much and it may become permanent damage that is both painful and stop you performing.

The volume, duration and proximity of the noise source influence what is recognised to be excessive so the steps to protect yourself is to minimise as much of that as possible. The likely outcome is needing some good quality, custom moulded ear plugs that help dampen the levels entering the ear and prevent damage happening in the first place.

ACS Custom is a UK company that started in 1994 specialising in hearing conservation for those whose livelihoods depend on it. They know what musicians and DJs need and have also attended the annual BPM show for many years.

Their custom moulded PRO range is ideal for mobile and club DJs and MDJN members now get 15% off using DISCOUNT COUPON CODE: 15MDJN062016

Most DJs choose the PRO 17 model. With the flattest response filter in the range it gives a flat 17dB protection across low, mid and high frequencies. This allows you to perform comfortably whilst considerably reducing your exposure.

Click here to read more and place your order: <http://acscustom.com/uk/product/acs-pro17/>

15% discount code valid for ACS Custom PRO Series hearing protection & IEMs excluding Live Pack

## Tunerequest

Requests, a way for a client to offer guidance to their DJ on their musical tastes, and a way for a DJ to engage with their client and their guests. Integral to most events, requests can help a DJ shape an event to suit the needs of their client.

Do you take requests from your clients for their wedding, parties, bookings and events? Do you use paper or email lists that need you to compile and order them before the event? Are you looking for a free, easy to use, straight forward system? Presenting TuneRequest.com

TuneRequest is a web based platform that allows a DJ to manage requests for all of their upcoming events and bookings from one location. Easy to use for DJs and guests TuneRequest.com is FREE, free for the DJ and free for the guests. So how does it work.....

1) Go to [www.tunerequest.com](http://www.tunerequest.com) and register with us

2) Create an event/gig

3) Share the unique URL for your event with your customer/client or social media

4) Login to [www.tunerequest.com](http://www.tunerequest.com) to manage the request lists for your events

It really is that simple! Designed by DJs, with input from DJs, Tunerequest is poised to become the leading music request management software. Feedback has been very positive to date with users in the US, Australia and Europe and we want to get you, MDJN members and UK DJs on board.

Please visit us at [www.tunerequest.com](http://www.tunerequest.com) – register, become a user, and help us to help you manage request quicker and easier.

## Retailer Offers

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

## 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 lose 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

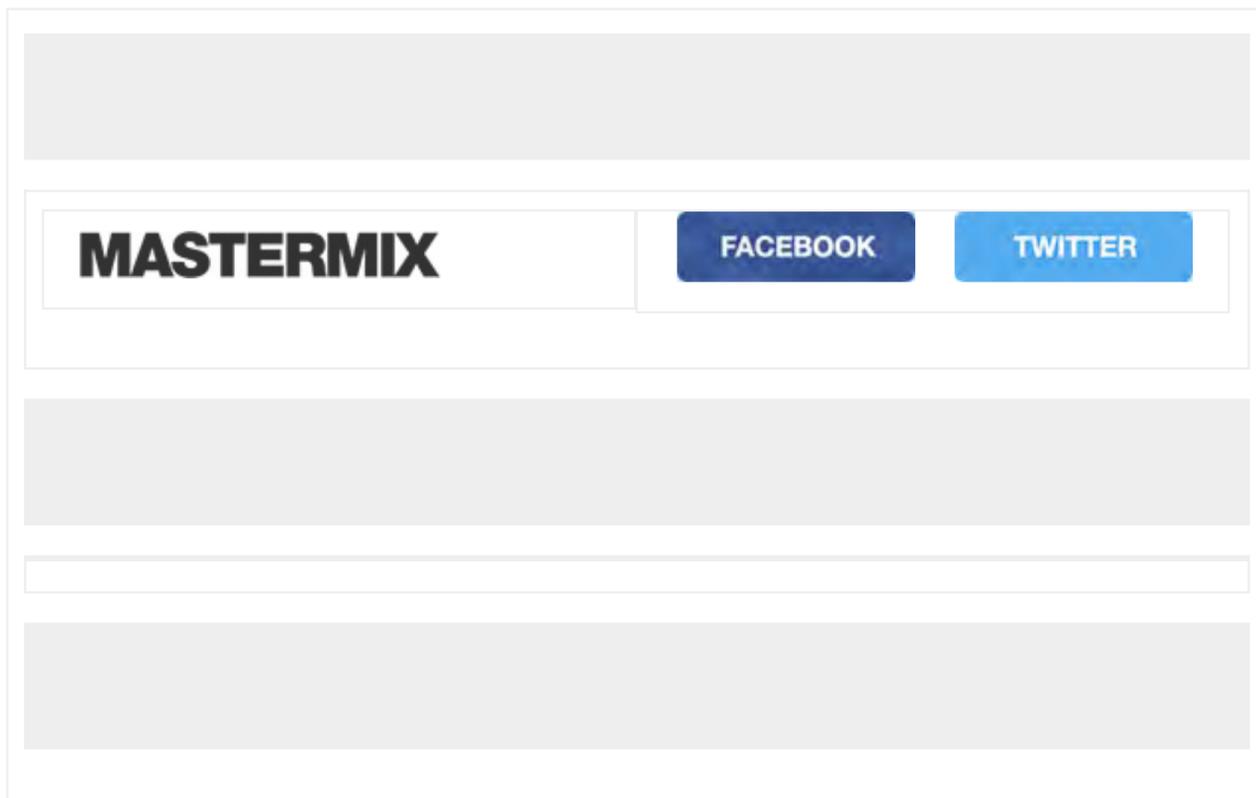
**Mastermix** are offering all Mobile DJ Network members a range of exclusive offers:

- 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

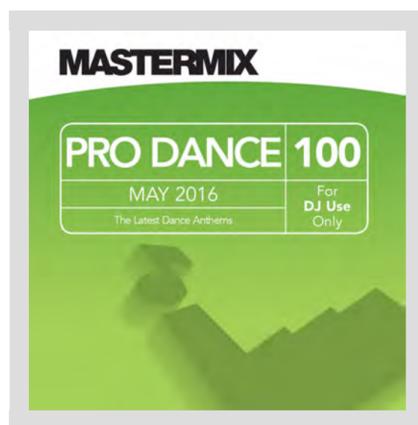
Once your details have been processed you will receive a confirmation email and then you can start enjoying all the benefits from Europe's leading DJ only music service.



## DJ BEATS VOLUME 42

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 Avicii, Jason Donovan, Kim Wilde, Five, Irene Cara & Michael Bublé. 8-bar added intro and outro beats help you to create perfect transitions! Un-mixed.

GET YOUR COPY



## PRO DANCE 100

The biggest hits & new releases in remixed form. This month's release features latest remixes from Sia feat. Sean Paul, Shura, Selena Gomez & Galantis. Perfect for the DJ who wants the remixed versions of the latest pop/dance chart hits. Un-mixed.

GET YOUR COPY

## ISSUE 359

10 exclusive individual mixes for DJ use only including Chart Mix: May 2016, Mashed Up: Reloaded pt.1, Triple Tracker: Chartbreakers, The Funhouse Party Megamix pt.20, Music For Food pt.4 & Urban Pop Shakedown 2016 pt.1. Buy the full album or download the individual mixes you require. Mixed.

GET YOUR COPY



## PRO DISC 191

22 new releases including latest offerings from Rihanna, Galantis, Jason Derulo, Drake feat. Wizkid & Kyla, Kygo feat. Kodaline, Taylor Swift, The Vamps feat. OMI. Perfect for the DJ who wants to play the latest hits in radio edit form. Un-mixed.

GET YOUR COPY

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TO ANY COMBINATION OF THE MASTERMIX  
MONTHLY PRODUCTS!



FOR AN EXTRA £5 PER MONTH PER PRODUCT, RECEIVE BOTH  
THE CD & **PRE-RELEASE** DIGITAL DOWNLOAD VERSIONS!

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

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Kent PAT Testing & Electrical Supplies Ltd T/A ProIEC



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.



Paul from ProIEC sent MDJN some of his connectors to review here is the result just click the image below to see the [review on youtube](#)



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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 improve your web exposure and increase the number of client enquiries you receive, then check out [needadisco.com/join](http://needadisco.com/join) where you'll find annual subscriptions from as little as £59 .

Once you've joined, make sure you add your MDJN membership number to your profile. This will keep your PLI status up to date automatically AND entitle you to a 10% discount on all future needadisco renewals and upgrades whilst you remain with MDJN.

In 2015 needadisco members secured over £2m worth of business as a direct result of being listed. On average, each member will

convert around £5,500 of business this year plus ongoing referrals and word-of-mouth bookings that will no doubt follow.

SPECIAL OFFER for first time members:

Use the offer code 25OFF to get a 25% discount on your first subscription! That's a whole year's worth of advertising and enquiries from your local area for less than £45...

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

## No rest for the wicked (apparently we are wicked....)

After a very busy period behind the scenes, our focus for the Team during the next month will be perfecting the new website. It's coming along very well with an exciting new look, and facilities we think our Members are going to really get involved with). That plus of course running our own DJ Businesses as we hit the Wedding season.

Thanks again to everyone who was involved or attended the Mobile DJ Show South, we'll keep you posted about our upcoming Northern version of the show in November

Have a busy May and stay safe!

Pete & the Team



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