

The Sheet

Lights, Sounds, Action with BMG Sales



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Did you know ?

Which Senior Execs at Pro Audio manufacturers were college athletes?

- Tom Hansen, VP Sales of the Pro Audio Group, Telex Communications is a graduate from Univ of Minn, where he was on the wrestling team.
- Bob Laino, VP Sales for Chauvet Lighting is a Penn State alum, played football and was coached by none other than Joe Paterno himself.

Coincidence you think?

El Jefe's Corner

Hello and happy holidays to all. As you read this issue of the BMG Sales newsletter, you can see that we were thrilled to be part of LDI 2006 for the unveiling of so many new and exciting products. Now, even better, those LED lights from Chauvet are starting to roll into circulation. The LEDrain 36 and 56, COLORsplash 200B, Q-Dream and more are available now. Simply call the BMG Sales office and talk to any one of us to place your orders.

Just as we catch our breath from one show, we start gearing up for the next one. With winter

LDI 2006

LED



COLORsplash 200B



LEDrain5



LED Techno Strobe RGB

Dateline October 2006, Las Vegas, NV – LDI 2006

As most of you know, LDI, the Premier Lighting Show in the industry, was recently held in Las Vegas, NV from October 20th – 22nd.

Chauvet had a very impressive booth featuring the much talked about DVwall. No doubt it generated a lot of interest. Chauvet sold 2 walls at the show that were the same size as the wall above the booth – a huge 4X3Meter wall (approx 13'wide x 10' high).

Other products making their debut were the LED Techno Strobe family of panels, Wireless DMX, Thruster LED, LED Wash, COLORado3, Intimidator Spot, Spectrum 575, various rain lights and the long awaited, much anticipated Colorsplash 200B.

BMG Sales would like to take this opportunity to thank all of our valued customers who took the time to make appointments and stop by the booth.

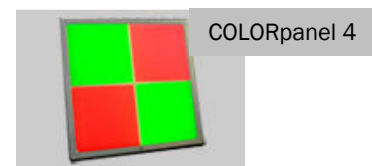
Of course, since we were in Vegas ... there was a "roll the dice" special! SLD Lighting had the honor of being the first customer to roll the dice and receive an additional 6% discount on their show order. Way to go Glenn & Howard!

All in all, LDI 2006 was a great show with great products. Club Chauvet was a big hit. The bar area featured the EQ tubes as the front panel with the DVwall panels as the top.

EV provided the sound in the booth using the SXA250 speakers. Many commented on the sound saying that the music selection was pleasing AND, even more importantly, the speakers sounded great. As Bruce told a customer, quality follows quality....a reference to the fact that EV used Chauvet lights in their booth and Chauvet used EV speakers, mics and amps in their booth.



EV SXA250



COLORpanel 4

just around the corner, before you know it, it will be time for Winter NAMM 2007. I hope by now many of you have your air and hotel set up for this great show. NOW, it's time to get your appointments booked so you can make the most of your NAMM time, with personalized booth tours, time to fully understand and see new products and more. You'll see BMG Sales at the Telex, Chauvet and Grundorf booths – please call the office and talk to Nadene to get your NAMM appointments scheduled with BMG Sales and any of these manufacturers.

In the area of "as we grow, we grow stronger", I'm pleased to announce that Paul Morini has joined the BMG Sales team as of Dec 1, 2006. See page 2 to get the 411 on Paul.

Finally, I wish for each of you, your family and friends a happy, healthy and safe holiday season. I look forward to working with you in 2007!

Turn the volume up, *Bruce*

The Calendar

Jan 18-21, 2007 – Winter NAMM,
Anaheim, CA – look for the BMG
Sales Team:

Chauvet - Booth # 7413

Grundorf - Booth # 6890

Telex - Booth # 6571

BMG Sales – Team News

The BMG Sales Team just got bigger and stronger with the addition of Paul Morini. Effective Dec 1st, Paul joins the team as Pro Audio Sales Manager. Paul brings over 15 years of experience in the Pro Audio business. Many of you may know Paul from his days at Crest Audio, Dale Electronics and Pro Mix. Paul will be focusing on servicing the Sam Ash and Guitar Center needs in our territory. Paul's extensive experience with consoles, touring sound and system design will also be a valuable asset for BMG to help us meet our clients' need now and into the future.

Paul can be reached on his cell at 805.451.5445 and via email at paul@bmg-salesnj.com. Welcome Paul!

NEW PRODUCTS FROM CHAUVET

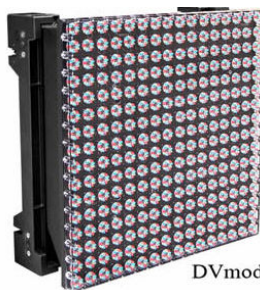
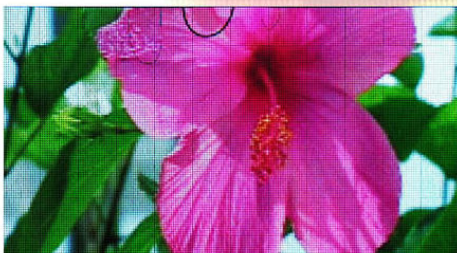
To recap from the main news article on page 1, here is a quick look at all the Chauvet products that debuted at LDI:

- LED Techno Strobe panels available in UV (TFX-UVLED), Strobe (ST3000LED), & RGB (ST4000RGB)
 - COLORbank LED contains 4 LED fixtures in one package. Ideal for bands and wall washing
 - COLORTube EQ LED tubes in packs of 4 that represent the bands of graphic EQ. Can address up to 32 channel EQ
 - LEDrain 36 fixture narrow beam, white light
 - LEDrain 56 fixture, RGB, 7 channel DMX - very bright
 - COLORplash 200B, LED fixture with 196 LEDs, DMX
 - COLORpanel 4, LED fixture for wall mounting
 - LED DuraStrip, White LED strip, 12 LEDs per foot
 - Intimidator 2.0 HTI, scanning fixture with gas discharge bulb
 - Intimidator spot, Ultimate moving head for the mobile DJ!! Weighs approx. 14 pounds, 7 channel DMX
 - Q-Dream, 5 channel DMX fixture with color and GOBO wheels
 - THRUSTER, LED fixture creates runway effect as well as strobe & chase
 - Spectrum 575, architectural wash light, IP-65 rated for outdoor use
- AND, last but certainly not least ...
- DVwall HR Display System

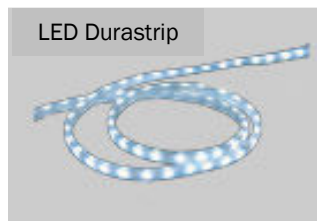


Stop by BOOTH #7413 at Winter NAMM to see these exciting new products & more!

DVwall HR Display System



DVmodule HR



LED DuraStrip



Q-Dream



BMG
SALES

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Holiday Schedule info from our manufacturers:

Chauvet Lighting is closed from Dec. 23rd – January 2nd. Last day to order for shipment before year end is Wednesday, Dec 20th.

Telex Communications is closed on Dec. 25th and 26th and Jan. 1st.

Grundorf Corporation is closed on Dec. 25th and Jan. 1st.

Visit us on the web at:
www.bmg-salesnj.com