

The Sheet

Lights, Sounds, Action with BMG Sales



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Did you know ?

- EV Mics are so durable that they were originally known as Buchanan hammers. That name comes from the factory in Michigan that made the first mics. The legacy of durability continues, with EV offering an industry best, 3 year warranty on mics.
- The manufacturers' lines we represent love to put your name in lights (no pun intended, Chauvet!). All you need to do is send us digital photos of your event, store display or new club and we'll get them in the right hands.



Dateline January 2007, Anaheim, CA – Winter NAMM 2007



COLORado 3

As most of you know, Winter NAMM was recently held in Anaheim, CA from January 18th to 21st. There was plenty of music to go along with the NAMM tagline “believe in music”

Telex hosted a party at the House of Blues. Featured performers were Twisted Sister and Los Lobos. Twisted Sister was using the EV Cardinal mic – very rugged, ideal as a vocal mic and with a classic look.

In the Telex booth, The Lonesome Spurs performed, using the RE-2 wireless system as well as the RE-410. They were warmly received by attendees.

New products were showcased by all our manufacturers. Here are just a few highlights:

In addition to the Dynacord D-Lite system, highlighted on page 2 of this newsletter, Telex showcased new amps at NAMM. The Dynacord Power H series and EV Tour Grade (TG) series made their debuts. These are the most powerful amps, aimed at the concert and touring market. These amps feature Class H architecture with a dedicated third rail. This and other features allow for 30% headroom and incredible performance.

Telex also released a Tour Grade wireless system to compliment the new amps - the RE-V UHF based system. Used on tour by professionals such as Gretchen Wilson and Kenny Chesney, they continue Telex's reputation in the field of wireless communication.

After a strong new showing at LDI 2006, Chauvet came in to NAMM'07 with even more new products. The Chauvet booth had 1200 watt pieces, the COLORADO 3, Wireless DMX and a new case for all moving heads, allowing greater flexibility for mounting on trusses.

All in all, NAMM'07 was action packed, informative and entertaining!



El Jefe's Corner

I hope the 1st quarter of the new year is going well for all of you. We started the new year in a big way with NAMM 2007. Steve, Paul and I were thrilled to be able to meet with so many of you at the show. It was a great opportunity to see new products in action from our manufacturers. Just a few of those products are highlighted in this issue – namely, the Dynacord D-Lite system from Telex Communications and the VUE family of LEDs from Chauvet Lighting.

Personally, I was extremely proud to accept the award for

Rep Firm of the Year from Chauvet Lighting. I want to thank each of you for helping my team make that happen. Chauvet will continue to innovate and perform in the lighting arena and BMG Sales will continue to work with each of you, bringing both the rock solid performers and the newer LED entries in the line to you. Together, we're looking forward to a successful 2007.

Speaking of 2007, this is the year of training. From our manufacturers' corporate HQ to local events and right at your locations, we want to bring you the materials and knowledge you need to learn about new products, reinforce the benefits of the “good, old” products and enable you to fully serve your clients. Check out the Chauvet Interstate Tour – packed with demos of new products, seminars and training. Ask my team about Telex microphone specific training and more. BMG Sales is here to help you be successful. If we don't know the answer, we'll get it for you.



Turn the volume up, *Bruce*

The Calendar

March 4-7 – Nightclub & Bar Show, Las Vegas, NV – look for BMG Sales at the show!

Apr 9-10 – Chauvet Interstate Tour & Training, Atlantic City, NJ – call BMG Sales for more info. To register, see more info in the Chauvet Product News article.

NEW PRODUCTS FROM CHAUVET

On the heels of an outstanding LDI2006 show, Chauvet introduced some incredible new lights at NAMM. First and foremost are the new Vue family of lights. These one of a kind, LED effects lights come in three sizes – the Vue I, Vue II and Vue III. All come with DMX on board, a 2 year warranty and are available now to satisfy demanding applications.



Vue I



Vue II



Vue III

All in all, between LDI and NAMM, Chauvet has released 39 new products. That's a lot of innovation! In line with the 2007 theme of training, Chauvet has just unveiled the Interstate Tour. This is a fantastic opportunity to move your lighting knowledge, programming skills and sales to the next level. You'll learn more about the DVwall, get hands-on training and more in this intensive 2-day workshop. Locally, the Chauvet Interstate Tour is scheduled for April 9-10 in Atlantic City, NJ. To learn more and register, go to this link on the Chauvet web site: http://www.chauvetlighting.com/fixture_tables/roadtrip.shtml and for any questions, call the BMG Sales office. The BMG Sales team will be at the workshop and we hope to see you there too.

PRODUCT HIGHLIGHT FROM TELEX – DYNACORD D-LITE 2000

The Dynacord D-Lite 2000 system from Bosch Communications Systems was demoed at NAMM2007. Editor's Note: See the "What's in a Name" sidebar below for more on Bosch. Here are the D-Lite 2000 system's features at a glance:

- Compact high-powered satellite system
- Components include: PowerSub 315, two D-12 satellites and two PSS 408 cables
- Manufactured in Straubing, Germany
- Packs a wallop thanks to a 1000W amp + a patented, integrated high speed laminar vent on bottom of sub
- Perfect system for solo entertainers and small live bands
- Ideal for fixed installations in schools, bars & restaurants
- Great for mobile DJ events and multi-media applications
- Power: 2000W (1000W sub + 2 X 500W satellites)

For more information, and pricing, contact the BMG Sales' office.



What's in a Name?

In the Fall of 2006, Bosch Systems finalized its acquisition of Telex Communications Systems. With that event, the Telex, Electro-Voice, Midas, Dynacord and Klark-Teknik brands became a part of the Bosch Communications Systems family of products. This exciting move renews the commitment to quality, value and customer service that we all expect of our manufacturers. In this newsletter, you'll notice our references to both Telex and Bosch. Over the past month, the new name is "taking hold" and you'll be hearing and reading about Telex Communications, a division of Bosch Communications Systems.



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