

MI PRO

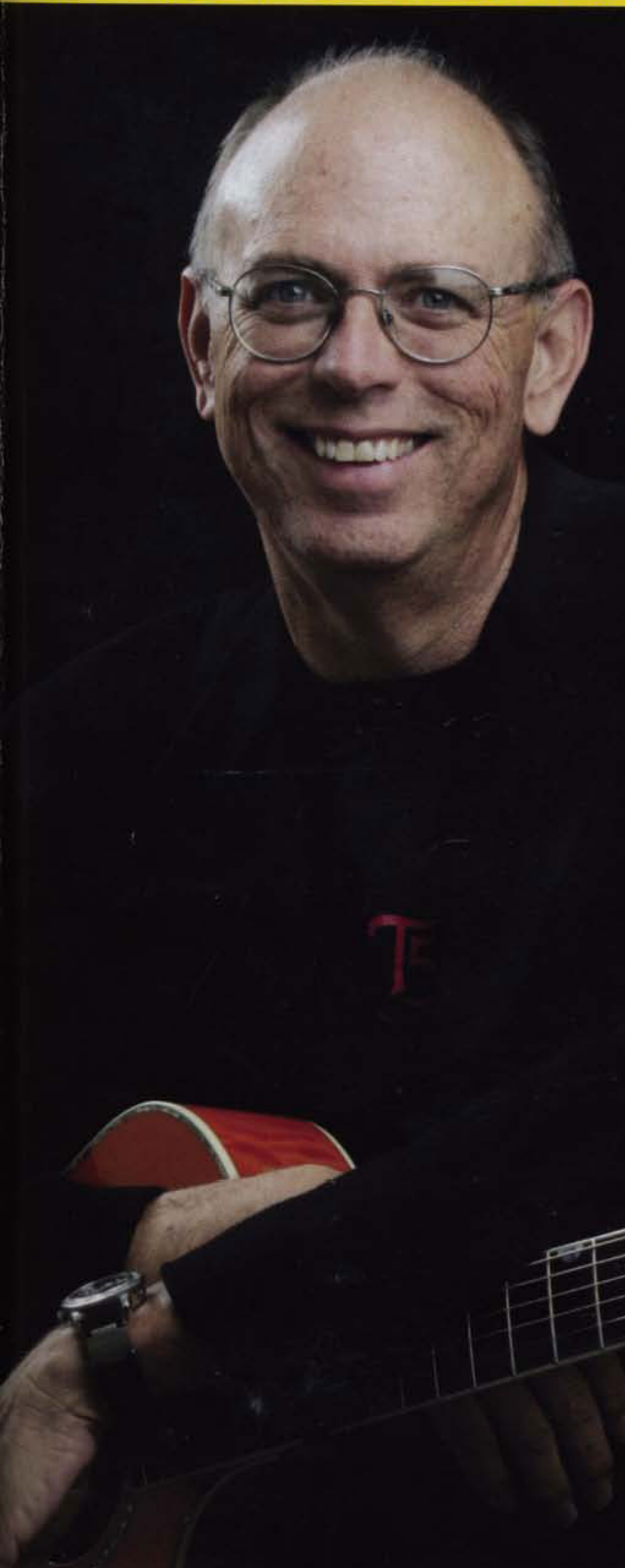
MUSICAL INSTRUMENT PROFESSIONAL



SECTOR SPOTLIGHT: BACKLINE

TRADITIONAL ■ HI-TECH ■ ROCK ■ CLASSICAL ■ EDUCATION ■ PRINTED MUSIC

Incorporating **AUDIO PRO**



THE TAYLOR REPORT

An exclusive audience with the man who changed the way guitars are made

THE CHINESE WAY

MI PRO HEADS EAST and brings back the goods from the most talked about territory in the market

CONVENTION HALL WISDOM

EVERYTHING YOU NEED to know about the Frankfurt Musikmesse - including how to survive

INTRODUCING



US mags for sale

THE portfolio of entertainment technology and music titles under CMP in the US is up for sale. This includes titles such as *EQ*, *Keyboard*, *Guitar Player* and *Bass Player*, as well as certain entertainment technology magazines like *Pro Sound News* and *Systems Contractor News*, amongst others. The sale does not affect any of the CMP Information titles in Europe.

In a statement to his employees, Steve Weitzner, the president and CEO of CMP Media, said: "This group has market-leading properties in the music business-to-consumer field and in the entertainment industry. As part of focusing our portfolio, we decided to put them up for sale. This is a very dedicated group of colleagues who have worked exceptionally hard to



WEITZNER: Defending sell-off make the business profitable while at the same time improving quality. It's our strong belief that these products will thrive as part of a company more focused on these industries."

Joe Hoskins, the publisher of many of the European versions of these magazines, was categorical that this move in the US would not impact upon his business. "

We have been acquiring quite a lot over the past year, mainly in the web-based side of the business. We have had a great year and we are looking to grow," he said. "My group is not for sale, nor are there any intentions to put them up for sale."

Hoskins pointed out that certain titles in Europe had been placed on the market, including *Print & Packaging* and *Trade IT*, but added that these amounted to a small section of CMPi's portfolios and the remaining, larger groups would remain and grow.

Rumours that CMP's popular record industry title, *Music Week*, had been put up for sale have proved to be unfounded.

As yet, there is no news on any prospective purchaser for the American titles.

Fender spins out FMI



THE FENDER Musical Instrument Corporation (FMIC) has launched a new division, FMI warehouse, a semi-autonomous company that will handle supply for a great deal of Fender's products and wholly owned brands, as well as third party distribution.

The new division will be headed up by Jeff Moore, who was previously in charge of internal sales for FMIC.

Among the third party lines being handled by FMI

Warehouse are Meinl Percussion, Tribal Planet and Aquarian drumheads.

Moore insisted that the new division would not be looking for size over quality. "There will be no 300-page catalogue," he said. "It is up to us to make sure none of our vendors gets lost. I would hope that dealers would come to us for the service level, the size, and maybe the chance to find something unique."

FENDER: 01342 331700

Welcome to the winners enclosure...

The biggest winner is Moss Bros as awards season throws up a raft of reasons to be cheerful for a lucky handful

LIVING FOR INNOVATION

THE ANNUAL Lord Stafford awards ceremony, held at the National Motorcycle Museum in Birmingham, was cause for a big celebration for the team of Patrick Eggle Guitars, as its owner, Gordon Tilley, was picked for the Living for Innovation Award and the company as a whole for the Achievement in Innovation Award. Tilley's New Wave Extra guitar received a commendation in the short list.

All of the award winners received a bespoke Wedgwood trophy and the right to use the Lord Stafford Award Winners Brand on their publicity material.

The Lord Stafford awards are held in celebration of the entire spectrum of collaborative activities from business planning, early stage development and prototyping, spin out companies, through to successful achievement and the special Living for Innovation award in the West Midlands. **EGGLE: 0121 212 1989**

WALES TRADE INTERNATIONAL AWARD

SUTHERLAND TRADING has added to its collection of silverware this year by being awarded the Wales Trade International Award, sponsored

by The Wales Trade International, at the Caerphilly Business Awards at the Maes Manor Hotel in Gwent. The accolade recognises the business that has made the most successful first entry into the export market or an entry into an overseas market new to them. Sutherland was recognized for its work in exporting and appointing local agents in both Germany and France.

"To win any award is pleasing, but to win the Wales Trade International Award, considering the calibre of the competition within the exporters category, came as a genuine surprise," commented Sutherland's international sales manager, Andrew Russell. **SUTHERLAND: 029 2088 7333**

TECNOLOGY HALL OF FAME

THE NEUMANN developed phantom power has been inducted into the TECnology Hall of Fame.

Neumann pioneered phantom power after receiving a contract to install studios at Norway's national radio in 1966. For compatibility reasons, the radio station required the power to be sourced from its own consoles, rather than from the mic itself.

Due to the limited daylight hours during the winter months,



Sutherland (top) scooped the Welsh Trade International Award, whilst Neumann is in the TECnology Hall of Fame

the studios used an auxiliary lighting system fed by a central

power when it was later standardized in DIN 45596, and is now fitted in every professional mixing console.

SENNHEISER: 01494 551551

GUITAR OF THE YEAR

THE BLUERIDGE BR163 guitar has won the '2005 Guitar of the Year' award presented by *Guitar & Bass Magazine*, in the category for Acoustic Guitars under £500.

The award was given for the guitar's 'attention to detail, superior workmanship and professional tone quality' for a £499 instrument. Blueridge has made a considerable impact in the UK market since being introduced by Gremlin earlier in the year - and the company is keen to introduce new ranges through 2006. **GREMLIN: 01273 491456**



48 volt power supply. This then became the standard phantom