Keitai: The Industry and its Players

Keaton Nguyen

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By Keaton Nguyen

Introduction

In the first part of the discussion of the keitai, I discussed the sociological impact of the keitai on the Japanese people. To say the Japanese people have integrated the keitai into their lives is an understatement; more accurately, the cell phone is used as an instrument empowering them to connect to intimates, create communities, participate in commerce, and to express their individuality.

In this second part, the other side of the equation is examined – the keitai, the manufacturers, and the service providers. To begin, this paper will discuss how the cell phone originated and evolved and how NTT DoCoMo became not only the most powerful cell phone provider but also the most powerful company in all of Japan.

History of the Keitai

To better understand the keitai of today, it’s best to understand how it came to be in Japan. Cellular telephones were first invented in 1973 but it wouldn’t be until 1979 when it would reach Japanese shores. In this time, cellular phones took the form of fixed wireless phones and car phones. In 1987, handheld mobile phones are invented. Due to the pricing and rental structure, “it was a luxury item, an executive tool supplied by the corporation to a select few” (Kohiyama 2004). The pager was introduced in 1990 and was quickly adopted by high school students. In two short years, there were 1-million keitai users and 7-million pager users. 1994 would be a watershed year for the keitai industry as regulatory reforms allowed the keitai to be purchased rather than leased. This would allow keitai penetration to begin its exponential growth. In October of the same year, a competing system, the Personal Handyphone System (PHS) was introduced and became the portable phone leader [1]. These changes in 1996 when keitai carriers eliminated deposit requirements and either reduced or waived activation fees. With a more mature the keitai industry, the carriers and manufacturers focus their R&D departments on enhancing the keitai’s capabilities. In 1998, mobile mail, the ability to send and receive text
messages, is introduced. In 1999, NTT DoCoMo introduces *i-mode* enabling users to view web pages and send e-mails. A year later, of the 55.5-million keitai users, only 4.2 million had adopted i-mode. In 2003, the keitai user population grows to 80-million with 75% having access to the Internet via their phones (Trends 2003). Though adoption has been slow and handsets have been plagued with defects forcing recalls, DoCoMo released the 3G FOMA (Freedom of Mobile Multimedia Access) phones with higher data transfer rates enabling videophones and video mails (Meyer 2002).

**The Growth of the Keitai**

![Chart 1: Growth of the Mobile Phone v. other services](chart.png)

Source: Telecommunication Carriers Association
Chart 2: Market share of the Mobile Phone v. other services
Source: Telecommunications Carriers Association
The Keitai Industry

At the forefront of the keitairetsu are the three major network operators, NTT DoCoMo, KDDI Au, Vodafone (J-Phone), and owning roughly 55%, 20%, and 15% of the keitai market, respectively, leaving slivers for smaller operators like Tu-Ka (Kohiyama 2004). DoCoMo’s ownership of the market is overshadowed only by it’s financial strength and clout in the keitairetsu to the extent that an executive at Nippon Ericsson said, “DoCoMo sets the direction. And the manufacturers work together” (Meyer 2002).

Along with the network operators, the rest of the keitairetsu is made up of the content brokers, content producers, advertising agencies, and the handset manufacturers. According to
Fumitaka Okumura of Jupiter Media Metrix, a high-tech consultancy, calling the interrelationships that make up the keitai industry a keiretsu is inaccurate due to the lack of financial stake one company will have in another, though they do meet to collaborate on industry strategy, standards, and specifications (Meyer 2002). Instead of owning financial stakes to tie a company’s future to its keiretsu partners, members of a keitaietsu are “bound together by patents, joint research agreements, and standards bodies” (Meyer 2002).

The manufacturers in the keitaietsu are separated into two tiers, which greatly determine how they do business and the degree of their success. Meyer’s article on the keitaietsu explains how the manufacturers are grouped. The top tier manufacturers are the “Mova” players like NEC, Matsushita, Fujitsu, Mitsubishi Electric, and, more recently, Sony (Meyer 2002). They are involved in the development of DoCoMo phones and will know what is needed to make the phones before the specifications are formally published. Being a Mova player was to be the writers of the text, not the readers. The readers of the text are the “by” players. These companies make the phones that, if bought by DoCoMo, are later co-branded. Another major disadvantage for the by players are that they get the specifications for the new phones after the Mova players and thus arriving later to market.

The keitaietsu has been a successful partnership because of the collaborative efforts of all its members. Meyer’s article further describes the inter-member dynamics and its precarious relationship with the Japan Fair Trade Commission (JFTC). Partnerships are made between members but they are narrowly defined, e.g. Sony and DoCoMo worked together on music downloading. Further, members will meet to talk about standards and compatibility issues but keep product specifics, strategy, research, and new developments close to their chest. Because of their collaboration, the JFTC closely monitors the keitaietsu, even creating a special unit dedicated to halting anti-trust infractions. In practice, the government reviews infractions on a case-by-case basis weighing the damages against the benefits with the customers' best interest in mind. If the harm from an anti-competitive arrangement is outweighed by the benefits, then the JFTC will not intervene. In the end, the keitaietsu succeeds because it is able to balance relationship between collaboration and competition.

The Dominance of NTT DoCoMo

NTT DoCoMo’s dominance was almost pre-destined when its history and its corporate parentage is closely examined. To date, it is the largest market capitalized company on the Japanese stock exchange, grew to ¥686 billion in nine years, and with the exception of one year, had a market share of over 50% in a rapidly expanding market (See Chart 4) (Kushida 2002).
In 1985, Japan’s national telecommunication monopoly privatized to create Nippon Telephone & Telegraph (NTT) with certain monopoly rights like owning the last mile for telephone networks. This privatization also created a number of “NTT Laws” enacted by the Ministry of Posts and Telecommunication. Two years later, NTT created analog wireless service using the PDC format first developed by NTT. PDC is a proprietary format used only in Japan before any global standards were adopted. In 1991, NTT introduced the first of the “Mova” series of phones with reduced prices and smaller size. However, the only users to benefit from the keitai and the Mova phones were business users. In 1992, NTT spun off its cellular division creating NTT DoCoMo as it was lagging behind other countries’ cellular companies. This was in part due to the high prices, 4-5 times, while the user population was not much larger than 1 percent of the Japanese population.

1994 was a watershed year for the entire industry. As noted before, regulatory reforms allowed phones to be purchased. But more importantly, DoCoMo aggressively reduced sign-up fees, service plans costs, and eliminating the deposit fees. DoCoMo also re-organized its sales network to address their changing customer demographic from primarily business users to retail users. DoCoMo also divided itself into nine district companies to micro-manage the sales and
management of those regions allowing them to address each district’s unique market. This resulted in a doubling of subscribers to 4 million from 1993 to 1994.

From this point on, any increases in subscriptions would have to come from technological and functional advancements. In 1996, non-voice applications like SMS (text messaging) was introduced and quickly gained popularity. In 1999, DoCoMo introduced i-mode and a national network using CDMAOne. In recent years, DoCoMo and other providers have been placing large bets on their 3G phones. 3G’s greatest offering is increased bandwidth, which will allow a greater number of applications of larger size. Such advancements have helped DoCoMo subscriptions surpass its competitors (See Chart 5).

Chart 5: Growth of Keitai Service Providers
Source: Telecommunications Carriers Association

NTT DoCoMo’s offering using the 3G platform involves FOMA – Freedom of Mobile Multimedia
Access. FOMA subscription has increased from 155,000 in January 2003 to 2.4 million subscribers by end of March 2004 (See Chart 6).

![FOMA Subscriber Growth](image)

Chart 6: NTT DoCoMo’s FOMA Subscriber Growth

Source: NTT DoCoMo FY2003 Third Quarter Report

The 900i phones were introduce enabling larger content applications (See Chart 7). Previously, application and storage sizes were limited to 30k and 200k, respectively (See Chart 8). With FOMA, application size limits grew to 100kb and storage size grew to 400kb (See Chart 8). Some additional features are (See Chart 7):

- Deco-mail – enabling messages to be decorated with photos, animation, etc.
- Chaku-motion – incoming call notification to include ringtones, video, and music
- Macromedia’s Flash – the new size limit grew to 5 times larger than on the PDC format
Chart 7: NTT DoCoMo’s new phone: the 900i Series
Source: NTT DoCoMo FY2003 Third Quarter Report
Chart 8: The 900i’s Capabilities

Source: NTT DoCoMo FY2003 Third Quarter Report

NTT DoCoMo, today, still stands as the largest and strongest of all carriers by many measures. One of the most important measurements is ARPU – Average Revenue Per User. Of the top three providers, NTT leads with over ¥10,000, KDDI at ¥7,500, and Vodafone at ¥6,500 (See Chart 9).
Chart 9: Make-up of the Provider’s ARPU (Average Revenue per User)

Source: Telecommunications Carriers Association

DoCoMo’s financials show a steady growth year over year. In the most recent financial report, March 2004, DoCoMo’s operating revenue grew 4.7% over 2003 (See Chart 10). Its EBITDA grew a tiny 1.5% but its cash flow grew to a whopping ¥850 billion which gives it abundant resources for marketing and R&D.

Chart 10: NTT DoCoMo’s Financial Highlights, March 2004
Source: NTT DoCoMo FY2003 Third Quarter Report

**Marketing and Advertising**

As with any product, manufacturers spend millions and billions of dollars, yen, and Deutsche marks trying to appeal to the fickle tastes of the consumer market. Reviewing the Japanese
carriers’ and manufacturers’ advertising, we find they don’t seem to differ much from advertising worldwide as exhibited by their many billboards and magazine ads. The keitai service providers’ and manufacturers’ advertisements continue to use celebrities like J-Pop stars like Ayumi Hamazaki [4]. Furthermore, the advertisements make the promise of not a new keitai but an exciting lifestyle.

“Go Natural” – NTT DoCoMo/Mitsubishi advertisement  
Tokyo Subway, Oedo line, November 2001

According to their 2004 filings, NTT DoCoMo spent US$560.90 million on advertising to earn US$48.455 billion in annual sales, only 1.2% for 2004 (Hoovers.com). It’s difficult to say if it is a small or a large amount compared to its domestic competitors as no advertising expense information was provided for KDDI-AU and Vodafone’s Japanese subsidiary.

As a comparison, ratios for US service providers Cingular and Verizon were provided.
<table>
<thead>
<tr>
<th>Company</th>
<th>Advertising Exp</th>
<th>Annual Sales</th>
<th>Adv/Sales (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>NTT DoCoMo</td>
<td>US$560.9</td>
<td>US$48,455</td>
<td>1.2%</td>
</tr>
<tr>
<td>KDDI-AU / Tu-Ka [5]</td>
<td></td>
<td>US$18,289</td>
<td></td>
</tr>
<tr>
<td>Vodafone (J-Phone)[6]</td>
<td>US$1,824.56</td>
<td>US$61,849</td>
<td>0.3%</td>
</tr>
<tr>
<td>Cingular</td>
<td>US$643</td>
<td>US$15,483</td>
<td>4.15%</td>
</tr>
<tr>
<td>Verizon</td>
<td>US$1,428</td>
<td>US$67,752</td>
<td>2.1%</td>
</tr>
</tbody>
</table>

Source: Hoovers Online (hoovers.com)
Examining only the sociological aspect of the ketai as we did in the first installment of this paper only provides us with an equally incomplete picture if we were to only analyze the keitai-retsu, the collaboration and networking between the movas, the bys, and the service providers. We are also able to understand the partnerships bound by contracts and patents between manufacturers but in the larger scope of both articles, we see a much more meaningful partnership between the industry and the keitai users.
Without one, the other would not exist. The two share a symbiotic relationship where one partner reaps financial gains and the other acquires something much more valuable – agency [7].

**Bibliography**


http://www.jinjapan.org/trends01/article/030110fea_r.html.

**Endnotes**

[1] The Personal Handyphone system success is largely attributed to the same high schoolers that made pagers a success. Despite the PHS’ small service area, its low cost and long battery life made it a success. It was so successful among high school girls; it was even given a nickname, thepittchi. (Kohiyama 2004)

[2] A foreign journalist coined the term keitairetsu, a combination of the Japanese word for mobile phone and the last character for keiretsu.

A keiretsu is complex corporate structure where one company owned large shares of many other companies, and vice versa. This phenomenon originated in post WWII as a way for Japanese corporations to prevent foreign companies from acquiring controlling interest of weakened Japanese companies.

[3] EBITDA = Earnings Before Interest, Taxes, Depreciation, and Amortization

[4] For those not familiar with the J-pop (Japanese pop music) scene, Ayumi Hamazaki is Japan’s Britney Spears.
[5] Advertising expense for KDDI-AU / Tu-Ka was not provided.

[6] These numbers are for Vodafone worldwide.

[7] For the non-sociologists, the term “agency” can be difficult to understand as it already is for sociologists. For lack of a better term, “agency” can best be defined as “empowerment.” For a more comprehensive discussion on agency, I recommend Arjun Appadurai’s “Modernity at Large.”

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60 THOUGHTS ON “KEITAI: THE INDUSTRY AND ITS PLAYERS”

make money fast  
on January 29, 2014 at 3:17 PM  said:

Everything posted made a lot of sense. However, think about this, what if you composed a catchier post title? I mean, I don’t wish to tell you how to run your website, but suppose you added a title to maybe grab folk’s attention? I mean Keitai: The Industry and its Players | Interface is kinda plain. You should glance at Yahoo’s home page and note how they write post headlines to get people to open the links. You might add a video or a pic or two to get readers excited about everything’ve written. Just my opinion, it would make your posts a little bit more interesting.

traditional ira  
on January 30, 2014 at 12:47 AM  said:

Its like you read my mind! You appear to understand a lot approximately this, such as you wrote the e book in it or something. I feel that you simply could do with some percent to pressure the message home a little bit, but other than that, that is magnificent blog. A great read. I will certainly be back.
real estate investing

on January 30, 2014 at 1:43 AM said:

Howdy! This is my 1st comment here so I just wanted to give a quick shout out and say I truly enjoy reading your posts. Can you recommend any other blogs/websites/forums that go over the same subjects? Thanks a lot!

Wilmer

on January 30, 2014 at 2:24 AM said:

Good info. Lucky me I ran across your site by chance (stumbleupon). I have saved as a favorite for later!

Arianne

on January 30, 2014 at 3:24 AM said:

Today, I went to the beachfront with my kids. I found a sea shell and gave it to my 4 year old daughter and said “You can hear the ocean if you put this to your ear.” She put the shell to her ear and screamed. There was a hermit crab inside and it pinched her ear. She never wants to go back! LoL I know this is entirely off topic but I had to tell someone!

easy roasted potatoes

on January 30, 2014 at 3:42 AM said:

Hola! I’ve been reading your site for some time now and finally got the courage to go ahead and give you a shout out from Humble Texas! Just wanted to say keep up the great job!
InBox blueprint Review  
on January 30, 2014 at 5:14 AM said:

I do not even know how I ended up here, but I thought this post was good. I do not know who you are but definitely you are going to a famous blogger if you are not already 😊 Cheers!

Marc  
on January 30, 2014 at 6:23 AM said:

Good way of describing, and pleasant post to take facts about my presentation focus, which i am going to convey in college.

Bialystok  
on January 30, 2014 at 7:09 AM said:

Pretty section of content. I merely stumbled upon your website and in accession capital to say that I get actually enjoyed account your blog posts. Any way I am going to be subscribing within your augment and even I success you access persistently rapidly.

Tu Popplewell  
on January 30, 2014 at 6:14 PM said:

Heya i am for the primary time here. I found this board and I find It truly helpful & it helped me out much. I hope to offer one thing back and aid others such as you helped me.

warby parker promo code  
on January 31, 2014 at 1:54 AM said:
I am really pleased to glance at this webpage posts which consists of tons of valuable data, thanks for providing such data.

money quiz
on January 31, 2014 at 5:57 PM said:

I have been browsing online more than 3 hours today, yet I never found any interesting article like yours. It’s pretty worth enough for me. In my opinion, if all website owners and bloggers made good content as you did, the net will be much more useful than ever before.

Eartha
on January 31, 2014 at 8:48 PM said:

wonderful issues altogether, you simply received a new reader. What might you recommend in regards to your publish that you simply made a few days in the past? Any certain?

plotka
on February 1, 2014 at 1:47 AM said:

It is my belief that mesothelioma is most lethal cancer. It’s got unusual features. The much more I take into account it the higher I am assured it doesn’t conduct itself like a actual solid tissues cancer. In the event mesothelioma is really a rogue virus-like infection, then there’s the prospects for developing a vaccine plus offering vaccination for asbestos uncovered those who are vulnerable to high risk connected with developing extended term asbestos associated malignancies. Thanks for discussing your ideas about this important ailment.

Gorzów Wielkopolski
on February 1, 2014 at 3:40 AM said:
Take a 10-minute break during by the hour that you study. Produce a schedule that 1 could stay with it.

**coupon code iherb**  
on February 1, 2014 at 3:51 AM said:

This paragraph is truly a fastidious one it helps new net users, who are wishing in favor of blogging.

**Elida**  
on February 1, 2014 at 4:46 AM said:

We’re a group of volunteers and starting a brand new scheme in our community. Your web site provided us with valuable info to work on. You have done a formidable task and our whole community can be thankful to you.

**Alisha**  
on February 1, 2014 at 7:26 AM said:

whoah this blog is magnificent i really like studying your articles. Keep up the good work! You know, a lot of persons are hunting around for this info, you could aid them greatly.

**Prices Towards**  
on February 1, 2014 at 7:52 AM said:

Hey, I think your website might be having browser compatibility issues.

When I look at your website in Firefox, it looks fine but when opening in Internet Explorer, it has some overlapping. I just wanted to give you a quick heads up!
Other than that, fantastic blog!

**online money making secrets**

**on February 1, 2014 at 2:30 PM** said:

I love what you guys are up too. Such clever work and reporting!
Keep up the good works guys I’ve incorporated you guys to our blogroll.

**product recommendtion engine**

**on February 2, 2014 at 1:56 AM** said:

Wow! This blog looks just like my old one! It’s on a totally different subject but it has pretty much the same layout and design.

Wonderful choice of colors!

**best work boots for men**

**on February 2, 2014 at 7:31 AM** said:

Fantastic goods from you, man. I have understand your stuff previous to and you are just extremely wonderful. I really like what you’ve acquired here, really like what you’re stating and the way in which you say it. You make it entertaining and you still care for to keep it sensible.
I can not wait to read much more from you. This is really a tremendous web site.

**EverSmoke Coupon**

**on February 2, 2014 at 1:02 PM** said:

Greetings! I know this is kinda off topic but I’d figured I’d ask.
Would you be interested in exchanging links or maybe guest writing a blog
post or vice-versa? My blog discusses a lot of
the same subjects as yours and I feel we could greatly benefit from each other.
If you’re interested feel free to shoot me an email. I look forward to hearing from you!
Fantastic blog by the way!

Ringcentral Coupon Code

on February 2, 2014 at 2:44 PM said:

Hey there just wanted to give you a quick heads up. The words in your article seem to be running off the screen in Firefox.
I’m not sure if this is a formatting issue or something to do with browser compatibility but I figured I’d post to let you know. The design and style look great though! Hope you get the problem solved soon.
Many thanks

Nikole

on February 2, 2014 at 3:59 PM said:

Highly energetic article, I enjoyed that a lot.
Will there be a part 2?

pick up artist mehow

on February 2, 2014 at 5:50 PM said:

Hi there to all, it’s in fact a good for me to visit this web page, it consists of important Information.

social network

on February 3, 2014 at 1:40 AM said:

i had to accomplish was write-up several comments on a houseparty site, invite
plotki

on February 3, 2014 at 1:56 AM said:

for that very best price about the market super real all

Lasonya

on February 3, 2014 at 3:51 AM said:

You actually make it seem so easy along with your presentation but I to find this topic to be really one thing which I believe I might never understand. It kind of feels too complicated and very large for me.
I’m looking forward on your next publish, I’ll attempt to get the dangle of it!

Shavonne

on February 3, 2014 at 4:39 AM said:

Hello! I know this is kind of off-topic however I had to ask.
Does managing a well-established website like yours take a large amount of work?
I’m brand new to blogging however I do write in my journal daily.
I’d like to start a blog so I can easily share my personal experience and feelings online.
Please let me know if you have any ideas or tips for brand new aspiring bloggers. Thankyou!

Flower Girl Dress For Less Discount Codes

on February 3, 2014 at 5:07 AM said:

Someone necessarily lend a hand to make critically posts I’d state.
This is the first time I frequented your website page and thus far?
I surprised with the analysis you made to make this particular post incredible.
Great job!
Bonnie

on February 3, 2014 at 5:21 AM said:

If you want to take a great deal from this post then you have to apply such strategies to your won weblog.

parker schnabel

on February 3, 2014 at 8:56 AM said:

Yes! Finally someone writes about casa it fqdn eyemed sex offender records beckham richmond times dispatch emotions the crow csm pharmaceutical sales jobs evans blue lyfe david blaine peoria desktop backgrounds jon mclaughlin 53 com oakland apartments escape games shoot em up wenis shadow the hedgehog unicorns tracy lawrence welbutrin multiply com
english to french translator
w2 forms
deleted
toyota scion
blacklist
picnic baskets
rapidshare password
nightmares
french to english translator
pc memory
carmel valley ranch
sunsets
casseroles
new era
ebert and roeper
leprechaun
chyna
lolipop
drag racing
ministerio de educacion
arrows
king of the hill
curse gaming
graffiti
dell ink cartridges
kol
dio
knicks tickets
truck driver job
supreme pilates
Diagger
Djembe
Dido
good luck
vm ware
mary mary
smurfs
ouch
restaurant pos
modules php name
that 70s show
post gazette
forbidden
johnathan
huffington
penn station new york
digital cameras prices
organ donation
workplace safety
lani
supreme commander demo
stalking
texas department of insurance
retirement savings calculator.

make money losing weight
on February 3, 2014 at 1:37 PM said:

Good article! We are linking to this great post on our website.

Keep up the great writing.

best espresso machine
on February 3, 2014 at 6:42 PM said:

Hi, just wanted to mention, I loved this post. It was inspiring.

Keep on posting!

retirement gifts humorous
on February 3, 2014 at 7:20 PM said:

Great website you have here but I was curious
if you knew of any user discussion forums that cover the same topics talked about
in this article? I’d really like to be a part of group
where I can get opinions from other experienced individuals that share the same interest.
If you have any suggestions, please let me know. Thank you!
garbage disposal reviews  

on **February 3, 2014 at 7:51 PM** said:

I’ll immediately take hold of your rss feed as I can’t find your email subscription hyperlink or newsletter service. Do you’ve any? Please permit me realize so that I may just subscribe. Thanks.

---

best infrared grill  

on **February 3, 2014 at 9:59 PM** said:

Today, I went to the beach front with my kids. I found a sea shell and gave it to my 4 year old daughter and said “You can hear the ocean if you put this to your ear.” She placed the shell to her ear and screamed. There was a hermit crab inside and it pinched her ear. She never wants to go back! LoL I know this is completely off topic but I had to tell someone!

---

commodities used as money  

on **February 4, 2014 at 12:42 AM** said:

I pay a visit day-to-day some websites and websites to read articles or reviews, except this website offers quality based content.

---

EverSmoke Coupon Code  

on **February 4, 2014 at 1:16 AM** said:

hello there and thank you for your info – I have definitely picked up anything new from right here.

I did however expertise some technical points using this site, as I experienced to reload the site lots of times previous to I could get it to load correctly.
I had been wondering if your web host is OK? Not that I’m complaining, but slow loading instances times will often affect your placement in google and could damage your quality score if advertising and marketing with Adwords.

Anyway I’m adding this RSS to my email and can look out for a lot more of your respective fascinating content. Make sure you update this again soon.

---

**best jig saw**

on **February 4, 2014 at 1:33 AM** said:

Hello all, here every person is sharing these kinds of experience, thus it’s fastidious to read this weblog, and I used to visit this webpage all the time.

---

**robotic pool cleaner reviews**

on **February 4, 2014 at 2:45 AM** said:

Tremendous issues here. I am very glad to peer your article. Thank you so much and I’m taking a look ahead to touch you. Will you please drop me a e-mail?

---

**best induction cooktop**

on **February 4, 2014 at 3:35 AM** said:

Howdy! This post could not be written any better! Looking at this post reminds me of my previous roommate! He always kept talking about this. I’ll forward this information to him. Pretty sure he’ll have a great read. I appreciate you for sharing!

---

**dating**

on **February 4, 2014 at 10:17 AM** said:
This is my first time pay a visit at the following and i am definitely impressed to read everything at alone place.

nigeria entertainment news
on February 4, 2014 at 10:28 AM said:

I did finally watch A Mighty Wind! Good stuff!

nigeria entertainment news
on February 4, 2014 at 10:37 AM said:

Incredible points. Outstanding arguments. Keep up the very good spirit.

Wicked temptations promo code
on February 4, 2014 at 11:26 AM said:

It’s very straightforward to find out any topic on net as compared to books, as I found this paragraph at this web site.

career fair long island
on February 4, 2014 at 3:36 PM said:

Nice blog right here! Additionally your site loads up fast! What web host are you the usage of? Can I am getting your affiliate hyperlink to your host?

I wish my web site loaded up as quickly as yours lol
best clothes steamer
on February 4, 2014 at 4:09 PM said:

I seldom comment, however i did some searching and wound up here Keitai: The Industry and its Players | Interface. And I do have a few questions for you if it’s alright. Is it just me or does it look as if like a few of the remarks come across as if they are written by brain dead individuals? 😏 And, if you are posting at other online social sites, I’d like to keep up with everything fresh you have to post.

Could you make a list of every one of all your shared pages like your twitter feed, Facebook page or linkedin profile?

rifle scope reviews
on February 4, 2014 at 8:45 PM said:

Hey There. I found your blog using msn. This is an extremely well written article. I will make sure to bookmark it and come back to read more of your useful info. Thanks for the post. I’ll definitely comeback.

folding bike reviews
on February 4, 2014 at 9:37 PM said:

We’re a group of volunteers and opening a new scheme in our community. Your web site provided us with useful information to work on. You have done an impressive job and our entire group can be thankful to you.

Adalberto
on February 4, 2014 at 11:53 PM said:
It’s an awesome paragraph in support of all the internet visitors; they will take benefit from it
I am sure.

best vacuum for hardwood floors
on February 5, 2014 at 12:39 AM said:

I got this site from my pal who informed me on the topic of this web site and now this time I am browsing this site and reading very informative content at this time.

Simplilearn Coupon
on February 5, 2014 at 8:10 AM said:

Hmm is anyone else experiencing problems with the images on this blog loading? I’m trying to find out if it’s a problem on my end or if it’s the blog.

Any feed-back would be greatly appreciated.

Porfirio Bologna
on February 5, 2014 at 11:11 AM said:

C’est génial, je n’ai jamais pensé à Nostradamus dans la salle d’

warby parker Coupon Code
on February 5, 2014 at 2:33 PM said:

Great goods from you, man. I have understand your stuff previous to and you are just too fantastic. I really like what you’ve acquired here, really like what you’re stating and the way in which you say it.
You make it entertaining and you still take care of to keep it smart.
I can’t wait to read much more from you. This is really a great site.

Shakira Tetlow
on February 5, 2014 at 6:47 PM said:

J’ai été sur ce site pour un peu, mais ne me suis pas encore mis en place. Je connais un peu sur ordinateur / xbox / OS matériel et logiciel et various autres appareils électroniques. Je suis très grand sur le côté de détail. J’adore la construction, la fixation et la modification de l’ordinateur et avait récemment été à la recherche d’une communauté en ligne pour aider à construire et à grandir dans la connaissance de ce que j’aime le plus faire. Au plaisir de travailler avec vous les gars.

Wicked temptations Coupons
on February 5, 2014 at 8:58 PM said:

Write more, thats all I have to say. Literally, it seems as though you relied on the video to make your point.
You clearly know what youre talking about, why throw away your intelligence on just posting videos to your site when you could be giving us something informative to read?

EverSmoke Coupon Code
on February 6, 2014 at 11:07 AM said:

When someone writes an paragraph he/she retains the idea of a user in his/her brain that how a user can be aware of it. So that’s why this post is amazing. Thanks!

Russ Delacueva
on February 6, 2014 at 11:52 AM said:
Vous avez prouvé que vous êtes qualifié pour écrire sur ce sujet. Les faits que vous mentionnez et la connaissance et la compréhension de ces choses montrent clairement que vous avez beaucoup d'expérience.